

# SINGLE TENANT

## ABSOLUTE NNN INVESTMENT OPPORTUNITY

**Ruby  
Tuesday**

## SANFORD NORTH CAROLINA







# Ruby Tuesday

EXCLUSIVELY MARKETING BY

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# INVESTMENT SUMMARY

SRS National Net Lease Group is pleased to present the rare opportunity to acquire Ruby Tuesday, a corporate guaranteed, absolute NNN leased investment property located in Sanford, NC. The tenant, Ruby Tuesday Inc., has demonstrated their commitment to the site by renewing their lease early, providing 15 years of firm lease term with 4 (5-year) options to extend. As of December 21, 2017, NRD Capital, an Atlanta-based private equity firm, acquired Ruby Tuesday. Collectively, the team at NRD Capital has been involved in 20 brands, including Popeyes, Burger King, Subway, and more. The lease features 2% annual rental increases throughout the initial term and option periods, and is absolute NNN with zero landlord responsibilities.

The subject site is strategically located at the signalized, hard corner intersection of Interstate 87 and Wilson Road with a combined 43,000 vehicles passing by daily. The asset has excellent visibility & access on a corner site. The site is ideally positioned within a local retail corridor, with nearby national/credit tenants that include a 24-hour Walmart Supercenter, Lowe's Home Improvement, Hobby Lobby, Food Lion, Tractor Supply Co., Petco, Marshalls, Big Lots, and more, increasing consumer draw to the trade area and promoting crossover shopping. The 5-mile trade area is supported by a population of over 36,000 residents with an average household income of more than \$54,368.





# OFFERING HIGHLIGHTS

## OFFERING

PRICING: \$2,267,000

NET OPERATING INCOME: \$147,360

CAP RATE: 6.50%

GUARANTY: Corporate

TENANT: Ruby Tuesday, Inc.

LEASE TYPE: Abs. NNN

LANDLORD RESPONSIBILITIES: None

## PROPERTY SPECIFICATIONS

RENTABLE AREA: 5,774 SF

LAND AREA: 1.33 Acres

PROPERTY ADDRESS: 3210 NC-87, Sanford, NC 27330

YEAR BUILT: 2003

PARCEL NUMBER: 9661-07-9708-00

OWNERSHIP: Fee Simple (Land and Building)





# INVESTMENT HIGHLIGHTS

## EARLY RENEWAL | 15 YEARS REMAINING | RARE ANNUAL RENTAL INCREASES

- Demonstrated commitment to the site by renewing their lease early providing 15 years of firm lease terms with 4 (5-year) option periods to extend
- Rare 2% annual rental increases throughout the lease term and options

## ABSOLUTE NNN LEASE | FEE SIMPLE OWNERSHIP | ZERO RESPONSIBILITIES

- Tenant pays for all CAM, insurance, taxes and maintains all aspects of the building
- No landlord responsibilities
- Ideal, management-free investment for an out of state, passive investor

## NRD CAPITAL | STRONG OPERATOR

- NRD Capital acquisition of Ruby Tuesday was finalized in December 2017
- NRD Capital is the first private equity fund of its kind sponsored and managed by an accomplished multi-unit franchisee
- Collectively, the team has been involved with 20 brands including top global companies like Popeyes, Burger King, Subway, and Domino's. They have also worked with major regional brands such as Moe's Southwest Grill, Pet Valu, and Super Wash
- Tenant under lease is Ruby Tuesday, Inc. and NRD Capital is the owner of Ruby Tuesday, Inc.

## CORPORATE BACKED LEASE

- Tenant: Ruby Tuesday, Inc. (Corporate)
- Ruby Tuesday, Inc. has 400+ Locations

## SIGNALIZED HARD CORNER INTERSECTION | EXCELLENT FRONTAGE & VISIBILITY

- Situated at the signalized, hard corner intersection of Interstate 87 and Wilson Road (combined 39,000 VPD)
- Excellent street frontage and unobstructed visibility along heavily traveled Interstate 87 (28,000 VPD)

## LOCATED WITHIN DENSE REGIONAL RETAIL CORRIDOR

- Nearby national/credit tenants include a 24-hour Walmart Supercenter, Lowe's Home Improvement, Hobby Lobby, Food Lion, Tractor Supply Co., Petco, Marshalls, Big Lots, and more
- Increases consumer draw and crossover traffic within the area

## STRONG DEMOGRAPHICS IN 5-MILE TRADE AREA

- Over 36,000 residents and more than 18,685 employees support the trade area
- More than \$54,368 average household income





# PROPERTY OVERVIEW

**RUBY  
TUESDAY**



PARCEL MAP



ACCESS

State Highway 87:..... 1 Access Point



TRAFFIC COUNTS

Interstate 87:..... 32,000 Vehicles Per Day  
Wilson Road:..... 11,000 Vehicles Per Day



IMPROVEMENTS

There is approximately 5,774 SF of existing building area.



