

Business
Opportunity



Cultus Lake
RESORT

PRICE REDUCED BY \$300,000

Cabins • Marina • Restaurant • Groceries • Gas • Rentals

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Executive Summary

Business Summary

Business Name (DBA):	Cultus Lake Resort
Type of Business:	Summer vacation resort
Business Address:	55885 Cascade Lakes Highway Bend, OR 97707
Business Website:	www.cultuslakeresort.com
Year Established:	1948
Years Under Current Ownership:	18 years – purchased in 1998 by current owners
Owner Participation:	Owner-operator, seasonal
Reason for Sale:	Retirement
Facility:	<p>The resort sits on 7.99 acres of Forest Service permit land along the Eastern edge of Cultus Lake, approximately 45 miles southwest of Bend, Oregon.</p> <p>The facility consists of 23 rental units with newer metal roofs, five-bedroom dorm building for employees, marina with gas station (including pontoon boats, jet skis, motor boats, paddle boards, canoes, etc.), main lodge with full service restaurant, renovated commercial kitchen, store, and three-bedroom owner's residence. There are 40 buoys in the lake that are owned by the resort and are rented out by the season. Additionally, there are several small storage buildings and a laundry</p>

building. The property is served by a private well and the septic tanks have all been replaced by current ownership.

Hours of Operation:	Seasonal – mid-May to mid-September
Inventory:	Inventory included in the sale unless otherwise notated.
Encumbrances that may be Assumed:	Special use permit from the Deschutes National Forest. A new owner will need to obtain a new special use permit from the Deschutes National Forest.
Re-locatable:	No.
Showing Instructions:	Shown by appointment only.
Profitable Business:	Business has consistent strong profit. Financials available with signed NDA.
Price & Terms:	<p>\$2,500,000 Price Reduced to \$2,200,000</p> <p>Includes inventory. Deposits for future stays are also included with the sale.</p>



Business Summary

Cultus Lake Resort is the largest independently owned resort in the Cascade Lakes. It was originally established in 1948 and purchased by the current owner in 1998. This is the perfect opportunity for an owner/operator who wants to work only six months out of the year with a strong steady income! The current owner is looking to retire – *don't miss this once in a lifetime opportunity!*

This resort is extremely popular and has benefited from very little vacancy over the years. Most of the cabins can only be rented by the week and most are booked a year in advance. The current owners offer a discount to vacationers who book in advance.

The forest service permit allows for year-round use, but the typical season is late April through early October. The current owners have decided not to open in the winter. However, it is possible for a new owner to live at the resort year-round.

Cultus Lake

Cultus Lake Resort is located on the eastern edge of Cultus Lake. Formed by a glacier, Cultus Lake lies at the base of Cultus Mountain. The third cleanest body of water in Oregon, Cultus Lake is a natural lake fed by a creek and underground springs. Nearly two miles wide and four miles long, the lake is 230 feet at its deepest. Cultus is one of the most popular among the High Cascade Lakes due to the fact that it is one of the few that allow



high speed watercraft and the only lake to allow seaplane traffic! The lake is also a popular fishing destination, producing trophy sized rainbow trout and Mackinaw.

Structures

The resort consists of 23 rental cabins with newer metal roofs, five-bedroom dorm building for employees, fully operational marina, boat house (including pontoon boats, jet skis, motor boats, paddle boards, canoes, etc.). There are 40 buoys available for private moorage offered for rent by the season. The main lodge sits up proudly along the lake with expansive patio seating and unobstructed views of the lake and mountains. Inside the main lodge there is a fully restored commercial kitchen and restaurant including the ever popular ice cream bar! On the second floor of the main lodge there is a three-bedroom owner's residence.

The rental cabins are nestled in woods; many with lake views and direct access to the lake. All of the cabins have large fireplaces, most have kitchens with modern appliances including refrigerator, restrooms and showers. The cabins, although basic, are very comfortable and cozy and have been meticulously cared for and maintained by the current owners over the years. See the “Cabin Rental Rates” section on the following page for more detailed information.

Renovations

The current owners have done extensive renovation and upgrades to the resort during their 18 years of ownership including new metal roofs, septic tanks, new docks, renovated commercial kitchen and patio. The property is in excellent condition. You must see it to appreciate it!

Forest Land

The land is on a special use permit from the Deschutes National Forest. However, the permit does not transfer upon the sale of the business. A new owner will need to apply for a new 20-year permit. The Forest Service will potentially grant a 30-year permit if the owner plans to make substantial upgrades to the resort. The estimated permit application process is 90 days. The charge for the Forest Service fee is approximately \$6,200 per year.

