

OFFERING MEMORANDUM

**TGI FRIDAY'S**

**TGI FRIDAYS**

31900

**31900 DYER STREET  
UNION CITY • CA 94587**

**NNN SALE-LEASEBACK OPPORTUNITY**

**savills**

**SAVILLS INVESTMENT PROPERTIES GROUP LA**



## EXECUTIVE SUMMARY

Savills Investment Properties Group is pleased to present this exclusive listing for the sale of TGI Fridays located at 31900 Dyer Street, Union City, CA 94587. Under the terms of the NNN lease, the Landlord has zero responsibilities, which makes the tenant solely responsible for the maintenance of the building, structure, parking lot, roof and HVAC, in addition to insurance and taxes.

The offering represents a rare opportunity for an investor to acquire a highly desirable investment property in one of the most dominant submarkets of the San Francisco Bay Area. The Property is located directly in front of an Extended Stay America and is surrounded by Smart & Final, Michaels, Petco, IHOP, and Chili's.

TGI Fridays is strategically located on Dyer Street, just off the corner of Alvarado-Niles Road which features an impressive traffic count of 18,720 cars per day. The Property is located just west of the I-880 freeway which serves additional communities from Oakland through San Jose.

TGI Fridays is operated by the Briad Restaurant Group which is one of the largest TGIF franchisees with over 50 units and 10,000+ employees. This location has consistently been a top-performing store in their portfolio with annual sales that exceed the brand's AUV.





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# PROPERTY OVERVIEW

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**SAVILLS INVESTMENT PROPERTIES GROUP LA**



## INVESTMENT HIGHLIGHTS

### PROPERTY PROFILE

<b>Offering Price</b>	\$6,000,000
<b>CAP Rate</b>	5.00%
<b>Price Per SF</b>	\$919.68
<b>Lease Structure</b>	NNN
<b>Building GLA</b>	6,524 SF
<b>Land Area</b>	1.13 AC
<b>Year Built</b>	2000
<b>Ownership</b>	Fee Simple
<b>Parcel Number</b>	463-0060-023



**NNN Lease** | The new lease will be triple net, with zero landlord responsibilities. Tenant will be responsible for maintaining, repairing, and replacing all aspects of the building and property, as well as all required insurances, taxes, and utilities.

**Long Term Lease** | There will be a brand new ten (10) year lease which will commence upon COE.

**Available Option Periods** | There will be eight (8), five (5) year options remaining.

**Guarantor** | The lease will be guaranteed by Briad Restaurant Group.

**Store Sales + Profitability** | This location is a top performing restaurant for TGI Fridays. The operator is one of the largest franchisees of TGI Fridays in the United States with over 50+ units and over 10,000+ employees.

**Above Average HH Income** | Average household income in the one (1) mile demographic ring is \$94,113.

**Strong Growing Demographics** | There are 325,415 residents located in the five (5) mile demographic ring, and population is expected to grow at a rate of 4.72% over the next five (5) years.

**High Trafficked Area** | Dyer Street and Ratekin Drive report impressive traffic counts of 63,720 cars per day.

## LEASE SUMMARY

### LEASE SUMMARY

<b>Tenant</b>	The Briad Group d.b.a. TGI Fridays
<b>Guarantor</b>	Briad Restaurant Group
<b>Building GLA</b>	6,524 SF
<b>Lot Size</b>	1.13 AC
<b>Rent Commencement</b>	Upon COE
<b>Lease Expiration</b>	Ten (10) Years From COE
<b>Original Lease Term</b>	Ten (10) Years
<b>Renewal Options</b>	Eight (8) - Five (5) Year Options
<b>Annual Rent</b>	\$300,000.00
<b>Rental Increases</b>	Annual 1.5% Increases



### LEASE STRUCTURE - NNN

<b>Lease Structure</b>	NNN
<b>Roof</b>	Tenant
<b>Structure</b>	Tenant
<b>HVAC</b>	Tenant
<b>Common Area</b>	Tenant
<b>Parking</b>	Tenant
<b>Property Taxes</b>	Tenant
<b>Utilities</b>	Tenant
<b>Insurance</b>	Tenant





## TENANT OVERVIEW

# TGI FRIDAYS

**INDUSTRY:** RETAIL - CASUAL DINING

**HQ:** CARROLLTON, TX

**EMPLOYEES:** 74,000+

**LOCATIONS:** 900+

**WEBSITE:** [WWW.TGIFRIDAYS.COM](http://WWW.TGIFRIDAYS.COM)



### ABOUT TGI FRIDAYS

Celebrated as one of the first American casual-dining chains, TGI Fridays launched in New York City in 1965. Early success led executives to expand, and by 1975, ten TGI Fridays restaurants spanned eight states. Today, the chain has been delivering great experiences, food and beverages for almost 50 years. With over 900 locations in more than 60 countries, TGIF is known for their unique dining and bar-side experiences throughout the world.

