



LONGHORN
STEAKHOUSE

tropical
SMOOTHIE
CAFE

tropical
SMOOTHIE
CAFE
DRIVE THRU

The Emporium South

tropical
SMOOTHIE
CAFE

OFFERING MEMORANDUM

TROPICAL SMOOTHIE CAFE

GADSDEN, AL

Marcus & Millichap
TAYLOR MCMINN
RETAIL GROUP

SUBJECT PROPERTY

OFFERING SUMMARY



931 RAINBOW DRIVE, GADSDEN, AL 35901

THE OFFERING

\$2,615,000
PRICE

7.00%
CAP

NOI	\$183,011
RENTABLE SQ FT.	2,000
YEAR RENOVATED	2024
LOT SIZE (AC)	0.63
TENANT TRADE NAME	Tropical Smoothie Cafe
LEASE GUARANTOR	Dyne Hospitality Group (120 Units)
LEASE TYPE	NNN
LEASE TERM	10 Years
RENT COMMENCEMENT DATE	November 2024
LEASE EXPIRATION DATE	November 2034
TERM REMAINING ON LEASE	9.25 Years
RENT INCREASES	10% Increase in Initial Term and 6% Increases in Option Periods
OPTIONS	Three, 3-Year Options
TENANT RESPONSIBILITIES	Roof, Structure, Parking Lot, Taxes, Insurance, Utilities
LANDLORD RESPONSIBILITIES	100% No Landlord Responsibilities

RENT SCHEDULE

BASE RENT	NOI	RETURN
YEARS 1 - 5	\$183,011	7.00%
YEARS 6 - 10	\$201,312	7.70%
OPTION RENT	NOI	RETURN
YEARS 11-13 (OPTION 1)	\$213,391	8.16%
YEARS 14-16 (OPTION 2)	\$226,195	8.65%
YEARS 17-19 (OPTION 3)	\$239,766	9.17%



TOP 5% IN NATION

tropical
SMOOTHIE
CAFE



INVESTMENT HIGHLIGHTS

10-YEAR ABSOLUTE NNN LEASE TO NATIONAL TENANT WITH RENTAL INCREASES IN INITIAL TERM & OPTIONS

- The subject property features a new absolute NNN lease with 10% rent increases every five years during the initial term.
- The operator is Dyne Hospitality Group, the largest Tropical Smoothie Cafe franchisee with 120+ locations across Alabama, Florida, Texas, and other states.
- The tenant is 100% responsible for all expenses, including parking lot, taxes, insurance, roof, and structure.
- The lease includes 6% rent increases in each of the three 3-year option periods.
- This Tropical Smoothie Cafe was renovated in 2024 and features the latest dual-lane drive-thru for enhanced customer experience.

HIGH-TRAFFIC SIGNALIZED INTERSECTION (36,875 COMBINED VPD)

- The subject property is positioned at a signalized intersection with 36,875 combined VPD.
- Surrounded by national tenants including Walmart, Lowe's, Chick-fil-A, McDonald's, Food City, Aldi, Academy Sports + Outdoors, Belk, Arby's, and more.
- The property is at an exit location for Interstate 759, a major Alabama corridor that sees 30,709 VPD.

ADJACENT TO THE GADSDEN MALL (3M ANNUAL VISITS)

- The property is located on US 441 (31,107 VPD), adjacent to Gadsden Mall and a Food City grocery store.
- Gadsden Mall is a high-performing center, ranking as the #1 mall in Alabama and drawing over 3 million visitors annually.
- Food City also performs well, attracting over 798,500 annual visitors.
- The subject property is adjacent to a high-performing Chick-fil-A that ranks in the top 5% of locations nationwide.

LEASE BACKED BY LARGEST TROPICAL SMOOTHIE FRANCHISEE (120+ UNITS)

- Dyne Hospitality Group is the largest Tropical Smoothie Cafe operator in the U.S., with 120+ locations.
- Dyne accounts for nearly 10% of the brand's footprint and has earned multiple "Franchisee of the Year" awards.
- Backed by experienced leadership, Dyne is known for operational excellence, guest satisfaction, and strong store-level performance.
- Dyne Hospitality Group is expanding rapidly and is playing a key role in Tropical Smoothie's national expansion toward 2,000+ locations.

