# INTRODUCTION TO SUNTEX MARINAS

FOR THE TREASURE ISLAND DEVELOPMENT AUTHORITY
(TIDA)



# INTRODUCTION TO SUNTEX



Suntex is the largest standalone owner and operator of marinas in the United States.



The Suntex portfolio consists of close to 100 marinas across more than 15 states, and a total of approximately 30,000 boat slips.



The key members of our executive management team have over 100 years of combined experience in marina operations, development, and investing.



Our portfolio is weighted towards coastal assets, which represent one of our key areas of expertise.



We benefit from having an in-house operations team with unmatched operational capabilities in the marina industry. Our team has a demonstrated track record of implementing industry-leading operational standards and creating a high-quality, customer-oriented "Suntex experience" at new marinas acquired.



Suntex has completed a diverse set of complex acquisitions and development projects over the years, and we currently have several active projects in pipeline. Our in-house management team includes highly experienced acquisition and development staff. When developing marinas, we directly manage all development efforts, including numerous approvals and permits with local, state, and federal agencies.

# THE SUNTEX TEAM FOR TREASURE ISLAND MARINA



Hampus Idsater

# Sr. Investment Manager

As Sr. Investment Manager at Suntex, Hampus is responsible for evaluation and acquisition of marina properties in the western regions of the United States. He has more than 12 years of experience in finance, investments, and acquisitions, primarily in the real estate private equity space. Hampus began his career at Morgan Stanley and subsequently held investment positions with Fosun International and the proprietary investment arm of Fidelity International prior to joining Suntex. Over the course of his career, Hampus has been involved in executing >\$4bn of transactions. Hampus is a graduate of the University of Oxford with an M.A. degree in Economics. He also holds a California real estate license. Hampus resides in Westlake Village, California with his wife and daughter.



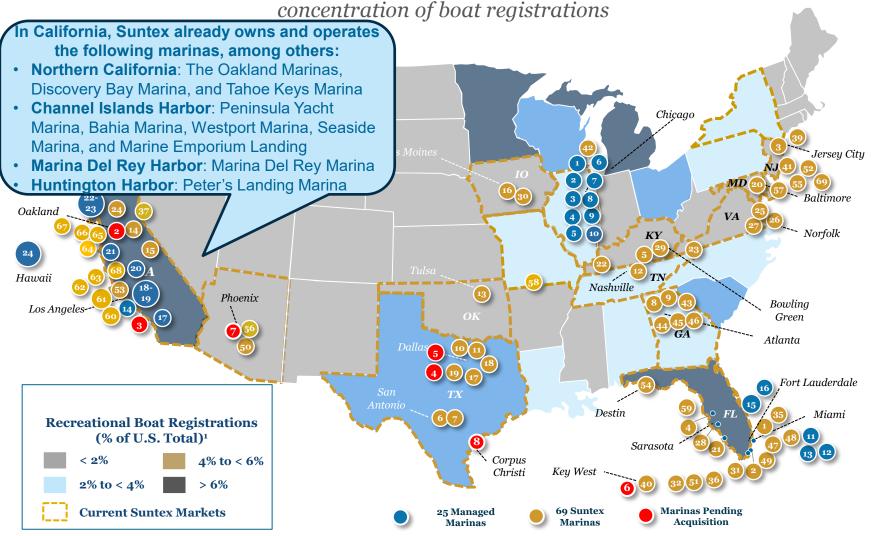
**Chris Petty** 

## Chief Investment Officer

As the Chief Investment Officer of Suntex Marina Investors, Chris Petty leads all acquisitions, investment, and marina development for Suntex. Chris has more than 30 years of marina operations and investment experience and has worked with the Suntex co-founders for the past 19 years. He has been responsible for risk management and construction of marinas encompassing 15,000+ wet and dry slips, service departments, numerous retail leases, and fleet operations. His prior roles include Head of Operations for Suntex, North Caribbean Regional Manager at IGY and General Manager of IGY's flagship property - Yacht Haven Grande - in St. Thomas, the Virgin Islands. His career experience spans 15 states, several Caribbean Islands and includes services to vessels up to and in excess of 450'. Chris earned a Bachelor of Science degree from the University of Arizona.

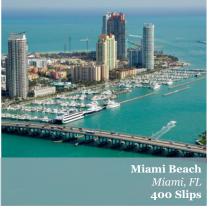
# SUNTEX HAS A GEOGRAPHICALLY DIVERSE PORTFOLIO OF PREMIUM MARINAS IN KEY DEMAND MARKETS

Suntex's marinas are located in areas with active boating communities and high concentration of boat registrations



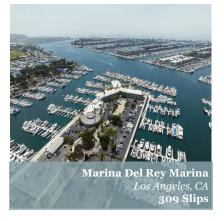
# **OUR PORTFOLIO IS ANCHORED BY ICONIC MARINAS**

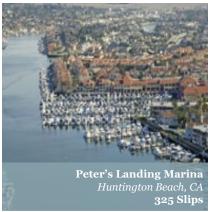




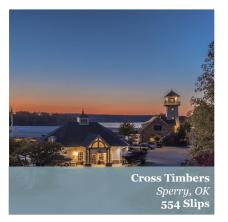












# SELECT SUNTEX EXPERIENCE DEVELOPING MARINA PROPERTIES

- Suntex has completed a diverse set of complex development and redevelopment projects over the years, and we currently have several active projects in pipeline.
- Our in-house management team includes highly experienced development staff.
- When developing
   marinas, we directly
   manage all development
   efforts, including
   numerous approvals and
   permits with local, state,
   and federal agencies.