Fridays restaurants tout a long history of innovation, and are credited with coining 'happy hour,' inventing the Long Island Iced Tea and Loaded Potato Skins, and popularizing frozen and ice cream drinks. The Fridays™ brand created the first World Bartender Championships in the mid-1980s to honor the infamous, trend-setting, bottle-tossing style of Fridays bartenders around the globe. This early tradition of 'flair bartending' has carried on through the years, making Fridays a hotspot for high-energy service and fun food and drink.

As a unit of the Sentinel Capital Partners and TriArtisan Capital Partners, who purchased the company from Carlson Companies in May

2014, the American restaurant chain is focused on casual dining. The company is a franchising operation, with franchisees owning most of the outlets. Of those franchisees, The Briad Group holds the largest share.

### ABOUT THE BRIAD GROUP

The Briad Restaurant Group, LLC upholds TGI Fridays strong track record in industry leadership, innovation and standards of excellence, striving to treat every customer as an honored guest. Briad has received the TGI Friday's Domestic Franchise Group of the Year Award three years in a row, which recognizes superior operating standards and absolute commitment to customer satisfaction. In 2010, Briad was honored with the "Franchise Developer of the Year" award by Carlson Restaurants Worldwide.

Along with being an owner, developer and operator of a major casual dining restaurant, Briad has built an empire within the fast-food and hospitality industries as well - owning a portfolio of over 115+ Wendy's franchises along with building a strong hotel division consisting of 24 limited service Marriott and Hilton hotel brands.



## SITE PLAN





## ADDITIONAL PHOTOS





An aerial photograph of a city, likely Los Angeles, showing a dense urban area with a large lake and a golf course in the foreground. The text 'MARKET OVERVIEW' is overlaid in large white letters.

# MARKET OVERVIEW

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The Savills logo, consisting of a yellow square with the word 'savills' in red lowercase letters.

savills

**SAVILLS INVESTMENT PROPERTIES GROUP LA**



## UNION CITY AREA OVERVIEW



### UNION CITY

Union City was incorporated in 1959, unifying what was then known as the Alvarado and Decoto Districts. Today, there are more than 73,000 residents occupying the 18-square-mile area located between the cities of Oakland and San Jose, along the Eastern shore of the San Francisco Bay. Union City's proximity to major highways, bridges, airports, public transportation, colleges and universities, and cultural and recreational area make it a desirable community in which to live and work. The city has the distinction of maintaining a small-town feel while residing in the center of the Bay Area, with San Francisco and Silicon Valley just minutes away.

### ECONOMY

Like most cities in the San Francisco Bay Area, Union City's housing market and consumer spending drives its economy. The increased confidence in the economy has led businesses to upgrade or add to their facilities within the city, as well as generated interest concerning the vacant parcels within the city. With the city's location so close to major highways, ports and

airports, in addition to the technology hubs in Silicon Valley, an abundance of opportunities are available for commercial growth. Union City is home to a large number of industrial and shipping companies, among which are R&S Manufacturing, RCD Concrete, Jatco, and EntirelyPets.

More than 46% of Union City's population has a college degree, and 54.4% are employed in management, professional, technical, and scientific occupations. The unemployment rate in Union City, California, is 4.2%, with job growth predicted at 2.61%. Future job growth over the next ten years is predicted to be 41.03%.

### EDUCATION

**Stanford University:** Known for its academic strength, wealth, and proximity to Silicon Valley, Stanford University ranks as one of the world's top-ten universities. Founded in 1885, Stanford is now organized around three traditional schools consisting of 40 academic departments at the undergraduate and graduate level and four professional schools that focus on graduate programs. Their undergraduate program is one of the top

three most selective in the US by acceptance rate. As of March 2018, 81 Nobel laureates, 27 Turing Award laureates, and 7 Fields Medalists have been affiliated with Stanford as students, alumni, faculty, or staff. In addition, Stanford is particularly noted for its entrepreneurship and is one of the most successful universities in attracting funding for start-ups

**California State University, East Bay:** Four (4) miles from Union City - A public university located in Hayward, California, United States. The university, as part of the 23-campus California State University system, offers 136 undergraduate and 60 post-baccalaureate areas of study. California State University, East Bay has been designated a top-tier institution among master's-granting universities in the west by U.S. News & World Report and has been recognized as a "Best in the West" college by the Princeton Review.