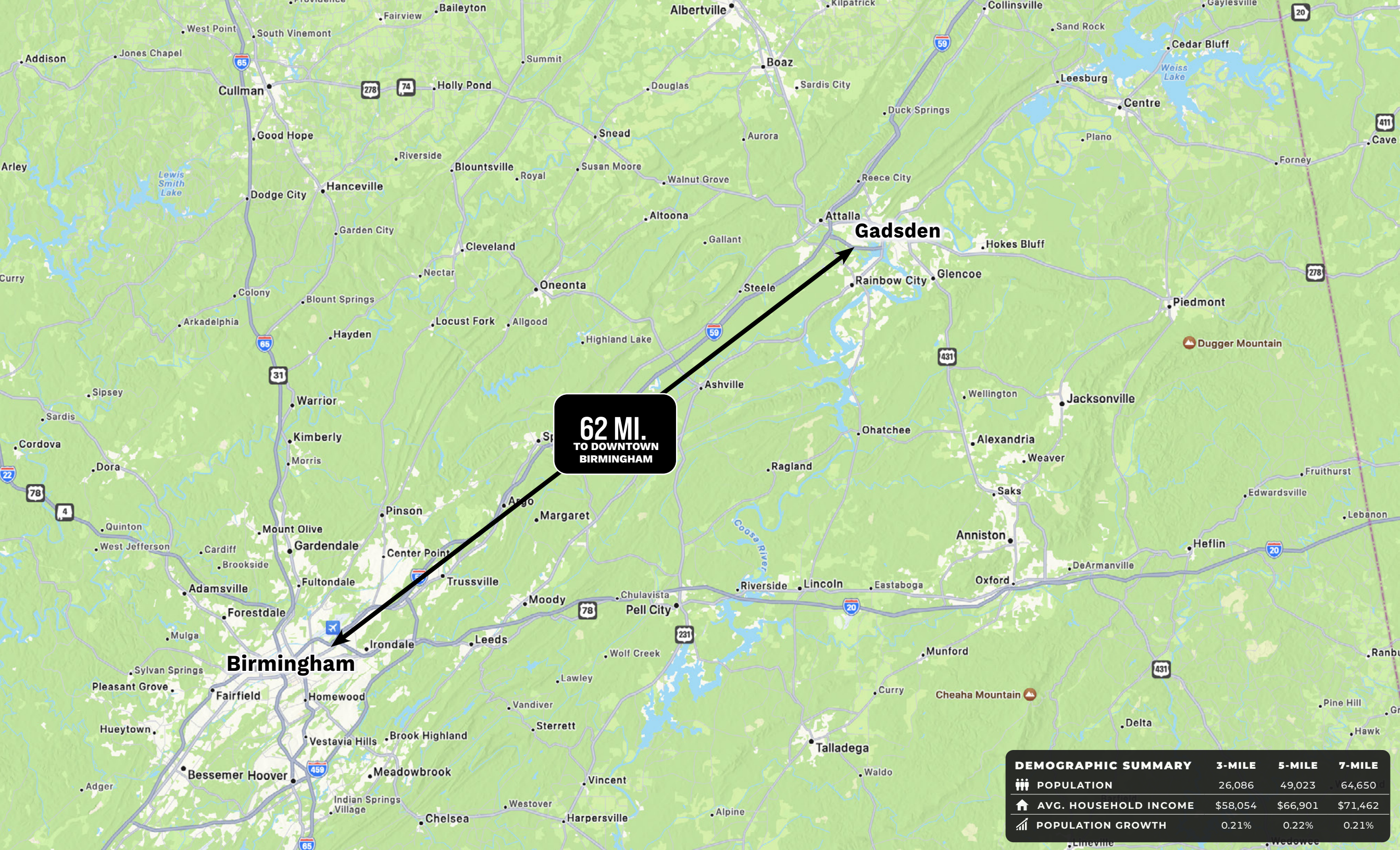
GADSDEN, AL | REGIONAL ECONOMIC HUB OF NORTHEAST ALABAMA

- The property is located in Gadsden, AL—a growing city along the Coosa River in northeast Alabama and the seat of Etowah County.
- Gadsden serves as a regional hub for employment, healthcare, and retail, with ongoing investment in downtown redevelopment and infrastructure.
- The city offers access to major transportation corridors, including I-759, U.S. Hwy 431, and U.S. Hwy 278, supporting logistics and commuter traffic.
- Major local institutions include Gadsden Regional Medical Center (338 beds), Riverview Regional Medical Center (281 beds), and Gadsden State Community College (4,000 students), generating consistent daily traffic.
- The city has secured state and federal grants to revitalize key corridors and expand industrial development, including a new \$16.6 million city hall under construction in 2025.
- Positioned along the scenic Coosa River, Gadsden draws regional visitors to Nockalula Falls Park, downtown dining, riverfront trails, and annual festivals.




