

# SINGLE TENANT

## ABSOLUTE NNN INVESTMENT OPPORTUNITY

**Ruby  
Tuesday**

## SARALAND ALABAMA







# Ruby Tuesday

EXCLUSIVELY MARKETING BY

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RENT ROLL



# INVESTMENT SUMMARY

SRS National Net Lease Group is pleased to offer the opportunity to acquire the fee simple interest (land & building ownership) in an absolute NNN leased, Ruby Tuesday investment property located in Saraland, AL. 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 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 Shelton Beach Road and Industrial Parkway (19,100 combined VPD). The site is less than half a mile away from 65 Freeway (57,400 VPD) with on/off ramp access, providing ease of access to the subject property. The subject property is adjacent to several hotels (267 rooms), and in close proximity to a 24-hour Walmart Supercenter. Nearby national/credit tenants include Dollar Tree, Tractor Supply Co, UPS Store, GameStop, First Community Bank, and more, further increasing consumer draw to the subject trade area. The property site features a large pylon sign, providing excellent visibility and has easy accessibility with 2 points of ingress/egress. The 5-mile trade area is supported by a population of nearly 44,000 with an average household income of \$48,000.





# OFFERING HIGHLIGHTS

## OFFERING

PRICING:	\$2,436,000
NET OPERATING INCOME:	\$158,338
CAP RATE:	6.50%
NUMBER OF LOCATIONS:	400+
TENANT:	Ruby Tuesday, Inc. (Corporate)
LEASE TYPE:	Abs. NNN
LANDLORD RESPONSIBILITIES:	None

## PROPERTY SPECIFICATIONS

RENTABLE AREA:	5,700 SF
LAND AREA:	2.24 Acres
PROPERTY ADDRESS:	1206 Shelton Beach Road, Saraland, AL 36571
YEAR BUILT:	2003
PARCEL NUMBER:	R-02-22-03-08-2-000-048
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

## SIGNALIZED HARD CORNER | 65 FREEWAY (57,400 VPD) | EXCELLENT VISIBILITY

- The Ruby Tuesday is located at the signalized, hard corner intersection of Shelton Beach Road and Industrial Parkway (19,100 combined VPD)
- The site is less than half a mile away from 65 Freeway (57,400 VPD) with on/off ramp access
- Property site features a large pylon sign, providing excellent visibility and has easy accessibility with 2 points of ingress/egress

## ADJACENT TO SEVERAL HOTELS (COMBINED 567 ROOMS) | NEAR A 24-HOUR WALMART SUPERCENTER

- The Ruby Tuesday is adjacent to several hotels (267 rooms) and near a 24-hour Walmart Supercenter
- National/credit tenants including Dollar Tree, Tractor Supply Co, UPS Store, GameStop, First Community Bank, and more in the immediate trade area
- Strong consumer draw to the subject trade area

## STRONG DEMOGRAPHICS IN 5-MILE TRADE AREA

- Nearly 44,000 residents and 16,000 employees
- \$48,000 average household income





# PROPERTY OVERVIEW



PARCEL MAP



ACCESS

Shelton Beach Road: ..... 1 Access Point  
Shelton Beach Road/ State Highway 213: ..... 1 Access Point



TRAFFIC COUNTS

Shelton Beach Road/ State Highway 213: ..... 7,300 VPD  
Industrial Parkway/ State Highway 158 & 213: ..... 11,800 VPD



IMPROVEMENTS

There is approximately 5,700 SF of existing building area.



PARKING

There are approximately 134 parking spaces on the owned parcel.  
The parking ratio is approximately 23.50 stalls per 1,000 SF of leasable area.



YEAR BUILT

2003



PARCEL

Parcel Number: R-02-22-03-08-2-000-048 Acres: 2.24 Square Feet: 97,574 SF



ZONING

Commercial





65 Freeway

 **57,400**  
CARS PER DAY

WINTLELL'S  
OYSTER HOUSE

COMFORT  
SUITES

MICROTEL  
BY WYNDHAM

RED  
LION  
BREW & SWEETS  
EST. 1987

Allstate  
You're in good hands.

foosackly's  
chicken fingers

 **7,300**  
CARS PER DAY

ups

at&t

GameStop

Red  
Roof  
Inn

WAFLE  
HOUSE

Shelton Beach Road

Shelton Beach Road/ 213 State Highway

Ruby  
Tuesday

158 & 213 State Highway



 **11,800**  
CARS PER DAY



Krystal

GREAT AMERICAN  
COOKIES

WARM  
ICE  
CREAMERY

HIBACHI  
express







7,300  
CARS PER DAY

11,800  
CARS PER DAY

57,400  
CARS PER DAY

Ruby  
Tuesday

158 & 213 State Highway

Shelton Beach Road/213 State Highway

Second Avenue

65 Freeway

Shelton Beach Road

Saraland  
High School

KELLY'S  
FARMERS  
INSURANCE

GRANITE  
RESTAURANT & BAR

MARATHON

Ed's  
EDWARDS

Destination  
AUTO SALES

COUNTRY  
INN & SUITES

RED  
LION  
HOTELS

foosackly's  
chicken fingers

Maaco  
America's Body Shop

COMFORT  
SUITES

MICROTEL  
BY WYNDHAM

TIRE  
ENGINEERS

ups

Red Roof  
Inn

TSC TRACTOR  
SUPPLY CO.