**Chabot College:** Six (6) miles from Union City - Founded in 1961, Chabot College offers educational programs and experiences for students to succeed in their education, progress in the workplace, and engage in the civic and cultural life of the community.



## AREA OVERVIEW (CONT.)



### Top Employers (2017)

COMPANY
New Haven Unified School District
Southern Glazer's Wine Spirits
Masonic Home for Adults
Abraxis Inc.
Walmart
City of Union
Mizuho Orthopedic Systems Inc.

## AIRPORTS

**San Francisco International Airport (SFO):** An international airport thirteen (13) miles south of downtown San Francisco near Millbrae and San Bruno. SFO offers non-stop flights to more than 45 international cities on 39 international carriers. The Bay Area's largest airport connects non-stop with 83 cities on 13 domestic airlines.

**Oakland International Airport (OAK):** An international airport in Oakland located approximately ten (10) miles south of Downtown Oakland and across from San Francisco. Owned and operated by the Port of Oakland, OAK is California's fourth largest airport, with more than 11 million passengers passing through its terminals every year. Today, 13 airlines offer nonstop service to a growing list of 55 international and domestic destinations. The airport is an operating base for Southwest Airlines and a focus city for Allegiant Air.

## TOURISM

Union Landing is Union City's highest profile

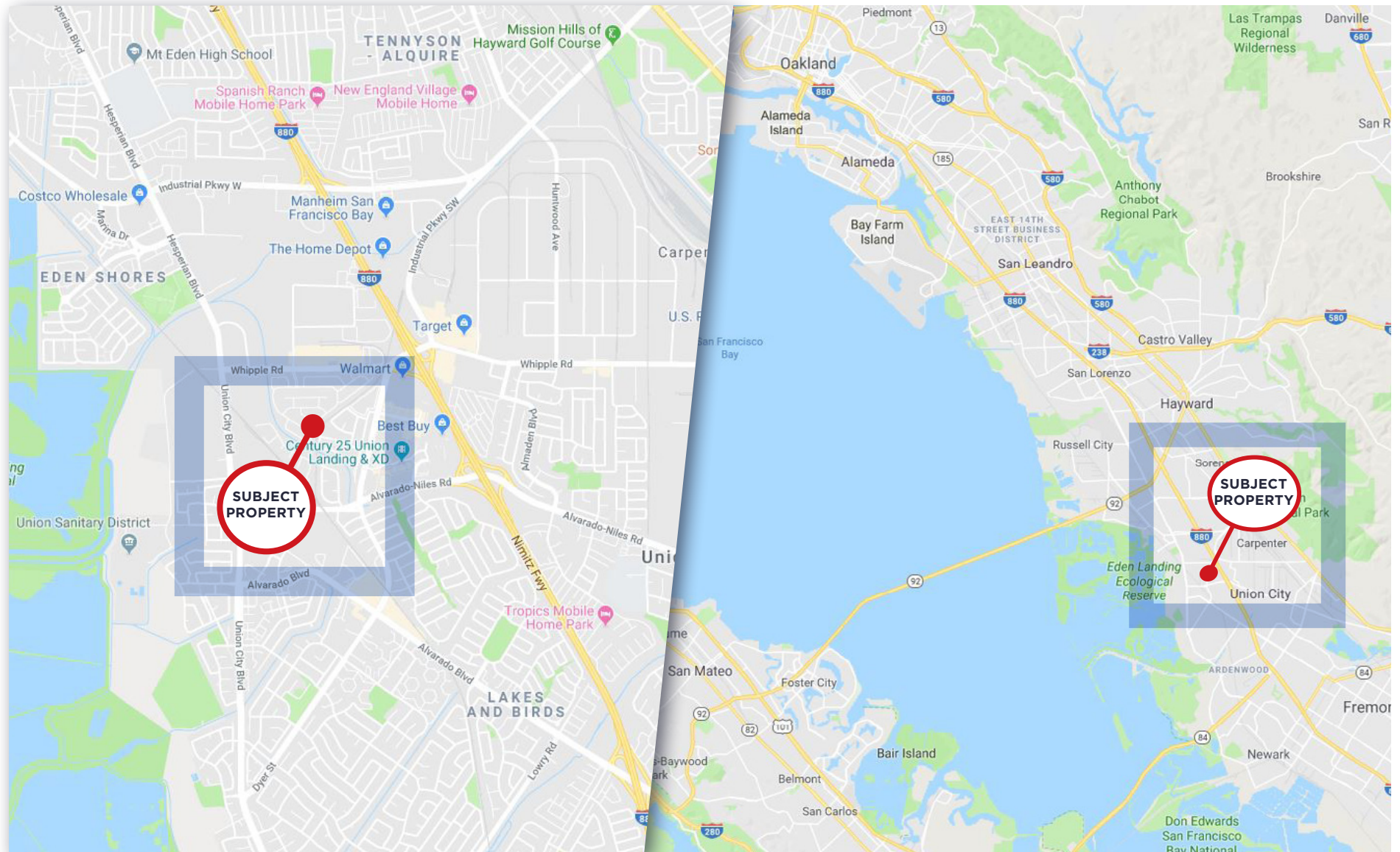
retail entertainment center. The center encompasses over 100 acres of quality retail, entertainment, and dining development. Included in Union Landing is Century 25 Theaters, a 25-screeb movie theater that has become one of the top-grossing multiplexes in the country.