Forest Land

Owner prefers to finance with a 50% down payment.



THE BUSINESS OFFERING INCLUDES THE FREE AND CLEAR TRANSFER OF THE FOLLOWING:

(FULL INVENTORY LIST CAN BE MADE AVAILABLE UPON REQUEST)

- Trade name
- 23 rentable cabins with furnishings
- Restaurant and store (including inventory)
- Five-bedroom dorm building
- Laundry and storage buildings
- Marina (including boats, paddle boards, jet skis, and all other equipment)
- Septic tanks and cistern
- Rental buoys
- Current rental reservations and deposits
- And much more!

Cabin Rental Rates

"SIMPLE AND UNPRETENTIOUS LIVING"

Cultus Lake Resort features 23 cabins (no cabin #13), several of which are located on the lake and the remaining just footsteps away. Below are current rental rates for each cabin.



CABINS 1-4:

- Beds: 1 Double, 1 Queen Hide-A-Bed, 1 Bunk Bed
- Kitchen, Fireplace, Bath
- Guests per Cabin: 4
- Maximum People: 6
- Day Rate: \$155
- Week Rate: \$985

CABINS 5-10:

- Beds: 1 Double, 1 Queen Hide-A-Bed, 1 Bunk Bed
- Kitchen, Fireplace, Bath
- Guests per Cabin: 4
- Maximum People: 6
- Day Rate: \$175
- Week Rate \$1100

CABINS 11-15:

- Beds: 2 Doubles
- NO KITCHEN, Fireplace, Bath
- Guests per Cabin: 2
- Maximum People: 4
- Day Rate: \$85
- Week Rate: \$575

CABINS 16-19:

- Beds: 2 Doubles
- Kitchen, Fireplace, Bath
- Guests per Cabin: 2
- Maximum People: 4
- Day Rate: \$130
- Week Rate: \$865

CABINS 20-23:

- Beds: 2 Doubles
- Kitchen, Fireplace, Bath
- Guests per Cabin: 2
- Maximum People: 4
- Day Rate: \$115
- Week Rate: \$795

CABIN 24:

- Beds: 3 Doubles, 1 Double Hide-A-Bed
- Kitchen, Fireplace, Bath
- Guests per Cabin: 4
- Maximum People: 8
- Day Rate \$155
- Week Rate \$985

