



## Valero Credit Services Center | Amarillo, TX

- Fortune 50 Company (NYSE: VLO)
- No State Income Tax in State of Texas
- Class "A" Office Building

\*Actual location shown

### Broker of Record

Helen Banks  
Stealth Realty Advisors, LLC  
TX License #: 246967

## SWE REALTY, LLC

### FOR MORE INFORMATION

**Luke Waters**

404-475-9000 ext. 121

[Luke@sullivanwickley.com](mailto:Luke@sullivanwickley.com)

# ABOUT SULLIVAN WICKLEY

## OUR STORY

Sullivan Wickley operates in three distinct areas: our Development Services specializes in tenant build-to-suit programs and shopping center development, our Third Party Services which includes leasing, tenant representation, property management and investment sales, and our Portfolio Ownership which manages our private real estate investment fund for acquisitions.

Sullivan Wickley was founded in 1999 by Brian Sullivan and Adam Wickley to create a full service program of build-to-suit and commercial development combined with premier brokerage services. With our extensive real estate experience, the company seeks to leverage its long term relationships and track record of success to provide excellent services, deliver quality locations for our clients, and cash flow and value appreciation for our partners.

**40+**

Years of Team  
Experience

**98%**

Closing Ratio  
Upon Contract

**\$100** Million

In Average  
Annual Transactions



The enclosed information has been secured by sources deemed to be reliable, SWE Realty, LLC makes no representations or warranties expressed or implied as to the accuracy of the above information. Purchaser must verify the accuracy of the enclosed information and bears all risks for any inaccuracies. Enclosed information is subject to verification and no liability for errors or omissions are assumed. The listing is in conjunction with Stealth Realty Advisors LLC TX License #9001756

# INVESTMENT SALES

## WHAT SETS US APART

Because of our size and low overhead, each broker doesn't need to take on large amounts of listings. This enables us to provide a **PERSONALIZED HANDS-ON APPROACH** on all of our single and multi-tenant retail properties for sale.

We develop **STRATEGIC MARKETING PLANS** for each property to obtain a course of action that attracts the most qualified buyers. From cold calling to social media, our team is very deliberate with our marketing efforts so we **TARGET SPECIFIC BUYER CATEGORIES** rather than just placing properties on websites or in large brokerage "systems".

As property owners ourselves, we understand the importance of making **LONG-TERM DECISIONS** when negotiating and transacting.

## OUR INVESTMENT SALES PLATFORM

Before jumping right in, we take the time to qualify the asset and perform a **DETAILED UNDERWRITING ANALYSIS**. This gives us a strong snapshot of the attributes of the property.

Through our advanced technology and resources, we then create a **CUSTOMIZED MARKETING PACKAGE** showing the investment property in the best light possible.

Once we have the property's information bundled, we define the most probable qualified buyer profile and create a **STRATEGIC MARKETING STRATEGY** to best reach that type of buyer.

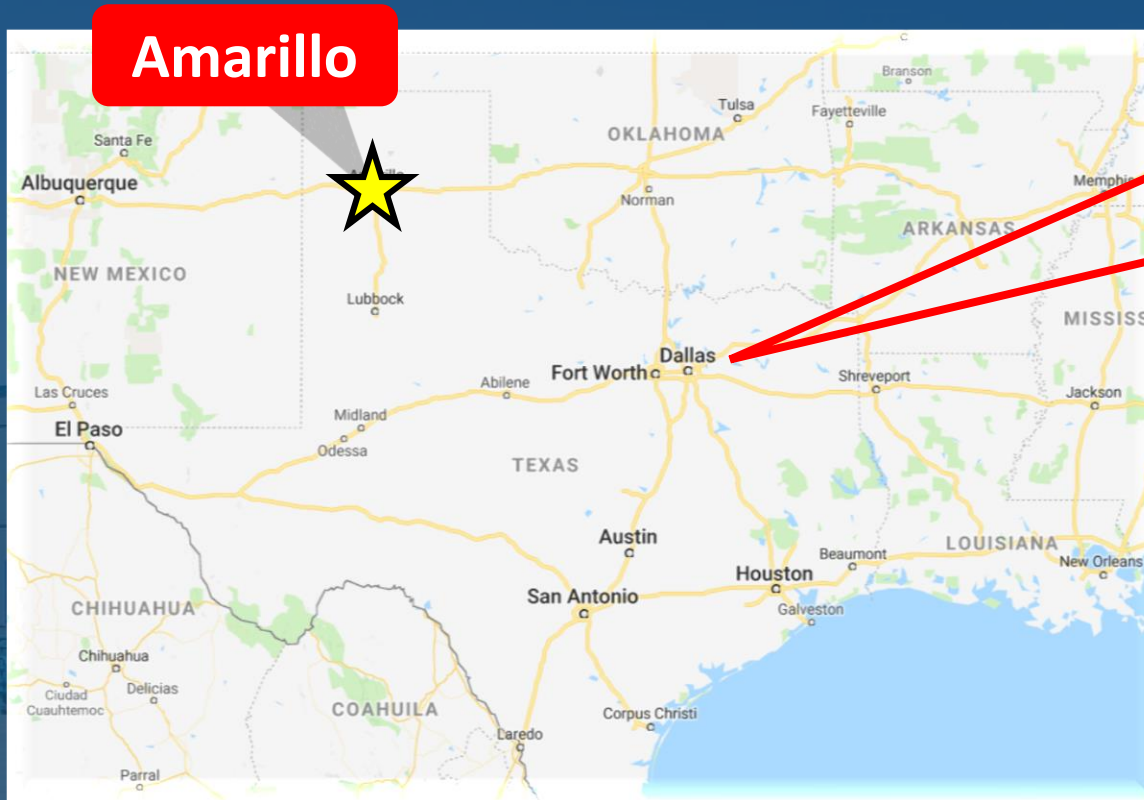
From that strategy, our investment sales marketing approach is micro-to-macro...meaning we first **TARGET SPECIFIC CATEGORIES OF DIRECT BUYERS** through our buyer database before reaching out to the wider brokerage community.

