

# THE SANDBAR & KITCHEN

2910 Atlantic Ave,  
Fernandina Beach, FL 32034  
JACKSONVILLE, FL MSA

Marcus & Millichap  
MOLLOY KAYE RETAIL GROUP



RARE BEACH FRONT INVESTMENT | 20-YEAR ABSOLUTE NNN | 10% BUMPS EVERY 5 YEARS

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# TABLE OF CONTENTS

OFFERING HIGHLIGHTS 4

INVESTMENT OVERVIEW 5

TENANT SUMMARY 6

OPERATOR 7

MANAGEMENT TEAM 8

PROPERTY OUTLINE 9

PROPERTY PHOTOS 10

AERIALS 11-13

REGIONAL MAP 14

DEMOGRAPHICS 15-16

FERNANDINA BEACH &  
JACKSONVILLE, FL OVERVIEW 17-18

## OFFERING HIGHLIGHTS

2910 Atlantic Ave  
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JACKSONVILLE, FL MSA



**\$5,416,667**  
Price



**7,400** **0.22**  
SF Acres



**6.00%**  
Cap Rate



**20 Years**  
Lease Term



**Absolute NNN**  
Lease



**1962/2017**  
Year Built/  
Renovated

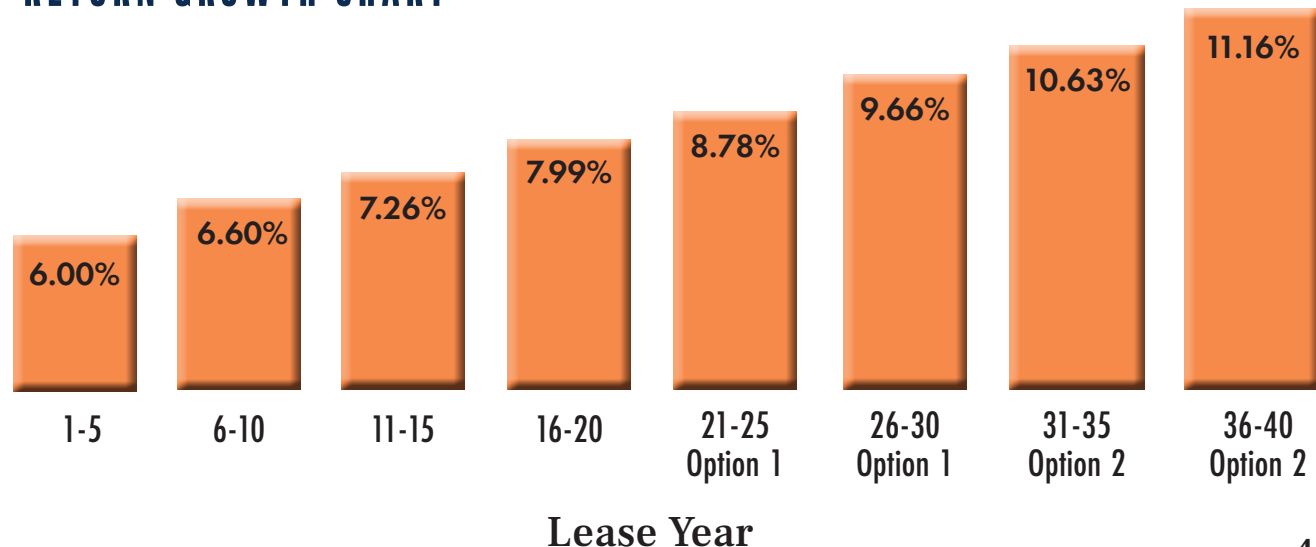
## LEASE SUMMARY

Property Subtype:	Net Leased Restaurant
Tenant:	Sandbar Amelia, LLC
Rent Increases:	10% Every 5 Years
Lease Commencement:	At Close of Escrow
Initial Lease Term:	20 Years
Renewal Options:	Two (2), 10-Year

