

ASSET UNDERWRITING / BORROWER FIELD GUIDE

Marinas underwriting guide

Connect slips, storage and ancillary income to seasonal cash flow and operating rights.

Marina financing depends on both operating income and the rights needed to use the land and water. A borrower may own upland real estate while relying on separate submerged-land leases, permits or concessions. Connect each revenue stream to its physical capacity and enforceable operating horizon before assuming it supports a long-term mortgage.

Map income to the rights that support it

Identify wet slips, dry storage, service areas, fuel, retail and other activities. Map each to the relevant land, water, access and operating rights. Read expiration, renewal, assignment and mortgage-consent provisions with counsel. Florida DEP's submerged-land guidance illustrates a jurisdiction-specific process; it does not set national lease terms or prove that a different state's marina rights can be transferred.

Separate service margin from real-estate receipts

Build distinct schedules for slip or storage rent and ancillary activities. Fuel sales and repair services carry costs that cannot be ignored by treating gross receipts as property NOI. Reconcile deposits, prepaid seasonal contracts, cancellation obligations and actual collections. State whether the model represents real estate leased to an operator or an integrated operating business and eliminate internal rent if consolidating.

Price maintenance, weather and downtime

Connect docks, seawalls, dredging, electrical service and other identified capital needs to professional findings, permits and actual responsibility. Schedule work during the period it can occur and the revenue lost while facilities are unavailable. Insurance proceeds and permit approvals are conditional sources or events until confirmed; neither should automatically offset a current repair payment.

Use this guide with the matching Excel model. Illustrative assumptions are editable; no lender approval, market quote or universal threshold is represented.

FIELD GUIDE / 02

What the lender needs to understand

Preparation questions and evidence to resolve them. Actual requests and acceptance standards depend on the lender and transaction.

01 / Which rights authorize each income-producing activity?

Upland title, submerged-land agreement, permits and operating-rights map.

02 / Do the rights remain available through the repayment horizon?

Expiration, renewal, assignment and consent analysis by counsel.

03 / What cash is earned by each operating segment?

Slip, storage, fuel, service and retail schedules with matching costs.

04 / What capital is needed to keep facilities usable?

Marine engineering findings, bids, permits and maintenance history.

05 / How much seasonal or closure liquidity is required?

Monthly collections, deposits, operating costs and capital cash plan.

06 / What happens if a consent, renewal or repair is delayed?

Documented alternative operating and repayment scenario.

Turn the request list into an evidence ledger

For each material question, record the document and date, the responsible owner, the unresolved fact, the party who can accept it, and the financing consequence if it remains unresolved. A file delivered to a lender is not necessarily an accepted answer.

Evidence state: requested / received / reconciled / accepted / still conditional. Preserve the lender response and avoid treating an unanswered question as approval.

FIELD GUIDE / 03

Document checklist: cash flow and collateral

Use a consistent cutoff date. Mark missing items, conflicts and explanations rather than simply counting files.

Cash flow and operations

Document / evidence request	Received / open
Slip and storage inventory with sizes, occupancy and contract terms.	[] _____
Seasonal and annual contracts, deposits and collection records.	[] _____
Fuel and service sales reconciled to cost of goods and direct expenses.	[] _____
Monthly operations and a separate seasonal cash schedule.	[] _____
Lease, concession and other rights-related fees and payment history.	[] _____
Capital, maintenance and storm-repair expense history.	[] _____

Property and collateral

Document / evidence request	Received / open
Upland title, survey and access documentation.	[] _____
Submerged-land lease, concession or other actual operating rights.	[] _____
Permits and regulator correspondence relevant to the contemplated work and use.	[] _____
Dock, seawall, utility and other marine-condition assessments.	[] _____
Dredging or restoration scope with responsibility and approval dependencies.	[] _____
Insurance evidence and environmental reports requested for the transaction.	[] _____

Reconciliation note

The schedules should agree with the source documents or identify the exact reason for a difference. Keep the source amount, the adjustment and the lender-accepted amount visible as separate fields.

FIELD GUIDE / 04

Document checklist: sponsor and closing

Confirm who provides the money, when it is available and what evidence permits the transaction to fund.

