



Be part of an INCREDIBLE project! Prestigious restaurant location now available in the new Arizona Center for Law and Society building currently being constructed for ASU in downtown Phoenix. This facility will occupy the ground floor with excellent street exposure, a fabulous patio and access to an absolutely amazing courtyard amphitheater that will play host to a myriad of activities. This is an exclusive space that will be made available to high-level operators with the expertise and resources necessary to design, develop and operate a first-rate restaurant for the legal professional community. Rent rates, tenant improvements and other particulars subject to individual proposals. #1936

Premium Restaurant Real Estate on the I-17 corridor! Absolutely gorgeous, fully-equipped, beautifully decorated, top-of-the-line restaurant and bar located in one of the busiest areas in the Valley with over 170,000 cars on the freeway, 75,000+ on the cross streets and a population of 430,000 within a 5-mile radius. This 5,000 SF building sits on 1.5 acres and currently appraised for \$2.75M for just the land and building. The entire package including all FF&E is available for only \$2.75M. #1928



This high-profile North Scottsdale location has excellent street frontage, great visibility, easy access, plenty of parking and is located in an exceptionally active trade area. The demographics in this radius are outstanding as demonstrated by the major retail and restaurant tenants performing extremely well in the area. Beautifully decorated inside and out, this fully-equipped facility provides an outstanding opportunity for an owner/operator or investor. \$1,395,000. #1957

Established, well-known, and very busy **downtown breakfast and lunch restaurant** with an extremely loyal following. This facility is beautifully decorated, has great visibility to all of the central business district and is located along the Light Rail route for easy access via public transportation. Known for their excellent food, reasonable prices and extremely fast service, this is a fantastic business opportunity for the operator looking to *have a restaurant and a life* – open 5 days a week from 6:00A to 2:30P only! \$195,000. #1953



There is no doubt that circumstances have improved significantly for the restaurant industry over the last several years. Driven by an improving economy, restaurant industry sales are expected to hit a record high of \$709.2 billion for 2015, which will represent the sixth consecutive year of real growth in restaurant revenues. The fact that your business is still around to see this unprecedented growth after what took place in 2008 and 2009 is a tribute to your perseverance, hard work and ingenuity; many didn't make it. And now that you have, what are you going to do?

The recession certainly wasn't the time to contemplate selling your business. Even if you could find someone with access to capital, in most cases the value of your business had been reduced dramatically making it the absolute worst time to sell. What about now? Revenues are up, economic conditions are significantly better and there is far greater access to capital for potential buyers. So, does that make this a good time to sell? Well, for the most part the answer is yes, this is a good time to consider selling your business; however, we strongly advise you to be cautious and diligent in doing so.

Improving economic conditions have not only brought about increased revenue and greater access to capital, they have also brought the scammers and con-artists out in far greater

Continued inside



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GREED *Continued*

numbers as well. When it comes to selling your business, you should be very aware of the process involved and make sure that the steps and protocol are being followed. Just like many of the scams out there in the world, “Business Buyer” rip-offs have been around for ages and will continue to be. This is where we hit you with all of the usual clichés like “if it looks too good to be true, it probably is” and “there’s a sucker born every minute,” just to name a couple. The reality is that if you have a qualified and experienced broker representing you, a detailed purchase contract is fully executed by the parties, the steps are well-defined and followed as agreed upon, and an escrow service is used to process the transaction, odds are that you are fairly safe.

However, if you’ve never sold a business by yourself previously and are attempting to do so now as a FSBO (For Sale By Owner), the dollars you are trying to save could be **VERY COSTLY**. Selling your business is all about control – *control of the assets and liabilities* – and con-artists prey on inexperienced sellers.

Here’s how this particular scam works: You, the seller, receive a response on a “business for sale” ad that was placed. The caller says he’s with a private equity group (PEG) or small investment firm. You give him your info and receive a full-price offer (first warning sign). If you have representation, the buyer demands to work with you directly and not your representative (second warning sign). If you resist, the buyer says your broker/agent is “in the way, unprofessional, incompetent or unresponsive” – anything to have them removed from the negotiations.