## RENT ROLL

TERM	ANNUAL RENT	MONTHLY RENT
Years 1-5	\$325,000	\$27,083
Years 6-10	\$357,500	\$29,792
Years 11-15	\$393,250	\$32,771
Years 16-20	\$432,575	\$36,048
Years 21-25 (Option 1)	\$475,833	\$39,653
Years 26-30 (Option 1)	\$523,416	\$43,618
Years 31-35 (Option 2)	\$575,757	\$47,980
Years 36-40 (Option 2)	\$604,544	\$50,379

## RETURN GROWTH CHART





# INVESTMENT OVERVIEW

## STRONG REAL ESTATE FUNDAMENTALS

- Rare Beach Front Investment
- High Barriers to entry
- Destination Resort Area which hosted over 662,900 visitors in 2021, generating economic impact of \$714,715,700.
- Walking distance to over 376 hotel rooms, including Marriot Courtyard and Spring Hill Suites (239 rooms) completed in March 2021
- The restaurant can accommodate almost 350 guests at its three bars, upstairs and downstairs dining rooms, and the indoor and outdoor music venues
- Located in Nassau County, 4th fastest growing county in Florida
- Affluent and growing local market and with strong tourist demand

## OPTIMAL LEASE STRUCTURE

- Absolute NNN 20-year base term lease
- 10% rent escalations every 5 years throughout entire lease
- Rent based on 8% 2021 Gross Sales
- 3.35 Rent Coverage Ratio based on 2021 EBITDAR
- Two (2), 10 year renewal options
- Triple Net (NNN) lease with no landlord responsibilities

## EXISTING PROFITABLE OPERATION - EXPERIENCED, VETERAN OPERATING TEAM

- Operator's principals have an average of 25 years of experience and have owned and operated more than 130 restaurants representing 26 brands in 19 states
- Operator currently owns and operates 31 restaurants in the Southeastern U.S., including 16 located in coastal and beachfront communities
- Operator's principals were previously instrumental in assembling and operating a portfolio of 98 casual, fast casual, polished casual, steakhouse, seafood, and fine dining restaurants comprised of 13 different brands operating in 17 states as part of a consolidation strategy for a single private investor

## NASSAU COUNTY

- 4th fastest growing county in Florida
- Located within 750 miles of 13 major US Cities, easily accessible to Jacksonville International Airport.
- 1,666,836 people within a 90-minute drive
- 4.92% Population Growth in 2020 – 2021
- Forecasted Growth of 36% over the next ten years

## AMELIA ISLAND

- Premier travel destination known for its luxury resorts, golf courses and numerous sandy beaches.
- Hosted over 662,900 visitors in 2021 with an economic impact of \$715,715,700
- Average Household Income of guests equaled \$135,105
- Resident Population (±) 38,139
- AHHI (±): \$116.439

## FERNANDINA BEACH

- Nassau County's largest municipality and county seat
- Birthplace of the modern shipping industry at the nearby Port of Fernandina
- Historic District featuring shopping in downtown waterfront setting, 400 historic homes and regulation to control development
- Host to the Isle of Eight Flags Shrimp Festival drawing 100,000 people each May
- Visitors can visit the light house at Fort Clinch along with the pristine beaches within this 1,400-acre State Park
- Resident Population (±) 20,687 (5-mi)
- AHHI (±): \$103,741 (5-mi)
- 6.54% Population Growth 2000-2010
- 6.04% Forecasted Population Growth 2021-2026



## TENANT SUMMARY

The Sandbar & Kitchen is an oceanfront dining experience on Amelia Island and is the island's **only** restaurant that is located directly on the beach with an unobstructed view of the Atlantic Ocean.

Sandbar is one of the **most popular** and energetic local oceanfront dining options in Fernandina Beach and Amelia Island. The venue includes three separate bars: one on the first level, one on the second level, and a third on the covered outdoor patio. The restaurant also features two live music venues: one on the beach and the other inside on the ground floor. They also have the **largest** Whiskey & Bourbon selection in Florida.

