

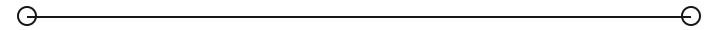


## OFFERING MEMORANDUM

# Drifters Marina & Grill

6603 LAKE TULLOCH PL

Copperopolis, CA 95228



### PRESENTED BY:

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# Table of Contents

<b>4</b>	<b>PROPERTY INFORMATION</b>	<b>13</b>	<b>LOCATION INFORMATION</b>		
	Property Summary	5	Aerial Map	14	
	Complete Highlights	6	Location Map	15	
	Site Plan	7	Drive Time Map	16	
	Marina Photos	8			
	Restaurant Photos	9	<b>17</b>	<b>DEMOGRAPHICS</b>	
	Owner's Condo Photos	10		Custom Page	18
<b>11</b>	<b>FINANCIAL OVERVIEW</b>	<b>19</b>	<b>ADVISOR BIOS</b>		
	Financial Summary & Highlights	12	Advisor Bio - Josh Sheppard	20	
			Advisor Bio - David Kendall	21	
			Advisor Bio 3	22	

## DISCLAIMER

The material contained in this Offering Memorandum is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Offering Memorandum. If the person receiving these materials does not choose to pursue a purchase of the Property, this Offering Memorandum must be returned to the SVN Advisor.

Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Offering Memorandum may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Offering Memorandum, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



An aerial photograph of a lake with a marina. The marina is filled with numerous boats of various sizes, including motorboats and pontoon boats, docked at wooden piers. In the background, there are several large, modern houses with blue roofs and balconies, situated on a hillside overlooking the water. The surrounding landscape is hilly and covered with green trees and shrubs. A large white circle with a dashed border is overlaid on the left side of the image, containing the text 'SECTION 1 Property Information'.

**SECTION 1**  
Property  
Information



## PROPERTY SUMMARY



### OFFERING SUMMARY

<b>SALE PRICE:</b>	\$7,700,000
<b>INCLUDED IN OFFERING:</b>	Marina Restaurant Owner Condo
<b>MARINA:</b>	Wet 48 Slips Dry (Private Bays) 19 Slips
<b>RESTAURANT:</b>	1,300 Square Feet (Liquor License Included)
<b>CONDOMINIUM:</b>	1,958 Square Feet (2 Bed 1 Bath)
<b>AMENITIES:</b>	Fuel Dock Security Private Launch Parking

### PROPERTY DESCRIPTION

**SVN Marinas**, in partnership with **SVN Vanguard**, proudly presents Drifters Marina & Grill. Nestled along the picturesque shores of Lake Tulloch, California, this unique business enjoys a steady influx of seasonal visitors, drawn to one of the most sought-after vacation destinations in the Sierra Nevada Foothills, conveniently located just east of Modesto and Stockton in Calaveras County.

The marina boasts 48 wet slips and 19 dry slips, offering a range of amenities, including dockside fueling, waterfront dining, a private launch, advanced security, and ample parking. The dry slips, situated in covered garage bays behind the restaurant, allow tenants to store, maintain, and launch their boats with ease.

Drifters Marina & Grill is the only supplier of self-service marine fuel on Lake Tulloch, meeting high demand from a captive audience of boaters. The restaurant, renowned for being the only waterfront dining venue on the lake, holds an exclusive liquor license, attracting a large crowd throughout the busy season from March to September.

Included in the sale of Drifters Marina & Grill is a 2-bedroom, 1-bathroom condominium located above the restaurant, offering expansive lake views. This unique feature provides ownership with convenient on-site living or can be used as a vacation rental in this highly desirable location.