Alabama Power

T-Mobile

mobile pediatric

Hancock WHITNEY BANK

Rotolo's  
Pizzeria

DOLLAR  
TREE

REGIONS

First Community Bank

SALLY  
BEAUTY SUPPLY

cricket

MURPHY  
USA

Walmart  
Supercenter

QUALITY  
INN

GREAT AMERICAN  
COOKIES

Krystal

Shell

6

Alabama Power

T-Mobile

mobile pediatric

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MURPHY  
USA

Walmart  
Supercenter

QUALITY  
INN





HENDERSON  
AUTOMOTIVE

MOKA'S COFFEE  
HOUSE



GameStop

SHELTON BEACH RD.

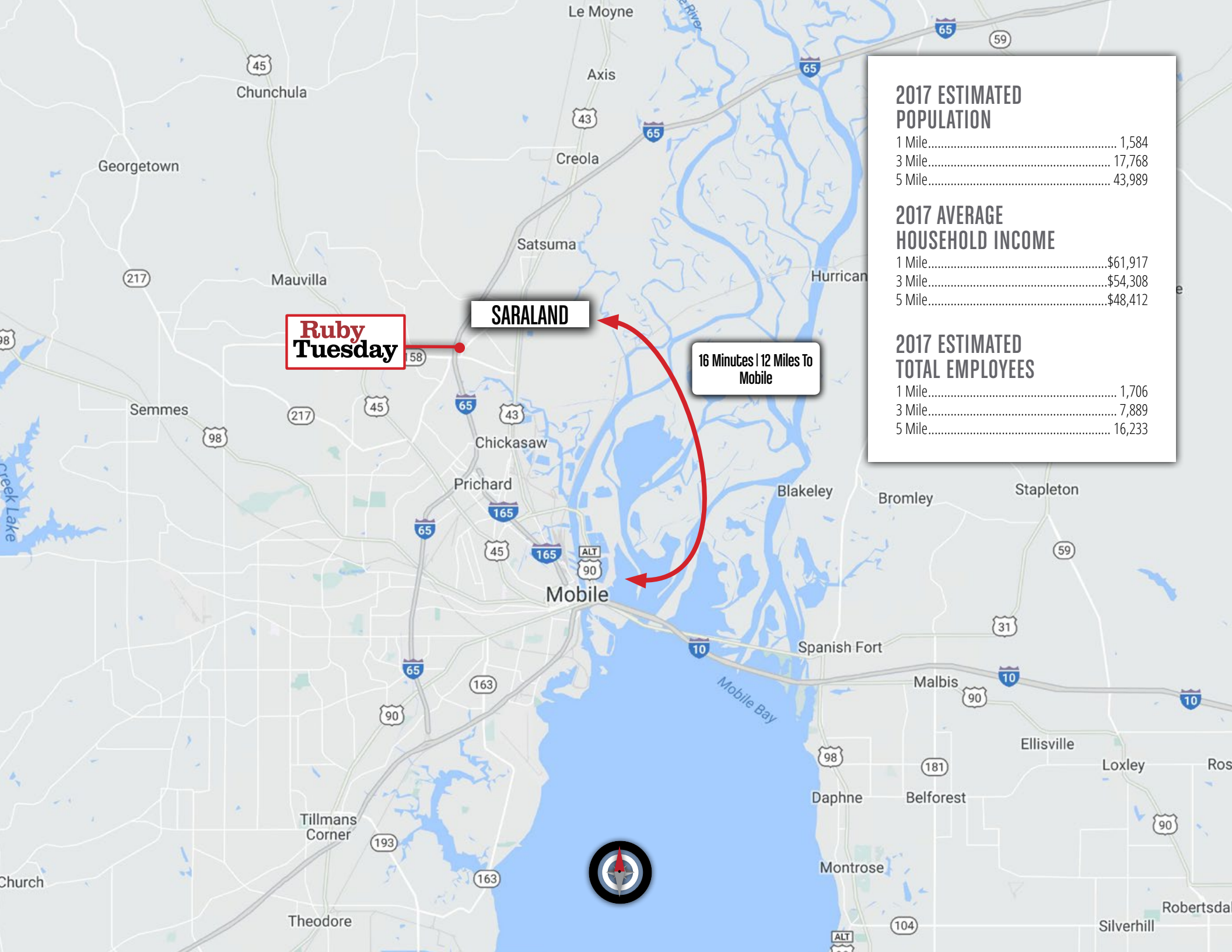
Ruby  
Tuesday

PYLON SIGN

213 SHELTON BEACH RD. - 7,300 VPD

213 158 INDUSTRIAL PKWY. - 11,800 VPD





**Ruby  
Tuesday**

**SARALAND**

16 Minutes | 12 Miles To  
Mobile

**2017 ESTIMATED  
POPULATION**

1 Mile.....	1,584
3 Mile.....	17,768
5 Mile.....	43,989

**2017 AVERAGE  
HOUSEHOLD INCOME**

1 Mile.....	\$61,917
3 Mile.....	\$54,308
5 Mile.....	\$48,412

**2017 ESTIMATED  
TOTAL EMPLOYEES**

1 Mile.....	1,706
3 Mile.....	7,889
5 Mile.....	16,233



# AREA OVERVIEW

## Saraland, Alabama

Saraland is a city in Mobile County, Alabama, United States, and a suburb of Mobile. It is a part of the Mobile metropolitan area. Saraland is the third largest city in Mobile County. The City of Saraland had a population of 14,125 as of July 1, 2017. Saraland ranks in the upper quartile for Population Density when compared to the other cities, towns and Census Designated Places (CDPs) in Alabama.

Saraland and nearby Attractions are Mobile Museum of Art, Phoenix Fire Museum, Bragg-Mitchell House, Lafitte Baptist Church, Amelia City Park, Norton Creek. Saraland offers visitors easy access to a number of historical sites and museums including the Exploreum Science Museum, the Museum of Art, and the Phoenix Fire Museum. While in the city, one can also visit the Mobile City Public Libraries and a few of the churches. There are many parks that offer a range of recreational facilities. The Sara Square Shopping Center and Saraland Civic Center are also worth visiting.

Saraland is served by the Saraland Board of Education. Residents are zoned to Saraland Elementary School, Saraland (formerly Adams ) Middle School, and Saraland High School. In June 2006, the City of Saraland voted to break away from the Mobile County Public School System and form its own school system. The school district came into effect in the northern hemisphere fall 2008; at the time Saraland Elementary and Adams Middle were now a part of the city district, but high schoolers had to attend county schools because Saraland High School was not yet open. Prior to the split of the City of Saraland from the county system in 2009, Saraland was zoned to Satsuma High School. 2011 was the final year in which Saraland residents were permitted by the county to attend county schools.

