



**United Pacific - Rocket Store**  
**Truck Stop, Car Wash, & C-Store**  
6422 Betty Dr. Goshen, CA 93391



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Embree affiliates have an ownership interest in the subject property.

## Exclusively Offered By



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SECTION I:

# EXECUTIVE SUMMARY

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# Property & Lease Details

## Offering Overview

Embree Capital Markets Group is pleased to offer for sale to qualified investors a unique freestanding Rocket/76 (United Pacific) gas station, convenience store, and car wash. This is an opportunity for an investor to acquire a well-located gas station in a desirable California geography. The subject property is scheduled to be completed in September of 2021 and will contain a 20-year absolute NNN lease featuring 7.50% rental increases every 5-years upon its completion.



### Purchase Price

**\$6,250,000**



### Cap Rate

**6.00%**



### Estimated NOI

**\$375,000**



### Lease Type

**Absolute NNN**

## THE OFFERING

Address	6422 Betty Drive, Goshen, CA 93391
Tenant	APRO, LLC
Guarantor	APRO, LLC
Implied Credit	<b>Phillips 66 &amp; Fortress Investment Group</b>

## SITE DESCRIPTION

Year Built	2021
Building Square Feet	Approximately 3,204 Sq. Ft.
Car Wash	Approximately 1,148 Sq. Ft.
Lot Size	Approximately 2.11 Acres
Pumps	12
Stations	24

## INVESTMENT SUMMARY

Annual Rent	\$375,000
Cap Rate	6.00%
Purchase Price	\$6,250,000
Rent Commencement	09/16/2021
Lease Expiration	09/15/2041
Lease Term	20 Years
Lease Type	Absolute NNN
Renewal Options	Four, 5-Year
Lease Escalations	7.5% Every 5-Years
ROFR	Yes, 15-Days
Estoppel	20-Day Turnaround

# Area Overview

## Goshen, California

Goshen (Visalia), California is located in Tulare County and anchored by the heavily traveled State Highway 99. It is a growing city between Fresno and Bakersfield of the Central San Joaquin Valley of Tulare County covering 4,839 square miles. The city is situated in the agricultural San Joaquin Valley of California, approximately 230 miles southeast of San Francisco, 190 miles north of Los Angeles, 36 miles west of Sequoia National Park and 43 miles south of Fresno. Goshen is part of the Visalia-Goshen Metropolitan Area which includes Visalia, Kingsburg, Selma, Traver, Corcoran, Tulare, Exeter, Woodlake, Dinuba, Tipton, Fowler, Farmersville, Pixley, Orosi, Tipton, Cutler & more. Visalia is the 5th largest city in the San Joaquin Valley after Fresno, Bakersfield, Stockton and Modesto; the 44th most populous in California; and 198th in the United States with a total population of over 130,000 people in the 2015 Census. Goshen is situated in the lush rural heartland of California, the city boasts strategic transportation links. The vantage point is along the CA-99 corridor, with the major east-west conduit, CA-198, to the south, and CA-41 to the west.



# Company Overview



<b>Company Type</b>	Private
<b>Store Count</b>	500+
<b>Employees</b>	3,500+
<b>S&amp;P Assigned Rating</b>	B
<b>Moody's Assigned Rating</b>	B2
<b>Corporate Headquarters</b>	Gardena, California
<b>Founded</b>	1999
<b>2020 Year-End Revenue</b>	\$1.3+ Billion
<b>Website</b>	<a href="http://www.RocketStores.com">www.RocketStores.com</a>

## United Pacific

United Pacific based in Long Beach, California, operates 509 fuel and convenience stores (“c-stores”) throughout California, Washington, Oregon, Colorado, and Nevada. Through its retail convenience locations and its retail and wholesale fuel distribution network, United Pacific has established itself as one of the largest independent owners and operators of gas stations and convenience stores in the Western United States. United Pacific offers motor fuels products under the 76, Conoco, Shell, Chevron, and United Oil flags. It also offers convenience items through the We Got It! Food Mart, My Goods Market and Rocket brands.