We then **NETWORK WITHIN THE INDUSTRY** to promote the property through participation in regional industry related events, one-on-one meetings, social media, ICSC and CCIM functions, and local networking events.

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# LOCATION DETAIL

7201 Canyon Drive, Amarillo, TX 79110



# ABOUT VALERO CREDIT SERVICE CENTER



The Valero Credit Service Center is the employer of approximately 130 employees and has been in operation for over 18 years. The Center is a +/- 33,000 square foot office facility which includes an onsite data center. The Subject Property operates as Valero's primary location for its Payment Service Center. The Center is responsible for payment card acceptance at Valero-branded wholesale locations and provides full processing services for Valero-branded card products in the U.S. This site also handles payment card processing services for all debit, prepaid, fleet and credit cards accepted at Valero locations. This facility's efficiency in the processing industry has earned the third-party processing business for Gulf Oil (<https://gulfoil.com/>). The Gulf Oil account provides a valuable source of cash flow for Valero at the facility.

# PROPERTY HIGHLIGHTS

7201 Canyon Drive, Amarillo, TX 79110



## Summary

- **Asking Price:** 5,375,000
- **Asking Cap Rate:** 9.65%
- **Annual NOI:** \$518,580
- **Rent Commencement:** April 1, 2003
- **Current Term:** April 1, 2018-March 31, 2023 (2<sup>nd</sup> Renewal)
- **Options to Renew:** None Remaining
- **Building Square Footage:** +/- 34,582
- **Year Built:** 2003
- **Acres:** 5.66
- **ROFR:** No
- **Guarantor:** VALERO ENERGY CORPORATION
- **Construction:** Steel Frame
- **Number of Stories:** 1
- **Landlord Responsibilities:** Structural components of the exterior walls, the foundation, the structural components of the roof, and all other structural elements of the Building.
- **Tenant Responsibilities:** Maintain the Premises and the fixtures, equipment, and appurtenances, the landscaping and irrigation system, and all parking areas and driveways therein and thereon of any nature whatsoever as and when needed to preserve them in first-class working order and condition or to comply with any Requirement. Tenant also pays CAM, Taxes, and Insurance.

## Sale Highlights

- Fortune 50 Company (NYSE: VLO)
- Corporate Guarantee: Investment Grade Tenant (S&P: BBB)
- Class "A" Office Building
- Approx. 130 Full Time Employees at Location
- **New 2018 Roof Replacement with 20 year Manufacture Warranty\*** Ask Broker for Details
- The Building has recently been Re-Painted
- Approx. 20 minute drive from Rick Husband Amarillo International Airport
- Recently Replaced Data Room Systems (November 2017)- Lebra Data Room Cooling System
- Back up-On Site Power Generation-250 KW Diesel Caterpillar
- No State Income Tax in Texas
- 20 Year Tenant Occupancy
- Tenant has Previously Exercised two (2)/5 Year Renewal Options
- Value Add Opportunity through Develop of Excess Land
- Employee Longevity and High Expense of Relocating Increases Tenant likelihood of Renewal
- Valero Headquarters Located in Texas
- Passive Lease Structure
- Strong Surrounding Demographics

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Value Add  
Development  
Opportunity