Air transportation facilities are provided by Mobile Regional Airport. Mobile Regional Airport is a combined public/military airport 13 miles west of the city of Mobile, in Mobile County, Alabama. [1] It is near Pascagoula, Mississippi. The airport is owned and operated by the Mobile Airport Authority, a self-funded entity that receives no local tax dollars. The airport is home to U.S. Coast Guard Aviation Training Center, Mobile, providing advanced training to U.S. Coast Guard pilots and aircrew in MH-65D Dolphin and MH-60T Jayhawk helicopters, as well as the HC-144A/B Ocean Sentry turboprop aircraft. The Alabama Army National Guard's 1st Battalion, 131st Aviation Regiment's "B" Company is also located at the airport.





# AREA DEMOGRAPHICS

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2017 Estimated Population	1,584	17,768	43,989
2022 Projected Population	1,687	18,118	44,270
2010 Census Population	1,578	17,066	43,899
2017 Estimated Households	622	6,848	16,647
2022 Projected Households	662	6,995	16,796
2010 Census Households	625	6,590	16,554
2017 Estimated White	85.60%	71.70%	47.60%
2017 Estimated Black or African American	9.50%	23.60%	48.90%
2017 Estimated Asian or Pacific Islander	0.80%	0.70%	0.40%
2017 Estimated American Indian or Native Alaskan	0.60%	0.90%	0.70%
2017 Estimated Other Races	0.70%	1.40%	0.90%
2017 Estimated Hispanic	1.90%	2.80%	1.90%
2017 Estimated Average Household Income	\$61,917	\$54,308	\$48,412
2017 Estimated Median Household Income	\$48,692	\$41,761	\$35,082
2017 Estimated Per Capita Income	\$24,659	\$21,458	\$18,606
2017 Estimated Total Businesses	146	787	1,458
2017 Estimated Total Employees	1,706	7,889	16,233







# 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 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)	5,700	Dec 2017	Dec 2037	Current	-	\$13,195	\$2.31	\$158,338	\$27.78	Absolute NNN	4 (5-Year)
				Dec 2022	10%	\$14,514	\$2.55	\$174,172	\$30.56		10% Incr. at beg. of each option

10% incr. every 5-years thereafter

## FINANCIAL INFORMATION

Price: .....\$2,436,000  
 Net Operating Income: .....\$158,338  
 Cap Rate: .....6.50%  
 Lease Type: .....Abs. NNN

## PROPERTY SPECIFICATIONS

Year Built: .....2003  
 Rentable Area: .....5,700 SF  
 Land Area: .....2.24 Acres  
 Address: .....1206 Shelton Beach Road, Saraland, AL 36571







## 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.