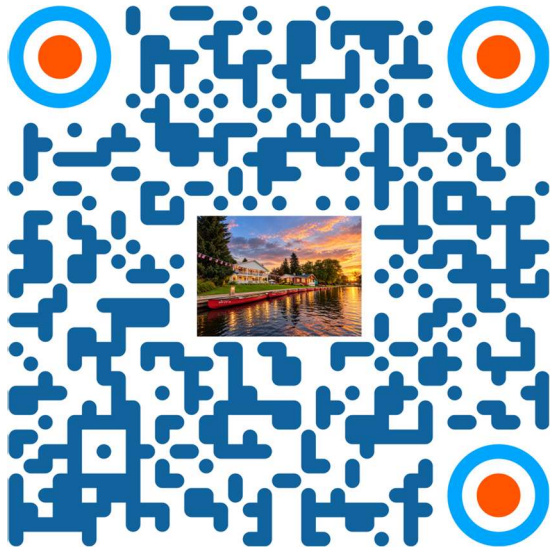




BORCHERS CANOE & KAYAK LIVERY

RIVERSIDE BED & BREAKFAST | GRAYLING, MICHIGAN

ESTABLISHED SEASONAL BUSINESS • THREE REVENUE STREAMS • RIVERFRONT LIVING

A Business Opportunity. A Northern Michigan Lifestyle.

Own an established recreational and hospitality business on the celebrated AuSable River—while enjoying the rare opportunity to live right where Northern Michigan comes to play. Situated on approximately 1.7 acres with more than 200 feet of direct river frontage in Grayling, Borchers combines an established canoe and kayak livery with office and store, four-room riverside bed and breakfast, car-spotting services and comfortable on-site owner's living quarters.



Three Complementary Businesses — One Remarkable Property

Canoe & Kayak Livery

A well-established and highly regarded canoe and kayak outfitting operation located on one of Michigan's most scenic and popular rivers. With over 200 feet of direct Au Sable River frontage, an attractive office and retail store, and a strong reputation built on years of successful operation, Borchers enjoys a loyal customer base and substantial repeat business.

The property's extensive river frontage features a long boardwalk designed for convenient staging, loading, and launching of canoes and kayaks, allowing for efficient operations even during peak summer demand. The business maintains an inventory of more than 100 watercraft, supported by four vans and trailers for customer transportation and equipment retrieval. This well-organized operation allows many watercraft to be rented multiple times per day, with boats returning from morning trips available for additional afternoon rentals, maximizing equipment utilization and revenue potential.

Offering everything from shorter recreational outings to extended overnight river adventures, the business serves families, outdoor enthusiasts, and experienced paddlers alike. Its substantial equipment inventory, excellent waterfront facilities, established customer base, and efficient operating infrastructure provide a strong foundation for continued success, with additional growth opportunities through increased weekday rentals, expanded marketing, and greater utilization of existing equipment.

Four-Room Riverside Bed & Breakfast

A beautifully furnished and inviting riverside lodging experience for visitors seeking outdoor adventures, fishing, biking, or simply a relaxing Northern Michigan getaway. This attractive, well-maintained building enjoys an exceptional setting directly overlooking the Au Sable River, offering beautiful water views and a peaceful atmosphere.

The four tastefully appointed guest rooms feature comfortable queen-size beds, private bathrooms, cable television, and attractive furnishings throughout. Three rooms offer two queen beds, providing flexibility for families and small groups, while the fourth features a queen bed and cozy reading nook. Two premium

riverside rooms enjoy direct access to the spacious wraparound balcony overlooking the river.

Guests can relax in the welcoming common areas, gather around the fireplace, or enjoy morning coffee on the covered riverside porch. A full breakfast adds to the traditional bed-and-breakfast experience.

With its quality accommodations, exceptional riverfront setting, and proximity to Grayling's outstanding recreational opportunities, this established lodging business offers an attractive additional revenue stream with excellent potential for increased occupancy, expanded marketing, and higher room rates.

