

OFFERING MEMORANDUM
BY SVN MG PROPERTY ADVISORS
11201 CA-1
POINT REYES STATION, CA 94956

CONFIDENTIAL BUSINESS REVIEW
BY SANTA ROSA BUSINESS & COMMERCIAL
THE OLD WESTERN SALOON



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Summary of Listing

List Price: \$2,289,000

Includes the real property and anchor business, The Old Western Saloon with a Type-48 full liquor license. Seller will only consider offers that include both the real property and the business.



\$2,100,000 Real Property

6,341 sf (approx.) Two story Mix-Use commercial building. The first floor is occupied by The Old Western Saloon and two retail tenants. The second floor has 10 small units and is 85% occupied by various office users. With 3-4 parking onsite parking spaces. This is an ideal opportunity for an Owner User.

See Memorandum of Offering on pages 3-6 for Information on the Real Property

Real Property Listing is represented by Lynsey Kayser, DRE# 01990180 with SVN MG Property Advisors

\$189,000 Old Western Saloon with Type-48 ABC full liquor license

There is a full basement and an additional storage room adjacent to the pool room. in the back and a large backyard with outdoor seating potential,

See Confidential Business Review on pages 7-11 for Information on the Business

Business Listing is represented by Ryn Longmaid DRE# 01451090 with Santa Rosa Business & Commercial

Real Property



OFFERING SUMMARY

SALE PRICE:	\$2,100,000
BUILDING SIZE:	6,341 SF
PRICE / SF:	\$331.18
YEAR BUILT:	1907
ZONING:	C-VCR-B2
APN:	119-226-06

PROPERTY OVERVIEW

Iconic property For Sale. Two story Mix-Use commercial building. The first floor is occupied by The Old Western Saloon and two retail tenants. The second floor has 10 small units and is 85% occupied by various office users. There is a full basement and an additional storage room adjacent to the pool room. With 3-4 parking spaces in the back and a large backyard with outdoor seating potential, this is an ideal opportunity for an Owner User.

PROPERTY HIGHLIGHTS

- Iconic building and saloon
- Many recent upgrades
- Overflowing with character
- Best location in town



LOCATION DESCRIPTION

Point Reyes Station is a bustling coastal town in West Marin. Just 23 miles to HWY 101. This quaint town is the jumping-off point for the millions of annual visitors that seek nature, recreation and nearby beaches. Driving time to San Francisco is 45 minutes and Petaluma is 29 minutes.