They offer inside dining, outside covered patio, picnic tables on the beach, and curbside pickup. They also have a **wide range** of food options including seafood, wings, burgers, pizza, etc. The restaurant has been operating for about 4 years and generated \$4,109,406 in 2021 in net sales.



**Tenant Trade Name**

Sandbar & Kitchen

**Tenant**

Sandbar Amelia, LLC

**Headquarters**

Winter Park, FL

**\$ 4,109,406**  
Net Sales 2021

**35+**  
Employees



**TRAVELERS' CHOICE**  
Tripadvisor 2021



**1**  
Location



## OPERATOR

### Artistry Sandbar, LLC

The Operator's executive team has extensive experience sourcing, underwriting, acquiring, expanding and operating multiple restaurant brands throughout the U.S. The Operator's principals average more than 25 years of hospitality experience and, collectively, have owned and operated 26 different restaurant brands comprised of more than 130 restaurants spanning 19 states.

The Operator currently owns and operates 31 restaurants in the Southeastern U.S., approximately half of which are located in coastal and beachfront communities similar to The Sandbar & Kitchen. The Operator's current restaurant holdings include 22 Shrimp Baskets restaurants, 5 Oak & Stone Craft Beer and Artisan Pizza restaurants, 2 Boca restaurants, and Atlantic Beer & Oyster, along with The Sandbar & Kitchen.

Two of the Operator's principals previously created, operated and grew a successful restaurant platform. Barry Goff and Mike Wood previously partnered to launch Tavistock Restaurants, a private investment vehicle of Forbes billionaire Joe Lewis. Tavistock Restaurants was launched in 2003 and, through a combination of brand acquisitions and organic growth, grew from inception to 13 brands and 98 restaurants located in 17 states, including in some of the most attractive and competitive restaurant markets in the U.S. (such as Los Angeles, Las Vegas, Boston, Chicago, Dallas, Houston and Scottsdale).

In addition, the Operator's principals have experience in almost all segments of the restaurant industry, including fast casual, casual dining, upscale or polished casual, steakhouse, seafood and fine dining. Two of the Operator's principals also spent 6 years serving on the board of directors of Tijuana Flats, a 100+ unit fast casual restaurant chain spanning 6 states. Based on the breadth of experience of its team, the Operator believes it is uniquely qualified to operate The Sandbar & Kitchen.

## MANAGEMENT TEAM

### BARRY GOFF

#### CO-FOUNDER AND CEO, ARTISTRY RESTAURANTS

- Created, co-owned and operated 98 restaurants comprised of 13 brands in 17 states for Tavistock Restaurants, including casual, fast casual, polished casual, steakhouse, seafood, and fine dining restaurant
- Led Tavistock Capital Group in identifying and investing in distressed opportunities following the Great Recession
- Served 5 years as Chief Investment Officer and President of CNL Restaurant Properties overseeing \$1.4B of real estate investments and \$100M of restaurant equity and mezzanine funds
- Member CNL Financial Group Chairman's Executive Committee, participating in strategic planning and oversight for all CNL REITs
- JD degree from University of Florida, LLM degree from New York University, practiced law from 1988 to 1998

### W.A. "CHIP" HEADLEY, III

#### CO-FOUNDER AND EVP, ARTISTRY RESTAURANTS

- Seasoned hotel, real estate and construction executive
- Built 45th largest self-storage company in 18 months as co-Managing Partner of Flagship Investment Group, LLC
- Participated in the development, construction, or renovation of 20,00 hotel rooms for major hotel brands, including Hilton, Wyndham and Starwood
- Formerly a licensed general contractor and real estate broker in Florida
- Received BA and MBA degrees from University of Central Florida and has completed all course work for a Doctor of Business Administration degree from Georgia State University

