

# VALERO GAS

## BUSINESS OPERATIONS & REAL ESTATE

193 WINTON AVENUE | HAYWARD, CA





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REAL ESTATE INVESTMENT SERVICES

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# VALERO GAS

**BUSINESS OPERATIONS & REAL ESTATE**

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# EXECUTIVE OVERVIEW



**\$5,500,000**

LIST PRICE



**7 Cents Per Gallon**

REBATE FROM VALERO



**3 YEARS**

FUEL SUPPLY  
CONTRACT REMAINING

## INVESTMENT HIGHLIGHTS

### RARE 'HEART OF THE BAY AREA' LOCATION

- Irreplaceable Silicon Valley Real Estate
- 2.5 Miles from California East Bay College, 15,000+ undergraduate/graduate enrollment
- 3 Miles from Downtown Hayward known as "The Heart of the Garden of Eden"

### PROPERTY HAS RICH OPERATING HISTORY OF OVER 20 YEARS

- Recent Renovation of Gas Pumps and Convenience Store in 2016
- Petroleum and Store Sales have shown consistent growth
- Store Sales and Financial Information available for qualified purchasers with executed Confidentiality Agreement (see broker for details)

### DENSE RETAIL CORRIDOR WITH SIGNALIZED HARD CORNER TRAFFIC

- 270,000+ Vehicles Per Day on nearby Interstate
- 37,000+ Vehicles Per Day on direct Avenue

### TURNKEY BUSINESS OPERATIONS WITH ESTABLISHED CUSTOMER BASE

- Potentially eligible for 100% Bonus Depreciation (Confirm with CPA)
- Desirable for Established Owner/Operator or Sale/Leaseback Capitalist
- Short-Term Fuel Supply Contract with \$90,000 Buyout Gives New Owner Flexibility

## TENANT OVERVIEW

**±7,000**  
LOCATIONS

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**SAN ANTONIO, TX**  
HEADQUARTERS

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**\$53.9B**  
2019 TOTAL ASSETS



Valero Energy Corporation, through its subsidiaries, is an international manufacturer and marketer of transportation fuels and other petrochemical products. Valero, a Fortune 50 company based in San Antonio, Texas, 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 3.2 million barrels per day and 14 ethanol plants with a combined production capacity of approximately 1.73 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 7,000 outlets carry Valero's brand names in the U.S., Canada, the U.K., and Ireland.



# BAY AREA (ALAMEDA COUNTY)

Alameda County has more than 150,000 residents, making it the sixth-largest county in the Bay Area. It is a thriving regional center of commerce, manufacturing activity, and trade. Known as the “Heart of the Bay,” this area has capitalized on its unparalleled location to become one of the most desirable business locations for companies in advanced industries.

The city continues to plan for the future by maintaining a balance between the needs of its diverse residents and a growing business community. The city works hard to balance the needs of the growing population with the preservation of open space and an aggressive economic development strategy.

A perfect day in this top level bay area takes visitors from the hills to the shoreline with innumerable delights in between. Start the day with a ridgeline hike at sunrise with 360 degree views of the entire Bay Area. Challenge oneself at one of three quality golf courses showcasing the region’s unique topography. Enjoy an early dinner at one of the United States’ first brewpubs, then walk a few steps for a different kind of Zen meditation in California’s oldest Japanese garden. Visitors can also walk through the historic downtown area, which is comprised of buildings that trace back to the 1860s, then spend the twilight strolling along the pristine shoreline, surrounded by native wildlife as the sun dips below the San Francisco skyline on the horizon.

## LOCAL DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2026 Projection	37,904	230,572	366,495
2021 Estimate	37,189	227,945	362,734
2010 Census	32,810	211,178	338,442
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2026 Projection	12,378	75,918	121,448
2021 Estimate	12,138	74,968	120,102
2010 Census	10,659	68,960	111,484
INCOME	1-MILE	3-MILE	5-MILE
Avg HH Income	\$104,133	\$108,036	\$118,055







## ECONOMY

The city of Hayward has a stable economy. The city is home to over 10,000 businesses including over 1,000 advanced industries companies and 400 biotech, biomed, and life sciences businesses throughout Hayward's "Industrial Crescent". Many manufacturing companies are headquartered in Hayward including Annabelle Candy, Columbus Salame, and Shasta Beverages. PepsiCo also has a production and distribution center within the city.

As an East Bay city, Hayward is a highly sought-after area that continues to see lots of economic developments. Residential, industrial, and mixed-use developments currently under construction or that have been approved include West Winton Commerce Center, Steelwave Industrial Park, Athashri, Matsya Villas, Shae Industrial, and many more.





# ATTRACTIONS

## JAPANESE GARDENS

The Japanese Garden was the Bay Area's first to be designed according to strict traditional guidelines. Japanese gardens typically feature garden beds with 70 different tree and plant species that have been meticulously tended to resemble miniature landscapes, bridges over a koi pond fed by a waterfall, and a Japanese teahouse. The detail is impressive – even the wood grain of the garden's structures has been carefully notched to give the impression of great age.



## REGIONAL SHORELINE

This stretch of the East Bay is a salt marsh ecosystem supporting abundant birdlife. Borrow some binoculars from the Hayward Shoreline Interpretive Center for the walk and catch a glimpse of the likes of double-crested cormorants and long-billed curlews. For a long time, Hayward's shore was popular for sailing but in the 80s it was restored as a wetland to bring wildlife back to this part of the East Bay. The San Francisco Bay Trail runs right through the park, so visitors can venture for a few miles along this 345-mile path curving around two-thirds of the Bay.



