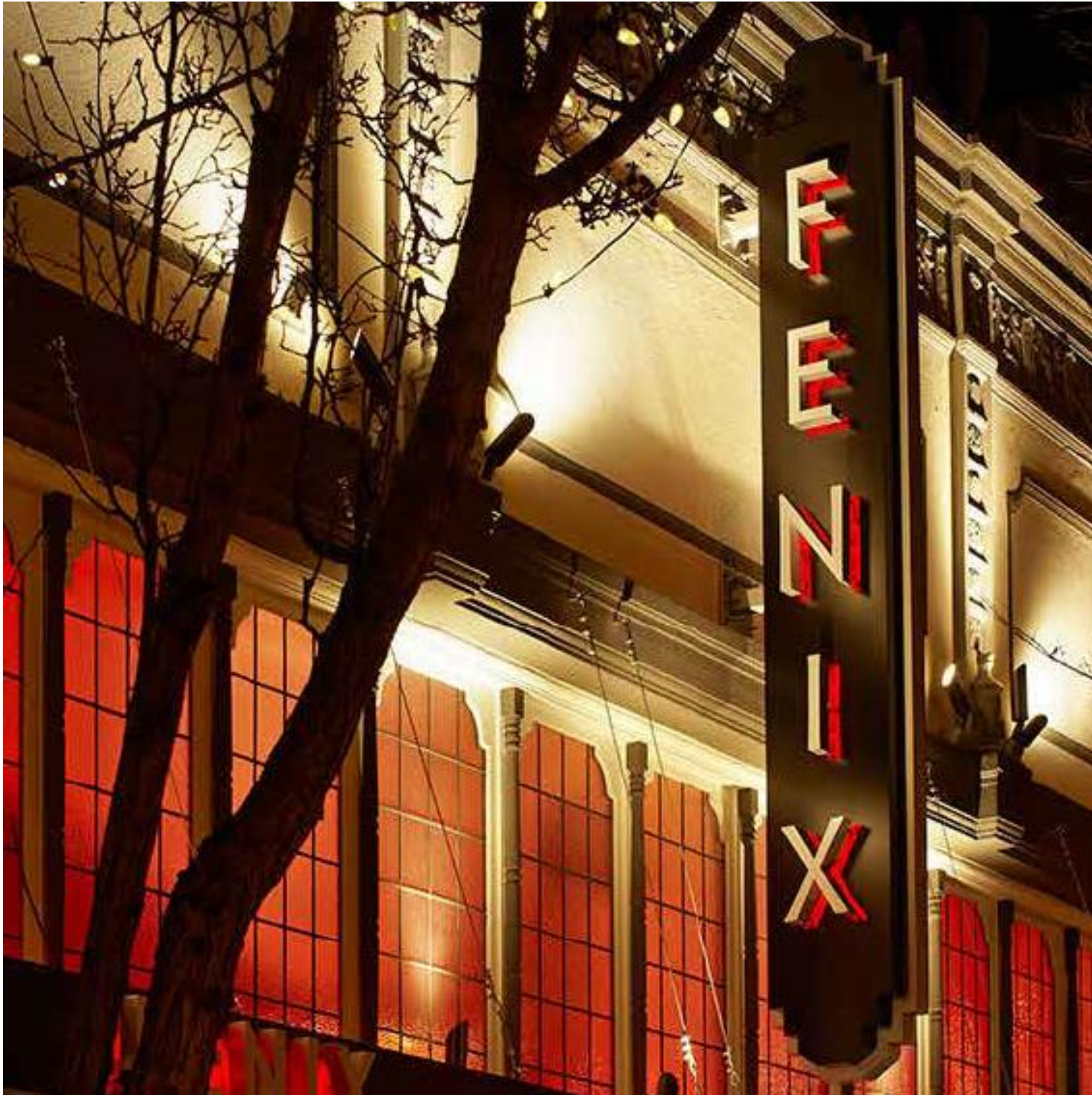




Offering Memorandum

Fenix
919 4th Street
San Rafael, CA
94901

Restaurant
Production Studio
Retail Building

AJ & CO
ANDERSEN, JUNG & CO.