TROPICAL SMOOTHIE | 1,400+ LOCATIONS NATIONWIDE

- Founded in 1997, Tropical Smoothie Cafe is a leading fast-casual brand offering smoothies, wraps, bowls, and flatbreads focused on healthy lifestyles.
- The brand has expanded to over 1,400 locations across 44 states and was named one of the "Top 10 Fastest-Growing Chains" by Nation's Restaurant News.
- In 2023, Tropical Smoothie Cafe surpassed \$1.5 billion in systemwide sales, driven by strong same-store growth and robust franchise demand.
- The company continues to expand rapidly, opening 150+ new locations annually and consistently ranking in Entrepreneur's Franchise 500.






62 MI.
TO DOWNTOWN
BIRMINGHAM

DEMOGRAPHIC SUMMARY		3-MILE	5-MILE	7-MILE
	POPULATION	26,086	49,023	64,650
	AVG. HOUSEHOLD INCOME	\$58,054	\$66,901	\$71,462
	POPULATION GROWTH	0.21%	0.22%	0.21%

 Noccalula Falls Park

  
MCDONALD'S



ALABAMA SELF STORAGE AND WAREHOUSING

COOSA TOWN CENTER 3.7M VISITS/YR
   
  
   

 Twin Bridges Golf Club

 **Gadsden**
ALABAMA

RIVER TRACE SHOPPING CENTER 1.8M VISITS/YR
    
     







2.6 M VISITS/YR

 **GADSDEN REGIONAL**
medical center
346-BEDS HOSPITAL

tropical SMOOTHIE CAFE


TOP 5% IN NATION

 Riverview Regional Medical Center










 **Encompass Health**
Rehabilitation Hospital of Gadsden

 31,107 VPD



 30,709 VPD




GADSDEN STATE COMMUNITY COLLEGE
3,993 STUDENTS






GADSDEN MALL 3M VISITS/YR
    
   





Coosa River

 Gadsden State Soccer Fields





Riverview Regional Medical Center

281-BED HOSPITAL

THE UNIVERSITY OF

ALABAMA

GADSDEN CENTER



Coosa River

VILLA FIESTA

SUBWAY

chili's

Chick-fil-A

TOP 5% IN NATION

GADSDEN OUTFITTERS

MODISH MEICHI

tropical SMOOTHIE CAFE

Olive Garden

AT&T

Chevron

Arby's

Childcare Network

THE EMPORIUM SOUTH OF GADSDEN

MCDONALD'S

LONGHORN STEAKHOUSE

411

31,107 VPD

WAFFLE HOUSE

SUPER HIBACHI BUFFET & GRILL

GADSDEN MALL

3M VISITS/YR

RIVER ROCKS
LANDING RESORT
& VENUE



 **The Gadsden
Country Club**

Coosa River

Coosa River

 **30,709 VPD**



**Waffle
House**

**tropical
SMOOTHIE
CAFE**

 **LONGHORN
STEAKHOUSE**

**SUPER HIBACHI
BUFFET & GRILL**

 **Childcare Network**

MCDONALD'S

**THE EMPORIUM
SOUTH OF
GADSDEN**

 **Arby's**



 **31,107 VPD**



 **TOP 5% IN NATION**

Giant JOHNSON'S Food
Moe's Original
EST | BBQ | 88
R&C
ROCKN ROLL SUSHI
REGIONS

Riverview Regional Medical Center
281-BED HOSPITAL

THE UNIVERSITY OF
ALABAMA
GADSDEN CENTER

ALDI

HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES
DOLLAR TREE
CATO
OneMain Financial
Franklin Financial
H&R BLOCK

