

# RED ROBIN

8115 Dale Ave, Richmond Heights, MO

CONFIDENTIAL OFFERING MEMORANDUM



GROUND LEASE | 12 YEARS REMAINING | 5.5% CAP RATE | #1 RETAIL TRADE AREA IN ST. LOUIS MSA



# CONFIDENTIALITY

This Offering Memorandum contains select information pertaining to the business and affairs of the Red Robin at The Crossings at Richmond Heights, 8115 Dale Avenue, Richmond Heights, MO 63117 (“the Property”). It has been prepared by Colliers International. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Colliers International. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by our agents from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum from Colliers International, you agree: 1) The Offering Memorandum and its contents are confidential; 2) You will hold it and treat it in the strictest of confidence; and 3) You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Colliers International expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the property at the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Colliers International or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property. This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



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# OFFERING SUMMARY

**\$ SALE PRICE:**  
**\$3,100,000**

**% CAP RATE:**  
**5.5%**

Colliers International is pleased to present this retail investment opportunity located at the corner of I-64 and Hanley Road in the Brentwood/Hanley submarket, the strongest retail submarket in the St. Louis MSA. Recently developed in 2018, this single tenant pad is ground-leased to Red Robin International, Inc. with approximately 13 years remaining on the initial term. The site is an outlot to a recently developed Courtyard by Marriott hotel and The Crossings, a multi-tenant neighborhood center containing Starbucks, CycleBar, Firehouse Subs, Smile Direct Club, Vitality Bowls and Blaze Pizza.

The site enjoys outstanding visibility and access from I-64, St. Louis' primary east/west route and Hanley Road, a major north/south retail thoroughfare, connecting the upscale Clayton business district to the densely populated neighborhoods to the south of I-64.

## OFFERING SUMMARY

<b>PRICE</b>	\$3,100,000		
<b>CAP RATE</b>	5.5%		
<b>ANNUAL BASE RENT</b>	<b>YEARS 1-5</b>	<b>YEARS 6-10</b>	<b>YEARS 11-15</b>
	\$170,000	\$180,000	\$190,000
	10% increases every five years during four (5-year) renewal options		

## PROPERTY SUMMARY

<b>ADDRESS</b>	8115 Dale Avenue Richmond Heights (St. Louis County), MO 63117
<b>TENANT</b>	Red Robin International, Inc.
<b>PROPERTY TYPE</b>	Ground-leased pad
<b>BUILDING SIZE</b>	5,810 SF
<b>LAND AREA</b>	0.25 AC (10,896 SF)
<b>YEAR BUILT</b>	2018
<b>PRIMARY TERM</b>	Fifteen (15) years
<b>BASE TERM EXPIRATION</b>	April 30, 2033
<b>BASE TERM REMAINING</b>	Twelve (12) years
<b>RENEWAL OPTIONS</b>	Four (5-year) options with 10% increases each 5 years

## DEMOGRAPHICS

	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
<b>POPULATION</b>	14,036	117,054	318,371
<b>HOUSEHOLDS</b>	7,173	52,559	143,269
<b>AVG HOUSEHOLD INCOME</b>	\$113,722	\$113,640	\$98,318
<b>TRAFFIC COUNTS</b>	164,618 VPD I-64; 34,650 VPD Hanley Road		



# INVESTMENT HIGHLIGHTS

## MAIN & MAIN LOCATION

I-64 and Hanley Road is the “Main and Main” intersection of St. Louis’ strongest retail trade area. The regions highest performing retail, restaurants and regional mall are all located within this submarket.

## ABSOLUTE NET GROUND LEASE

Zero landlord responsibilities with 13 years remaining on the base term of the lease. \$10,000 annual rent increases every five years, with the next annual rent increase coming in May 1, 2023. Ground lease provides investor with the security of below-market rent equal to \$29.25 per square foot of building area. Rental rates for comparable nearby restaurant spaces range from \$40.00/SF, NNN and up.

