

# SOUTH SILVER GROUP

#### YOUR CURATED SOURCE

FOR EXCEPTIONAL INVESTMENTS

# The Marina Summit

Unlocking the Next Wave of High-Return Investments











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### AGENDA

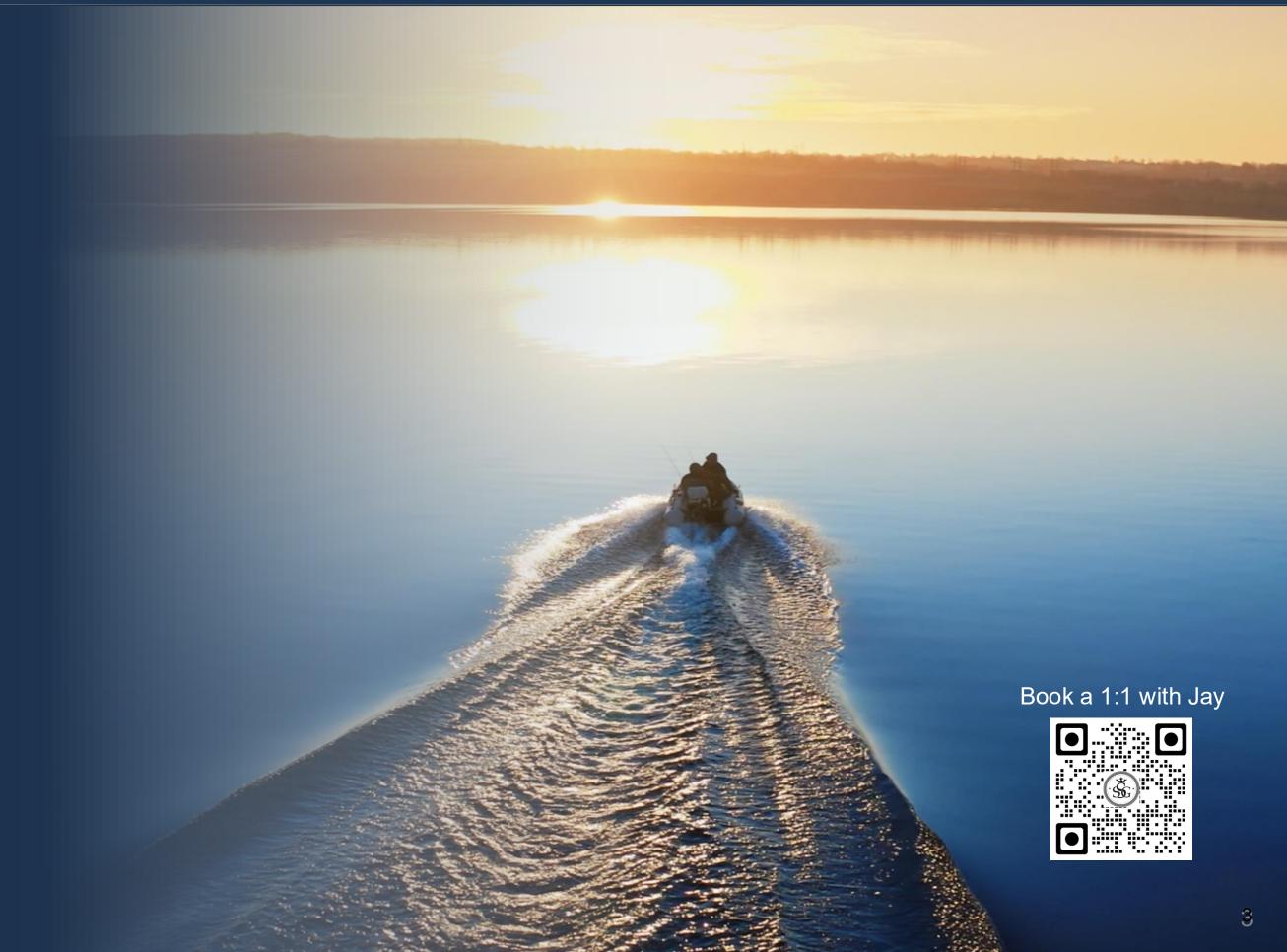
- Marinas a "New Wave"
- Asset Characteristics
- Market & Strategy
- Current Offering
- Our Partner & Target Funds
- Our Performance
- Next Steps