Confidentiality Agreement

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Property Overview

Property Highlights

- Address: 919 4th Street, San Rafael, CA 94901
- Sale Price: \$3,000,000
- Price Per Sq. Ft.: \$390.11
- Building Size: Approximately 7,690 SqFt
- Lot Size: Approximately 5,576
- Zoning: 4SRC (Retail)
- Use: Restaurant, Retail Building, Recording Studio
- Tenancy: Single
- Fire Sprinklers: No
- Year Built: 1930 +/-
- APN: 011-263-08



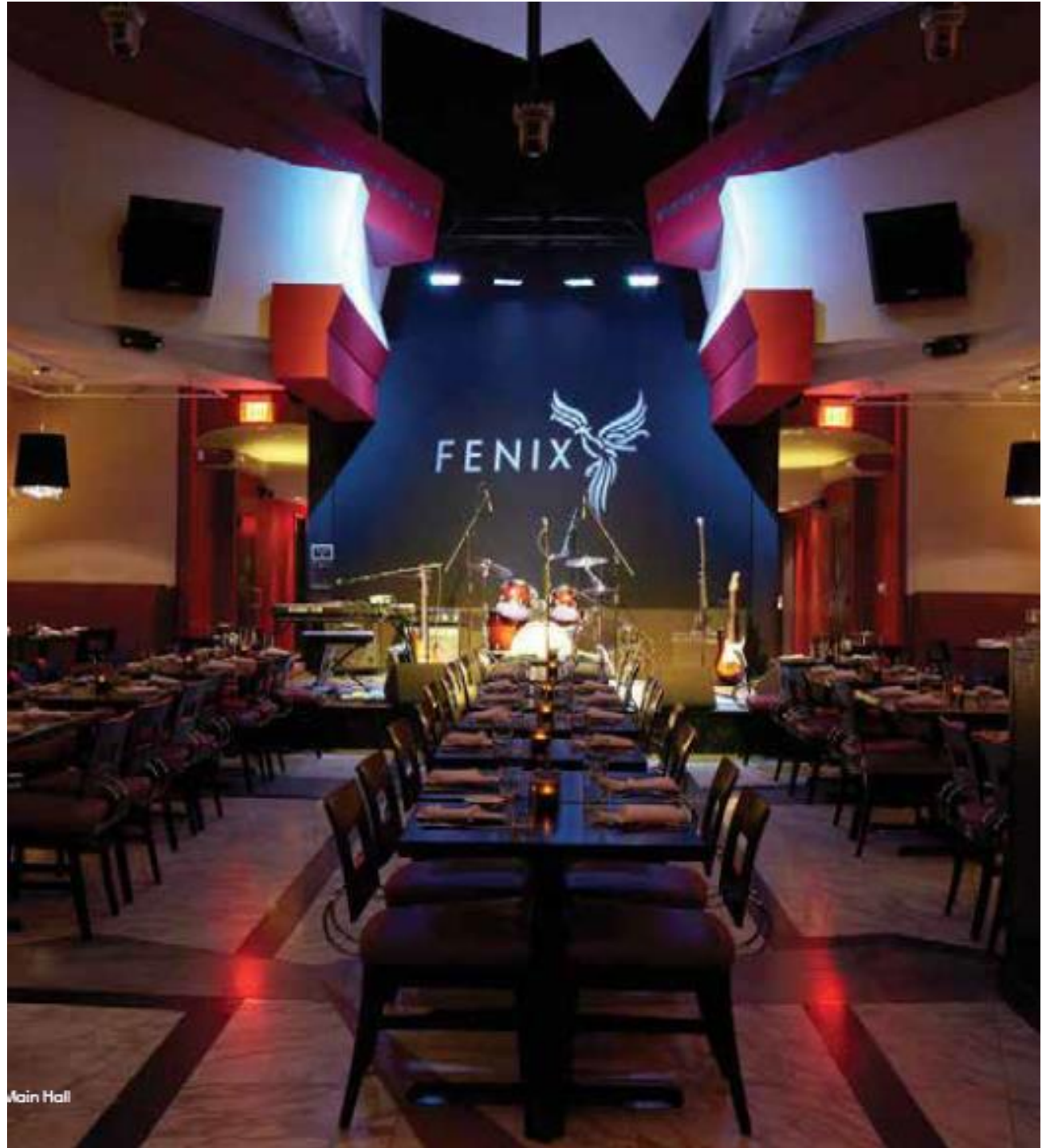
A Little About the Fenix

The newest innovation in restaurant experience.