## CORPORATE GUARANTEE

Red Robin International, Inc. under the trade name Red Robin Gourmet Burgers and Brews, is a nationally recognized top Casual Chain restaurant that currently operates over 560 locations across the U.S. and Canada. NASDAQ: RRGB

## STRATEGIC POSITION

Part of the newly constructed mixed-use development, The Crossings at Richmond Heights, which includes a new 142-room Courtyard Marriott and a 13,000+ SF multi-tenant retail center, anchored by Starbucks and Blaze Pizza. Red Robin has premium placement on both the monument sign on Hanley Road and the pylon sign visible to I-64.

## RECOVERED STORE SALES

Recently reported sales at this location have returned to pre-pandemic levels.



# SITE PLAN





# TENANT PROFILE

## RED ROBIN GOURMET BURGERS, INC.

Red Robin is a casual dining restaurant chain founded in 1969 that operates through its wholly-owned subsidiary, Red Robin International, Inc., and under the trade name, Red Robin Gourmet Burgers and Brews, is the Gourmet Burger Authority™, famous for serving more than two dozen craveable, high-quality burgers with Bottomless Steak Fries® in a fun environment welcoming to guests of all ages. At Red Robin, burgers are more than just something guests eat; they're a bonding experience that brings together friends and families, kids and adults. In addition to its many burger offerings, Red Robin serves a wide variety of salads, soups, appetizers, entrees, desserts and signature beverages. Red Robin offers a variety of options behind the bar, including its extensive selection of local and regional beers, and innovative adult beer shakes and cocktails, earning the restaurant a VIBE Vista Award for Best Beer Program in a Multi-Unit Chain Restaurant. It's now easy to take Red Robin anywhere with online ordering for to-go and Gourmet Burger Bar catering pickups through Yummm2Go. There are more than 560 Red Robin restaurants across the United States and Canada, including Red Robin Express® locations and those operating under franchise agreements.



### FOUNDED

1969 in Seattle, WA



### TOTAL RESTAURANTS

over 500 restaurants across  
the U.S. & Canada plus one  
Red Robin Express



### TOTAL REVENUES

\$1.2 billion for fiscal year ended  
Dec 30, 2018, including company-  
owned restaurant sales &  
franchise royalties



### HEADQUARTERS

Greenwood Village, CO





# LEASE ABSTRACT

## LEASE ABSTRACT

<b>TENANT</b>	Red Robin International, Inc.
<b>LEASED AREA</b>	5,810 SF building on 0.25 AC
<b>PRIMARY LEASE TERM</b>	15 years
<b>ORIGINAL LEASE COMMENCEMENT</b>	May 1, 2018
<b>CURRENT LEASE EXPIRATION</b>	April 30, 2033
<b>BASE RENT</b>	\$170,000 (\$29.26/SF)
<b>RENT INCREASES</b>	\$10,000 every 5 years May 1, 2023: \$180,000 May 1, 2028: \$190,000
<b>ADDITIONAL RENT</b>	Tenant is responsible for their proportionate share of all CAM, Insurance, and Real Estate Taxes, payable to the Project Operator. 3% annual increase cap for controllable expenses.
<b>RENEWAL OPTIONS</b>	Four 5-year options
<b>RENEWAL RENT</b>	10% increases at each option

## RENT SCHEDULE

Dates	Annual rent	Rent/sf
May 1, 2018–April 30, 2023	\$170,000	\$29.26
May 1, 2023–April 30, 2028	\$180,000	\$30.98
May 1, 2028 – April 30, 2033	\$190,000	\$32.70
Option Years 16-20	\$209,000	\$35.97
Option Years 21-25	\$229,900	\$39.57
Option Years 26-30	\$252,890	\$43.53
Option Years 31-35	\$278,179	\$47.88