### MIKE WOOD

#### CO-FOUNDER AND EVP, ARTISTRY RESTAURANTS

- Negotiated, structured, and closed all Tavistock Restaurants acquisitions
- COO of Tavistock Capital Group, which acquired St. Regis Hotel and Residences Atlanta and partnered with the FDIC on approx. \$800M of residential mortgage loans
- Served 8 years as executive officer at CNL Financial Group overseeing acquisitions, asset management, workouts, and strategic planning
- COO of CNL Restaurant Properties overseeing \$1.4B of real estate assets and represented eighteen CNL Income funds in a \$2.5B merger with US Restaurant Properties
- Received BS and MBA degrees from University of North Carolina at Chapel Hill

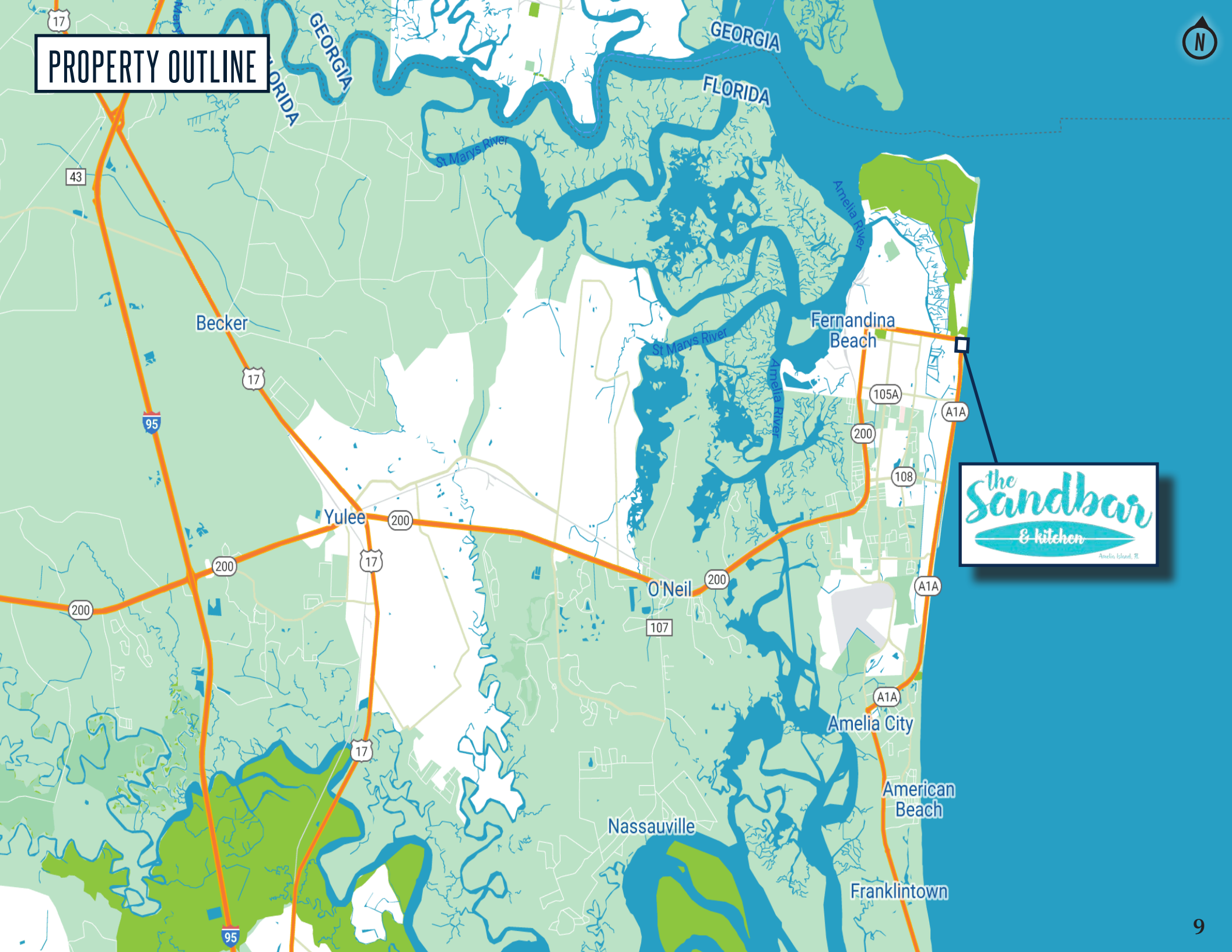
### MARK KIRKE

#### CHIEF RESTAURANT OFFICER, ARTISTRY RESTAURANTS

- Seasoned restaurant executive with 20 years of leadership experience for multi-unit operations
- Responsible for Artistry's 2021 earnings performance, which matched or exceeded the portfolio's 2019 pre-Covid (pre-acquisition) results
- Previously served as VP Operations and equity partner in Red Door Woodfired Grill
- Before joining Red Door, served as market partner and then Regional Vice President for P.F. Chang's Bistro, Inc., where he oversaw \$270M in annual sales at 52 restaurants with over 4,000 employees