Walmart
2.6 M VISITS/YR

Academy
SPORTS+OUTDOORS

LOWE'S

SUBWAY

VILLA FIESTA

Olive Garden

AT&T

Chick-fil-A
TOP 5% IN NATION

TRINITY
BROADCASTING
NETWORK

GADSDEN
OUTFITTERS
MODISH MEICHI

GADSDEN
PHARMACY

CAPTAIN D'S

chili's

TRADING POST
WESTERN &
OUTDOOR

Chevron

Arby's

MCDONALD'S

Childcare Network

WAFFLE
HOUSE

THE EMPORIUM
SOUTH OF
GADSDEN

GADSDEN MALL
3M VISITS/YR
belk planet fitness BAM! BOOKS-A-MILLION SHOE DEPT. HIBBETT ENCORE SPORTS
FOOD CITY CITITRENDS SENE'S claire's

tropical
SMOOTHIE
CAFE

LONGHORN
STEAKHOUSE

Coosa River

411 31,107 VPD

GADSDEN MALL

3M VISITS/YR



THE EMPORIUM
SOUTH OF
GADSDEN

GADSDEN
OUTFITTERS
MODISH MEICHI

tropical
SMOOTHIE
CAFE

STEEL
MAGNOLIAS

Chick-fil-
&
TOP 5% IN NATION

TRINITY
BROADCASTING
NETWORK

AT&T

Olive Garden



411 31,107 VPD





SUBJECT PROPERTY

tropical SMOOTHIE CAFE

\$1.6 BILLION
ANNUAL
REVENUE

1997
YEAR
FOUNDED

1,400+
STORE
COUNT

7,900
EMPLOYEE
COUNT

ATLANTA, GA
HEADQUARTERS
LOCATION

Tropical Smoothie Cafe, LLC is an American fast-casual restaurant franchise headquartered in Atlanta, Georgia. Known for its focus on health-conscious food and beverages, Tropical Smoothie Cafe has become a leading brand in the better-for-you segment of the quick-service industry. As of early 2024, the company operates over 1,400 locations across the United States, with continued expansion fueled by franchising. Each location offers a menu centered on freshly made smoothies, featuring real fruits and vegetables, alongside a variety of wraps, sandwiches, flatbreads, quesadillas, and bowls. Signature offerings include the “Island Green” smoothie and the “Buffalo Chicken Wrap,” catering to both indulgent and wellness-minded consumers. Many locations emphasize customization and offer vegan, gluten-free, and low-calorie options. With its tropical branding, energetic atmosphere, and commitment to quality ingredients, Tropical Smoothie Cafe continues to position itself as a modern, lifestyle-oriented alternative to traditional fast food.





GADSDEN, AL: INFRASTRUCTURE, INDUSTRY, AND OPPORTUNITY

Gadsden anchors a one-county MSA of just over 103,000 residents, with economic output accelerating even as the population holds steady. Real GDP reached \$3.78 billion in 2023—up nearly 15% since 2020 and outpacing national trends. This growth is supported by strong transportation infrastructure: Interstate 59 connects Gadsden to both Atlanta and Birmingham, while a \$65 million investment in the new I-759 Eastern Connector will unlock additional commercial access. Dual freight rail service and a pad-ready 1,250-acre megasite position Gadsden to attract large-scale industrial users. With sub-4% industrial vacancy and double-digit rent growth on recent deals, the local market is clearly absorbing supply faster than it's being built. Healthcare, education, and food processing are the area's primary economic drivers. Gadsden Regional and Riverview Regional Medical Centers collectively support more than 2,000 jobs, while Koch Foods anchors the regional agri-processing sector. The public school system and Gadsden State Community College feed directly into workforce pipelines, especially in advanced manufacturing. Major public investments are also underway: the city's \$100 million "RISE" bond initiative includes downtown, public safety, and park upgrades, while an \$11.3 million redevelopment of Noccalula Falls boosts tourism. For investors, the combination of low acquisition cost, ongoing infrastructure upgrades, and a labor force of over 850,000 within a 50-mile radius creates strong fundamentals for long-term appreciation.

103,207
POPULATION
MSA
POPULATION

1,312
EMPLOYEES
GADSDEN
REGIONAL
MEDICAL CENTER

\$100M
"RISE" PLAN
RIVERFRONT,
SAFETY HQ &
PARK UPGRADES

MAJOR ECONOMIC DRIVERS



GADSDEN, AL



GADSDEN REGIONAL MEDICAL CENTER

DEMOGRAPHIC SUMMARY

POPULATION	3-MILE	5-MILE	7-MILE
2030 Projected Population	26,139	49,133	64,785
2025 Estimated Population	26,086	49,023	64,650
Population Growth	0.21%	0.22%	0.21%
2020 Census Population	26,856	50,220	66,246
2010 Census Population	29,227	52,014	67,732