# Marinas — the "Next Wave"

#### CONTEXT

Early in consolidation
Higher cap-rates
Higher cash flows
Portfolio benefits
NOI and optimizations
Value add
Interest by Wall Street & PE
Seller dynamics
Window(s) of opportunity





### CHARACTERISTICS

Clientele

Higher net-worth clients<sup>2</sup>

High tenant retention / wait lists

Operations

Multiple diverse income streams

Year-round cash flows

Seasonal

NOI, rents, and expenses

**Expansion options** 

High barrier to entry

Assets

Outdoor appeal

Recession resistant



#### MARKET

Market size: 7.6 billion <sup>1</sup> 93%+ owned by mom-and-pops Revenue CAGR 2.4% <sup>1</sup> 9,623+ marinas in the US<sup>2</sup> Declining 1.8% / year Limited supply Boater base: 100 million a year <sup>3</sup> High profit margins: 18.2%<sup>2</sup> High occupancies <sup>5</sup> Interest by funds and wall street 4 Blackstone buys Safe Harbor 6











### STRATEGY

Pipeline filter
Increase NOI
Expansion
Standardize
Optimize
Consolidate
Profit from portfolios

Book a 1:1 with Jay





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### SSG Recreation Fund 1 (SSGRF1)



- Target: cash flowing high-return funds (projecting 30%+ IRRs)
- Invest into "multi-tiered" offerings with experienced asset management Provide better position for investors than investing directly into the targeted offerings
- Higher equity position to investors
- Provide diversification vs. dilution

Offering 0.5-20 million

Preferred return (A-1) 9% | (A-2) 8%

LP/GP Split (A-1) 97%/3% | (A-2) 94%/6%

Projections 30%+ IRR; 2.0x Multiple (by year 3)

Management fee ~2% (See PPM for details)

Minimum investment (A-1) 250,000 | (A-2) 50,000

Distributions Quarterly

Payment About 60 days past Q-end

Hold 3-5 years

Type Open end – but limited

\* For investments of \$500,000 or more, contact us directly









### Fund Targets



<b>NHMarina</b>	Fund 1		
ITITIM			

~10 mil. Raise 20 mil.

Closed **Status** Open

**Assets** Stardust Marina, Lake Norris, TN Big-M Marina (under contract)

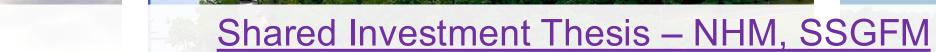
> Other(s) - TBD. Mermaid Cove, Lake of the Ozarks, MO

Kuttawa Harbor, Lake Barkley, KY

Hold 3-5 years 3-5 years

50k 8% 65/35 | 250k 9% 70/30 | 500k 10% 75/25 **Tiers** <- same

Disclosure: South Silver Group LLC is a general partner in Windlass Marinas / New Haven Marinas



Acquire primarily fresh-water inland US marinas Optimize, Standardize, and Expand operations to improve NOI Sell assets at lower cap rates – bundled if necessary



