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**BILLY'S SEAFOOD**

**16780 River Rd | Bon Secour, Alabama**

**Waterfront Seafood Market & Processing Facility**

**Business + 2.7± Acre Waterfront Real Estate**

**Offering Price: \$2,785,000**

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**PAGE 1 — COVER****BILLY'S SEAFOOD**

Waterfront Retail + Processing + Dock Facility

16780 River Rd

Bon Secour, AL

2.7± Acres | 978' Waterfront | 50+ Year Operating History

Presented by

Crye\*Leike Gulf Coast

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**PAGE 2 — EXECUTIVE SUMMARY**

Billy's Seafood is a 50+ year established, vertically integrated waterfront seafood operation situated on 2.7± acres with 978± feet of Bon Secour River frontage .

The offering includes:

- Operating seafood retail & dock business
- 3 commercial waterfront parcels
- Marine dock infrastructure
- Fuel & ice operations
- Industrial freezer & processing equipment
- All FF&E and operating assets

The business is offered turnkey with owner financing available to qualified buyers .

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## **PAGE 3 — INVESTMENT HIGHLIGHTS**

### **Institutional-Level Waterfront Control**

- 978± linear feet of river frontage
- 520' dock infrastructure

### **Established Brand**

- 50+ year legacy operation
- Recognized regional seafood brand

### **Vertically Integrated Model**

- Dock unloading
- Shrimp processing
- Ice production
- Retail distribution

### **Hard Asset Replacement Value**

- Extensive commercial processing infrastructure
- Marine fuel system
- Freezer capacity
- Heavy equipment

### **Redevelopment / Hospitality Upside**

- 1,980 SF waterfront deck
- Food truck / bar potential
- Event venue expansion

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## **PAGE 4 — PROPERTY OVERVIEW**

**Site Size:** 2.6–2.7 Acres

**Waterfront:** 978± FT

**Zoning:** Unzoned (flexible use)

### **Parcel 1 – Seafood Market**

- 2,143 SF retail
- 448 SF office
- 1,048 SF warehouse
- Dock access

### **Parcel 2 – Retail / Hospitality**

- 1,372 SF enclosed
- 1,980 SF deck

### **Parcel 3 – Warehouse**

- 2,782 SF freezer/storage

Total Improvements: ~9,700+ SF

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## **PAGE 5 — OPERATIONS OVERVIEW**

Revenue Streams:

- Retail seafood sales
- Shrimp processing & wholesale
- Dockside sales
- Fuel sales
- Ice production

The operation includes:

- IQF freezing
- Walk-in freezer capacity
- Shrimp grading & heading stations
- Marine unloading infrastructure
- On-site fuel dock

This is a marine-industrial retail hybrid — not a simple seafood counter.

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## PAGE 6 — HISTORICAL FINANCIAL SUMMARY

(From P&Ls 2022–2025 YTD)

<b>Year</b>	<b>Revenue</b>	<b>Net Income</b>
2022	\$2,510,759	\$198,240
2023	\$2,012,996	\$37,849
2025 YTD (11 mo)	\$1,838,742	\$149,416

Fuel/Ice Entity (2025): \$97,252 Revenue

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## PAGE 7 — NORMALIZED EBITDA & SDE

### 3-Year Normalized

Average Revenue: ~\$2.2M

Normalized EBITDA: ~\$430,000

Normalized SDE: ~\$515,000

Adjustments Include:

- Owner salaries
- Rent (building owner-owned)
- Depreciation
- Owner insurance
- Fuel entity profit

(Source P&Ls)

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## PAGE 8 — 2022 RECAST (STRONG YEAR)

Reported Net: \$198,240

Add Backs:

- Depreciation: \$130,629

- Rent: \$170,400
- Officer Salaries: \$156,696

**Adjusted SDE 2022:** ~\$670,000

**Adjusted EBITDA:** ~\$580,000

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## **PAGE 9 — 2025 YTD RECAST (CURRENT TREND)**

Reported Net (11 mo): \$149,416

Add Backs:

- Rent: \$123,200
- Officer Salary: \$93,500
- Depreciation: \$32,127
- Owner benefits
- Fuel/Ice profit

Annualized SDE: ~\$480,000–\$500,000

Annualized EBITDA: ~\$390,000–\$410,000

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## **PAGE 10 — EQUIPMENT & HARD ASSETS**

(From Equipment Sheet – Page 1 image)

**Major Equipment Included:**

### **Processing**

- IQF Machine
- 7 Ton Freezer Unit
- 12x15 Walk-in Freezer
- Shrimp grading system
- Conveyor system (new 2025)

### **Ice Production**

- 5 Ton Turbo Ice Machine

- 5 Ton Arctic Temp Ice Machine
- 2.5 Ton Arctic Temp Ice Machine

### **Marine Infrastructure**

- Boat lift
- 2,000 & 4,000 gallon fuel tanks
- Fuel pump & hose

### **Vehicles**

- F-650 refrigerated truck
- 2017 CAT diesel forklift

Estimated Replacement Value: \$700,000–\$900,000+

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## **PAGE 11 — REAL ESTATE VALUE ANALYSIS**

Waterfront commercial property with dock & marine improvements.

Estimated Real Estate Value: \$1.8M–\$2.1M

Remaining allocation attributable to business enterprise.

Blended valuation supports offering price of \$2,785,000

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## **PAGE 12 — VALUE-ADD OPPORTUNITY**

- Expand waterfront hospitality
- Food truck / bar activation
- Event venue conversion
- Tourism retail scaling
- E-commerce seafood distribution
- Increased dock fuel throughput

Area demographic demand projected to increase 24.83%

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## **PAGE 13 — BUYER PROFILE**

Ideal Buyer:

- Operator / Owner-User
- Seafood distributor
- Hospitality group
- Marina operator
- Strategic seafood consolidator
- Waterfront investor

SBA-eligible structure supported by normalized SDE.

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## **PAGE 14 — OFFERING SUMMARY**

Offering Price: \$2,785,000

Includes:

- 2.7± Acres waterfront real estate
- 3 structures
- Dock infrastructure
- All FF&E
- Processing equipment
- Operating business

Owner financing available to qualified buyers

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## **PAGE 15 — CONFIDENTIALITY & DISCLAIMER**

This Offering Memorandum is confidential and intended solely for qualified prospective purchasers. Financial information derived from internal profit & loss statements and property marketing materials . Equipment inventory derived from seller-provided list .

No representation or warranty is made as to the accuracy. Prospective purchasers should conduct independent due diligence.