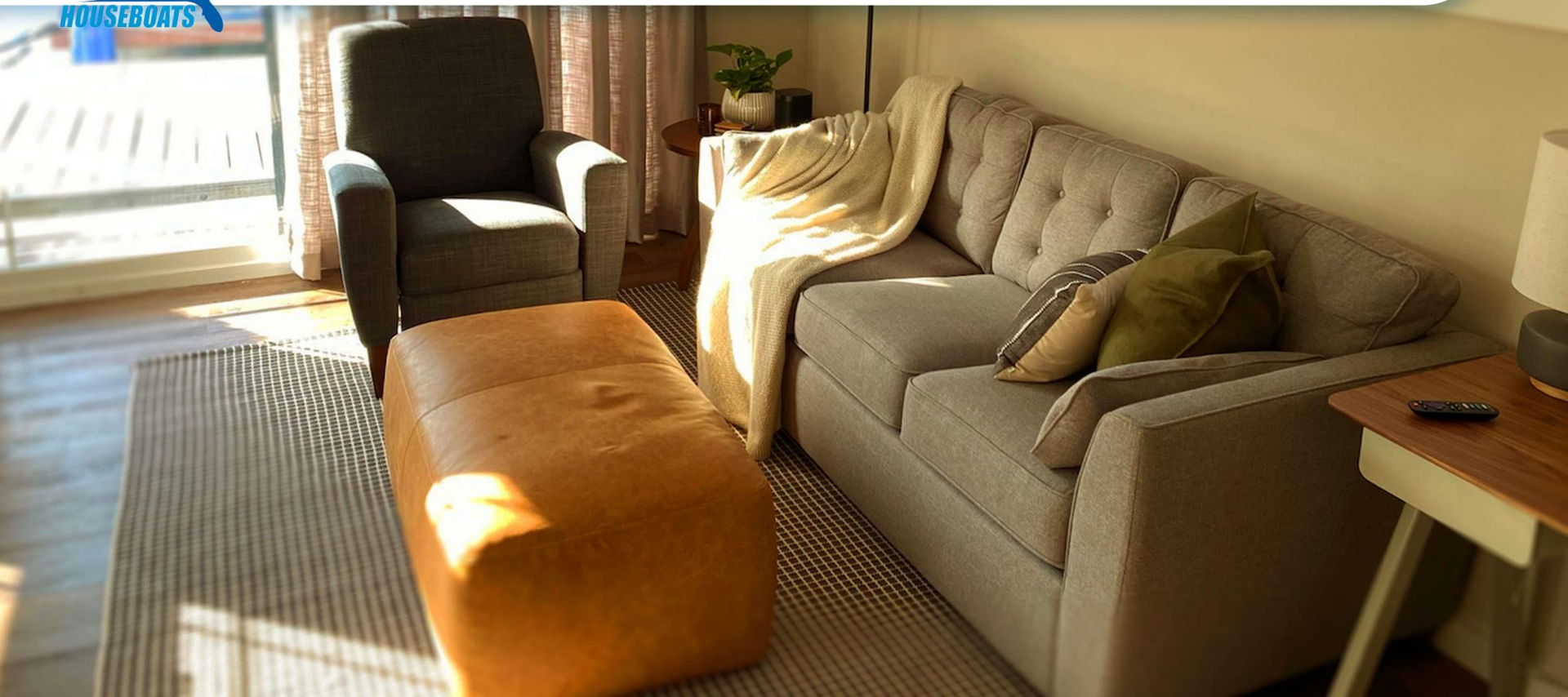






# Houseboats as Profit Centers for Marinas!





## Houseboats as Profit Centers

**There are multiple ways that Marinas can profit from the addition of houseboats within their marinas**

Purchasing Houseboats directly and either creating their own rental platform or using existing OTA's (online travel agencies) such as Airbnb or VRBO as examples.

Allowing individuals to place houseboats in a marina and creating a revenue share agreement.

Allowing individual owners to operate their own vacation rental business within the marina.





# Charlestown Marina, Boston Mass.



Charlestown has encouraged the use of Houseboats in a unique way.



They allow individuals to operate their own short-term vacation rental businesses within the marina.



For this privilege they charge an additional 50% for the slips those boats are in.





# Mangrove Marina Tavernier Florida



Mangrove Marina owns and operates all of their boats.



They utilize their own website as their method to book rentals.



They promote their incredible location and marina amenities to entice visitors.





# M-Port Marina Salt Springs Florida



Only commercial property on Florida's second largest lake.