The terms of the sale call for purchasing stock in your company (LLC or Inc.) rather than the assets (third warning sign) and provide for payment in full within the first year. There is little to no cash at closing (yet another bad sign), but the buyer allows you to hold all the stock (equity) as collateral until you’ve received payment in full. The agreement calls for the buyer to gain control of all the business assets at closing, including cash on hand, bank accounts, inventory on site, etc.

The deal closes and the buyer takes control of the company. The buyer then sells off the inventory, cleans out all the cash, maxes out any lines of credit or credit cards and *pays no bills or taxes*. Within a couple of months or so, maybe sooner, the buyer disappears. You’re left with the secured collateral that was pledged – the company – robbed of most of its assets and with huge debts and liabilities that YOU are responsible for!

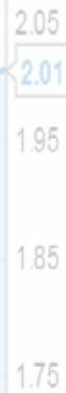
How can you avoid falling victim to potential scammers and still sell the business? Well, first and foremost we would recommend using an experienced business broker. Since we’re brokers, of course we are going to say that, right? Well, yes and no... the key here is the word “experienced” – you want to engage someone that has been through the process many, many times and will know if something being proposed by the buyer is suspicious and requires further investigation before proceeding. Professional expertise is your best defense! ~ *The Restaurant Brokers*

Eggs Gone WILD! No End In Sight For Egg Price Increases

Prices began to climb in late May and early June, before easing somewhat later in the month. US. Department of Agriculture analyst Shayle Shagam said the average retail price for a carton of eggs in New York last month was \$2.49 - more than double the cost in April and May.

Consumers are likely to start seeing prices increase at the shelf again. That's because demand is expected to pick up in the fall as is typical and it is unlikely that the supply will be able to keep pace because so many chickens were wiped out.

The increase is a result of the shortage caused by the Avian influenza that struck farms in Iowa and other mid-western states in December. The outbreak, which is no longer rampant, led to the deaths of about 49 million chickens and turkeys.



RESTAURANT INSIDER



Lucky Break at McClintock & Baseline in Tempe is now owned and operated by Arturo Perez.

Dukes Grille in Chandler was purchase by Becki & Sam Frink and converted to **Hangar 9**.

Cold Beer & Cheeseburgers acquired the former Uncle Bears at Dobson & Germann in Chandler.

Cardos Pizza in Payson was sold to Sefet Harizi; the name and concept remains the same.

Sage at Chandler & Rural was purchased by Eva Stapleton and is now **Dirty Blonde Tavern**.

American Junkie in Scottsdale was purchased by Nicholas Lee and is now **Urbane Manner**.

Nush has opened at 6th Street & College in Tempe.

Slices Pizza at Desert Ridge was sold to Joe Caputo as franchisee of Slices.

MWC Bistro at Warner & McQueen is now **Cuisine & Wine Bistro**, owned and operated by Fabrice, Mairead and their families.

Ventura Grill at Via De Ventura & 101 Is now owned and operated by Nick Karadreas.

Fired Pie acquired the former Blue Burrito Grille in the Food Court at Scottsdale Fashion Square.

Escobar Mexican Kitchen has opened at 1219 E. Glendale in Phoenix.

King in Old Town Scottsdale was purchased by Jeff Dornberg and is now **Jack's Place**.

1455 W. Elliot in Gilbert was leased to Jim & Joy Devine and is now **1455 American Grill**.

The former Caffe Daniel was purchased by Australian brother and sister team of Ross & Carlee Lukje and is now **Base Pizzeria**.

Sevens Bistro on McDowell & 77th St. in Scottsdale was leased and will be reopening soon.

Wolfley's at Desert Ridge was acquired by **Majerle's Sports Grill** and will be their 6th location.

Dukes Tavern at Ray & Rural in Chandler will be converted into **Rick's Pub & Grub**.

Bourbons Chop House will be opening in the former Teatro Pizza at The Summit in Scottsdale.