**Coyote Hills Regional Park:** Coyote Hills Regional Park was dedicated to public use in 1967. Comprised of 1,266 acres of marshland and rolling grassland covered hills, this busy park is located along the eastern shore of San Francisco Bay, northwest of the cities of Fremont and Newark. The most popular visitor activities by far are bicycling, walking, bird watching, jogging, nature exploration, and picnicking. Well used every season of the year, spring, summer, and fall tend to be the most popular. But the park's winter beauty is wonderful to behold.

**Union City Historical Museum:** The Union City Historical Museum, founded by Myrla Raymundo, is a non-profit organization committed to the preservation, maintenance and protection of and the education of the public about the architectural, cultural, natural and historical heritage resources.



## AREA OVERVIEW MAPS





## SURROUNDING AREA MAP





## DEMOGRAPHICS - 2019

POPULATION	1 MILE	3 MILES	5 MILES
Estimated Population (2018)	20,286	168,809	325,415
Census Population (2010)	19,344	157,761	300,134
Projected Population (2023)	20,968	175,720	340,782
Projected Annual Growth			
2018-2023	3.36%	4.09%	4.72%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
Estimated Households (2018)	5,653	49,384	99,789
Census Households (2010)	5,420	46,462	92,544
Projected Households (2023)	5,818	51,156	104,056
Projected Annual Growth			
2018-2023	2.92%	3.59%	4.28%

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2018 Average	\$113,382	\$113,366	\$111,669
2018 Median	\$94,113	\$90,276	\$87,685



POPULATION BY RACE	Census 2010	2018	2023
White	21.6%	19.0%	17.2%
Black	6.8%	5.1%	4.2%
American Indian	0.5%	0.4%	0.4%
Asian	53.7%	58.6%	61.8%
Pacific Islander	1.6%	1.5%	1.4%
Other Races	8.9%	8.5%	8.3%
Hispanic	19.0%	18.0%	6.6%



## DISCLAIMER

Savills, representative of the Seller, is solely authorized to present this property investment offering (the “Offering”). This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of (the “Property”).

Prior to submitting an offer to purchase the Property, interested parties should perform and rely upon their own investigations, analyses, estimates and projections and otherwise satisfy any concerns regarding material aspects of the proposed transaction including, but not limited to legal, municipal, environmental, operational, seismic, financial and physical issues, and all other matters affecting or pertaining to the Property. The Seller will be offering the Property including all appurtenances and tenant improvements, solely on an “As-Is, With-All-Fault” basis, without any representations or warranties. No person is authorized to make any representations or warranties on behalf of the Seller regarding the Property. Any and all information regarding the Property provided to any interested party by the Seller or Savills Inc., including all information contained in the Offering, is provided without any representation or assurance express or implied, regarding the accuracy, completeness or current status of applicability of such information. Each interested party is expected to undertake such reviews and investigations and make such inquiries as such party may believe to be necessary, appropriate or advisable for the purpose of forming a decision to make an offer to acquire the Property.

The Owner expressly reserves the right, as its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with an entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property

have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

The material contained herein is confidential and is presented strictly as information for the exclusive use of the prospective purchaser. Receipt and review of this Offering by the prospective purchaser constitutes an agreement not to divulge, share or distribute the information to any other party, except the prospective purchaser's legal counsel and financial advisors, without the prior specific written authorization of the Seller or Savills Inc. Each prospective purchaser shall also agree to and comply with the provisions of the confidentiality agreement executed by such prospective purchaser prior to receipt of this Offering.

This Offering is submitted subject to errors, changes, omissions, changes in price, market and other conditions. It contains selected information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that prospective purchasers may desire. It should be noted that any and all market analyses, estimates, and projections contained in this Offering are provided for general reference purposes only and are based on assumptions related to the general economy, competitions, real estate market trends, and other factors beyond the control of the Seller or Savills Inc.

Such analyses, estimates and projections are therefore subject to material variation, and may not be consistent with the views or assumptions held by other professionals.

ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

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