

# SINGLE TENANT

## ABSOLUTE NNN INVESTMENT OPPORTUNITY

**Ruby  
Tuesday**

# BREWER MAINE







# Ruby Tuesday

EXCLUSIVELY MARKETING BY

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# INVESTMENT SUMMARY

SRS National Net Lease Group is pleased to present the opportunity to acquire the fee simple interest (land & building ownership) in an absolute NNN leased, Ruby Tuesday investment property located in Brewer, Maine. The tenant, Ruby Tuesday, Inc., recently signed a brand new 20 year lease with 4 (5-year) options to extend, demonstrating their commitment to the site. 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 with 20 brands, including Popeyes, Burger King, Subway, and more. The lease features 10% rental increases every 5 years throughout the initial term and at the beginning of each option period, steadily growing NOI and hedging against inflation. The lease is absolute NNN with zero landlord responsibilities making it an ideal, management free investment opportunity for an out of state investor.

The Ruby Tuesday is located at the signalized, hard corner intersection of Wilson Drive and Thompson Street (12,700 combined VPD). The site is less than half a mile away from Interstate 395 (14,400 VPD) with direct on/off-ramp access. The Ruby Tuesday is an outparcel to Walmart and located in close proximity to several other national/credit tenants including Lowes, Hannaford Supermarket, Dollar Tree, and more, which increases consumer draw for the subject trade area. The 5-mile trade area is supported by a population of approximately 44,000 with an average household income of \$66,000.





# OFFERING HIGHLIGHTS

## OFFERING

PRICING:	\$1,684,000
NET OPERATING INCOME:	\$109,461
CAP RATE:	6.50%
LOCATIONS:	400+
TENANT:	Ruby Tuesday, Inc. (Corporate)
LEASE TYPE:	Absolute NNN
LANDLORD RESPONSIBILITIES:	None

## PROPERTY SPECIFICATIONS

RENTABLE AREA:	6,155 SF
LAND AREA:	1.36 Acres
PROPERTY ADDRESS:	5 Walton Drive, Brewer, ME 04412
YEAR BUILT:	2003
PARCEL NUMBER:	BRER-000007-000000-000005-A000000
OWNERSHIP:	Fee Simple (Land and Building)





# INVESTMENT HIGHLIGHTS

## NEW 20-YEAR LEASE | 10% RENTAL INCREASES

- Brand new 20 year lease with 4 (5-Year) options to extend
- Rare 10% rental increases every 5 years throughout initial term and options

## 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

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

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

## DIRECT ACCESS TO INTERSTATE 395 | EXCELLENT VISIBILITY | LARGE PYLON SIGN

- Ruby Tuesday is well positioned along Wilson Drive (12,700 VPD) with a large visible pylon sign
- The property is less than half a mile from Interstate 395 (14,400 VPD) with direct on/off-ramp access

## OUTPARCEL TO WALMART SUPERCENTER | RETAIL CORRIDOR

- Outparcel to Walmart Supercenter
- Located in a retail corridor with national/credit tenants including Lowes, Toyota, Dollar Tree, Rite Aid, and more
- Increases consumer draw for the subject trade area

## STRONG DEMOGRAPHICS IN THE 5-MILE TRADE AREA

- Over 44,000 residents and 52,000 employees support the trade area
- \$66,000 average household income





# PROPERTY OVERVIEW



## ACCESS

Wilson Drive:..... 1 Access Point  
Thompson Street:..... 1 Access Point



## TRAFFIC COUNTS

Wilson Drive:..... 12,700 VPD



## IMPROVEMENTS

There is approximately 6,155 SF of existing building area.



## PARKING

There are approximately 93 parking spaces on the owned parcel.  
The parking ratio is approximately 15.11 stalls per 1,000 SF of leasable area.



## YEAR BUILT

2003



## PARCEL

Parcel Number: BRER-000007-000000-000005-A000000  
Acres: 1.36  
Square Feet: 59,241