Ta Lew Thai Bistro will be opening in the former location of The Spot at Higley & Ray in Gilbert

More Hot Properties

Two locations, one in Scottsdale and the other in the Southeast Valley. These established and profitable Sandwich Shops are known for their fresh and creative, soups, sandwiches and salads. These locations not only serve lunch and dinner for their walk-in clientele, but provide luncheons, party trays and catering services for the surrounding locals and business community. Purchase one location or both. Scottsdale #1961 \$95,000 and/or Southeast Valley #1962 \$75,000



Sandwich Shop X 2



A downtown landmark for more than 15 years, this absolutely amazing facility is almost beyond description; there is nothing like it to be found anywhere in the Valley! HUGE outdoor patios, an enormous extremely well-designed bar capable of providing great service at peak business levels, a large custom kitchen with a separate prep area, another additional production and storage kitchen with substantial walk-in refrigeration and freezer space along with storage and staging areas to handle any and all size and scale of off-site events. This is a BIG BUSINESS and needs an experienced operator with the skills to maximize its potential. \$350,000. #1947

QUOTE: "When I read about the evils of drinking, I gave up reading." ~ Henny Youngman

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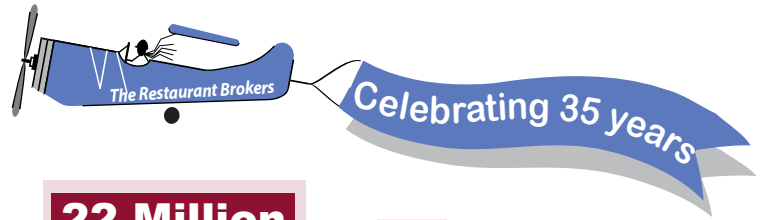
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By the numbers



Robbie circa 1955

85

The age, in *years young*, of recently retired Robbie Couch, mother of our fearless leader, Broker and Founder, Reuel "Ruly" Couch. We know that was a tough job in and of itself, but putting up with us for the last 15 years makes this truly amazing.

You have been a Mom to us all and we will miss you very much!

~ The Restaurant Brokers

22 Million

The amount of barrels of craft beer produced last year, up 18% while the total beer market was up only .5%. Craft beer now accounts for 11% of the total beer brewed in the US.

~ Fortune Magazine

100

The number of different cows that the meat comes from to form a typical fast food hamburger.

~ Buzzfeed

83,301

The number of students enrolled at ASU for 2015, making it the largest university in the entire country!

~ Wikipedia



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Even More Hot Properties

Established hotspot situated in **the heart of the Mill Avenue district**. This nightclub boasts nearly 10,000 sq. ft. including a 3,000 sq. ft. lounge, and 7,000 sq. ft. of space to dance, mingle and enjoy libations. Designed with a state-of-the-art sound and lighting system, this venue was created to encourage an enticingly playful atmosphere for special events and live entertainment as well as a local favorite as a high energy party spot. \$375,000. #1955



An **OLD TOWN Scottsdale** staple that is a nationally recognized party destination and a real favorite for locals, tourists and industry staff alike. These guys wrote the book on indoor/outdoor day drinking and partying in AZ. Located at the epicenter of Old Town, this has been an afternoon hangout, Happy Hour destination and mandatory Scottsdale nightlife stop for many years. A full hot kitchen, 4 indoor/outdoor service bars, rooftop patio bar, 27 TVs, extensive sound system that is DJ ready and a Series 6 (bar) liquor license already in place, it just needs the right operator to carry on the tradition. Only \$425,000. #1958



This **East Valley facility** has received a **MAJOR UPGRADE** which includes a fabulous new interior, huge patio and pizza kitchen with a wood-burning oven. The fully-equipped kitchen is over-the-top with the ability to cook any menu while handling private parties and special events. In addition, there is an adjoining 2,000 SF space with new plumbing and electrical already in place and waiting to be branded with your new complementary concept. \$549,000. #1929