Surrounded by over 380K acres of the Ocala National Forest which receives over 3 million visitors per year.



Creation of a houseboat marina with a mix of facility owned and private ownership.







# The Boats





## The Boats

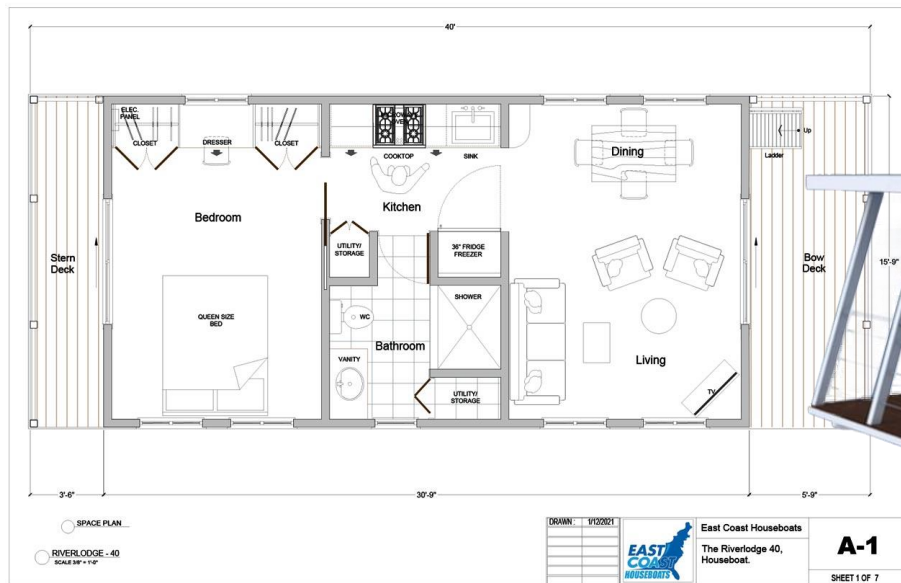
- ✓ East Coast Houseboats designs and builds a line of residentially influenced houseboats and floating structures, meeting the demands of both the live-aboard and hospitality markets.
- ✓ Over 50% of the inquiries we receive revolve around the short-term lodging market.
- ✓ Our boats are designed and built to provide a comfortable environment in any climate at any time of the year.
- ✓ Our boats are designed and built to be registered, insured, and financed as boats.
- ✓ We build in lengths from 22' to 53' in 1' increments and build beams from 10' to 15'9" in 1" increments.





# The Riverlodge 40

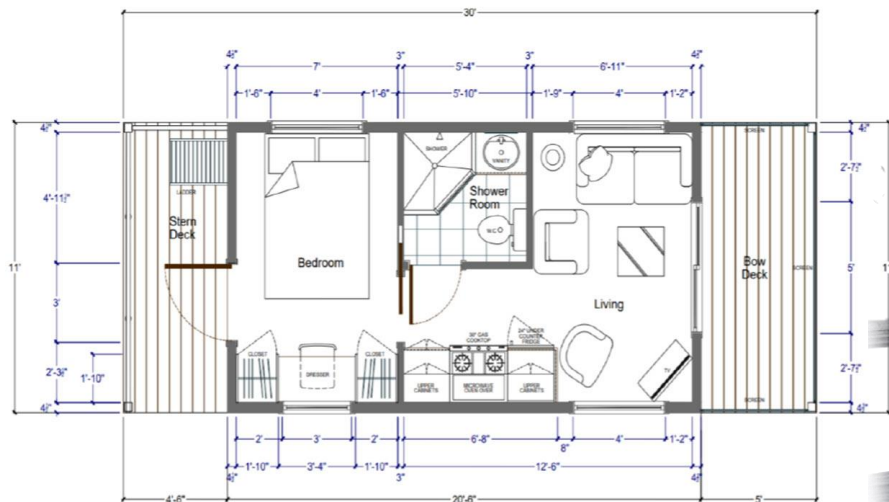
40' LOA, Beams from 13'7" to 15'7"