## COMPLETE HIGHLIGHTS



### MARINA

- 48 Wet Slips
- 19 Self Storage Dry Slips in covered bays
- The sole location for self-service dockside fuel on Lake Tulloch
- Advanced security systems with key card gated access.
- Private Launch exclusively for use by customers and tenants
- Ideal location for a Boat Rental Business



### RESTAURANT

- The only dockside dining location on Lake Tulloch
- Seating Occupancy 100
- Holds the sole liquor license for the surrounding area of Lake Tulloch
- Opportunity to acquire an adjacent, undeveloped lot for expansion
- Best-in-Class POS system for streamlined operations and metrics tracking
- Irreplaceable waterfront real estate
- Seasonally open for 6 months of each year



### OWNER'S CONDO

- Waterfront Condominium with expansive views of Lake Tulloch
- 2 Bedroom 1 Bath 1,700 Square Feet (total)
- Adjacent condo sold \$950,000 on 9/6/2024
- Provides ownership convenient onsite residence above Drifters Marina & Grill
- Can be utilized as a seasonal or nightly vacation rental generating an estimated additional gross income of +\$60,000 per season (optimized).



**SITE PLAN**





MARINA PHOTOS





## RESTAURANT PHOTOS





**OWNER'S CONDO PHOTOS**







**SECTION 2**  
**Financial  
Overview**



# FINANCIAL SUMMARY & HIGHLIGHTS

Drifter Marina & Grill Income Statement	CONSOLIDATED 2-YEAR ACTUAL & PRO FORMA		
	2022 (A)	2023 (A)	PRO FORMA
<b>Gross Income</b>			
Marina	158,285	186,817	172,551
Family Reserved Slips	-	-	22,200
Restaurant & Bar	715,533	493,023	604,278
Total Sales	286,358	291,249	288,803
Owner's Condo	-	-	63,000
<b>Gross Income</b>	<b>1,160,176</b>	<b>971,089</b>	<b>1,150,832</b>
<b>Cost of Goods Sold</b>			
State Sales Tax Grill	42,183	34,003	38,093
Beer	12,512	12,018	12,265
CO2 Nitrogen	650	676	663
Food	137,459	121,951	129,705
Gasoline	183,165	177,876	180,521
Hard Liquor and Mixers	34,621	19,391	27,006
Wine	-	827	827
<b>Cost of Goods Sold</b>	<b>410,591</b>	<b>366,743</b>	<b>389,080</b>
<b>Gross Profit</b>	<b>749,585</b>	<b>604,346</b>	<b>761,752</b>
<b>Operating Expenses</b>			
Accounting Expense	3,881	3,575	3,728
Business Licensing	687	173	430
Alcohol	1,035	860	947
Gas License	751	507	529
Health Department	-	623	623
Gasoline Tech support	-	1,695	1,695
Liquor Liability	619	1,297	958
Cleaning Service	1,325	225	775
Marina Liability	12,482	14,179	13,330
Workers Comp	8,912	5,863	7,438
Grill maintenance	3,008	4,384	3,696
Marina Dock Systems Maintenance	2,000	9,991	5,995
Marina Security	1,372	100	736
checks - employees	17,441	15,994	16,717
direct deposit - employees	239,521	132,577	186,049
Utilities - Electricity Grill	173	51	112
Utilities - Electricity Sign	411	237	324
Linen Service	2,673	3,506	3,090
Utilities - Garbage & Recycling	2,665	2,447	2,556
Internet	2,421	1,634	2,027
Gas POS	5,087	4,861	4,974
TOAST POS	3,470	3,120	3,295
Propane Grill	5,959	4,429	5,194
Telephone	1,612	2,242	1,927
Telephone - Cell	1,992	1,069	1,530
Telephone - Grill	4,574	6,030	5,302
Utilities - Water - Grill	2,220	1,984	2,102
Utilities - Water - Irrigation	615	1,361	988
Utilities - Water - Restaurant	-	1,079	1,079
Website Maintenance	-	971	971
Fed Tax	85,395	25,508	55,451
State Tax	21,876	21,075	21,475
Postage	1,268	1,322	1,295
<b>Operating Expenses</b>	<b>435,443</b>	<b>275,068</b>	<b>357,439</b>
<b>Net Ordinary Income</b>	<b>314,142</b>	<b>329,278</b>	<b>404,313</b>