- United Pacific is the parent organization of APRO, LLC
- Currently operating or fee-operating over 500 locations with a goal to reach over 750 locations
- APRO is owned by Phillips 66 (Moody's A3 Rating), Fortress Investment Group, LLC - each with 48% ownership and 50% voting interests
- Phillips 66 is an American multinational energy company headquartered in Houston, Texas
- Fortress is a diversified global investment manager with approximately \$52.7 billion of assets under management,
- Fortress is a majority (90.01%) owned subsidiary of SoftBank Group,
- The Company is a portfolio business of Fortress Investment Group LLC, a leading, highly diversified global investment management firm
- APRO has a 20 year consignment agreement between APRO and Phillips 66 in place
- United Pacific was founded in 1955 and based in Long Beach, CA
- United Pacific is one of the largest independent owners, suppliers, and operators of gas stations and convenience stores in the Western United States
- In 2014, Fortress Investment Group acquired United Oil Co. which operated more than 130 sites at the time
- In 2015, United Oil was renamed to United Pacific after acquiring a portfolio of 251 c-stores from Pacific Convenience & Fuels
- In 2020 the company acquired 95 gas station and convenience store assets from Platinum Energy and its related entities
- Phillips 66 & Fortress Investment Group Implied Credit Enhancement!

## SECTION 2:

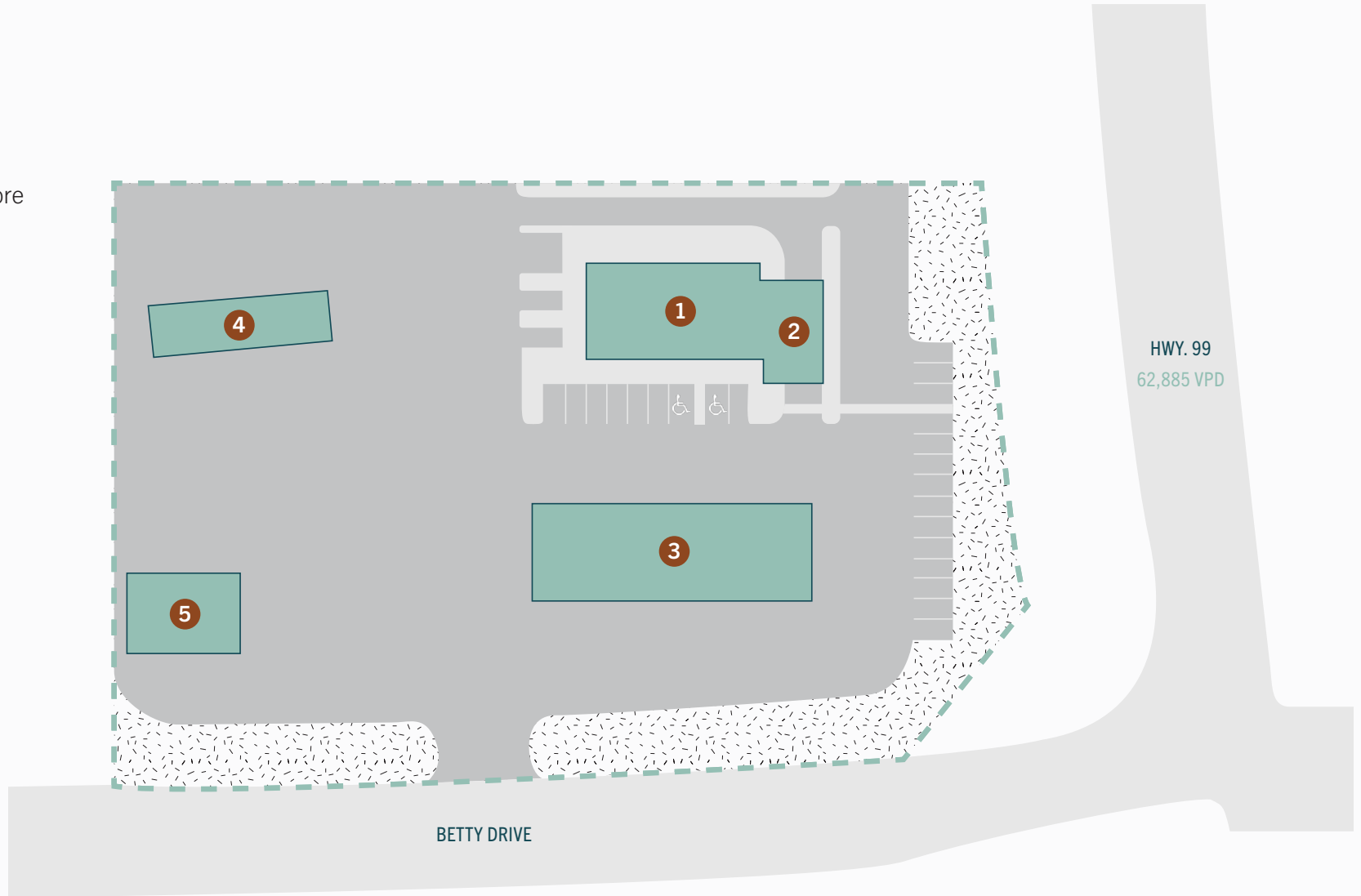
# THE PROPERTY

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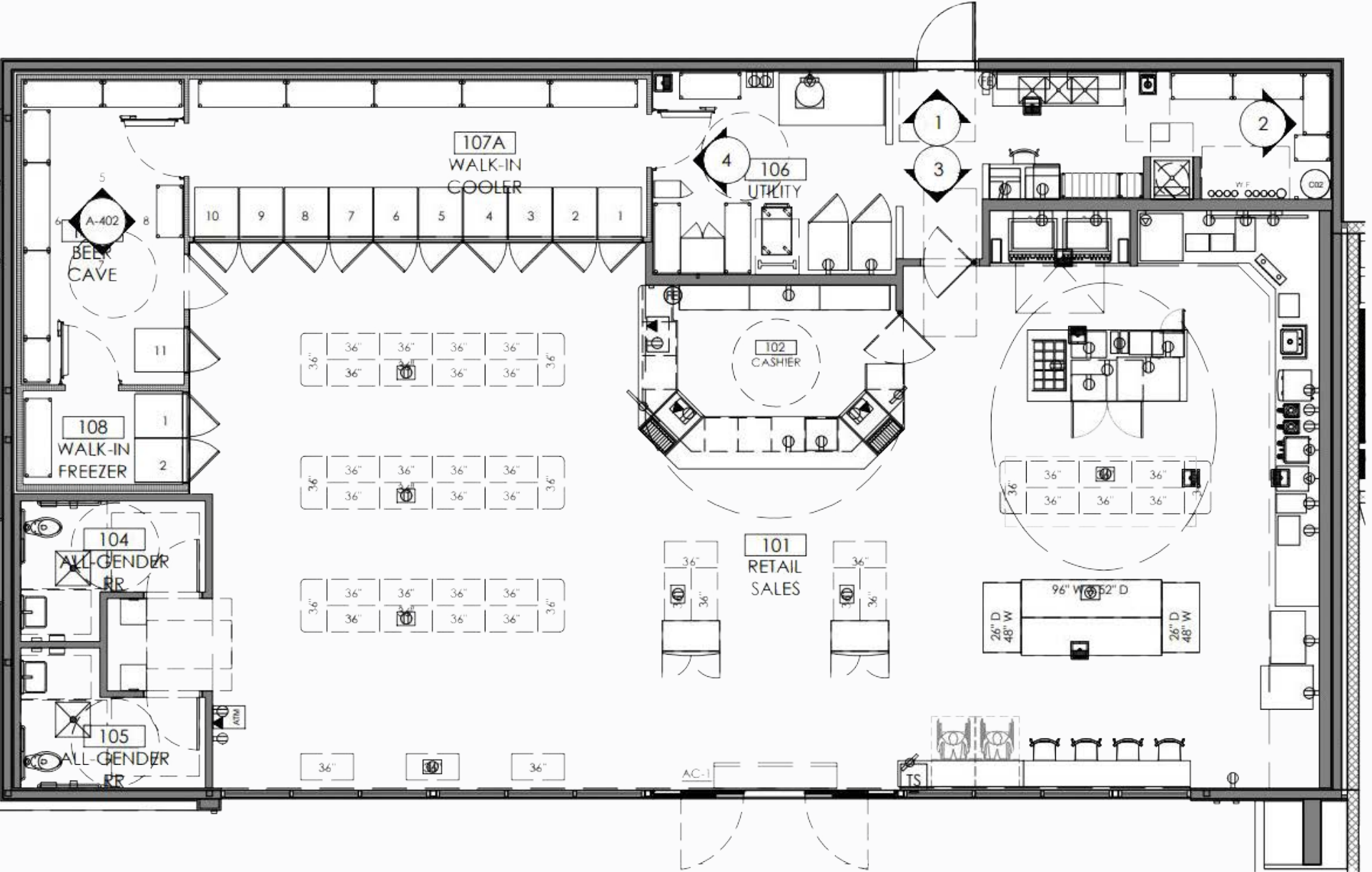
# Site Map