- Received BA from Creighton University and Culinary Arts and Restaurant Management degree from Scottsdale Culinary Institute



# PROPERTY OUTLINE





# PROPERTY PHOTOS







LignoTech  
Florida

RAYONIER  
Advanced Materials



WestRock



ATLANTIC  
RECREATIONAL  
CENTER



COURTYARD  
BY MARRIOTT  
SPRINGHILL  
SUITES  
±240  
Rooms

ATLANTIC AVE (9,300 AVG VPD)

Comfort  
SUITES  
±50 Rooms

RIPTIDE  
AMELIA ISLAND

Salt Life  
FOOD SHACK



ELIZABETH POINTE  
LODGE  
±25 Rooms



TERRACES AT  
BEACHSIDE  
±15 Rooms

SEASIDE AMELIA INN  
AMELIA ISLAND, FLORIDA  
±46 Rooms

SUBJECT PROPERTY  
The Sandbar  
& Kitchen

Fernandina  
Cay  
Condominiums



# AERIAL



**CORAL SANDS**  
±38 Rooms

**OCEANS OF AMELIA**  
±23 Rooms

**ELIZABETH POINTE LODGE**  
±25 Rooms



**TERRACES AT BEACHSIDE**  
±15 Rooms

**SEASIDE AMELIA INN**  
±46 Rooms

**SUBJECT PROPERTY**  
**the Sandbar & kitchen**  
Seaside, FL



**COURTYARD BY MARRIOTT**  
**SPRINGHILL SUITES**  
±240 Rooms

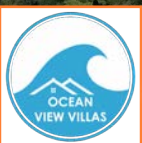
ST FLETCHER AVE (7,100 AVG VPD)





DENSE  
RESIDENTIAL  
AREA

Village Traditions  
of Amelia Island  
Indoor Lodging



TARPON AVE (3,300 AVG VPD)