# The Urban Lodge

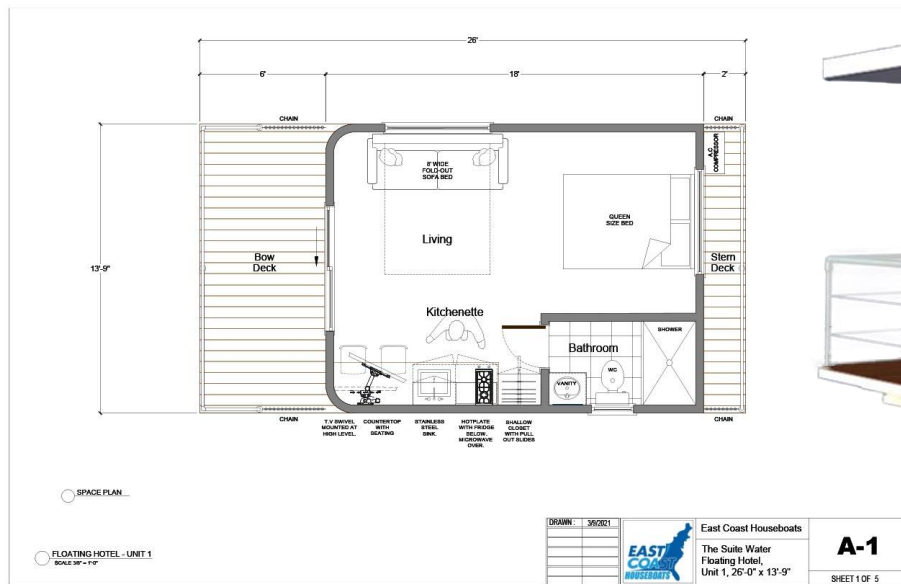
32' LOA Beams available from 11' to 15'7"





# The Suitewater 1

26' LOA, 13'9" Beam

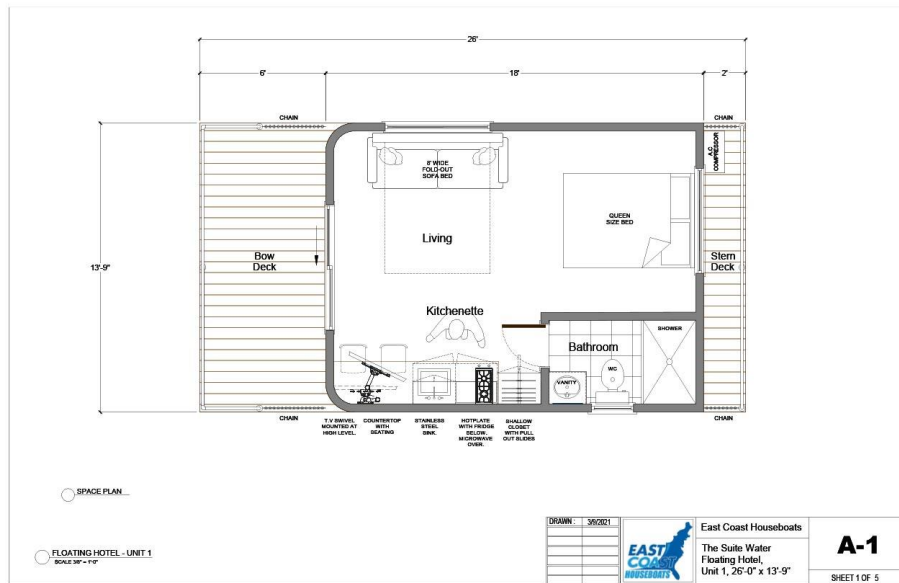






# The Suitewater 2

22' LOA, 12' Beam





# Opportunities

## *flohom*

Go With the Flo

### MISSION

Flohom modernizes the floating home movement with unique on-the-water lodging, where we aim to connect people through curated water experiences.

We accomplish this by building and accumulating a community of Flohom floating homes, creating a global reaching marketplace that brings together all types of homes centered around the water.

### MARKETPLACE

### Houseboats



1,000+



650

"To meet the demand over the coming years, we're going to need millions more hosts" ... "We think there's going to be a travel rebound coming that's unlike anything we've ever seen."

**Brian Chesky, Airbnb CEO**

Source: [Business Insider](#)



# Opportunities

## DESIGN

Flohom is a turnkey short-term rental solution offering a new profit center for marinas, and waterfront immersive experiences for guests.

### Flohom Design

The overall design of every Flohom will match the theme of the business—simplicity without the loss of style. Each Flohom will incorporate elements relevant to the history and culture of the surrounding area.

- Modern furnishings
- Tech-enabled smart home
- Indoor/Outdoor environments
- Super-fast WIFI
- Smart home gym technology
- Large rooftop fully furnished



## FLOHOM TURNKEY SOLUTION

### Own the Customer Journey

From booking to checkout

### Digital + Property Management

Manage all communications with guests  
Support marina functions for optimal houseboat operation (water, power, pump out)

### Design + Brand

Flohom's memorable name and branding will drive loyalty amongst people seeking water-based experiences.