# BUILDING PHOTOS

7201 Canyon Drive, Amarillo, TX 79110



# BUILDING PHOTO

7201 Canyon Drive, Amarillo, TX 79110



# AERIAL LAYOUT

7201 Canyon Drive, Amarillo, TX 79110

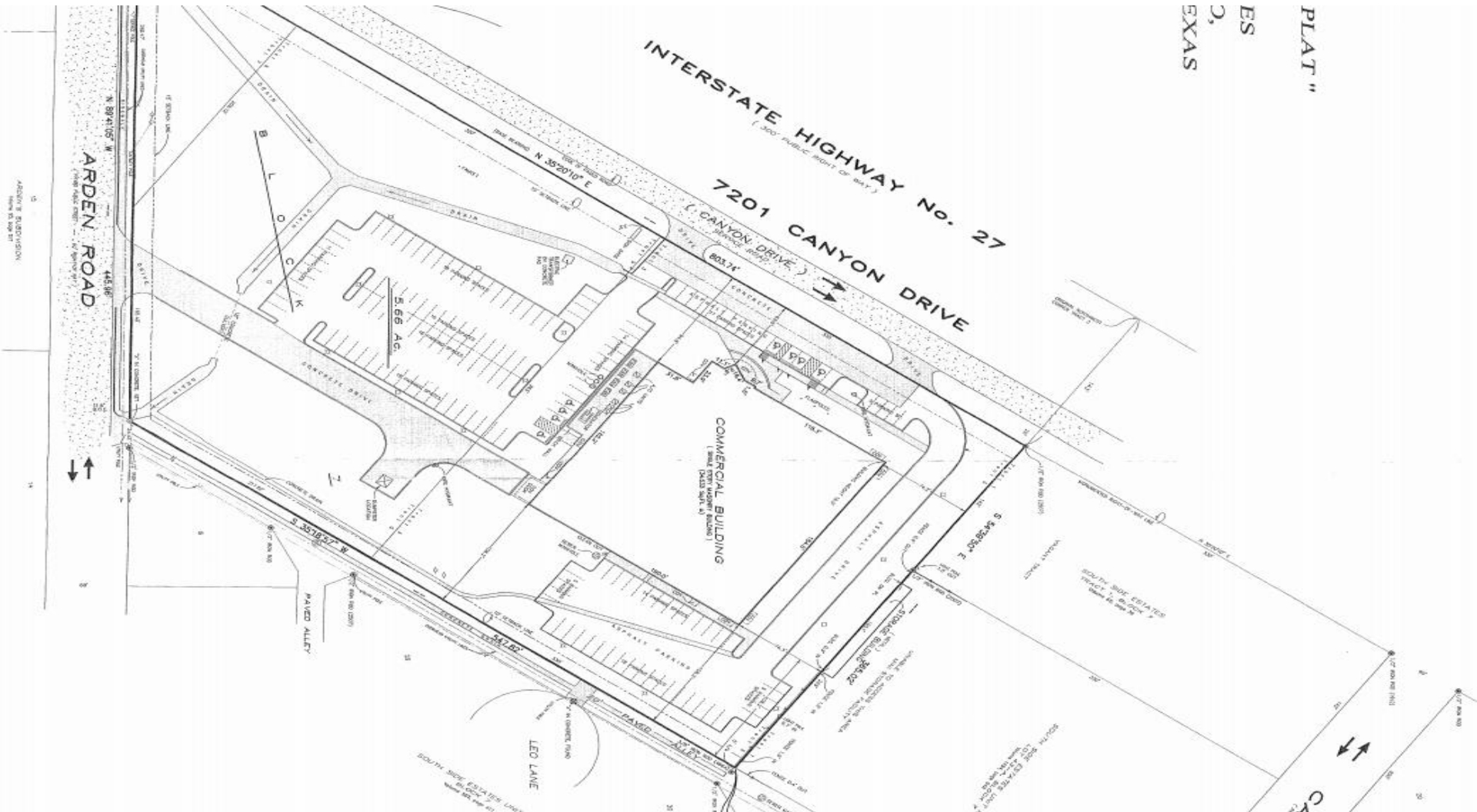


# SURVEY

7201 Canyon Drive, Amarillo, TX 79110



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# DEMOGRAPHICS

7201 Canyon Drive, Amarillo, TX 79110



	3 miles	5 miles	7 miles
<b>Population</b>			
2000 Population	45,110	95,406	137,753
2010 Population	53,377	106,111	152,631
2018 Population	61,596	117,071	166,245
2023 Population	66,160	123,552	174,227
2000-2010 Annual Rate	1.70%	1.07%	1.03%
2010-2018 Annual Rate	1.75%	1.20%	1.04%
2018-2023 Annual Rate	1.44%	1.08%	0.94%
2018 Male Population	48.2%	48.2%	48.5%
2018 Female Population	51.8%	51.8%	51.5%
2018 Median Age	38.4	37.4	36.7
<b>Race and Ethnicity</b>			
2018 White Alone	86.7%	84.2%	80.8%
2018 Black Alone	3.4%	4.0%	4.7%
2018 American Indian/Alaska Native Alone	0.7%	0.7%	0.8%
2018 Asian Alone	1.8%	2.6%	2.4%
<b>Households</b>			
2000 Households	18,298	39,953	56,027
2010 Households	21,813	44,445	62,012
2018 Total Households	24,791	48,433	66,887
2023 Total Households	26,510	50,910	69,869
<b>Median Household Income</b>			
2018 Median Household Income	\$68,863	\$58,889	\$54,205
2023 Median Household Income	\$75,958	\$64,653	\$59,151
2018-2023 Annual Rate	1.98%	1.89%	1.76%

# FLOOR PLAN

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# ABOUT VALERO CORPORATION



## About

Valero Energy Corporation, through its subsidiaries, is an international manufacturer and marketer of transportation fuels and other petrochemical products. Valero, a Fortune 50 company with approximately 10,000 employees, is an independent petroleum refiner and ethanol producer, and its assets include 15 petroleum refineries with a combined throughput capacity of approximately 3.1 million barrels per day and 11 ethanol plants with a combined production capacity of approximately 1.45 billion gallons per year. The petroleum refineries are located in the United States, Canada and the United Kingdom, and the ethanol plants are in the Mid-Continent region of the U.S. In addition, Valero owns the 2 percent general partner interest and a majority limited partner interest in Valero Energy Partners LP, a midstream master limited partnership. Valero sells its products in both the wholesale rack and bulk markets, and approximately 7,400 outlets carry Valero's brand names in the U.S., Canada, the U.K. and Ireland.

## Highlights

- VALERO ENERGY CORPORATION (NYSE: VLO)
- S&P Rating: BBB
- Total Assets: \$50.2 BILLION (end of 2017)
- Total Employees: 10,000
- Fortune 500 Rank: 31