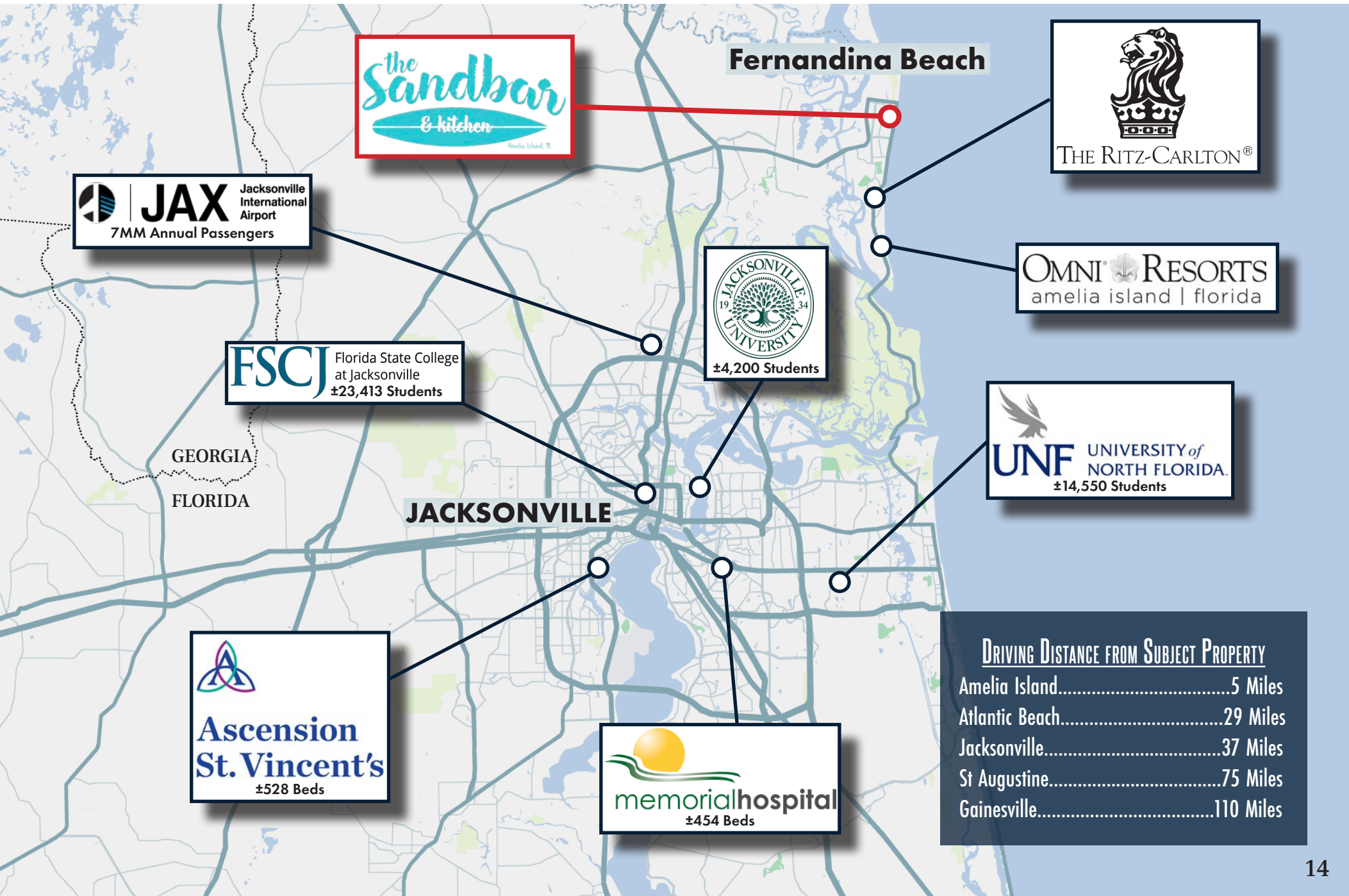


Fernandina  
Cay  
Condominiums





# REGIONAL MAP





# DEMOGRAPHICS

## POPULATION

	1-MILE	3-MILE	5-MILE
2026 Population	2,444	15,828	21,937
2021 Population	2,382	15,090	20,687
Growth 2021-2026	2.58%	4.89%	6.04%
Daytime Population	2,712	19,780	24,476

## HOUSEHOLDS

	1-MILE	3-MILE	5-MILE
2026 Households	1,051	7,315	9,914
2021 Households	1,018	6,900	9,279