PARKING

There are approximately 106 parking spaces on the owned parcel.  
The parking ratio is approximately 18.03 stalls per 1,000 SF of leasable area.



YEAR BUILT

2003



PARCEL

Parcel Number: 9661-07-9708-00 Acres: 1.33 Square Feet: 57,935 SF



ZONING

C-2: Commercial







11,000  
CARS PER DAY

7,400  
CARS PER DAY

28,000  
CARS PER DAY

**Ruby  
Tuesday**

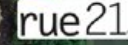
Wilson Rd.

Interstate 87

US Route 421 Business







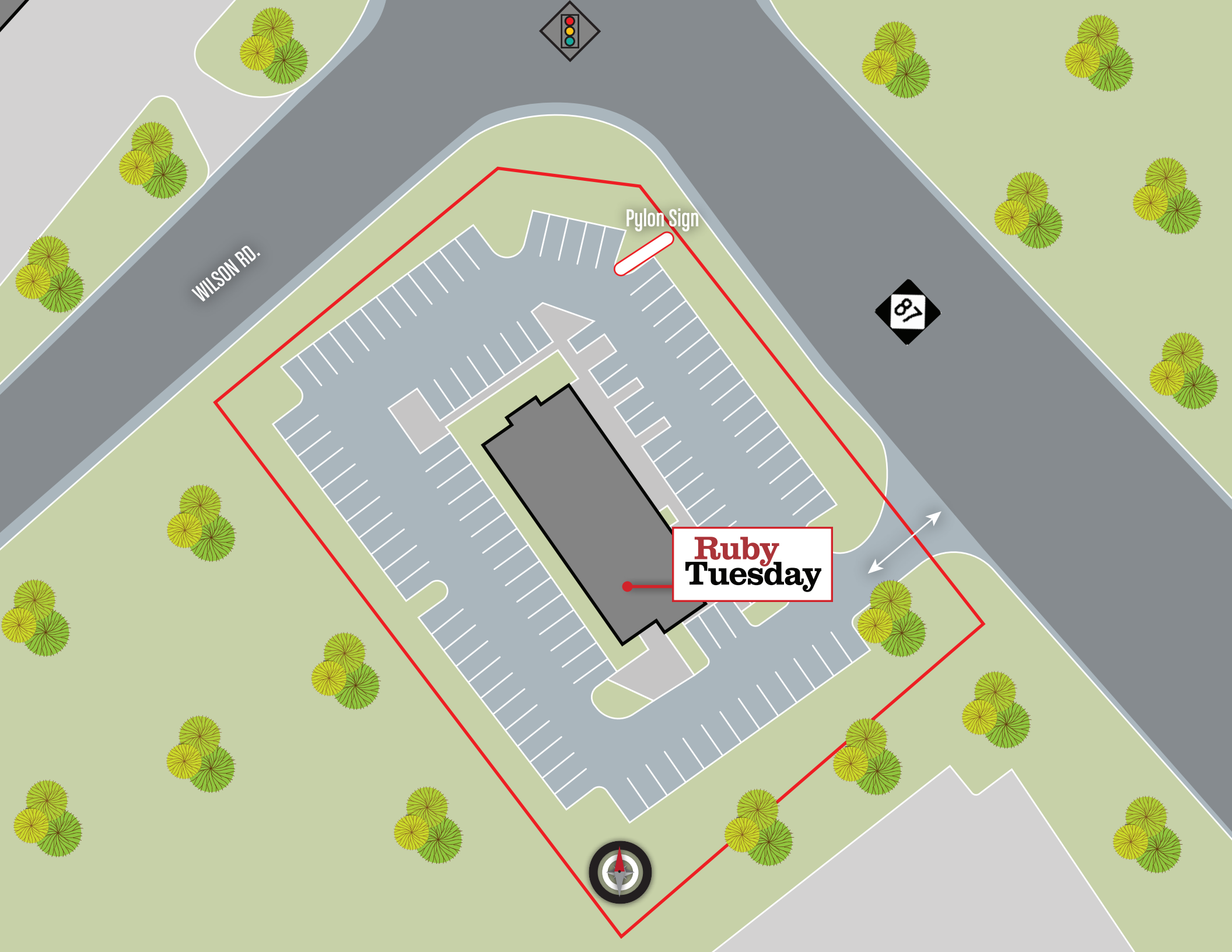
U.S. Highway 421 Business

U.S. Highway 421 Business / Interstate 87

Wilson Rd.