Meet the Fenix, a cutting edge SLPR (pronounced slipper; streaming live production restaurant). Believed to be the only one of its kind in the world today, this restaurant is a live production house, acoustically treated, state-of-the-art restaurant streaming live to the web six night per week. With over 800 pa shows available on the web, over 113 countries watching with 102,000 viewers, consuming over 2.3 million minutes... this place is like no other. It is oozing with innovation. "You can feel it the moment you walk through the door," says Merl Saunders Jr., Executive Director and commonly referred to as "The Music Man." Every room is acoustically designed by world renowned acoustic designer, John Storyk. Some rooms are acoustically vibrant like the green room for musicians to warm up, and some rooms are quiet. The main hall is treated with over 2,100 square feet of acoustic wall materials, installed with state-of-the-art equipment. This professional vie surround-sound music effect is designed to give listeners and acoustic massage and bring quality live audio-video shows from the venue to the web.

While the music is remarkable, the food is also produced by one amazing chef. Chef Lorenzo Villacampa brings the full Fenix experience to our audience with daily special dishes matching music genres. Chef Lorenzo is well versed in the cuisine of the world and brings a world of expertise to the venue gained through his international travels and culinary training in Asian, Italian, Filipino, Chinese, Swiss, Middle Eastern and America cuisine. He has worked in many prestigious places such as the Dubai Intercontinental Hotel, the Gloria Plaza Hotel International in Beijing and more.

If you are looking for the typical restaurant experience, this is not the place for you. For diners and music aficionados, this new innovation is like a modern music discovery museum, laced with European style dining. "Sit, eat, drink, smile and enjoy the acoustic massage," says owner Laura van Galen. "No matter what your music preference is, loud, moderate or soft in nature, t here is something here for everyone." www.fenixlive.com



Income and Expense Sheet (2017)*

Income

Monthly Gross Income	\$20,000
Annual Gross Income	\$240,000

Operating Expenses

Repairs & Maintenance**	\$771.61
Insurance	\$807.03
Property Tax (Estimated 1.1480% of Sales Price)	\$2,870.00
<u>Total Monthly Operating Expenses</u>	<u>\$4,448.61</u>
<u>Total Annual Operating Expenses</u>	<u>\$53,383.32</u>
 <u>Net Operating Income</u>	 <u>\$186,616.68</u>

CAP Rate	6.22%
GRM	12

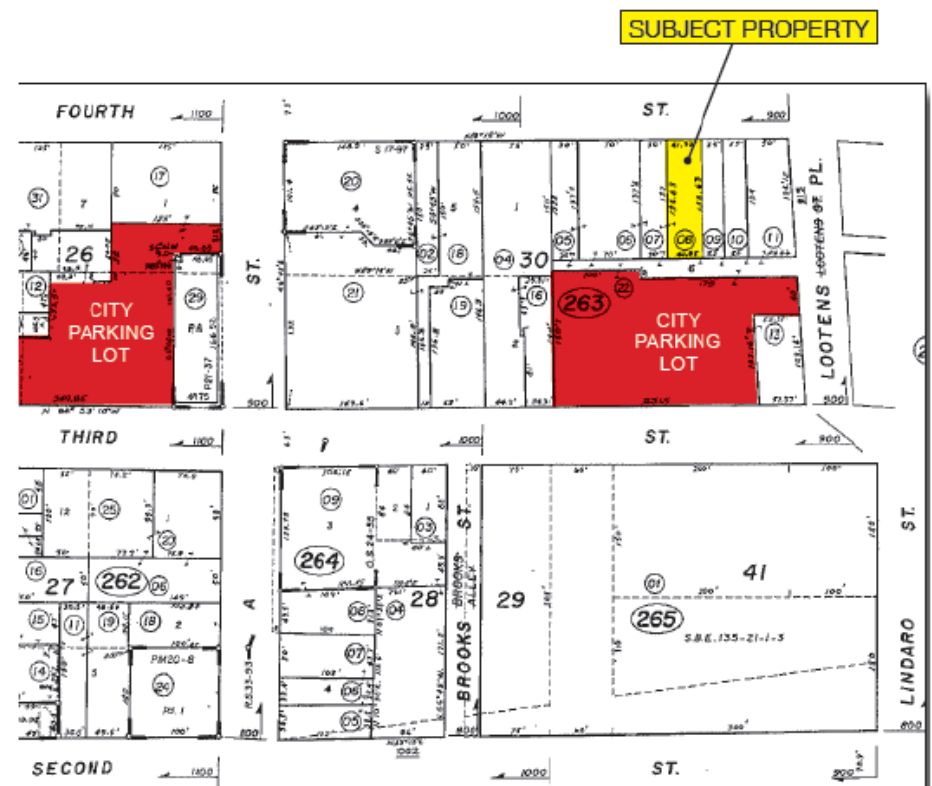
* Figures are projected for 2017 based on actual numbers from 2016 and some numbers are assumed from Tenant's operating costs.