## HOUSEHOLDS BY INCOME

	1-MILE	3-MILE	5-MILE
\$200,000 or More	8.26%	7.33%	7.96%
\$150,000 - \$199,999	7.44%	9.14%	10.44%
\$100,000 - \$149,999	16.64%	18.43%	18.81%
\$75,000 - \$99,999	14.20%	13.77%	13.92%
\$50,000 - \$74,999	18.91%	16.49%	15.58%
\$35,000 - \$49,999	11.10%	10.25%	10.50%
\$25,000 - \$34,999	9.34%	7.87%	7.50%
\$15,000 - \$24,999	4.86%	5.91%	5.69%
\$10,000 - \$14,999	2.74%	4.18%	3.68%
Under \$9,999	6.51%	6.64%	5.92%
<b>Average HH Income</b>	<b>\$96,967</b>	<b>\$99,291</b>	<b>\$103,741</b>

## POPULATION BY RACE

	1-MILE	3-MILE	5-MILE
% White Population	91.57%	83.96%	86.06%
% Black Population	3.48%	9.84%	8.27%
% Asian	0.81%	1.03%	1.02%
% American Indian, Eskimo, Aleut Population	0.49%	0.43%	0.41%
% Hawaiian or Pacific Islander Population	0.06%	0.12%	0.12%
% Multi-Race Population	1.67%	2.11%	2.08%
% Other Population	1.92%	2.51%	2.05%

## 2021 POPULATION 25+ BY EDUCATION LEVEL

	1-MILE	3-MILE	5-MILE
Elementary (0-8)	0.90%	1.24%	1.17%
Some High School (9-11)	2.94%	3.33%	3.22%
High School Graduate (12)	21.14%	21.13%	21.73%
Some College (13-15)	20.49%	22.45%	22.58%
Associates Degree Only	7.08%	7.05%	7.37%
Bachelors Degree Only	24.93%	25.97%	25.74%
Graduate Degree	21.75%	17.70%	17.27%

# DEMOGRAPHICS

	30-Min Drive Time	60-Min Drive Time	90-Min Drive Time
<b>POPULATION</b>			
2026 Population	61,423	875,264	1,778,754
2021 Population	55,262	836,891	1,666,836
Growth 2021-2026	11.15%	4.59%	6.71%
Daytime Population	49,351	942,473	1,730,365
<b>HOUSEHOLDS</b>			
2026 Households	25,733	345,685	692,517
2021 Households	23,036	327,765	645,217
<b>HOUSEHOLDS BY INCOME</b>			
\$200,000 or More	8.59%	4.59%	6.22%
\$150,000 - \$199,999	9.81%	4.65%	6.05%
\$100,000 - \$149,999	18.86%	13.27%	15.38%
\$75,000 - \$99,999	14.46%	13.51%	14.13%
\$50,000 - \$74,999	17.38%	19.50%	18.89%
\$35,000 - \$49,999	9.92%	13.57%	12.53%
\$25,000 - \$34,999	7.36%	9.71%	8.85%
\$15,000 - \$24,999	5.82%	9.46%	8.45%
\$10,000 - \$14,999	2.83%	4.39%	3.62%
Under \$9,999	4.99%	7.36%	5.88%
<b>Average HH Income</b>	<b>\$106,717</b>	<b>\$78,654</b>	<b>\$89,179</b>

	30-Min Drive Time	60-Min Drive Time	90-Min Drive Time
<b>POPULATION BY RACE</b>			
% White Population	87.85%	58.23%	66.83%
% Black Population	6.63%	31.39%	22.96%
% Asian	1.19%	3.91%	3.90%
% American Indian, Eskimo, Aleut Population	0.47%	0.41%	0.41%
% Hawaiian or Pacific Islander Population	0.10%	0.10%	0.10%
% Multi-Race Population	2.15%	3.38%	3.34%
% Other Population	1.60%	2.57%	2.46%
<b>2021 POPULATION 25+ BY EDUCATION LEVEL</b>			
Elementary (0-8)	1.31%	2.29%	2.02%
Some High School (9-11)	4.30%	7.98%	6.86%
High School Graduate (12)	28.17%	30.45%	28.31%
Some College (13-15)	22.26%	22.39%	22.13%
Associates Degree Only	8.14%	9.40%	9.77%
Bachelors Degree Only	21.29%	17.54%	19.73%
Graduate Degree	13.45%	8.83%	10.26%

# FERNANDINA BEACH & JACKSONVILLE, FL

Fernandina Beach is a city in and the county seat of Nassau County, Florida, United States. It is the northernmost city on Florida's Atlantic coast, situated on Amelia Island, and is one of the **principal** municipalities comprising Greater Jacksonville.