## ZONING

Commercial: GB





**Downeast**  
Toyota Rental

**TOYOTA**

Wilson Drive

Thompson Road

12,700  
CARS PER DAY



**Ruby  
Tuesday**

Walton Drive

**DUNKIN'  
DONUTS**

**STONINGTON'S**  
PRODUCE & GROCERIES



**Walmart**  
Supercenter





WOODLANDS  
SENIOR LIVING



Brewer  
High School



Playland  
Adventures



Wilson Drive



14,400  
CARS PER DAY



Ruby  
Tuesday



12,700  
CARS PER DAY







LOWE'S

SHOW ME HOMES

DUNKIN' DONUTS

PCHC  
YOUR HEALTH. OUR MISSION.  
TWENTY YEARS STRONG

ACADIA  
FEDERAL CREDIT UNION

Miller Drug

Walmart  
Supercenter

STONINGTON

Ruby  
Tuesday

Walton Drive

12,700  
CARS PER DAY







DICK'S  
SPORTING GOODS

COZY Inn

Playland  
Adventures

Camden  
NATIONAL BANK

Walgreens

RC

BURGER  
KING

MARDEN'S  
Surplus & Salvage

SUNOCO

VIP

McDonald's

UNITED STATES  
POSTAL SERVICE

9  
goodwill

Tire Warehouse  
TIRES for Less

Sun

LEE Credit Now

Mobil

Shell

TOYOTA

Ruby  
Tuesday



12,700  
CARS PER DAY

Walton Drive

STONINGTON  
FARM LOTS FOR SALE







**Ruby  
Tuesday**

PLYON SIGN

1A WILSON DR. - 12,700 VPD

THOMPSON RD.



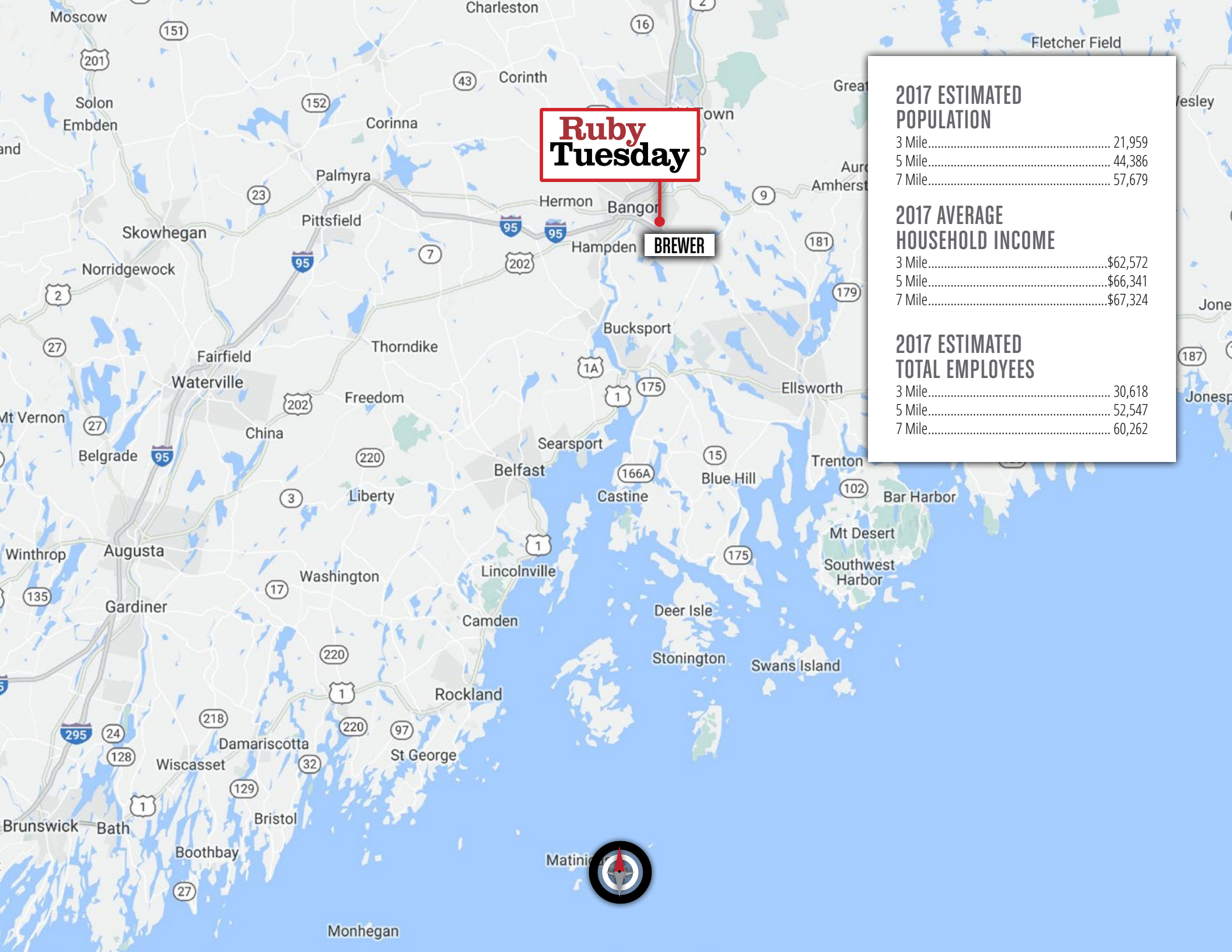
STONINGTON'S  
FABULOUS FURNITURE

Urban Garden  
Center LLC

WALTON DR.