** This is a NN lease so the Owner will be responsible for repairs and maintenance the interior, exterior and structure as well as the roof and HVAC.

Location Description

The Fenix is located on the busiest block in Central San Rafael. Near shops, restaurants and banks and is within close proximity to the Courthouse Square Offices and Rafael Theatre. The interior was expensively remodeled in the mid-90's and again in 2011-2012. The Fenix is a stunning space with skylights, marble flooring and theatre grade lighting. The property is referred to as a SLPR (pronounced slipper), Streaming Live Production Restaurant. This incredible space has a historical meaning to the City of San Rafael as the former Saloon and See's Candies. Over \$2,000,000 has been spent to upgrade this property over the last 20 years.

Highly visible downtown retail building located on the main thoroughfare for central Marin. Area tenants include restaurants, galler and financial institutions. East access to Highway 101 and I-580.



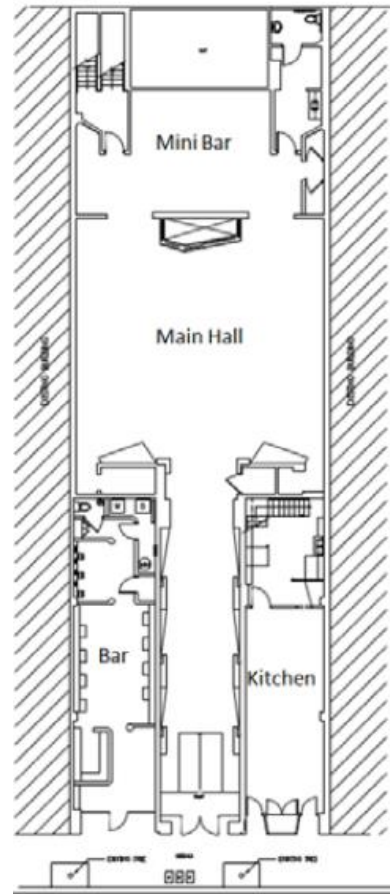
Floor Plan

Property Highlights

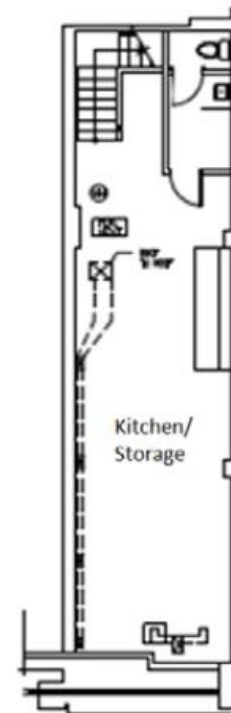
First Floor: Kitchen, Front Bar, Main Hall and Back Bar