STARDUST MARINA





NHMarina Fund 2





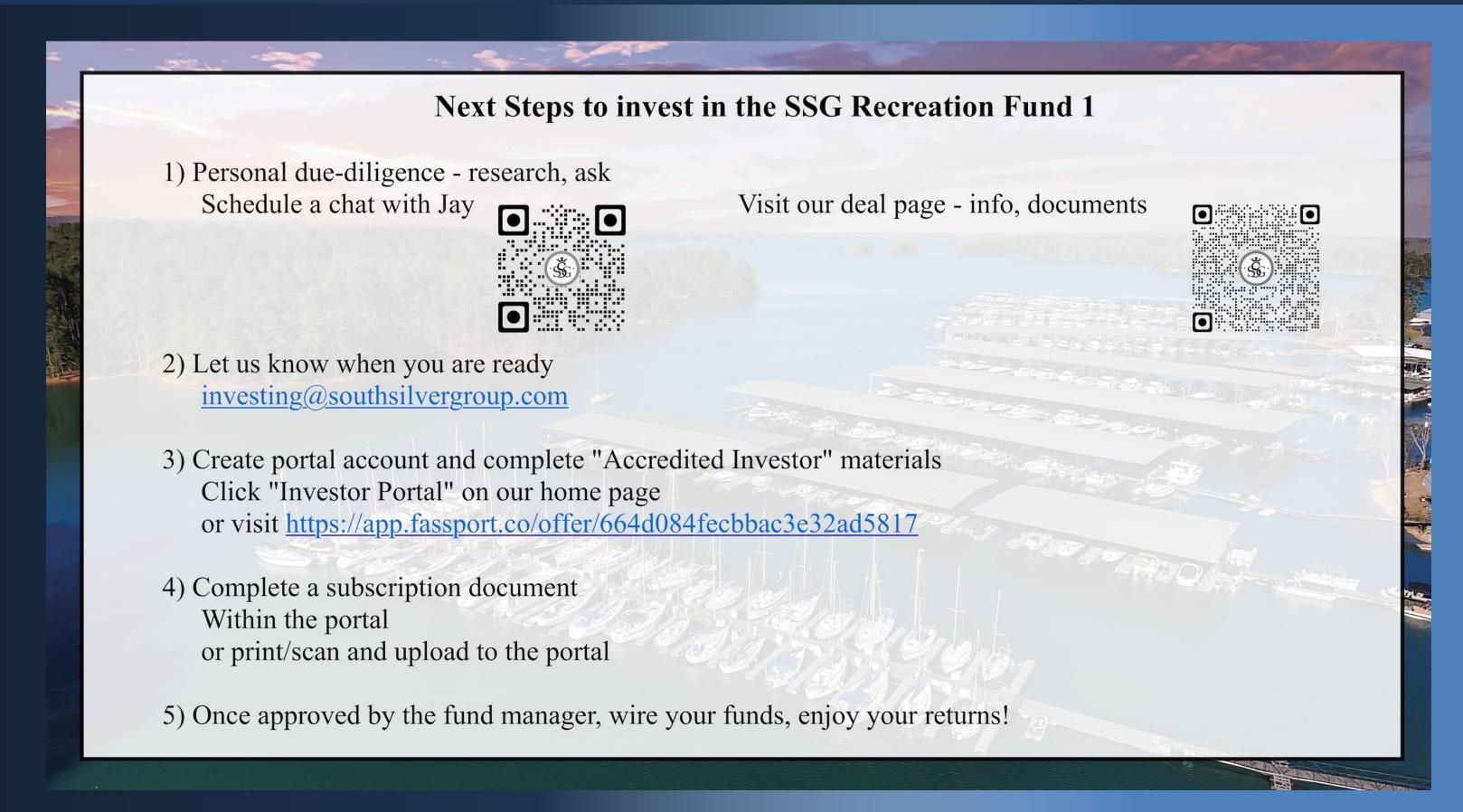
### Performance: Windlass Marinas dba New Haven Marinas

	Norris2 (not in the funds)	NHMarina Fund 1	NHMarina Fund 2
Acquired	August 2022	Oct 1, 2024 – completed raise	Open
Raise	5.5 mil.	~ 10 mil.	~ 10 mil.
Terms	10% pref.   70/30	8/9/10% pref.   65/70/75 LP splits	8/9/10% pref.   65/70/75 LP splits
Projections	30% IRR over 5–7-year hold	30% IRR over 3–5-year hold	30% IRR over 3–5-year hold
To date	Distributions every quarter	Distributions started May '25	1 <sup>st</sup> marina under contract
	~ 80% of preferred return distributed to date	3 marinas acquired	1 <sup>st</sup> distribution will be in 2026
Status	On track to meet projections	On track	Just starting
	Multiple interested buyers!	2 of 3 marinas already have interested buyers!	

NOTE: Stardust Marina voted #1 on Norris Lake 2 years in a row! Norris lake has about 20 marinas in total. We own 3 of them.