# LOCATION

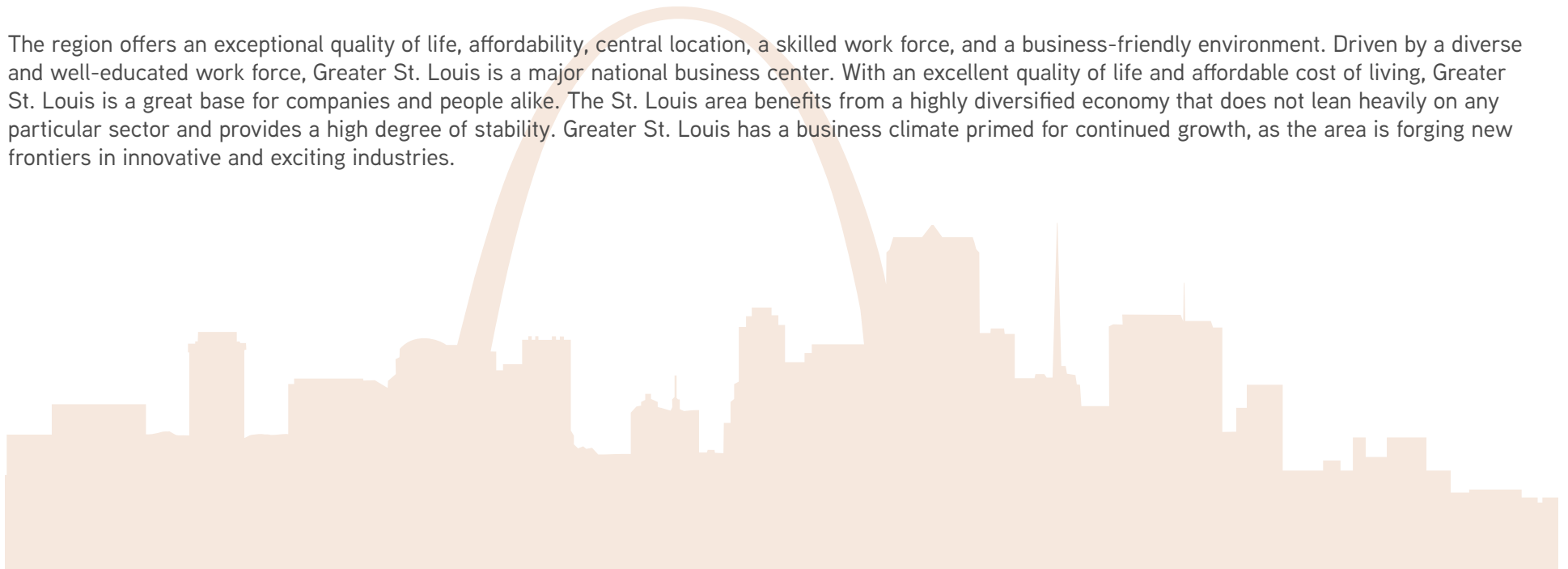
## ST. LOUIS, MO

Greater St. Louis has long proved itself an advantageous partner, which is why it has such an impressive corporate resume today. St. Louis features a diversified economy that is home to corporate headquarters and major business divisions across a wide range of industries. Sixteen Fortune 1000 companies (10 of which are in the Fortune 500) are headquartered in the St. Louis metro area.

Leading companies in insurance, manufacturing and financial services are among the Fortune 500, including Centene, Emerson Electric, Edward Jones and Reinsurance Group of America. These and other larger companies play an active role in the St. Louis community through charitable donations, corporate sponsorships, board leadership, and outreach to area schools and colleges.

Some of its advantages are inherent in the size of the market, the 19<sup>th</sup> largest metropolitan area in the U.S. Some are actually juxtaposed to that “bigness,” as the costs associated with living and working in St. Louis are actually reflective of a much smaller community. The bottom line is that St. Louis has all the advantages that can only be found in a major market, but in a more balanced environment than one might likely expect. Greater St. Louis is a place where both businesses and people can thrive.