**Ruby  
Tuesday**

**BREWER**

### 2017 ESTIMATED POPULATION

3 Mile.....	21,959
5 Mile.....	44,386
7 Mile.....	57,679

### 2017 AVERAGE HOUSEHOLD INCOME

3 Mile.....	\$62,572
5 Mile.....	\$66,341
7 Mile.....	\$67,324

### 2017 ESTIMATED TOTAL EMPLOYEES

3 Mile.....	30,618
5 Mile.....	52,547
7 Mile.....	60,262



# AREA OVERVIEW

## Brewer, Maine

Brewer is a city in Penobscot County, Maine, United States. It is part of the Bangor, Maine Metropolitan Statistical Area. The city is named after its first settler, Colonel John Brewer. The City of Brewer had a population of 9,585 as of July 1, 2017.

Brewer is the sister city of Bangor. The two are at the head of navigation on opposite sides of the Penobscot River estuary and are connected by three bridges. Brewer and Bangor were originally both part of Condeskeag Plantation, though the Brewer part was also called "New Worcester" after John Brewer's birthplace. In 1788 Orrington, Maine was incorporated with Brewer/New Worcester as its major village. The other half of Condeskeag incorporated in 1791 as Bangor. Finally, in 1812 Brewer broke away from Orrington and incorporated as a separate town.

During the 1800s, Brewer began to grow as a town. The skills of the inhabitants and the natural resources of the area allowed for the development of many important businesses. That combination of individual ability and available resources continues to this day. Until modern times, the river was the major "road" and since the Penobscot River is one of the largest and most powerful rivers in New England, it allowed for many businesses. Originally the streams emptying into the river allowed for dams and dam's power mills; sawmills for creating lumber and grist mills for grinding corn and grains. Later the river itself would have dams, which created power plants, paper mills, and textile mills. Originally, however it was the small streams that were the power source. Also the river paved the way for log drives started in the great north woods and the use of these logs for lumber, shipbuilding and shingle making.

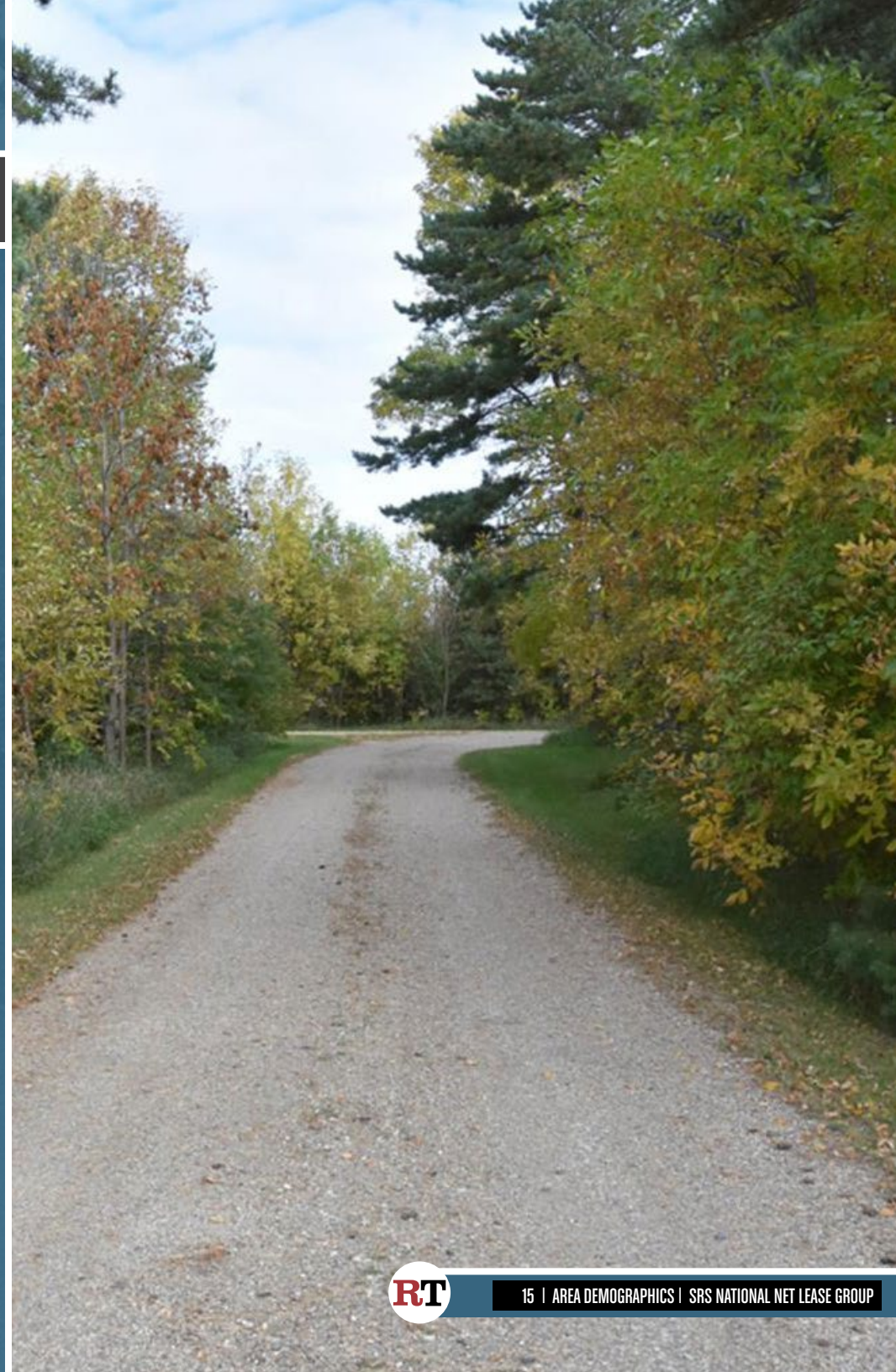
The Brewer Auditorium Complex is the focal point of community activity as it consists of the community center, Doyle Field, Community Playground, and Municipal Swimming Pool. Doyle Field is a 4 acre facility that provides a lighted football field and softball field. Stadium seating accommodates 1,500 for athletic events and the site is also used extensively for sliding, skating and cross country skiing during the winter months and for special events and day camp activities during the warm weather months. Located on the water front behind Dead River Oil, this ½ acre park features themed plantings, walking paths, a waterfall and an area for events such as weddings or performances.