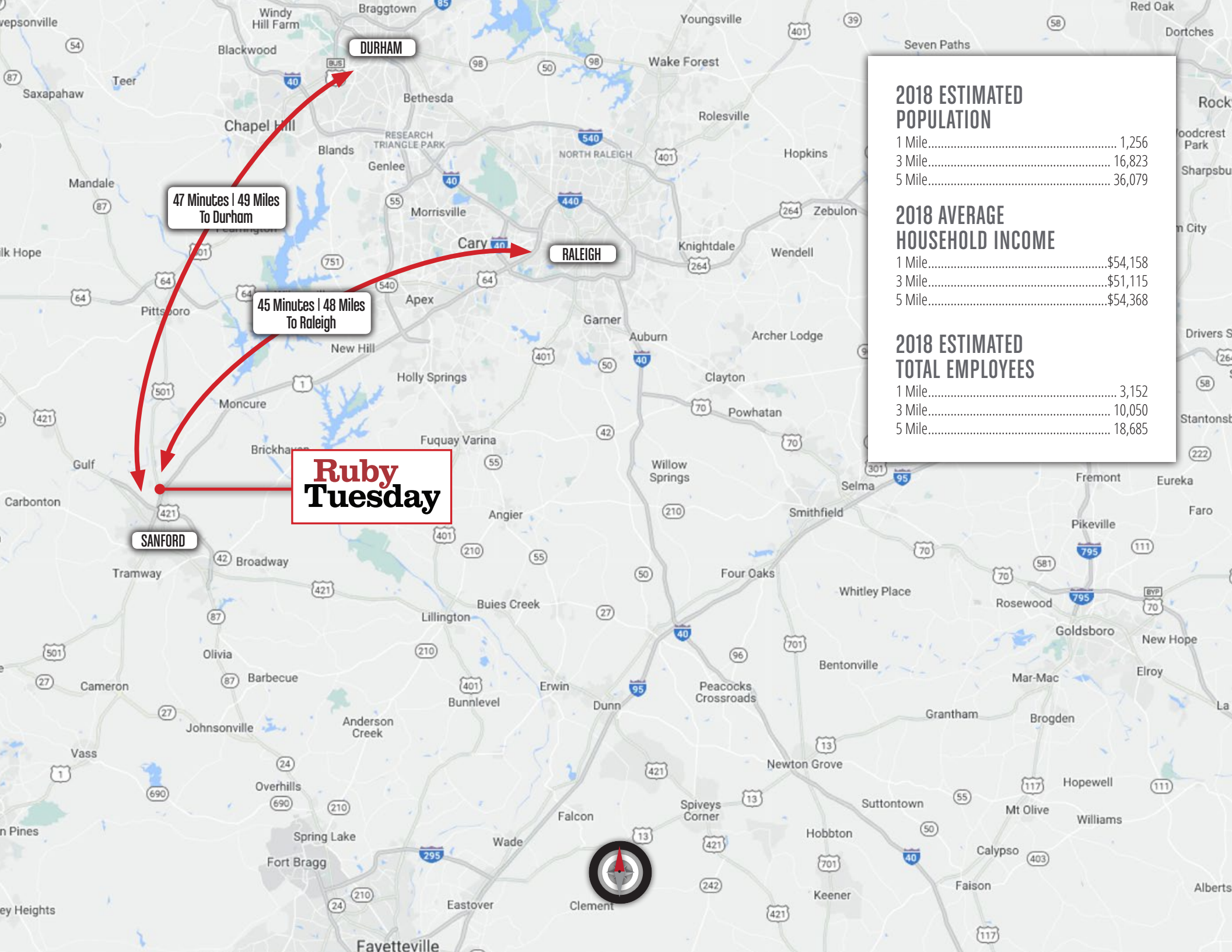
WILSON RD.