The region offers an exceptional quality of life, affordability, central location, a skilled work force, and a business-friendly environment. Driven by a diverse and well-educated work force, Greater St. Louis is a major national business center. With an excellent quality of life and affordable cost of living, Greater St. Louis is a great base for companies and people alike. The St. Louis area benefits from a highly diversified economy that does not lean heavily on any particular sector and provides a high degree of stability. Greater St. Louis has a business climate primed for continued growth, as the area is forging new frontiers in innovative and exciting industries.



# LOCATION

## RICHMOND HEIGHTS, MO

Richmond Heights is a suburb of St. Louis with a population of 8,466. Richmond Heights is in St. Louis County and is one of the best places to live in Missouri. Living in Richmond Heights offers residents a dense suburban feel and most residents own their homes. In Richmond Heights there are a lot of bars, restaurants, coffee shops, and parks. Many young professionals live in Richmond Heights and residents tend to have moderate political views. The public schools in Richmond Heights are highly rated.



### RANKINGS & ACCOLADES



**#1** Best Place to Live in Missouri

**#1** Best Suburbs to Live in Missouri

**#1** Best Suburbs for Young Professionals in America



**#4** Best Places to Live in America

**#4** Best Suburbs to Live in America

**#17** Best Suburbs for Young Professionals in America



# LOCATION

## PROMINENT POSITION

Red Robin is situated at the most prominent position in St. Louis' preeminent Brentwood/Hanley retail submarket. The outstanding visibility from I-64 and Hanley Road is unmatched in the market. The Crossings at Richmond Heights, in which Red Robin sits, is accessible by a lighted intersection at Hanley Road and Dale Avenue creating easy access. This submarket has extremely high barriers to entry, as this development was completed on the final piece of available land on Hanley Road. Many retailers have chosen this market for their first St. Louis location, including Apple, Menards, Whole Foods, Trader Joe's, and The Container Store. The built-in customer base for Red Robin comes from many sources - the brand new 142-room Courtyard Marriott and the very diverse 6 other tenants in this development. Between the Crossings at Richmond Heights and the multiple other national retailers along the corridor, the draw to this market is plentiful and consistent.