DAYTIME POPULATION	3-MILE	5-MILE	7-MILE
2025 Estimate Population	35,890	54,783	68,116

HOUSEHOLDS	3-MILE	5-MILE	7-MILE
2030 Projected Households	11,490	21,544	27,831
2025 Estimated Households	11,408	21,388	27,633
Household Growth	0.72%	0.73%	0.72%
2020 Census Households	11,295	21,173	27,361
2010 Census Households	12,078	21,774	27,832

HOUSEHOLD INCOME	3-MILE	5-MILE	7-MILE
2025 Est. Average HH Income	\$58,054	\$66,901	\$71,462
2025 Est. Median HH Income	\$45,156	\$54,288	\$58,921

HOUSEHOLDS BY INCOME	3-MILE	5-MILE	7-MILE
2025 Estimate			
\$200,000 or More	2.33%	2.75%	3.16%
\$150,000 - \$199,999	3.92%	4.85%	5.09%
\$100,000 - \$149,999	8.02%	11.68%	13.35%
\$75,000 - \$99,999	10.00%	12.34%	13.09%
\$50,000 - \$74,999	18.94%	19.65%	19.79%
\$35,000 - \$49,999	11.97%	12.24%	12.28%
\$25,000 - \$34,999	11.22%	9.46%	8.95%
\$15,000 - \$24,999	14.02%	12.29%	11.43%
\$10,000 - \$14,999	10.73%	8.05%	6.75%
Under \$9,999	8.85%	6.69%	6.11%

OCCUPIED HOUSING UNITS	3-MILE	5-MILE	7-MILE
2030 Projected			
Owner Occupied Housing Units	44.15%	53.31%	57.38%
Renter Occupied Housing Units	39.92%	33.34%	30.26%
Vacant	15.93%	13.35%	12.36%
2025 Estimate			
Owner Occupied Housing Units	44.06%	53.24%	57.29%
Renter Occupied Housing Units	40.02%	33.43%	30.36%
Vacant	15.92%	13.33%	12.35%
2020 Estimate			
Owner Occupied Housing Units	43.85%	52.96%	56.95%
Renter Occupied Housing Units	40.24%	33.73%	30.72%
Vacant	15.91%	13.32%	12.33%

Marcus & Millichap

Source: © 2025 Experian



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TAYLOR MCMINN
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Dated:

Don McMinn
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1100 Abernathy Road, NE, Suite 600
Atlanta, GA 30328

Phone: (678) 808-2762
Fax: (815) 550-1286
don.mcminn@marcusmillichap.com

Re: 931 Rainbow Drive, Gadsden, AL 35901 (Tropical Smoothie Cafe)

Dear:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

Purchaser _____

**Purchaser's
Address** _____

**Purchaser's
Phone/Fax** _____

**Purchaser's
Email Address** _____

Offer Price _____

Earnest Money \$50,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract with an additional \$50,000 deposited at the expiration of the Inspection Period (\$100,000 Total). The Earnest Money shall become non-refundable barring any other listed contingencies at the expiration of the Inspection Period.

Inspection Period 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials _____ Seller's Initials _____

Financing Period
(Please Check One)

☐ **All Cash** (No Financing Period)

☐ **Financing:** Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$_____ on terms which are acceptable to Purchaser.

Closing Date

Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

Closing Costs

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

Property Condition

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

**Contract within
10 days:**

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

Broker Commission

Purchaser acknowledges that Purchaser has employed _____, ("Purchaser's Brokers") to represent them in this transaction. Any commissions due the Purchaser's broker (if applicable) shall be paid by the Seller directly.

1031 Exchange

Purchaser ☐ is / ☐ is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$_____ in an exchange account from a transaction which closed escrow on _____. Purchaser will provide Seller, upon request, proof of such funds.

Confidentiality

Purchaser and Purchaser's agents and representatives hereby covenant with Seller that Purchaser and Purchaser's agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller's sole and absolute discretion), disclose to any other person (other than Purchaser's accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation

Purchaser's Initials _____ Seller's Initials _____

(written or oral) provided by Seller or Seller's agents and representatives concerning Seller, Seller's business, Tenant, Tenant's business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser's willingness to execute Seller's standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

Agreed and Accepted | Purchaser

By: _____

Printed: _____

Dated: _____

Agreed and Accepted | Seller

By: _____

Printed: _____

Dated: _____

Purchaser's Initials _____ Seller's Initials _____