Pylon Sign

**Ruby  
Tuesday**







DURHAM

RALEIGH

47 Minutes | 49 Miles  
To Durham

45 Minutes | 48 Miles  
To Raleigh

**Ruby  
Tuesday**

SANFORD

## 2018 ESTIMATED POPULATION

1 Mile.....	1,256
3 Mile.....	16,823
5 Mile.....	36,079

## 2018 AVERAGE HOUSEHOLD INCOME

1 Mile.....	\$54,158
3 Mile.....	\$51,115
5 Mile.....	\$54,368

## 2018 ESTIMATED TOTAL EMPLOYEES

1 Mile.....	3,152
3 Mile.....	10,050
5 Mile.....	18,685



# AREA OVERVIEW OF SANFORD

The City of Sanford is the county seat of Lee County and is located in the central piedmont area of North Carolina. The City was incorporated in 1874 and presently has a land area of 25.29 square miles and had a population of 29,010 as of July 1, 2016.

Major industries located within the City of Sanford's corporate limits or in close proximity include several manufacturing facilities. Among the largest of the manufacturing facilities are Pfizer (pediatric vaccines), Static Control Components (static elimination equipment), Coty, USA (cosmetics) and Moen, Inc. (plumbing fixtures). In addition, the Lee County School system provides employment to over 1,200 employees and is the largest employer in the county. The diverse economic base of manufacturing, wholesale and retail trade, services and construction as well as the City's close proximity to the Research Triangle area and the Fayetteville/Ft. Bragg area normally allows the City's local economy to withstand fluctuations.

The Major employers of the city are 3M, Air System Components, Inc., Alotech Inc., Broadway Hardware, Caterpillar Inc., Central Carolina Hospital, Coty, Inc., a cosmetics and perfume manufacturer, Edelbrock LLC, Frontier Spinning Mills, GKN, Homes by Vanderbilt, Magneti Marelli and Moen.

The city's nearby attractions are Tama County Historical Museum and Genealogy Library, North Carolina Railroad Museum, House in the Horseshoe State Historic Site, Jordan Lake State Recreation Area, JFK Special Warfare Museum and Raven Rock State Park.

Central Carolina Community College is the local college. Higher educational facilities are also offered at Campbell University, Wake Technical Community College, North Carolina Central University, and Meredith College. Flights are available from Moore County Airport.

Lee County, founded in 1907, is located on the fall line dividing the Piedmont and Coastal Plains regions of the state. It has a land area of 255 square miles and estimated population as of July 1, 2015 was 59,660. Lee County is geographically located at the southern base of the Research Triangle Region, including the cities of Raleigh, Durham, and Chapel Hill. Major industries located within the government's boundaries or in close proximity include manufacturers of pharmaceuticals, automobile components, cosmetics, plumbing fixtures, electronics and brick. These industries along with other businesses located in Lee County continue to feel the impact of the downturn in the nation's economy.





# AREA DEMOGRAPHICS

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2018 Estimated Population	1,265	16,823	36,079
2023 Projected Population	1,302	17,328	36,901
2010 Census Population	1,191	15,946	34,799
2018 Estimated Households	415	6,093	13,578
2023 Projected Households	429	6,278	13,877
2010 Census Households	385	5,771	13,132
2018 Estimated White	38.95%	55.66%	62.58%
2018 Estimated Black or African American	33.20%	27.62%	24.72%
2018 Estimated Asian or Pacific Islander	0.87%	1.22%	1.16%
2018 Estimated American Indian or Native Alaskan	1.26%	0.99%	0.95%
2018 Estimated Other Races	20.24%	15.76%	13.05%
2018 Estimated Hispanic	42.77%	31.53%	25.82%
2018 Estimated Average Household Income	\$54,158	\$51,115	\$54,368
2018 Estimated Median Household Income	\$40,778	\$38,110	\$40,961
2018 Estimated Per Capita Income	\$19,015	\$19,277	\$21,028
2018 Estimated Total Businesses	221	820	1,680
2018 Estimated Total Employees	3,152	10,050	18,685





# RENT ROLL

TENANT NAME	SQUARE FEET	LEASE TERM		BEGIN	RENTAL RATES			PSF	RECOVERY TYPE	OPTIONS
		LEASE START	LEASE END		MONTHLY	PSF	ANNUALLY			
Ruby Tuesday, Inc.	5,774	6/29/2012	11/30/2033	Current	\$12,280	\$2.13	\$147,360	\$25.52	Absolute NNN	4 (5-Year)
(Corporate)				12/1/2019	\$12,526	\$2.17	\$150,307	\$26.03		FMV
							2% annual rental increases			2% annual incr.
										throughout options

1. If tenant chooses to extend the lease through options, there will be a fair market value adjustment at the commencement of the 1st Option Term with 2% annual increases thereafter