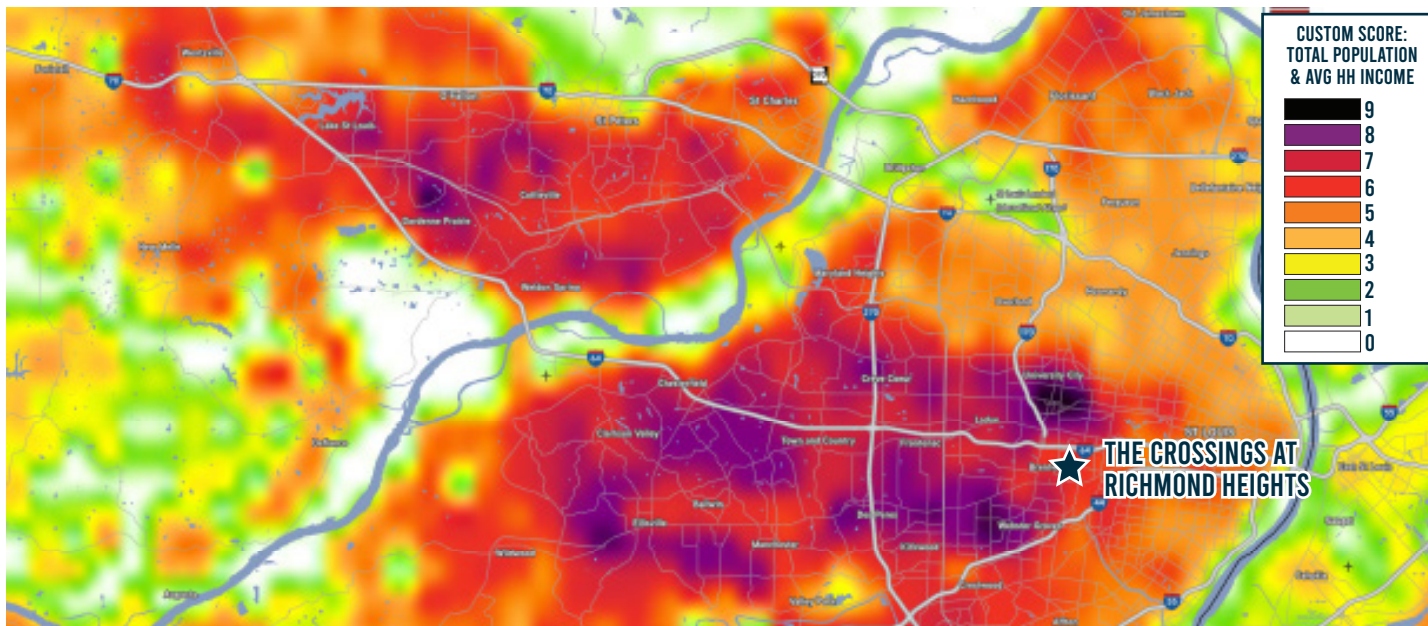


# LOCATION

## DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
POPULATION	14,249	119,824	319,224
HOUSEHOLDS	7,265	53,789	143,588
AVERAGE HOUSEHOLD SIZE	1.93	2.11	2.15
MEDIAN AGE	38.3	37.7	38.7
AVERAGE HOUSEHOLD INCOME	\$113,722	\$113,640	\$98,318

## CUSTOM SCORE: TOTAL POPULATION & AVERAGE HOUSEHOLD INCOME



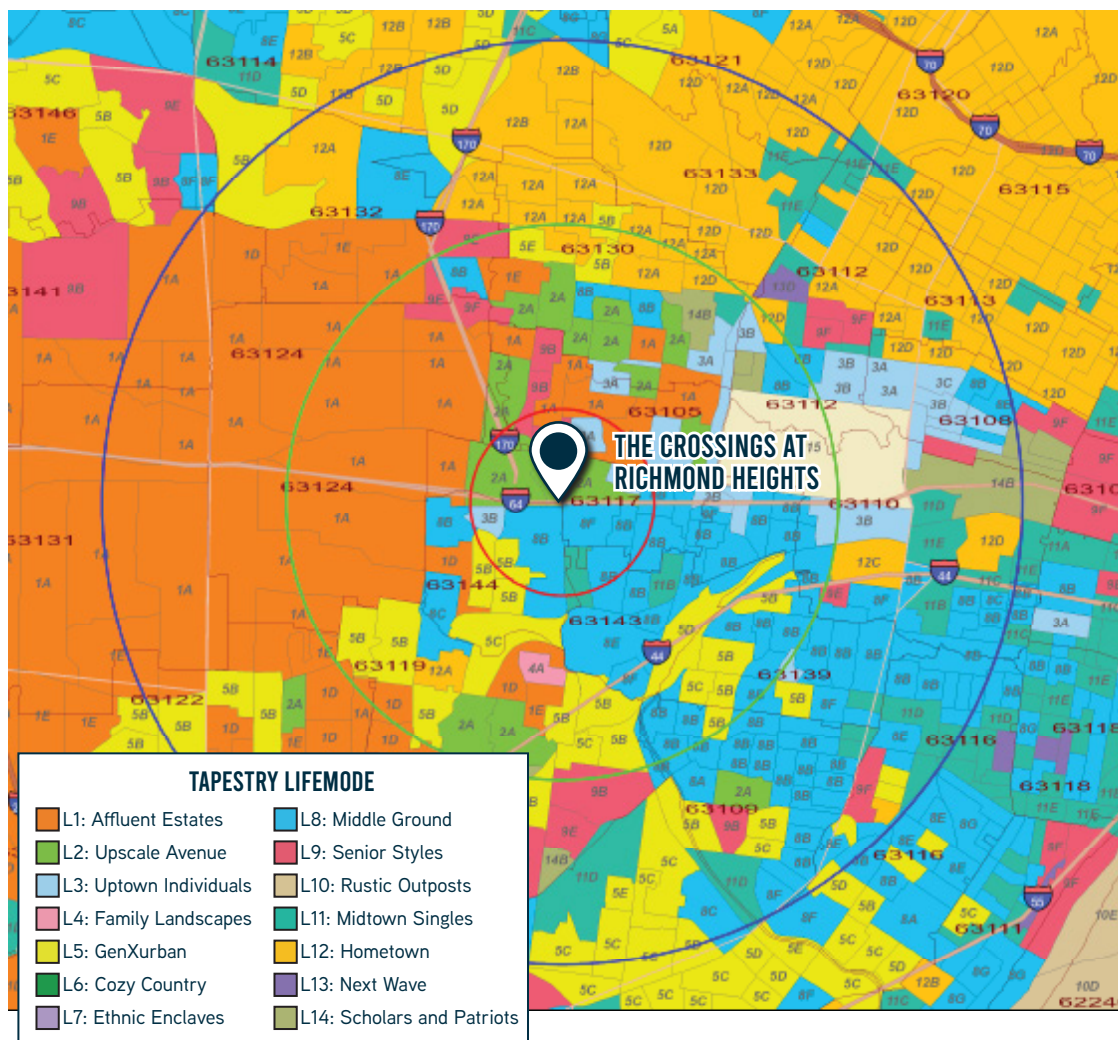
Total custom score is calculated using a 1 mile grid. Data demographics are computed for each grid cell. Deciles are created for each variable relative to all cells within the grid, which are averaged together, equally weighted. A 9 score is most optimal location and 0 is least. Demographics used are 2019 Total Population and 2019 Average Household Income.