Second Floor: Kitchen, Green Room and Office, Production Suite/Recording Studio

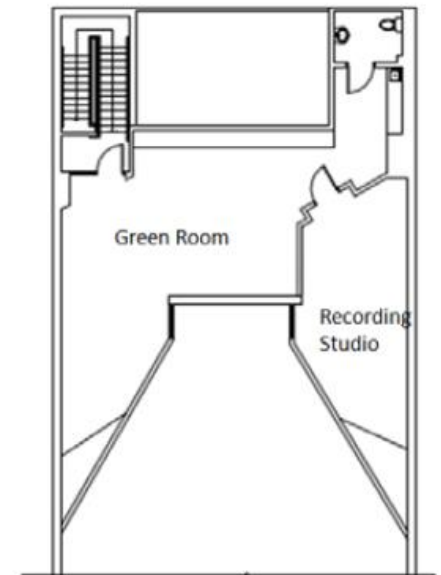
1st Floor



2nd Floor over Kitchen



2nd Floor over mini Bar



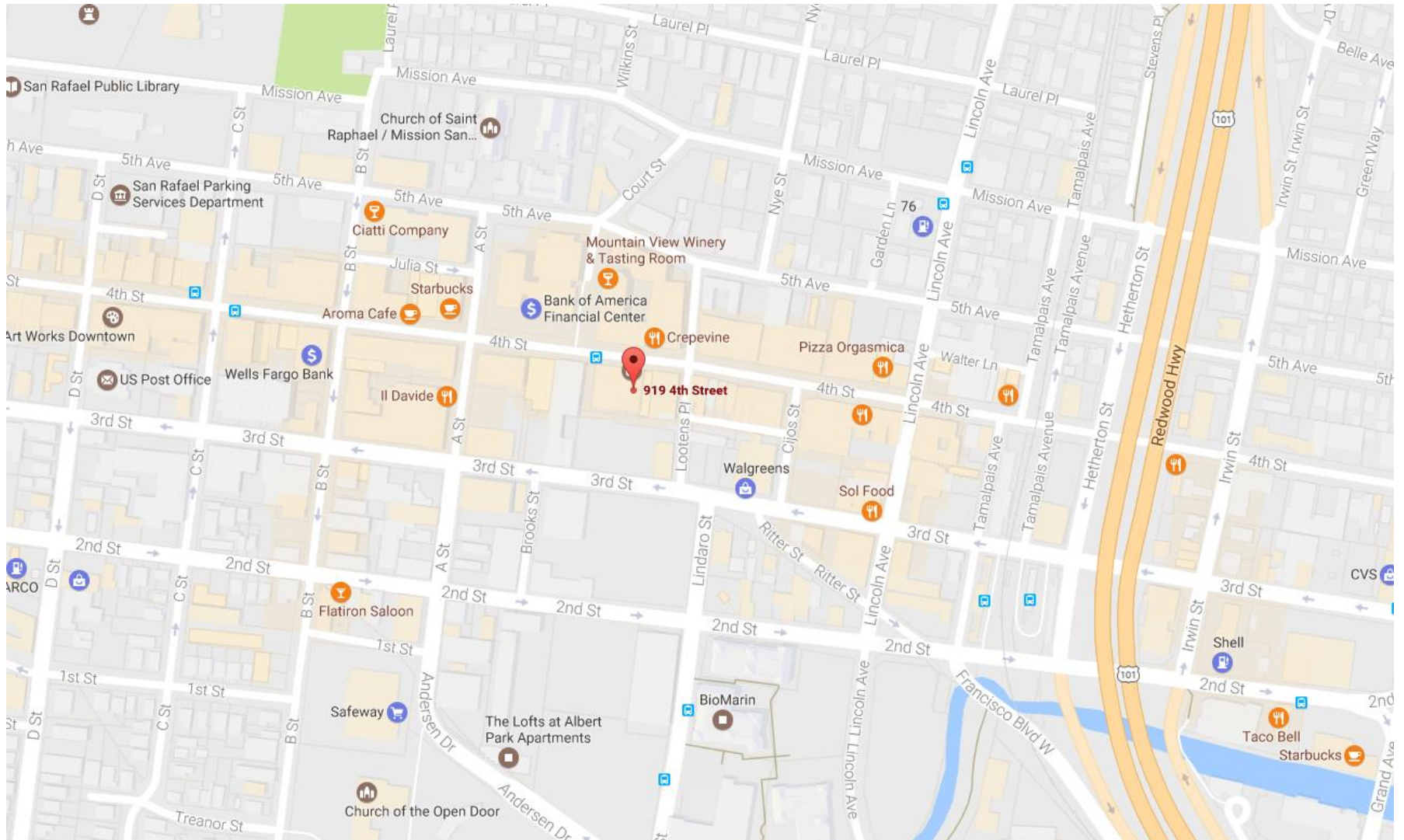


Demographic Analysis

San Rafael		San Rafael	
Population*		Race and Hispanic Origin*	
Total Population (2015)	59,162	White (2010)	70.6%
Age and Sex*		Black or African American (2010)	2.0%
Female Persons (2010)	50.1%	American Indian or Alaska Native (2010)	1.2%
Persons Under 5 Years (2010)	6.2%	Asian (2010)	6.1%
Persons Under 18 Years (2010)	19.3%	Native Hawaiian & Other Pacific Islander (2010)	0.2%
Persons 65 Years & Older (2010)	15.8%	Two or More Races (2010)	5.1%
Businesses*		Hispanic or Latino (2010)	30.0%
All Firms (2012)	9,856	Families and Living Arrangements*	
Transportation*		Households (2011 - 2015)	22,826
Mean Travel Time to Work (2011 - 2015)	27.7 Minutes	Income and Poverty	
		Median Household Income	\$77,294
		Per Capita Income in Past 12 Months (2011 - 2015)	\$47,901
		Persons in Poverty	13.2%

**According to the US Census Bureau*

Local Map



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