EARLY SEASON

May 13 - July 6
Cabins rented per night
with 2 night minimum

MID-SEASON

July 6 - August 31
Cabins rented weekly only.
Sunday to Sunday

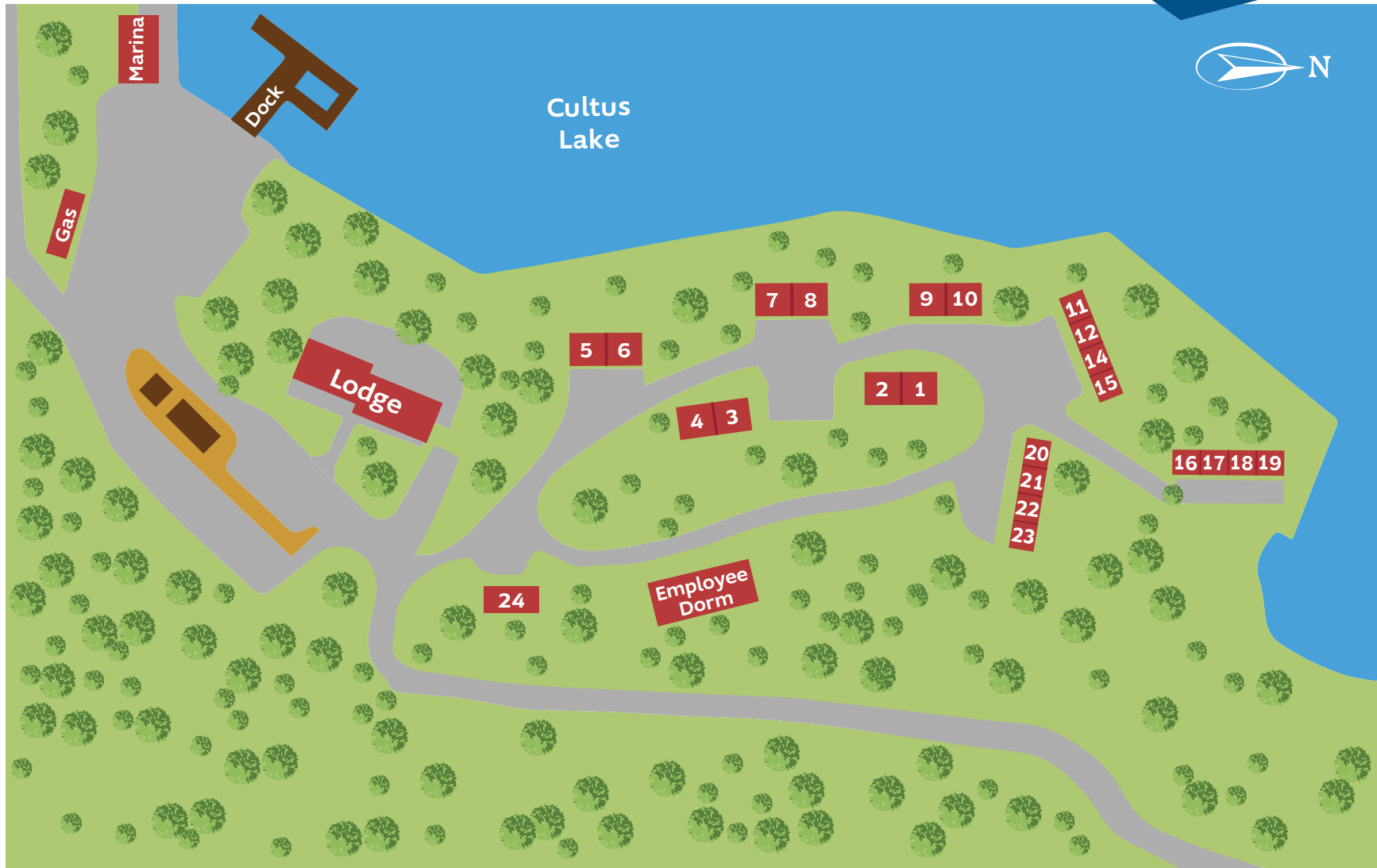
LATE SEASON

August 31 - September 11
Cabins rented per night
with 2 night minimum

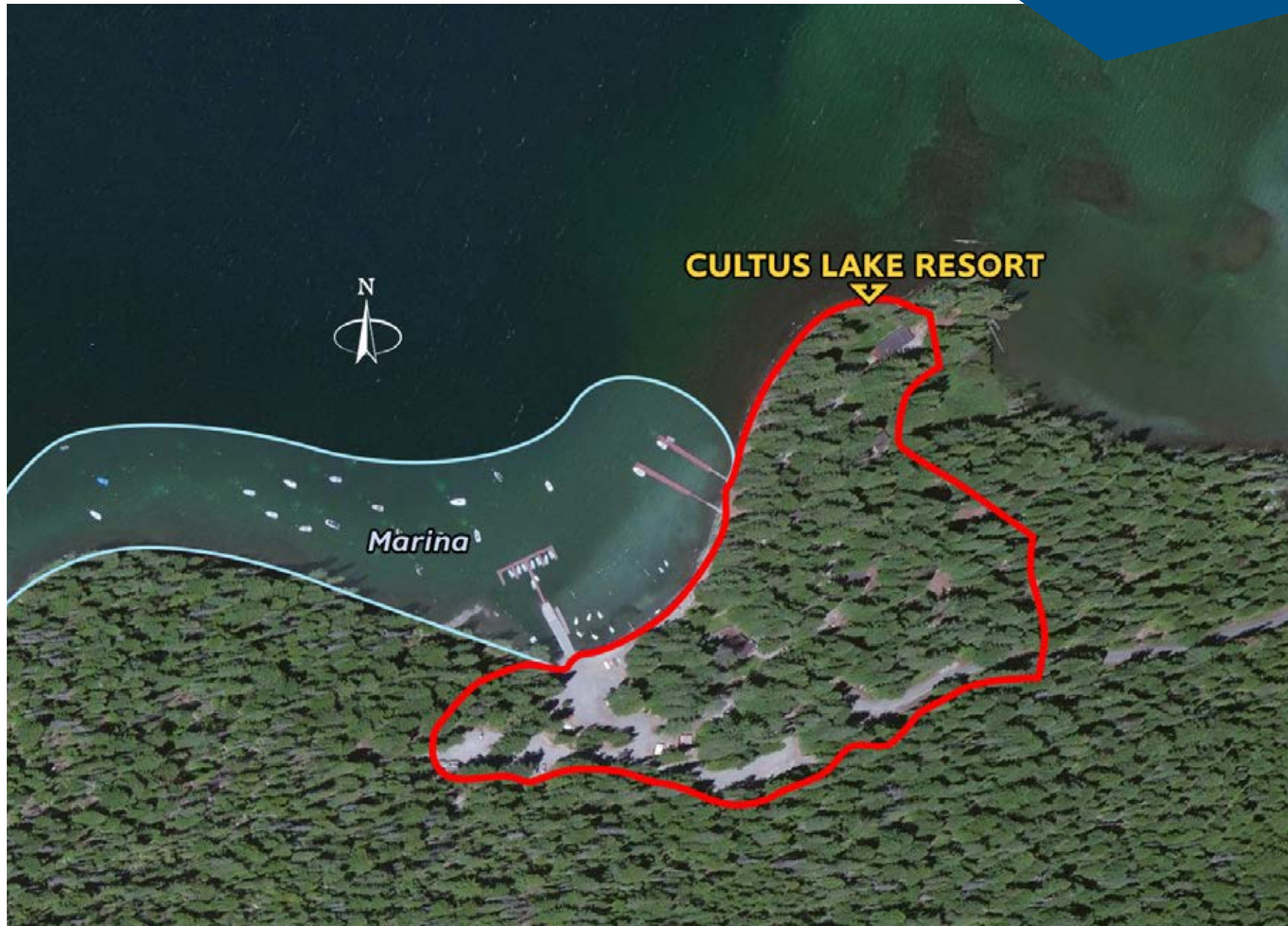
RATE SPECIALS

May 13 - June 20
10% off for 3 to 6 days
15% for 7+ days

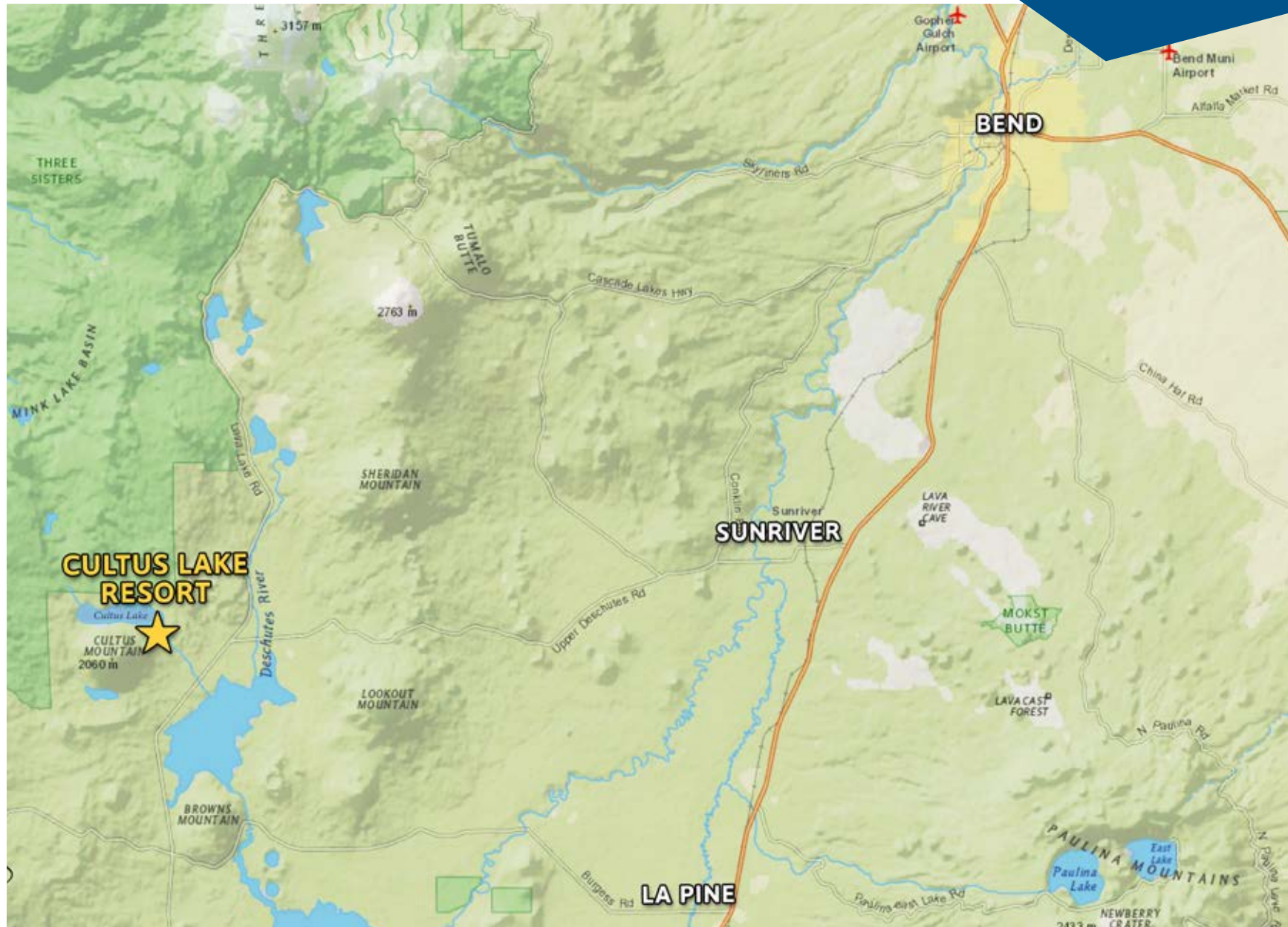
Resort Map



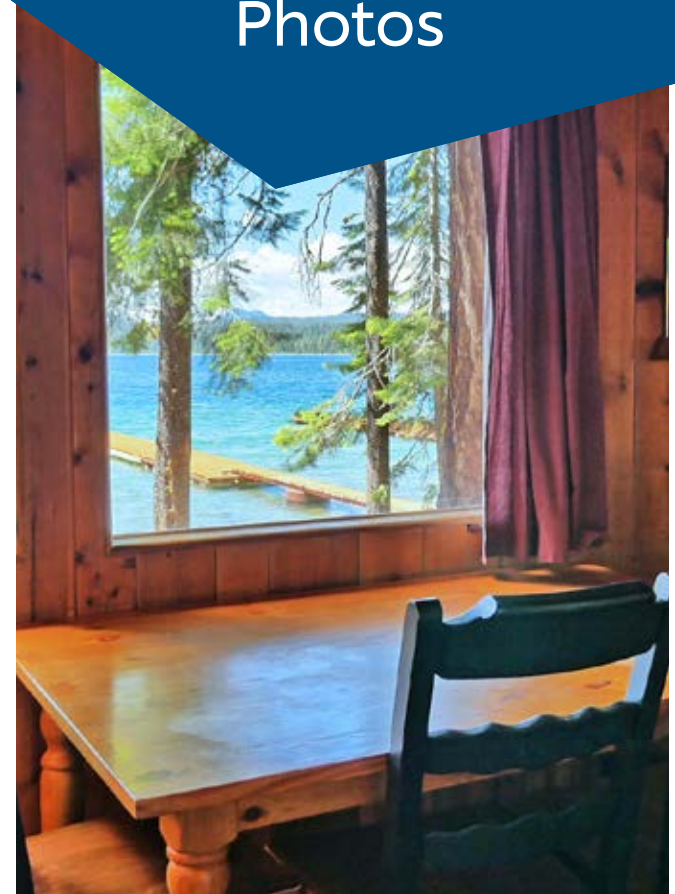
Resort Aerial

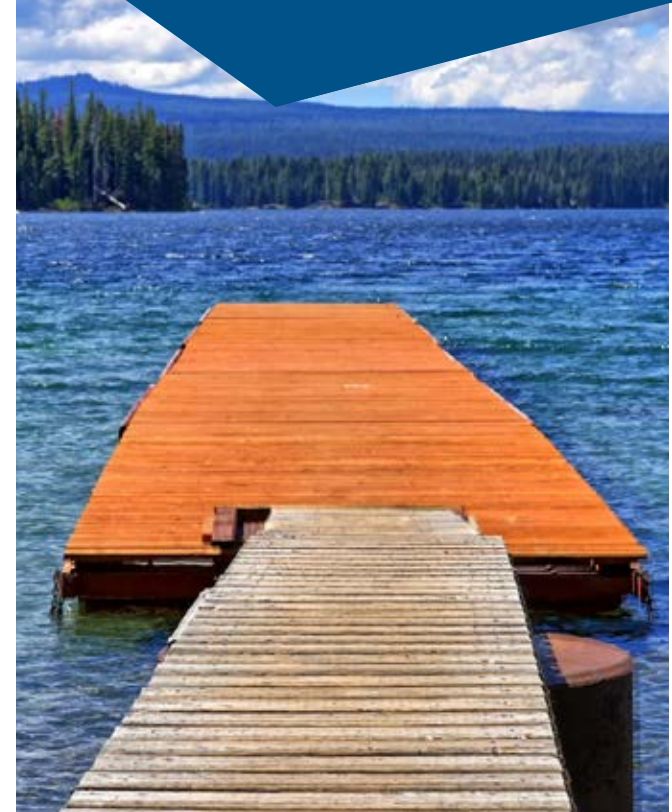


Regional Map









Bend, Oregon Profile

Situated on the eastern edge of the Cascade Range along the Deschutes River, Bend joins forested mountain highlands and high desert plateaus, offering a diverse range of scenery and outdoor activities. The largest city in Central Oregon, Bend is the commercial, recreation and social center of the tri-county region and also serves as the county seat of Deschutes County. It covers 32 square miles and sits at an elevation of 3,625 feet. Bend is noted for its scenic setting and year-round recreational activities.

LIFESTYLE