## LOCATION

## DOMINANT TAPESTRY MAP

Tapestry Segmentation system classifies U.S. neighborhoods based on their socioeconomic and demographic composition. Each segment is identified by its two-digit Segment Code.



## SEGMENT 2A (URBAN CHIC)

Urban Chic residents are professionals that live a sophisticated, exclusive lifestyle. Half of all households are occupied by married-couple families and about 30% are singles. These are busy, well-connected, and well-educated consumers—avid readers and moviegoers, environmentally active, and financially stable. This market is a bit older, with a median age of 43 years, and growing slowly, but steadily.

## SEGMENT 8B (EMERALD CITY)

Emerald City's denizens live in lower-density neighborhoods of urban areas throughout the country. Young and mobile, they are more likely to rent. Well educated and well employed, half have a college degree and a professional occupation. Incomes close to the US median come primarily from wages, investments, and self-employment. This group is highly connected, using the Internet for entertainment and making environmentally friendly purchases. Long hours on the Internet are balanced with time at the gym. Many embrace the "foodie" culture and enjoy cooking adventurous meals using local and organic foods. Music and art are major sources of enjoyment. They travel frequently, both abroad and domestically.

## SEGMENT 8F (OLD AND NEWCOMERS)

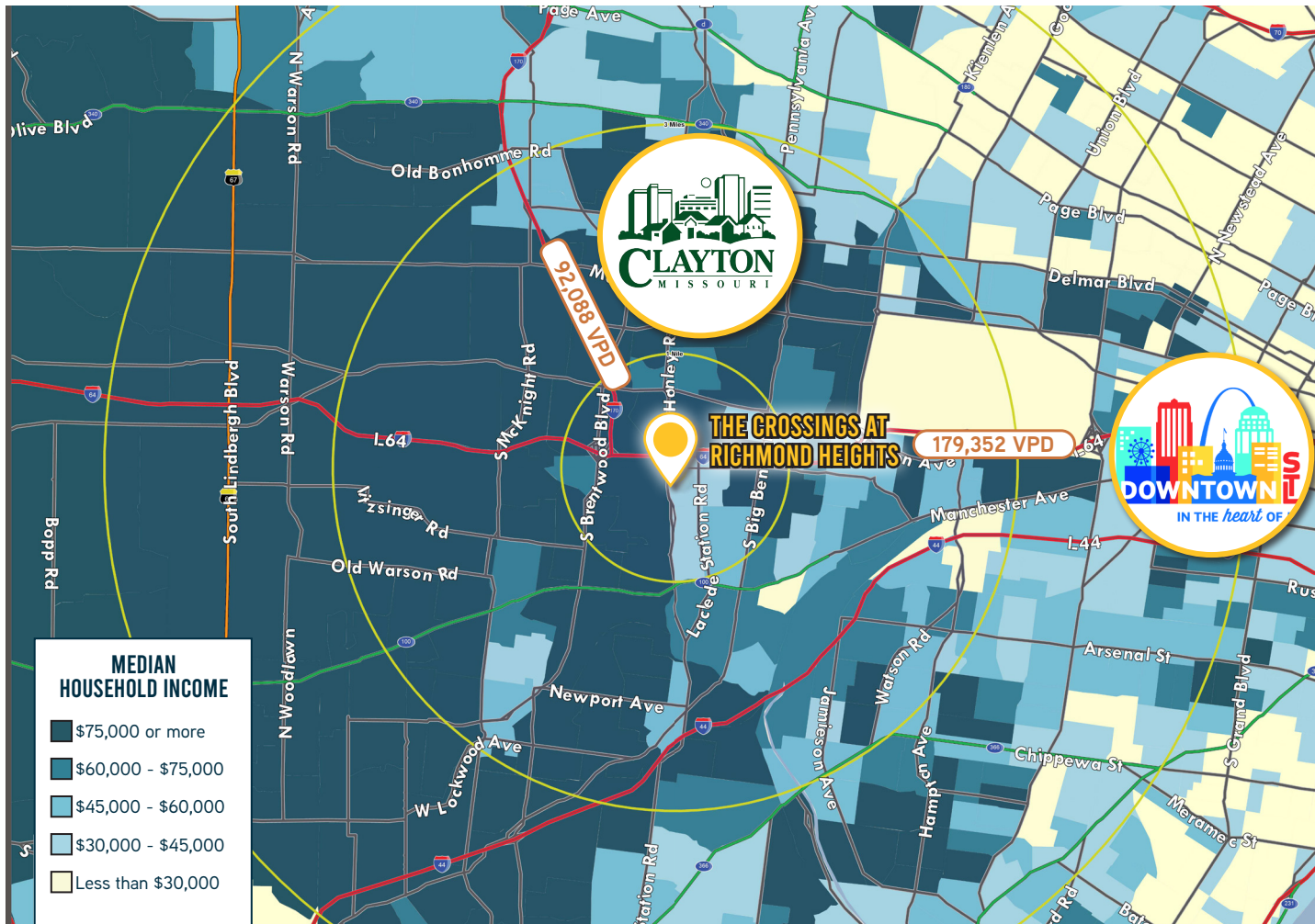
This market features singles' lifestyles, on a budget. The focus is more on convenience than consumerism, economy over acquisition. Old and Newcomers is composed of neighborhoods in transition, populated by renters who are just beginning their careers or retiring. Some are still in college; some are taking adult education classes. They support charity causes and are environmentally conscious. Age is not always obvious from their choices.



# LOCATION

## MEDIAN HOUSEHOLD INCOME & TRAFFIC EXPOSURE

The Crossings' is situated at the intersection of two of the area's busiest thoroughfares, capturing affluent commuters on the way to and from work as well as the area's most popular entertainment destinations.



# LOCATION

## RETAIL MARKET

The Crossings' "Main & Main" location is in the heart of a thriving retail market. The site benefits from a signalized intersection, high traffic counts, dense retail centers and populous residential neighborhoods.





# PROPERTY PHOTOS





# PROPERTY PHOTOS





# PROPERTY PHOTOS





# PROPERTY PHOTOS





# PROPERTY PHOTOS





# RED ROBIN

8115 Dale Ave, Richmond Heights, MO

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GOURMET  
BURGERS  
AND BREWS

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