Jacksonville's location on the St. Johns River and the Atlantic Ocean proved instrumental to the growth of the city and its industry. Jacksonville has a sizable deepwater port, which helps make it a leading port in the U.S. for automobile imports, as well as the leading transportation and distribution hub in the state. The strength of the city's economy lies in its broad diversification. The area's economy is balanced among distribution, financial services, biomedical technology, consumer goods, information services, manufacturing, insurance, and other industries. Jacksonville is **home to the headquarters of four Fortune 500 companies: CSX Corporation, Fidelity National Financial, Fidelity National Information Services and Southeastern Grocers**. Other notable companies based in Jacksonville or with a large presence include Florida Blue, Swisher International Group, BOA Merrill Lynch, Fanatics, Crowley Maritime, Web.com, Firehouse Subs and Deutsche Bank. Jacksonville's financial sector has benefited from a rapidly changing business culture, as have other Sunbelt cities such as Atlanta, Tampa, and Charlotte. With relatively low-cost real estate, easy access by planes to New York City, high quality of life, and 19,000 financial sector employees, Jacksonville has become an option for relocating staff.

Jacksonville is a rail, air, and highway focal point and a busy port of entry, with Jacksonville International Airport, ship repair yards and extensive freight-handling facilities. Lumber, phosphate, paper, cigars and wood pulp are the principal exports; automobiles and coffee are among imports. The Port of Jacksonville, a seaport on the St. Johns River, is a large component of the local economy. **Approximately 50,000 jobs in Northeast Florida are related to port activity and the port has an economic impact of \$2.7 billion in Northeast Florida.** Jacksonville is home to three US naval facilities. Together with the nearby Naval Submarine Base Kings Bay, **Jacksonville is the third-largest naval complex in the country.** Only Norfolk, Virginia and San Diego, California are bigger. The United States military is the largest employer in Jacksonville and its **total economic impact is approximately \$6.1 billion annually.** Several veterans' service organizations are also headquartered in Jacksonville, including Wounded Warrior Project.

## TOP JACKSONVILLE, MSA EMPLOYERS

Baptist Health (12,400)

Bank of America (7,700)

Mayo Clinic (6,400)

Southeastern Grocers (5,700)

Florida Blue (5,700)

Ascension St. Vincent's (5,400)

Amazon (5,000)

UF Health (4,200)

Fleet Readiness Center Southeast (4,200)

Citi (4,000)



Downtown Jacksonville, FL



Fernandina Beach, FL





# JACKSONVILLE, FL MSA HIGHLIGHTS



## Military Presence

- U.S. Military is the largest employer in the area
- Annual economic impact of over \$6.1 B
- Third-largest naval complex in the country



## Major Industries

- Financial services, healthcare, military, advanced manufacturing, transportation, and retail
- Home to 5 Fortune 500 & 1000 companies



## Metro Population of 1.58+ MM

- Most populous city in Florida and the largest city by area in the contiguous U.S. as of 2020



## Jacksonville International Airport

- 7+ million passengers annually
- 95+ daily nonstop flights
- Concourse expansion scheduled to begin as early as 2022



## Cost of Living Below National Average



## Business & Economic Growth

- #1 in Florida for recent college graduates (Self)
- #2 Best State for Business (Chief Executive Magazine, 2020)
- #7 Best City for Job Seekers (Money) 1000 companies



## Center for Higher Education

- #1 Best State for Higher Education (U.S. News & World Report, 2020)
- Home to 9+ colleges and universities
- 75% of the state's graduates end up staying in Florida



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