# Next Steps





# Thank you for Listening!





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### References

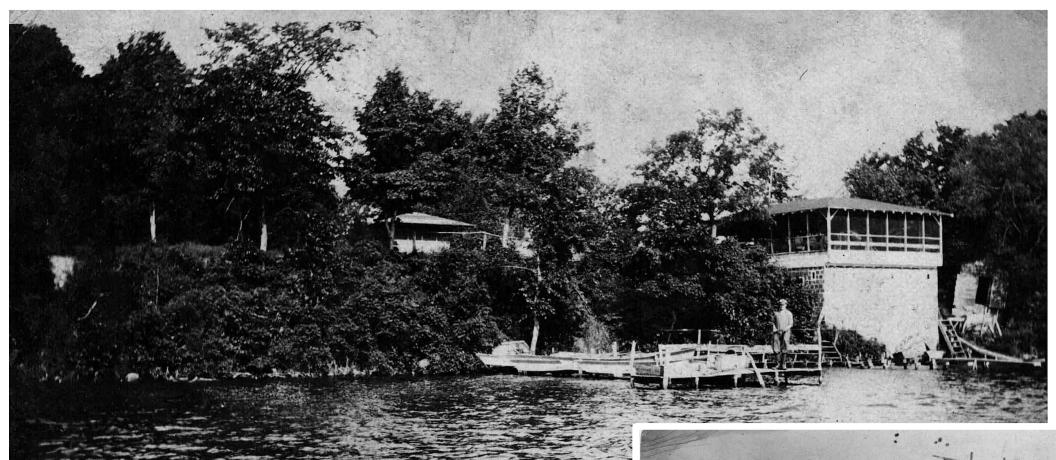
- 1 IBISWorld article Marinas in the US Market Research Report (2015-2030) <a href="https://www.ibisworld.com/united-states/industry/marinas/1654/">https://www.ibisworld.com/united-states/industry/marinas/1654/</a>
- 2 IBISWorld Industry Report 71393 "Marinas in the US"
- 3 NMMA: U.S. Boat Sales Reached 13-Year High in 2020, Recreational Boating Boom to Continue through 2021, <a href="https://www.nmma.org/press/article/23527">https://www.nmma.org/press/article/23527</a>
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- 5 Occupancy Rates: Marina Dock Age 2021 Annual Survey: Industry Reports Increasing Occupancy and Higher Profits, <a href="https://www.marinadockage.com/2021-annual-survey-industry-reports-increasing-occupancy-and-higher-profits/">https://www.marinadockage.com/2021-annual-survey-industry-reports-increasing-occupancy-and-higher-profits/</a>
- Blackstone Completes Acquisition of Safe Harbor, \$5.65 Billion 138 Marinas, April 30, 2025, <a href="https://www.blackstone.com/news/press/blackstone-infrastructure-completes-acquisition-of-safe-harbor/">https://www.blackstone-infrastructure-completes-acquisition-of-safe-harbor/</a> https://www.blackstone.com/news/press/blackstone-infrastructure-to-acquire-safe-harbor-marinas-in-5-65b-transaction/



### West Side Resort on South Silver Lake, MN

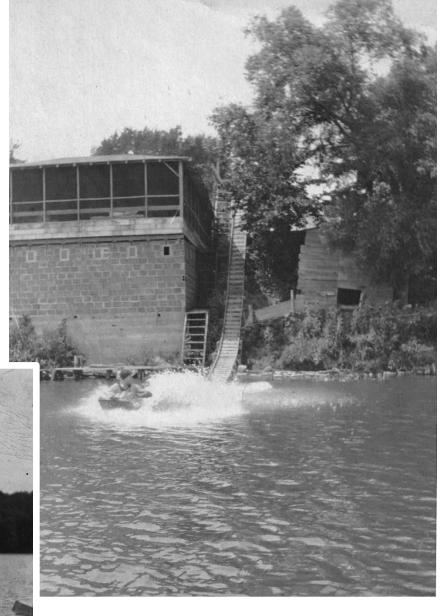
WEST SIDE RESORT-SILVER LAKE

ca. 1910-1930s



Dance floor
Bar
Boat rentals
Bait for sale
Dock fishing
Picnic Area
Changing rooms
& Outhouse

Toboggan ride Icehouse



Diving tower
Diving board
Pre-dates OSHA!



#### Store sales:

- Strawberries
- Sweet corn
- Raw honey
- Chicken and Eggs
- Other farm-fresh produce



# Why Invest with South Silver Group

### YOUR CURATED SOURCE FOR EXCEPTIONAL INVESTMENTS

Investors first

Curated partnerships – It's the team that matters!

Multiple asset classes

Asset cycle aware

High-ROI targets

Asymmetric risk

Variety – funds and syndications

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- 1. "Contact Us" on our Website Updates, Emails
- 2. Follow us on social media
  Linked In
  Facebook
  Instagram
  YouTube





3. Reach out

manager@southsilvergroup.com

#### When ready to invest:

- 1. investing@southsilvergroup.com
- 2. "Investor Portal" on our Website

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