### Marketing + Advertising

Flohom's go-to-market strategy ensures listings are visible all over the internet through SEO + social media channels

### Professional-level Media

Photo galleries and video tours of each Flohom provide eye-candy for the marketplace

### Digital Concierge

Promote local waterfront attractions and businesses directly to guests

Contact: [Brian@flohom.com](mailto:Brian@flohom.com) | 443.569.2771





# Liveaboards





## Liveaboards

- ✓ Requests for Liveaboards comprise the majority of interest in our boats.
- ✓ We build up to 53' LOA with max beams of 15'9."
- ✓ Our number 1 goal of providing a comfortable environment in any climate at any time of year.
- ✓ R-values of R-25 in floors and roofs, R-21 in exterior walls.
- ✓ Residential windows and doors.
- ✓ Composite siding.
- ✓ Ductless heat pumps for HVAC.
- ✓ Residential cabinetry, options such as solid surface countertops, ceramic tiled floors and showers.
- ✓ Outdoor kitchens, Fireplaces.



# Liveaboards

- ✓ Residential Cabinetry.
- ✓ Details such as solid surface countertops, ceramic tiled floors and shower stalls.
- ✓ Outdoor Kitchens.
- ✓ Custom infrastructure to fit any marina environment.

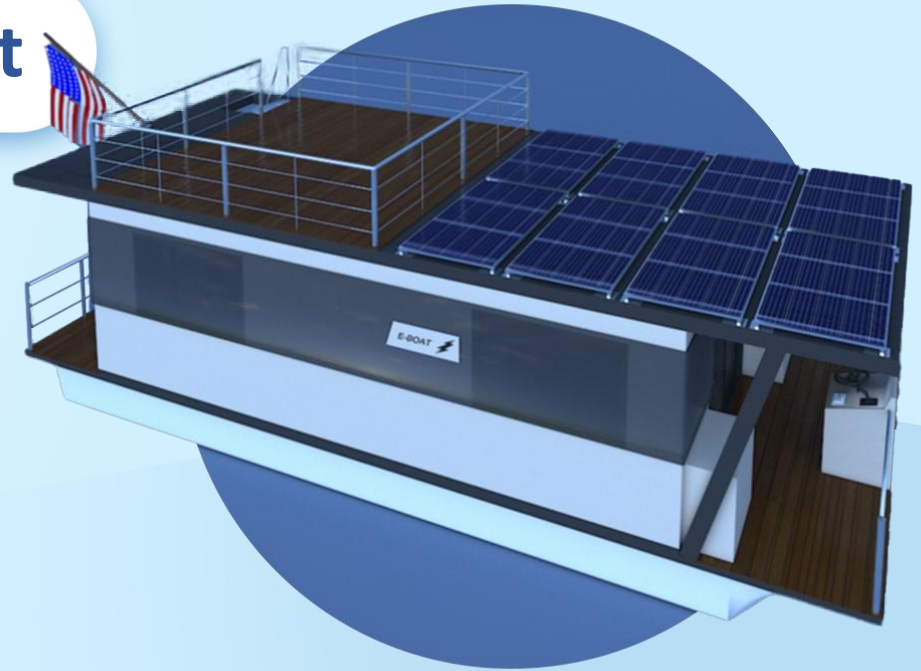






## The E-House Boat

- ✓ The E-Boat, designed and built to be the first all electric powered houseboat commercially available on the market.
- ✓ Partnering with industry leaders such as Yanmar Mastry, and Glendenning Marine.
- ✓ First boat to be launched on the Erie Canal in New York as a response to the governors call for electric propulsion options for tour and charter boats.
- ✓ E-One will be available for bareboat charters and tours during the 2022 navigation season.





# Floating Restrooms

- ✓ Providing an economical and efficient response for the need of marinas to add additional restroom and shower house facilities.
- ✓ All designs are modular in design and construction.
- ✓ Custom utility and infrastructure to suite any marina configuration.





## Summary

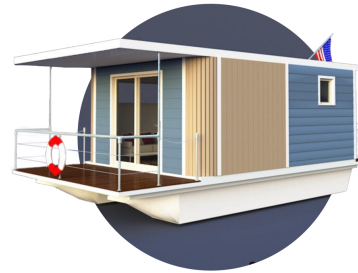






## Summary

- ✓ The addition of houseboats within your marina can add value in several ways.
- ✓ Direct source of revenue from rentals of marina owned boats.
- ✓ Revenue share with your clients who are operating vacation rental businesses.
- ✓ Increased slip costs for clients who operate vacation rental businesses.





# Thank You