Sponsor and execution

Document / evidence request	Received / open
Sponsor and operator experience with comparable marina operations.	☐ _____
Entity chart identifying property owner and operating businesses.	☐ _____
Liquidity net of other properties, repairs and guarantees.	☐ _____
Maintenance, emergency and contractor arrangements.	☐ _____
Portfolio debt and contingent environmental or operating obligations.	☐ _____
Equity authority for rights-related delays and capital overruns.	☐ _____

Closing and funding

Document / evidence request	Received / open
Counsel-confirmed assignment, mortgage and change-of-control consents.	☐ _____
Current rights payments and required compliance evidence.	☐ _____
Loan holdbacks tied to accepted repair and permit milestones.	☐ _____
Payoff, title and collateral-description reconciliation.	☐ _____
Insurance and restricted-reserve requirements.	☐ _____
Closing and renewal calendar with funded alternatives if a deadline is missed.	☐ _____

Before committing the next dollar

- ☐ Map every revenue stream to its legal and physical operating right.
- ☐ Compare loan maturity with established rights rather than hoped-for renewals.
- ☐ Fund repairs and seasonal deficits without assuming unconfirmed insurance or reimbursement proceeds.

FIELD GUIDE / 05

Use the model and reconcile the result

marina-underwriting-model.xlsx | Summary, Assumptions, Berth and Service, Operations, Debt and Funding, Review

- 1. Use Assumptions!D5 for Base (1) or Downside (2), and the labeled scenario input rows. Enter source data in Berth and Service!D10:L21; preserve formula cells and an untouched workbook copy.
- 2. The revenue line combines berth/storage receipts with service gross profit after direct cost of goods; do not deduct those service costs again. Wet slips and dry racks are separate inventories. Actual operating rights require separate diligence.
- 3. Reconcile Operations to Summary. Apply the entered lender adjustment separately to the modeled cash flow. Sizing uses amortizing debt service, while first-year payments reflect the entered interest-only period.
- 4. In Assumptions, replace illustrative value, LTV, DSCR, debt yield, rate, amortization and requested ceiling with the intended scenario. Review capacities in Debt and Funding. The smallest modeled capacity does not establish eligibility or approval.
- 5. Closing equity includes the entered opening cash and restricted reserves. Additional operating cash need is measured after that opening cash, so do not add it twice. Inspect monthly cash and remaining principal at maturity.
- 6. Read Review for model conventions and limitations. Save each scenario with its supporting evidence and date; actual lender definitions, legal rights and professional findings control the transaction.

Worked example: editable teaching assumptions

Illustrative Base / Downside inputs: Property value \$6,000,000 / \$5,200,000; Annual note rate 6.50% / 8.00%; Maximum LTV 65.00% / 60.00%; Minimum sizing DSCR 1.25 / 1.3; Minimum debt yield 9.00% / 10.00%; Amortization after IO (years) 25 / 25; Initial interest-only months 6 / 6.

Illustrative result	Base	Downside
Berth/storage + service contribution	\$973,100	\$836,141
NCF after reserve	\$547,907	\$367,095
NCF used for sizing	\$547,907	\$342,095
Modeled loan	\$3,900,000	\$2,841,241
Binding sizing constraint	LTV	DSCR
First-year debt service	\$284,748	\$245,225
Required closing equity	\$2,000,000	\$3,058,759
Equity left / (closing gap)	\$500,000	-\$558,759
Additional operating cash need	\$0	\$0
Equity left / (combined gap)	\$500,000	-\$558,759
Principal at modeled maturity	\$3,574,328	\$2,647,819

Base NCF used for sizing is \$547,907. The modeled loan is \$3,900,000, with LTV binding. Closing uses of \$5,900,000 less that loan require \$2,000,000 of equity. Available equity is \$2,500,000; the signed combined surplus/gap is \$500,000 after any additional operating cash need. Downside changes the loan to \$2,841,241 and the combined result to -\$558,759.

Dollar results rounded to the nearest dollar; the workbook retains precision. Signed funding surplus is negative for a shortage. A positive funding surplus remains subject to actual source availability.

FIELD GUIDE / 06

Review the risks and the evidence

- Ownership of upland property does not establish ownership of submerged land.
- A renewal assumption is not an executed extension of the operating right.
- Gross fuel or service receipts should not be treated as net property income.
- A repair budget needs both the physical scope and the permission, timing and cash to perform it.

Sources and applicability

These references support the stated asset and risk context. The questions and document lists are preparation tools, not a statement that every lender requires or accepts the same package. Actual contracts, applicable rules and the chosen lender determine the transaction requirements.

1. Florida DEP use of state-owned land FAQ | Submerged-land leasing, lease-condition changes and fees | Checked 2026-10-21

Florida-specific example; no universal lease fee, term or approval rule is asserted.

<https://floridadep.gov/lands/lands/content/faq-use-state-owned-land>

Continue in the educational library

Marina financing: align submerged-land rights with the loan's repayment horizon

Special-use buildings: test the cash and value of an alternate use

Discuss a financing scenario with Jaken Finance Group

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Education and analysis do not establish a financing offer, appraisal, legal opinion or program eligibility. Confirm the current source, actual contract terms and professional advice relevant to the transaction.