## FINANCIAL INFORMATION

Price: ..... \$2,267,000  
 Net Operating Income: ..... \$147,360  
 Cap Rate: ..... 6.50%  
 Lease Type: ..... Abs. NNN

## PROPERTY SPECIFICATIONS

Year Built: ..... 2003  
 Rentable Area: ..... 5,774 SF  
 Land Area: ..... 1.33 Acres  
 Address: ..... 3210 NC-87, Sanford, NC 27330







# BRAND PROFILE

## HISTORY

Nearly forty-five years ago, a young man named Sandy Beall hatched an idea that would lead to the creation of one Ruby Tuesday. Ruby Tuesday was born of his vision of a restaurant where the food and drinks were handcrafted, fresh, and full of flavor, made with quality ingredients and prepared and served by friendly, caring people who are passionate about their work.

From that first restaurant near the campus of the University of Tennessee in 1972 to more than 600 restaurants across the United States and around the globe, Ruby Tuesday grew to become part of a large public foodservice company in 1982, to be its own independent, publicly traded company in 1996, and along the way to become one of the most well-known brands in casual dining. As of December 31, 2017, NRD Capital, an Atlanta-based private equity firm, acquired Ruby Tuesday Inc.

## MISSION

Quality means freshness. It's fresh 100% USDA Choice or Prime ground beef formed into perfectly grilled, handcrafted burgers that redefine an American classic. Quality is seasonal vine ripened tomatoes and crisp leaf lettuce still glistening with garden dew. It's applewood smoked bacon and premium cheeses and an uncompromising commitment to providing you the best.

Ruby Tuesday is committed to their customers' enjoyment. The casual dining restaurant is passionate about their menu, the design of their stores, and their customers. Their staff is genuinely dedicated to serving customers.

**Ruby**  
**Tuesday**







## BRAND PROFILE

**41**  
STATES

**14**  
FOREIGN  
COUNTRIES

**600**  
STORES

FOUNDED IN  
**1972**

**28,000+**  
EMPLOYEES

Company: ..... NRD Capital (Acquired Ruby Tuesday In December 2017)  
Company Type: ..... Private  
2017 Revenue: .....\$952 Million  
2017 Assets: .....\$724 Million  
2017 Equity: .....\$307 Million

**Ruby**  
**Tuesday**

















# OPERATOR PROFILE

## ABOUT NRD CAPITAL

NRD Capital is an Atlanta-based private equity firm primarily focused on investing in multi-unit and franchised businesses. NRD Capital is the first private equity fund of its kind sponsored and managed by an accomplished multi-unit franchisee. The NRD Capital team has extensive restaurant experience spanning from single store operations to public companies. Collectively, the team has been involved with 20 brands including top global companies like Popeyes, Burger King, Subway, and Domino's. They have also worked with major regional brands such as Moe's Southwest Grill, Pet Valu, and Super Wash. NRD Capital's differentiated approach is born out of these operational roots.

## BRANDS

NRD | CAPITAL







# SRS

## NATIONAL NET LEASE GROUP

### SRS GLOBAL STATS



**800+**  
PROPERTIES CURRENTLY  
REPRESENTED



**600+**  
CLIENTS REPRESENTED  
IN 2016



**\$2.6B\***  
TRANSACTION VALUE



**20+**  
OFFICES



**250+**  
BROKERS,  
PROFESSIONALS,  
AND STAFF



**#1**  
LARGEST REAL ESTATE FIRM  
EXCLUSIVELY DEDICATED TO  
RETAIL SERVICES IN NORTH AMERICA

\*STATISTICS ARE FOR 2016.

This Offering Memorandum has been prepared by SRS National Net Lease Group (SRS) and has been approved for distribution by the owner. Although effort has been made to provide accurate information, neither the owner nor SRS can warrant or represent accuracy or completeness of the materials presented herein or in any other written or oral communications transmitted or made available to the purchaser. Many documents have been referred to in summary form and these summaries do not purport to represent or constitute a legal analysis of the contents of the applicable documents. Neither owner nor SRS represents that this offering summary is all inclusive or contains all of the information a purchaser may require. All of the financial projections and/or conclusions presented herein are provided strictly for reference purposes and have been developed based upon assumptions and conditions in effect at the time the evaluations were undertaken. They do not purport to reflect changes in the economic performance of the property or the business activities of the owner since the date of preparation of this Offering Memorandum. The projected economic performance of the property, competitive submarket conditions, and selected economic and demographic statistics may have changed subsequent to the preparation of the package. Qualified purchasers are urged to inspect the property and undertake their own independent evaluation of the property, the market and the surrounding competitive environment.