## SULPHUR CREEK NATURE CENTER

A free attraction in one of Hayward's green spaces, this wildlife rehabilitation center will impart valuable lessons to kids about the natural world. At least 900 animals are treated here every year and are kept in open enclosures so visitors can get up close and observe them. Typically, visitors will see eagles, gray foxes, rattlesnakes, and long-toed salamanders. The friendly staff and volunteers are happy to educate, and children can see the animals being fed and handled. The setting is also part of the charm – Sulphur Creek is in a deep wooded valley that feels more remote than five minutes from downtown Hayward.





## CALIFORNIA STATE UNIVERSITY EAST BAY

California State University East Bay, commonly known as Cal State East Bay, CSU East Bay, or CSUEB, is a member of the 23-campus California State University system. The university has campuses in Concord and Oakland, while its main campus is in Hayward. It is comprised of 4 colleges and offers 49 bachelor's degrees, 53 minors, 35 master's degrees, 25 credentials and certificates, and 1 doctoral degree. Its most popular undergraduate majors include business administration, psychology, and health science. Currently, more than 14,000 students attend Cal State East Bay. The CSU East Bay Pioneers participate in 15 sports and compete in the NCAA Division II level. CSUEB related activity supports over 5,000 jobs and generates around \$305.2 million in labor income.





## SAN FRANCISCO, CA

San Francisco is the cultural, commercial, and financial center of Northern California. The city is the 4th most populous city in California and the 13th most populous city in the United States. San Francisco is the fifth most densely populated U.S. county behind only four New York City boroughs. The city's recognizable features include the Golden Gate Bridge, Cable Cars, Fisherman's Wharf, and its Chinatown district. In 1945 San Francisco became the birthplace of the United Nations. After World War II and with growing opposition to the Vietnam War, the city developed its "hippie" culture and began several civil rights movements liberalizing the city into its current political environment.

Set along the ocean, with rolling hills and the iconic Golden Gate Bridge, San Francisco is one of the most beautiful cities in the United States and the jewel of Northern California. The city is full of history, great neighborhoods, parks, beaches, museums, and a whole host of entertainment options and things to do. Some of the most famous attractions are Alcatraz Island and Fisherman's Wharf, but the sightseeing possibilities here are extensive. San Francisco's Chinatown is the largest of its kind in North America.

## ECONOMY

San Francisco is a major banking and finance center being the headquarters of five major banking institutions and 30 international financial institutions. The city is also home to Levi Strauss & Co., Gap Inc., Fitbit, Salesforce.com, Dropbox, Reddit, Square, Inc., Dolby, Airbnb, Weebly, Pacific Gas, and Electric Company, Yelp, Pinterest, Twitter, Uber, Lyft, Mozilla, Wikimedia Foundation, and Craigslist. Higher Education has a home in San Francisco with the University of San Francisco, University of California, San Francisco, San Francisco State University, the De Young Museum, the San Francisco Museum of Modern Art, and the California Academy of Sciences. Tourism is another major influencer the San Francisco economy.

craigslist

DOLBY

Dropbox

fitbit

Gap Inc.

LEVI STRAUSS & CO.

lyft

reddit

salesforce

Square



Uber

WIKIMEDIA  
FOUNDATION

airbnb

Pinterest



# SAN FRANCISCO TOURISM

Set along the ocean, with rolling hills and the iconic Golden Gate Bridge, San Francisco is one of the most beautiful cities in the United States and the jewel of Northern California. The city is full of history, great neighborhoods, parks, beaches, museums, and a whole host of entertainment options and things to do. Some of the most famous attractions are Alcatraz Island and Fisherman's Wharf, but the sightseeing possibilities here are extensive. San Francisco's Chinatown is the largest of its kind in North America.







## GOLDEN GATE BRIDGE

The Golden Gate Bridge is a California icon gracing San Francisco Bay. It is the most photographed site in the city, with the orange structure backed by blue water, or in many cases, peaking through low lying cloud. At night, the flood-lit structure is equally striking.

Connecting San Francisco with Marin County and other districts further north, the Golden Gate Bridge was, at one time, designated the greatest man-made sight in the United States by the U.S. Travel Service. Opened on May 28th, 1937, the bridge took four years to build and at the time of its completion, was the longest suspension bridge in the world, measuring approximately two miles in length.



## ALCATRAZ

The historic and notorious Alcatraz penitentiary, located on Alcatraz Island in San Francisco Bay, is one of America's most infamous prisons. It operated for almost thirty years, closing in 1963 and re-opening as a tourist attraction in 1973. Some of America's most well-known criminals were inmates here, including Al Capone and the "Birdman," who would later form the basis for the fictional movie *The Birdman of Alcatraz*.

Visitors can take a ferry over to the island and tour the site while listening to an exceptional audio recording that offers a glimpse into life in the prison, rather than just a historical list of the facts. The narration is even voiced by former inmates and guards of Alcatraz.



## FISHERMAN'S WHARF

Fisherman's Wharf is one of San Francisco's most popular tourist areas. This old section, once the Little Italy of San Francisco, is known for its shops, restaurants, and beautiful setting along the waterfront.

Some of the main attractions in the area are Madame Tussauds Wax Museum, Musée Mécanique, Ripley's Believe it or Not!, and Ghirardelli Square. Restored 19th- and 20th-century ships line the waterfront at the Hyde Street Pier, which is now the San Francisco Maritime National Historic Park. The USS Pampanito, a national historic landmark, is a WWII submarine and part of the San Francisco Maritime National Historic Park. Pier 39, located in this general area, is home to more than 130 stores and unique places to eat.



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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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