Margin % of GR 41.9% 54.5% 53.1%

## HIGHLIGHTS

- Restaurant Gross Profit Margin for 2023 YTD was 61.5% (A)
- Type 47 Liquor License aftermarket valuation \$100,000 - \$125,000
- Comparable sale for neighboring condo was \$950,000 sold 9/6/2024
- Margin Percentage of Gross Profit for 2023 was 54% (A)
- Potential to increase revenue significantly through establishing a Boat Rental Business
- Seasonally open 6 months of each year. A new operator could extend operations (season) resulting in higher revenue

## METRICS

## GROSS INCOME

**MARINA GROSS REVENUE** \$483,554 (P)

**RESTAURANT GROSS REVENUE** \$604,278 (P)

**OWNER'S CONDO GROSS REVENUE** \$63,000 (P)

**TOTAL POTENTIAL GROSS REVENUE** **\$1,150,832**





**SECTION 3**

**Location  
Information**



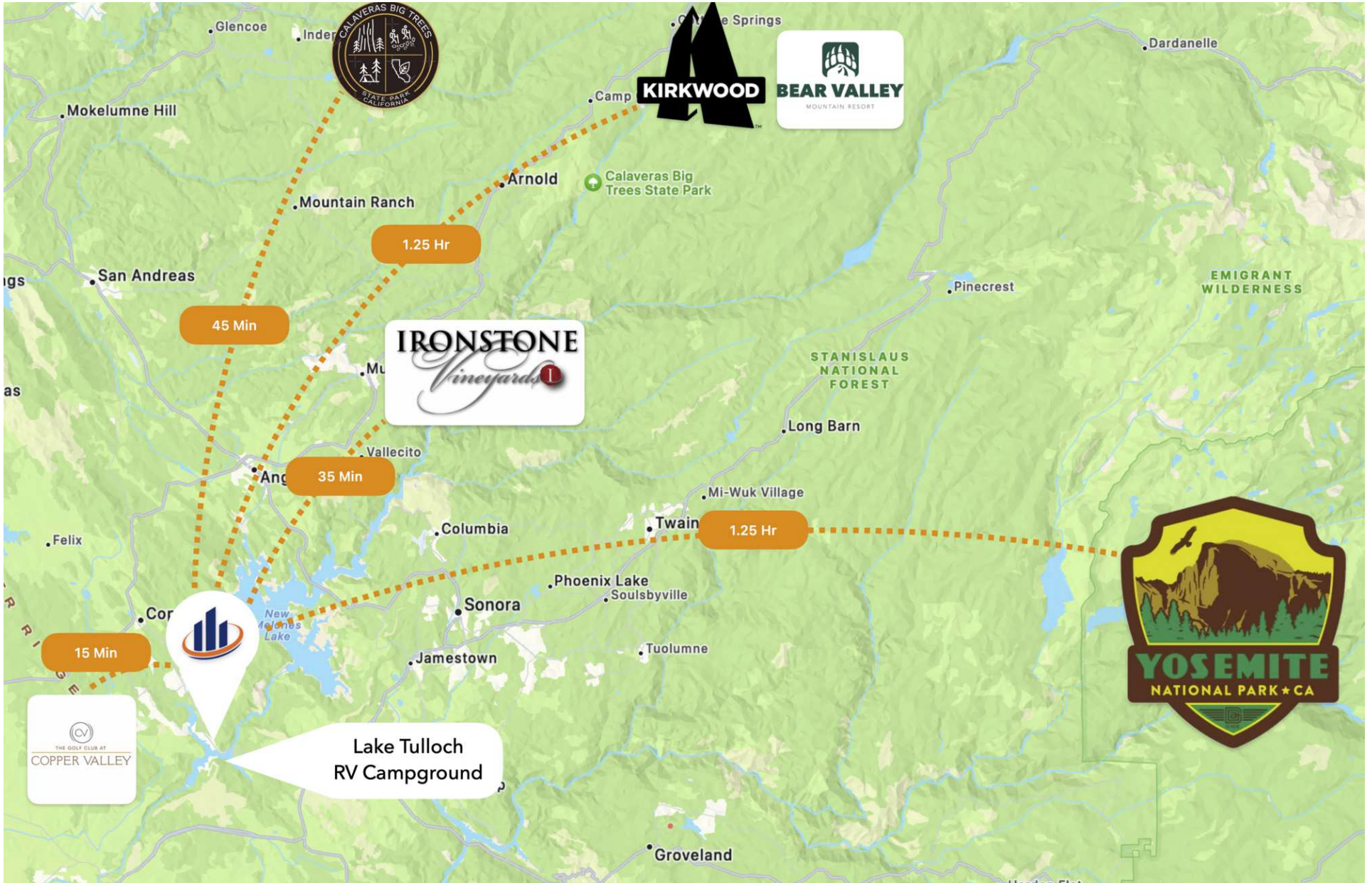


**AERIAL MAP**



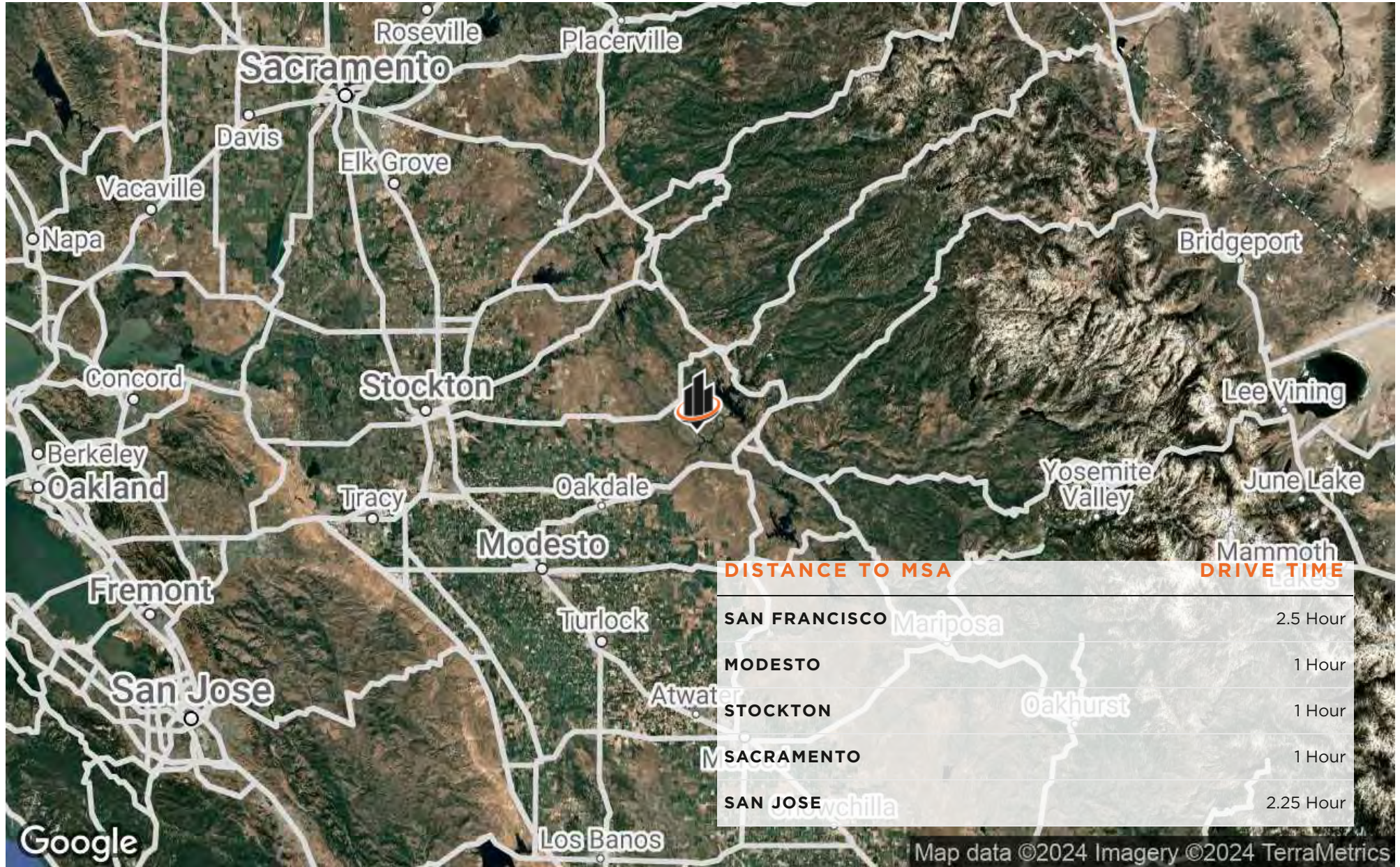


# LOCATION MAP





**DRIVE TIME MAP**







**SECTION 4**

About Lake  
Tulloch





### A POPULAR VACATION DESTINATION

Lake Tulloch is an increasingly popular vacation and lifestyle destination, especially for those seeking a mix of outdoor recreation, luxury living, and a serene environment. Located in the Sierra Nevada foothills of Northern California, once considered "gold country" during the 1849 gold rush, it offers a unique combination of year-round recreational activities and proximity to major cities like San Francisco and Sacramento, making it an attractive getaway for both weekend travelers and long-term residents.