- <https://www.valero.com/en-us/AboutValero>



# ABOUT AMARILLO, TEXAS



Amarillo, home of Potter county (and partly in Randall county), on the high plains of northern Texas. The chief city of the Texas Panhandle, Amarillo is located on a sandy playa, or dry lake bed, and the tawny colour of its soil lends the city its name. At first called Oneida, the city originated in 1887 as a railroad construction camp and in the 1890s grew to become one of the world's busiest cattle-shipping centers. Its importance as a distribution city was further enhanced after 1900, when wheat cultivation and ranching took hold in the region. The discovery of petroleum and natural gas deposits in the 1920's promoted the community's development as a regional and industrial area. After 1940, extensive irrigation from underground water increased agricultural output.

In addition to oil, farming, and ranching, the city has a large copper refinery and ordnance and helicopter factories. Helium is found in large quantities in the area, and Amarillo is the site of a major helium plant; the six-story stainless steel Helium Time Column Monument was erected in 1968 to commemorate the element. Another unusual monument, lying just west of town, is the Cadillac Ranch where 10 vintage Cadillac automobiles stand upright, their noses encased in concrete. Amarillo (junior) College, with the Amarillo Art Center on its campus, was founded in 1929. The city has a notable medical center, holds a large livestock auction, and is the headquarters of the American Quarter Horse Association, which has a noteworthy museum. West Texas A&M University is at nearby Canyon Palo Duro Canyon State Park is 16 miles southeast, and Buffalo Lake National Wildlife Refuge, the wintering ground for thousands of waterfowl, is southwest.



1. <http://www.amarillo.com/article/20160502/NEWS/305029880>
2. <https://www.cnn.com/2017/07/21/the-top-15-cities-in-us-to-start-a-business-in-2017.html>
3. <https://livability.com/tx/amarillo/business>



**For More Information Contact:**

**Luke Waters**

404-475-9000 ext. 121

770-301-2349 cell

[Luke@sullivanwickley.com](mailto:Luke@sullivanwickley.com)



## INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Stealth Realty Advisors, LLC

9001756

Licensed Broker /Broker Firm Name or Primary Assumed Business Name

Helen Elizabeth Mendiola Banks

License No.

246967

Email

helenbanks@ticipgroup.com

Phone

(713) 705 1598

Designated Broker of Firm

License No.

Email

Phone

Licensed Supervisor of Sales Agent/Associate

License No.

Email

Phone

Sales Agent/Associate's Name

License No.

Email

Phone

Buyer/Tenant/Seller/Landlord Initials

Date