



## Flexible marina financing to help improve your business

Whether you're a marina owner seeking to renovate your existing facility, acquire a new one, or improve your cash flow, you need a lender who can understand your business plan and help you achieve your goals.

At Textron Financial, we specialize in marina financing, so we understand your unique revenue streams and debt requirements. Unlike lenders that serve a broad customer base, we have dedicated experts with a deep understanding of the marina industry. Our financing products include:

### Acquisition Loans

When you find that perfect marina to purchase, the opportunity may not last long. Our streamlined lending process allows us to approve loans quickly and still customize the loan so it's right for your situation.

### Refinancing

In a highly leveraged business like marinas, smart financing can be as much of a competitive advantage as marketing or dry-dock storage. In a low interest rate environment, refinancing can be a good strategy to improve cash flow or take cash out for improvements.

### Construction Loans

We structure our construction loans as commercial mortgages and offer a streamlined process that ensures documentation needs can be met quickly and fully. As an added benefit, we offer a term loan when the construction period ends.

### Capital Improvement Loans

Improvements that enhance your marina's appeal — such as a restaurant expansion or Internet access — are typically profitable investments because incremental revenue can quickly offset the initial cost. Other improvements — such as upgrading your office network — can reduce your operating costs through enhanced productivity.

## PROGRAM GUIDELINES

### Loan Types

Acquisition loans, refinancing, capital improvement loans, and construction loans.

### Loan Amounts

\$2 million and up, based on the cash flow performance of your business. Generally, acquisitions call for a cash equity investment of 30 percent or more. Greater flexibility is available for refinancing.

### Loan Terms and Amortization

5 to 7 years. Balances amortized over 15 to 25 years.

### Interest Rates

Floating and fixed options are available.

### Earn-out Loans

Structured as an initial amount at closing, plus an "earn-out" of one or more future advances, based on facility performance or other criteria.

### Guarantees

May or may not be required. If required initially, it can be eliminated based on performance.

**When you're ready to work with an experienced lender who understands your marina needs, contact:**

#### Eastern Region

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**TEXTRON FINANCIAL**

Marina Finance