Lake Tulloch is well-known for its clear, calm waters, making it a prime spot for water sports like boating, fishing, jet skiing, and wakeboarding. Its appeal extends to families, adventure seekers, and retirees alike. The lake is surrounded by vacation homes and rental properties, which are in high demand, especially during peak summer months, reflecting the area's status as a sought-after destination for both short vacations and second-home ownership.

One key attraction is that it's one of the few lakes in California where you can own property with a private dock, which draws in affluent vacationers and real estate investors. Nearby, there's access to wine-tasting in Calaveras County, and outdoor activities like hiking, golf, and popular ski resorts adding to its well-rounded appeal.

Beyond vacations, Lake Tulloch offers an upscale, relaxed lifestyle for those looking to escape the hustle and bustle of city life. Its location in the rolling hills provides scenic beauty and tranquility, yet it's not far from urban amenities. The growing community of luxury lakefront homes attracts individuals looking for both a weekend escape and a more permanent lakeside living experience.





**SECTION 5**  
Advisor Bios



## ADVISOR - JOSH SHEPPARD



### JOSH SHEPPARD

Advisor

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FL #SL3500015

### PROFESSIONAL BACKGROUND

Josh Sheppard is an Advisor at SVN Safe Haven Advisors specializing in the sale, development, and acquisition of marinas and marine businesses. He holds a degree in Finance from the University of Central Florida and has successfully transacted large-scale, complex transactions in Commercial Real Estate.

With a proven track record in negotiating complex deals and provides comprehensive services in valuation, financial analysis, leasing, portfolio investment management, sales, and marketing. He has advised both institutional and private investors in acquiring or divesting properties and businesses.