#### LAS OLAS MARINA

- \$70M Redevelopment
- · 88 Mega Yacht Slips, 7,500+ LF of Docks
- · 50,000+ SF of Restaurant, Office, and Amenities

#### MARINA JACK YACHT BASIN

- \$15M Redevelopment
- · 315 Slips & Mooring Field, 24-Hour Fueling Facility
- · 4 On-site Dining Venues

#### GARRISON BIGHT MARINA

- \$15M Redevelopment
- 240 Slips, Full Service Marina
- · On-site Restaurant and Bar

#### CALOOSA COVE MARINA

- \$5M Redevelopment
- 118 Slips, 30 Suite Oceanfront Resort
- · 2 On-site Restaurants, Bar & Gas Station

#### FORT MYERS YACHT BASIN

- ±\$45M Redevelopment
- 382 Slips, Floating Docks, and Amenities
- · Restaurant, Retail, etc.

#### LIBERTY LANDING MARINA

- · \$16M Redevelopment
- · 520 Slips, 24-Hour Fueling Facility
- · 2 On-site Restaurants, Retail, etc.

# SUNTEX HAS A CULTURE-DRIVEN PHILOSOPHY AND 25+ YEARS OF EXPERIENCE OWNING & OPERATING MARINAS

At Suntex, our core values are central to our success, and they inform our company culture and the way we do business every single day. Our values instruct our vision for the company, and enable us to exceed our guests' expectations



## **MAKE IT HAPPEN**

We hold ourselves and each other accountable

Find solutions, not excuses. Measure performance to drive improvement. Roll up your sleeves, get your hands dirty, and get the job done.



We act with integrity, especially when no one is looking

Commit to quality. Say what you mean, do what you say. Honor your faith and your word.





### MAKE IT TOGETHER

We succeed as one Team

Put the Team before yourself. Seize opportunities and face challenges collectively. Do what has never been done...together.

### **MAKE IT FUN**

We love what we do and it shows

Work hard, play hard. Bring energy and passion to everything you do. Be the reason someone smiles today.



# SUNTEX HAS A SUCCESSFUL HISTORY OF INTEGRATING NEW MARINAS AND PLATFORMS INTO THE SUNTEX FAMILY

Seller	Testimonials
Bill Anderson – President of Westrec Marinas	"Our decision to sell was based on the Suntex people and company culture and we had a desire to be a part of something special that really only these two companies can create, a platform for the future. I am so pleased with the results of this transition so far and am confident that the Suntex brand will be a benefit to our properties that they have acquired. I encourage anyone with a marina who is looking to become part of an incredible brand to contact the Suntex team and join them like we did."
Randy Short – CEO of Almar Marinas	"After over 50 years in the marina industry, we had strong relationships, transaction capabilities, and extensive experience executing marina transactions with all the major players. We chose Suntex because, after working on large transactions with the current CEOs of the major marina companies, we found that only one was the right steward of our legacy. If we were going to sell, we were looking for the right home for our marina company and value that compensated us for all our years of work. Suntex's business approach matches what we had always strived for – creating a quality experience for our customers. Furthermore, Suntex was willing to take care of our employees with salaries and benefits that matched or exceeded our current levels. I continue to assist Suntex in the transition and have found their team very rewarding to work with both preand post-closing."
Raymond Graziotto – President of Seven Kings Holdings Inc – Loggerhead Marinas	"In 2016 we set out on an international search of potential buyers of our 12-marina Florida-based portfolio. The interest was overwhelming. Suntex was quickly shortlisted along with several other qualified well-funded companies. After considerable vetting, we entered into a Purchase and Sale Agreement with Suntex. Though there were many other suitors, Bryan Redmond and his team convinced us that they were the best candidate capable of bringing the transaction to a successful and smooth conclusion. That's exactly what happened in April of 2017. The transaction, while complicated, was made easier because Suntex, as buyer, was honorable and their approach was to solve not create problems. Any issues that arose were dealt with in a very businesslike and fair manner, which I have found not always to be the case with other buyers. In 2021, when we decided to sell a superyacht facility in Broward County, the choice to sell to Suntex was an easy one."

### SUNTEX AND KENWOOD INVESTMENTS

- Kenwood Investments and Suntex have been working together since early 2024 when Suntex acquired Kenwood's original and long-time marina manager Almar Marinas.
- Many of the long-term Almar employees continue to be employed at Treasure Island Marina today, which ensures continuity and consistency of operations.
- Suntex and Kenwood have the capital and financing in place to construct the new 168-slip marina in 2026 and 2027.
- The new marina will be built consistent with the 2019-2020 approvals.
- Kenwood is in compliance with the lease and is excited to partner with Suntex to bring this project to fruition in the years ahead.
- Darius and Jay would like to thank the TIDA Commissioner's for your support over the years!