Established Car-Spotting Services

An established and valuable additional revenue stream serving canoeists, kayakers, anglers, and outdoor enthusiasts throughout the Au Sable River corridor. The business provides vehicle spotting and transportation services along an extensive stretch of the river, from the Grayling area downstream through Mio and as far as Oscoda.

With relatively limited competition for these specialized services, Borchers has developed a loyal customer base, particularly among paddlers enjoying multi-day river adventures. Popular destinations include Burton's Landing, Stephan Bridge, and Wakeley Bridge, with services available for longer trips throughout the river system.

This established operation benefits from its experienced seasonal staff, transportation equipment, and strong familiarity with the river and its numerous access points. Car spotting provides an additional source of revenue beyond traditional canoe and kayak rentals, with excellent potential for growth through increased marketing, expanded service volume, and greater awareness among recreational river users.

The Freedom of Seasonal Ownership

The primary business activity is concentrated in Northern Michigan's popular outdoor recreation season. The owner's residence is located within the attractive office/store building, making it convenient to manage the operation while enjoying everyday life on the river. For an owner-operator, this is a compelling alternative to a conventional year-round business: a productive summer season, followed by more flexibility during quieter months.

A rare combination: established business operations, multiple income sources, riverfront real estate, and a place to call home.

An Outdoor Recreation Hub

Grayling is a welcoming Northern Michigan community known for its outdoor heritage, lively summer recreation, and easy access to four-season activities. The Au Sable River is a destination for canoeing, kayaking, fly fishing, and peaceful days on the water. The internationally known AuSable River Canoe Marathon brings excitement and visitors to the community each summer.

Explore miles of biking and hiking trails, including the nearby Hanson Hills recreation area, which also offers winter cross-country skiing and other seasonal activities. Downhill skiing is available in the broader region, while snowmobiling, fishing, golf, and public lands add to the area's year-round appeal.

Small-Town Charm with Regional Convenience

Downtown Grayling offers restaurants, breweries, local shops, and places to gather after a day on the river. Gaylord provides additional major shopping and services within a convenient regional drive. Traverse City and Cherry Capital Airport offer expanded dining, cultural attractions, air travel connections, and access to the Grand Traverse region.

An Established Foundation with Room to Grow

Borchers represents an exceptional opportunity to acquire a successful, well-managed, and established business with a proven track record. The current owners have done an outstanding job maintaining and improving the property, facilities, and equipment while building a loyal customer base and strong reputation. With updated facilities, an extensive inventory of watercraft, well-maintained transportation equipment, and an experienced seasonal staff in place, this is a truly turnkey operation ready for a new owner to step in and continue its success.

While the business is already operating successfully, there remains considerable opportunity for additional growth and profitability. More aggressive online and social media marketing, dynamic pricing strategies for both lodging and watercraft rentals, increased weekday business, and extending the B&B season into spring and fall could further enhance revenues. Additional opportunities include expanding the already successful car-spotting service and developing attractive packages combining lodging, paddling, and transportation.

The appeal is the combination of an established, profitable business that is ready to operate from day one, with meaningful opportunities for a new owner to build on an already successful operation.

The Opportunity

Borchers is more than a riverfront property or a single recreational business. It is a chance to own a recognizable Grayling-area operation with diversified services, an established customer base, and the lifestyle benefits of living directly on the Au Sable River. For buyers seeking both business potential and a genuine Northern Michigan way of life, this is an opportunity worthy of a closer look.

Detailed business and financial information available to qualified purchasers upon signed NDA

Information supplied by the sellers and other sources is believed reliable but has not been independently verified. Revenue figures are historical and not a representation of profit or future results. Buyers should independently verify all property, business, financial, licensing, and operating details. Growth opportunities are illustrative and not guaranteed.

Ken Weaver and Marissa Spencer Berkshire Hathaway Home Services Michigan

Ken 231-668-6303 Marissa 231-429-4109 Office 231-947-7777

Or visit our property site for additional photos and contact information