Josh is part of SVN, a national commercial real estate firm with over 200 offices and 1,600 advisors. SVN is the only national commercial real estate firm with a dedicated marina and marine advisory practice. The SVN Marinas Alliance, formed by marina and marine specialists David Kendall and Mike Howell, operates as SVN | Safe Haven Advisors. With co-locations in Palm Beach County, FL, and Cape Cod, MA, the SVN Marinas members can effectively and efficiently serve clients throughout the United States and the Caribbean.

SVN | Safe Haven Advisors is strategically positioned to advise on large marina transactions requiring sophisticated transaction expertise and access to highly qualified acquirers. Josh's understanding of marine businesses and marina operations has established him as a valuable resource for marina owners, operators, private equity, institutional investors, and developers.

#### SVN | Safe Haven Advisors

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## MANAGING DIRECTOR - DAVID KENDALL



### DAVID KENDALL, CCIM

Managing Director

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Direct: **561.723.8463** | Cell: **561.723.8463**

### PROFESSIONAL BACKGROUND

David Kendall is a CRE professional specializing in the sale, development, & acquisition of marine facilities and marine businesses. With over 20 years of experience in Real Estate Brokerage & Finance. David holds a Bachelor of Science in Finance from Florida State University, and is a licensed Florida Real Estate Broker. Having earned his CCIM designation in 2022, David is a recognized expert in the disciplines of commercial and investment real estate.

