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# BUSINESS FOR SALE

## Captain Kit's Marina



**Located on the cool, sparkling waters of  
Lake Sakakawea, North Dakota**

**Price:** Call For Price

**Features:** Well-established vacation & weekend  
destination point within the region

Renowned regionally for its welcoming  
leisurely pace & personalized services

Wide range of recreational goods at  
one convenient location

State-of-the-art slip rentals



REAL ESTATE SERVICES

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Bismarck, North Dakota

## Information Sheet

The sale of the Business is preferred to be structured as an asset sale.

Located in Pick City, North Dakota, approximately 75 miles northwest of Bismarck, the Business consisting of a marina, an on-the water store, a bar and restaurant, and a dry land storage area for boats and campers, has grown from a small facility to a well-established vacation and weekend destination point within the region.

The Business was founded in 1988 as a marina. In 2002, the Liars Den, the on-the-water store, was established, and in 2006, the Lago Vista Cantina bar & restaurant which overlooks the marina, began operating.

The Business has boat slips, boat and camper storage, concessions, gas, bait and tackle, watercraft rentals and fishing guide and wireless internet services. The restaurant and bar serves hot meals, homemade desserts, beer, wine and other alcoholic beverages, along with gourmet non-alcoholic drinks. It also has an espresso bar.

The Business hosts countless visitors who come to relax, fish, and enjoy infinite outdoor activities. Visitors from all over the world come to Lake Sakakawea to fish its trophy walleye, salmon, northern pike and trout. The Business is renowned regionally for its welcoming leisurely pace, personalized services and wide range of recreational goods offered in one convenient location.

Located next to Lake Sakakawea State Park which offers modern cabins, camping, comfort stations, a beach for swimming and shelter rentals, the Business offers the equipment, food and supplies necessary for a comfortable experience.

Customers' range from kids to grandparents. Customers are expected to continue to be patrons after sale.



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### Marina products and services:

- 80 state-of-the-art slip rentals for vessels ranging from 25 to 70 feet in length, with widths between 12 and 25 feet with each slip occupied by 1 owner.
- Year-round storage service for boats, campers, trailers, pickups and jet skis with the average storage cost for storage of \$40 per month and averaging 200 users at any given time.
- Storage contracts ranging from 1 month to 1 year.
- Hook and park service for campers or boats offering customers who store their campers or boats at the Marina having their units placed in the park or water by calling in advance of their arrival. Many do this to ensure their spots are reserved for the weekend.
- Delivery of customers' boats to the water, fueling them and pumping sewage from their boats.
- Golf-cart transportation service for customers needing assistance
- Complementary WiFi for customers



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### Liars Den on-the-water store services:

- Accessible by boaters by pulling up to the store's dock
- 3 smaller 14' by 25' guest slips available to boaters for a maximum of 2 weeks, complete with fresh, drinkable water and a choice of 30 or 50 amp power at a daily rate of \$12 or an hourly rate of \$5.
- Slip rentals, fishing boat rentals, full service premium gas, custom lake clothing, kayak and paddle boat rentals, fishing licenses and fishing guide services, live bait, tackle, ice, propane cylinder exchange, maps, concessions, boat supplies, oil and a pump out service.
- North Dakota's only float plane gas stop

### Cantina Products and Services:

- Serving hot meals, beverages and homemade desserts
- Featuring caramel rolls, fresh-baked hamburger buns, cookies, pies, kuchen, pico (salsa) soups and chili
- Family-friendly, smoke free environment
- Available for private parties
- 6— 12' x 25' slips for use by customers while visiting the Cantina



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### Hours of Operation: May through September

#### Marina:

Monday—Wednesday, Closed  
Thursday, 7 a.m.—7 p.m.  
Friday—Saturday, 7 a.m.—9 p.m.  
Sunday, 7 a.m.—6 p.m.

#### Cantina:

Monday—Wednesday, Closed  
Thursday, Noon—7 p.m.  
Friday-Saturday, 8 a.m.—10 p.m.  
Sunday, 8 a.m.—5:30 p.m.

The Cantina operates out of a 1,200 SF building and concession store operates out of a 768 SF building. The marina, Cantina and concession store are leased. The land surrounding the Business is owned by the U.S. Army Corps of Engineers and managed by the North Dakota Parks and Recreation Department.

The Business has 1 employee who operates the Liars Den concession area, 1 employee who sells bait; 2-3 employees working in the Cantina and 1 employee who supervises and manages the Cantina.

The Owner is willing to sign an employment contract and would be available as a resource to the new owner for a minimum of 2 years. The Owner is also willing to serve as a resource in obtaining a new lease agreement with the North Dakota Parks and Recreation Department.



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### Key Business Success Factors:

- The Business is located next to Lake Sakakawea State Park which offers modern cabins, camping, comfort stations, a beach for swimming and shelter rentals, while the Business has the equipment, food and supplies necessary for a comfortable and measurable leisure experience.
- Infrastructure surrounding the Business is maintained and security of the area is provide by Lake Sakakawea State Park.
- The Business can operate on most any level of water. During high levels, the Business has a breakwater system in place—the first ever installed in the Midwest. The system provides protection from waves and wakes, and it is moveable.
- Two new large boat ramps in the park offer better access to the lake and have helped to increase customer traffic to the Business.
- Numerous fishing derbies and other activities are held throughout the summer, drawing customers to the Business.
- The Business has a reputation for being one of the cleanest and safest marinas in the Midwest.
- The Business offers a variety of goods and services with no nearby competition.

For more information on this business opportunity you may request the Confidential Business Review for complete details by calling Steve Ilse.



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