- ① Convenience Store
- ② Car Wash
- ③ 8 Gas Pumps
- ④ 4 Diesel Pumps
- ⑤ Tank Drops

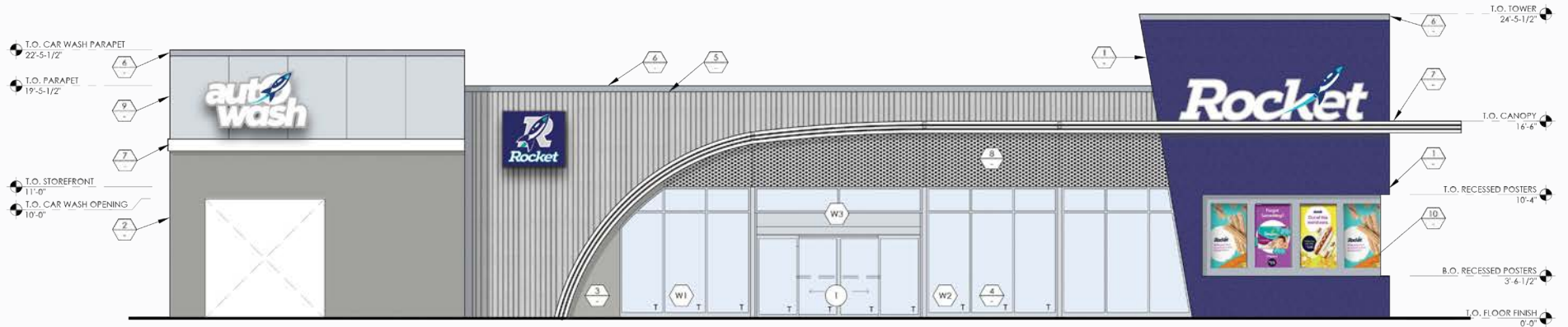




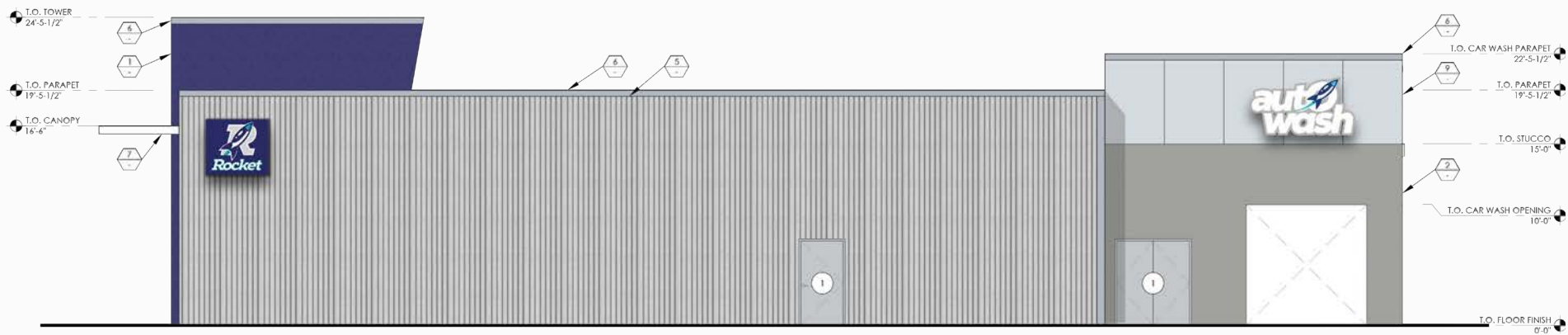
# Floor Plan



# Elevations



## Front



## Rear

# Property Photos



# Property Photos





## Property Photos





# Property Photos



## SECTION 3:

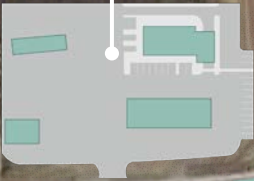
# MAPS & AERIALS

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# Site Aerial



BETTY RD.

AVENUE 308



EMBREE  
CAPITAL MARKETS



# Surrounding Aerial



W. RIGGIN AVE.

BETTY RD.



ROAD 64



62,885 VPD

N



EMBREE  
CAPITAL MARKETS



SUBJECT PROPERTY IS APPROXIMATELY 35 MILES FROM DOWNTOWN FRESNO.





# Regional Context



SUBJECT PROPERTY IS APPROXIMATELY 75 MILES FROM BAKERSFIELD,  
185 MILES FROM LA, AND 220 MILES FROM SAN FRANCISCO.

SECTION 4:

# ANALYTICS

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# Demographic Analysis

## Area Statistics

Country	United States
State	California
County	Tulare
Land Area	1.772 Sq. Miles
Water Area	0.0 Sq. Mi.
Elevation	285 ft.
Population (2010)	3,006
Population Density	1,700/Sq. Mile



### Population

	1 MILE	3 MILES	5 MILES
2025 Projection	2,808	5,950	21,177
2020 Estimate	2,658	5,614	20,345
Growth 2020-25	5.64%	5.99%	4.09%



### Households

	1 MILE	3 MILES	5 MILES
2025 Projection	707	1,524	6,804
2020 Estimate	669	1,440	6,558
Growth 2020-25	5.68%	5.83%	3.75%



### Income

	1 MILE	3 MILES	5 MILES
Avg. Household Income	\$45,088	\$47,219	\$110,146
Less than \$25,000	331	679	1,124
\$25,000–\$50,000	135	315	1,017
\$50,000–\$75,000	84	164	700
\$75,000–\$100,000	46	135	1,042
\$100,000–\$125,000	24	41	766
\$125,000–\$150,000	16	23	420
More than \$150,000	33	82	1,492



# About Embree Group

Embree Group provides nationwide turnkey real estate services, specializing in build-to-suit development, design/build, general construction, program management, and capital markets for specialty retail, financial, automotive, restaurant, healthcare and senior living facilities. Embree's fully integrated, in-house services allow us to become an extension of the client's organization. Since 1979, Embree's foundation has been built on developing tailored programs for 300+ national clients. The firm is headquartered near Austin, Texas, with regional offices located in Phoenix and the Dallas-Fort Worth area. Over the past 41 years, Embree's executive team has developed, built, or transacted more than 14,000 assets in all 50 states, Puerto Rico, and Canada with a total market value in excess of \$10 billion.

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