David has proven to be a successful negotiator in the industry whose experience in Commercial Real Estate includes valuation, financial analysis, leasing, portfolio investment management, sales, & marketing. He has experienced multiple economic and property market cycles, through downturn and improvement, continually evolving and improving for the benefit of his clients. David has advised institutional and private investors to acquire or divest of marine properties and businesses.

SVN is the only national commercial real estate firm with a dedicated marina & marine advisory practice. SVN Marinas Alliance was strategically formed by marina and marine specialists David Kendall and Mike Howell, together as SVN | Safe Haven Advisors. With co-locations in Palm Beach County, FL and Cape Cod, MA, the SVN Marinas members can effectively and efficiently serve clients throughout the United States and Caribbean. SVN is a leading national commercial real estate firm with over 200 offices and 1,600 advisors.

David is uniquely capable to advise on large marina transactions that require both sophisticated transaction expertise and the relationships necessary to access highly qualified acquirers. With a focus on commercial waterfront, David Kendall has established himself as a knowledgeable resource for marina owners, operators, private equity, institutional investors, & developers, with whom he consults for on a regular basis. Whether

you have an existing marina, marina development, working boatyard, or if you would like a fresh look from a dedicated and specialized marina specific broker, you will benefit from the expertise of David's extensive experience, knowledge, passion, and commitment that is unmatched in the industry.

### EDUCATION

Founding Member of SVN | Marina Alliance  
20+ Years of Real Estate Brokerage & Finance Experience  
Specialized in Marinas and Marine Properties  
BS, CCIM  
FL Broker License #3218296

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## ADVISOR BIO 3



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Managing Director

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CalDRE #01176224

### PROFESSIONAL BACKGROUND

Raised in Fullerton, CA, Cameron is a 1984 graduate of Sunny Hills High School. He played football for 2 years at CSUF before transferring to Arizona State University in 1986. Cameron is currently the Managing Director of SVN | Vanguard Commercial and is an Orange County Planning Commissioner. He lives in Fullerton, CA with his wife and two boys.

#### EXPERIENCE

25+ years of experience in Real Estate Sales, Leasing, Acquisition, Development and Construction  
Extensive entitlement and development experience in many Southern California cities  
Specialist in training commercial real estate professionals  
Former Real Estate Acquisition Manager for 3M Company  
Former Real Estate Sales Manager for Southern Pacific Railroad  
Extensive experience in property assembly for many local and national developers  
Principal of Vanguard Investment Properties, Vanguard Commercial, Income Property Management and Iron Investments Inc.  
Owner of many income properties in California and Arizona  
Developer and owner of three restaurant companies in Southern California

#### EXPERTISE

Extensive experience in a wide variety of real estate transactions including 1031 exchanges, reverse exchanges, apartment sales, shopping center office building and industrial park sales, leasing, easements, conditional use permits, variances, raw land, lender REO's and environmentally sensitive properties. Expert in working with city redevelopment projects.  
Maximum utilization of the latest technology in marketing including the training of others in the use of technology  
Expert in negotiating contracts and extensive construction management experience.

Extensive network of relationships throughout Los Angeles and Orange County with property owners, lenders, cooperating brokers, developers, city officials, and corporate property owners and trustees.

Focus on the growth of commercial real estate companies through recruiting, training and mergers and acquisitions

### EDUCATION

W.P. Carey School of Business - Arizona State University, Tempe, AZ, Bachelor of Science - Real Estate/Finance - 1989

### MEMBERSHIPS

Member International Council of Shopping Centers (ICSC)  
Member of National and California Association of Realtors  
Licensed as a Broker by the State of California  
Former Board member of the Fullerton Boys and Girls Club  
Fullerton Chamber of Commerce  
Member of the Fullerton Elks Club  
Founder of The Downtown Fullerton Restaurant Association  
Served for 8 years as an Orange County Planning Commissioner.

#### SVN | Vanguard

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