Bend has a deserved reputation for attracting lifestyle migrants – urban dwellers who seek amenities typically associated with a larger metropolitan area, but yearn for the recreational pursuits of the great outdoors, a beautiful setting, and an accessible community feeling. As such, the city attracts families and entrepreneurs from all of the West Coast metro areas and some from other major population centers. Many residents remark that despite its population size of 82,000, Bend has retained its small town atmosphere and ‘feels’ smaller than its size would suggest. The city has been adopted as a gateway for many outdoor sports, including mountain biking, skiing and snowboarding, dog racing, fishing, hiking, rock climbing, white-water rafting and golf. There is also a sizable cluster of individuals drawn to Bend for artistic pursuits, ranging from photography to sculpture, from water color to metal working. Bend’s growing beer brewing industry and evolving restaurant scene is also a draw for tourists and locals.

DEVELOPMENT

Economically, Bend started as a logging town, but began a transition to a more varied, sustainable economy in the 1980’s when it became apparent that the lumber mills would no longer be vital. Economic Development for Central Oregon (EDCO) was born in the dark days of the 1980’s, when many downtown businesses were boarded up.



Unlike resort communities such as Aspen or Jackson Hole, Bend’s lifestyle and quality workforce is a draw for many successful companies in the aviation, manufacturing, renewable energy, high-tech, and recreation equipment sectors. Many of Bend’s companies are owner-operated and in the small to midsize range, typically with 10 to 50 employees. Companies like Breedlove Guitars, PV Powered, G5 Search Marketing, Deschutes Brewery and Bend Research provide solid employment and bring in vital traded-sector dollars to Bend’s economy.

SOURCE: <http://www.edcoinfo.com/communities/bend-profile/>

Central Oregon Profile

The cities and communities that comprise Central Oregon are Bend, Redmond, Sisters, Sunriver, Prineville, La Pine, Madras and Warm Springs.

Central Oregon has led the state's population growth over the last two decades; in fact, Deschutes County continues to be one of the fastest growing areas of the country. A lesser known fact is that our region has also topped the state in job growth over the past ten years, creating a region that's characterized by dynamic small businesses and entrepreneurial activity. The region boasts strong clusters in high technology (software, hardware and energy), advanced manufacturing, biosciences, renewable energy, brewing & distilling, value-added food products, and recreation equipment.

For most new residents, Central Oregon is a lifestyle choice, offering a friendly environment, year-round recreation options, and world class amenities – all with a hassle-free, small town feel. From a ranch in Prineville to an upscale urban condo in Bend, the region presents a rare diversity of places to live.

The region is served by Roberts Field, a commercial airport offering service at Redmond Municipal Airport (RDM, www.flyrdm.com) provided by American Airlines, Alaska Airlines, Delta and United. These carriers offer approximately 30 arriving and departing flights daily to and from San Francisco, Portland, Seattle, Los Angeles, Salt Lake City, Phoenix and Denver.

Six major public school districts serve over 32,000 students; there are also 30 private schools in the region. The region is also home to Central Oregon Community College (COCC) and Oregon State University – Cascades, a four-year university by 2015.

SOURCE: <http://www.edcoinfo.com/communities/>





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