# AREA DEMOGRAPHICS

DEMOGRAPHICS	3 MILE	5 MILES	7 MILES
2017 Estimated Population	21,959	44,386	57,679
2022 Projected Population	22,062	44,612	57,956
2010 Census Population	21,852	44,083	57,354
2017 Estimated Households	10,197	19,699	24,942
2022 Projected Households	10,253	19,821	25,086
2010 Census Households	10,150	19,575	24,807
2017 Estimated White	93.20%	93.50%	93.4%
2017 Estimated Black or African American	1.20%	1.40%	1.40%
2017 Estimated Asian or Pacific Islander	1.60%	1.70%	1.70%
2017 Estimated American Indian or Native Alaskan	1.20%	1.00%	1.00%
2017 Estimated Other Races	0.40%	0.30%	0.40%
2017 Estimated Hispanic	1.70%	1.60%	1.80%
2017 Estimated Average Household Income	\$62,572	\$66,341	\$67,324
2017 Estimated Median Household Income	\$43,231	\$48,236	\$49,688
2017 Estimated Per Capita Income	\$29,273	\$30,352	\$29,923
2017 Estimated Total Businesses	1,632	2,956	3,522
2017 Estimated Total Employees	30,618	52,547	60,262







# 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 has grown to become part of a large public foodservice company started in 1982. In 1996, it became its own independent, publicly traded company and is on the way to becoming one of the most well-known brands in casual dining. As of December 21, 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





# RENT ROLL

TENANT NAME	SQUARE FEET	LEASE TERM		BEGIN	INCREASE	RENTAL RATES			PSF	RECOVERY TYPE	OPTIONS
		LEASE START	LEASE END			MONTHLY	PSF	ANNUALLY			
Ruby Tuesday, Inc. (Corporate)	6,155	Dec. 2017	Dec. 2037	Current	-	\$9,121	\$1.48	\$109,461	\$17.78	Absolute NNN	4 (5-Year)
				Dec. 2022	10%	\$10,033	\$1.63	\$120,407	\$19.56		10% incr. at beginning of each 5 year option

10% incr. every 5-years thereafter

## FINANCIAL INFORMATION

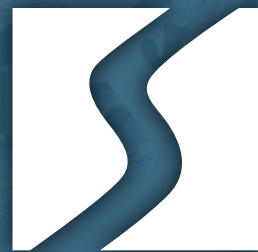
Price: .....\$1,684,000  
 Net Operating Income: .....\$109,461  
 Cap Rate: .....6.50%  
 Lease Type: .....Absolute NNN

## PROPERTY SPECIFICATIONS

Year Built: .....2003  
 Rentable Area: .....6,155 SF  
 Land Area: .....1.36 Acres  
 Address: .....5 Walton Drive, Brewer, ME 04412







# 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.

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