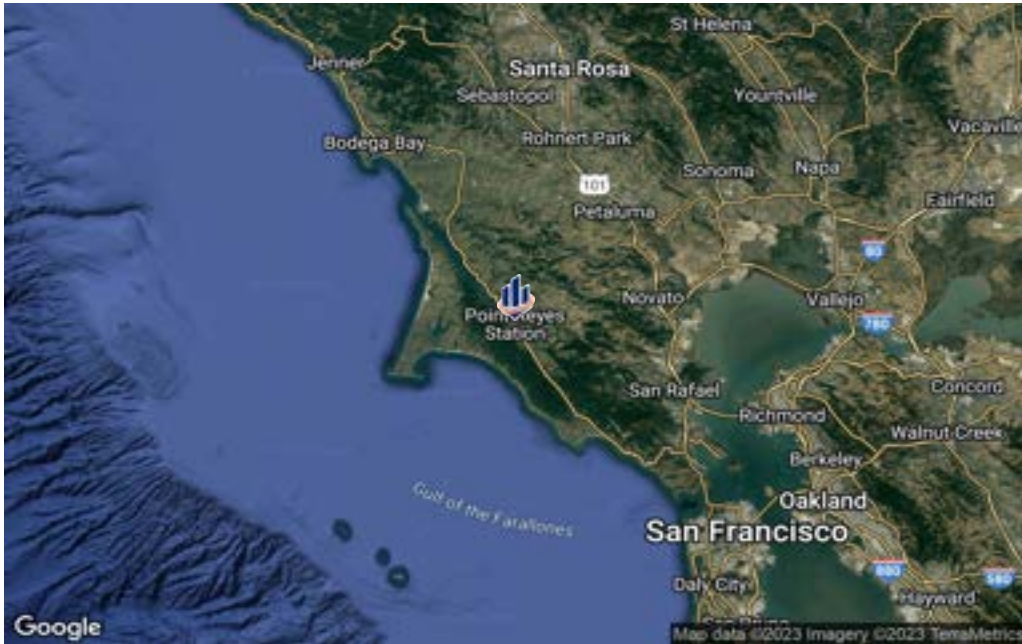
ZONING DESCRIPTION

The property is zoned Neighborhood Commercial/Mixed Use and Village Commercial Residential. The Marin County planning department describes this zoning designation as such:

C-VCR-B2 (Village Commercial/Residential) District.

The C-VCR zoning district is intended to: maintain the established historical character of village commercial areas; promote village commercial self-sufficiency; foster opportunities for village commercial growth; maintain a balance between resident-serving and non-resident-serving commercial uses; protect, without undue controls, established residential, commercial, and light industrial uses; and maintain community scale. The VCR zoning district is consistent with the Neighborhood Commercial/Mixed Use, land use category of the Marin Countywide Plan.





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CONFIDENTIAL BUSINESS REVIEW: The Old Western Saloon

The Old Western Saloon has been in operation since the 1800's and is a West Marin institution steeped in history, mystique, and lore. The saloon is located on the first-floor corner of a two-story building on the bustling main street. There are windows throughout that let in daylight while still maintaining an air of mystery and otherworldliness. There are several centerpieces in the saloon:

- A pellet stove is featured in the front of the saloon and patrons gather around it in the winter months for warmth and conviviality.
- The stately bar and intricate, wood bar-back is a deep reminder of the saloon's wild-west pedigree.
- The back of the saloon is dedicated to the pool hall where patrons have a roomy area to enjoy the game—the saloon is open so that no area feels cut-off from the rest.
- The performance stage is positioned in the middle of the saloon with three sides open so patrons can enjoy the entertainment from area of the bar.

There are two secured alcohol storage areas with quick access from the bar as well as a dry storage area with an ice machine. There is additional storage in the large basement that is accessed through the office. There are two bathrooms onsite. The premises has a large backyard that could be developed into outdoor seating.

The saloon has struggled to maintain profitability due to Covid and the passing of the bar's legendary owner Judy Borello in 2022 and list price has been established accordingly. There is a ton of potential and opportunity for the next operator to incorporate the dynamic history with new vision for success.



The saloon is 2,800 square feet (approx. and unverified) with occupancy for 135 (approx.)

Saloon was founded in 1800's and has been in the Seller's family since 1972. It currently operates 7 days a week from 10:00am-2:00am

Owner works part-time with 4 part-time employees.

Inventory and work in progress estimated to be around \$12,000 at wholesale cost is not included in the purchase price and is available for buyer to purchase at the close of escrow.

Premise is licensed with a Type-48-On-Sale General Public Premises and Type-58 Caterer Permit

Offer includes the furniture, fixtures, and equipment (see page 10), covenant not to compete, training & consulting, Old Western Saloon brand and DBA, and goodwill. Some personal items are excluded.

Old Western Saloon: a brief history

In the 1800's, Point Reyes Station was a popular destination for dairy farmers and ranchers.

During this time, Point Reyes Station was home to a number of old western saloons that served as gathering places for locals and travelers alike. The Old Western Saloon was one of the most famous and the only one still operating. Built in the late 1800s, the Old Western Saloon is located in the heart of town on main street and was the spot for cowboys, ranchers, and other locals to gather and socialize.

The Western Saloon has a classic old west design, with a wooden exterior and a swinging saloon door. Inside, the saloon features a large bar, a stage for live entertainment, a dance floor, and a wood-fired stove. Back in the day, the saloon was known for its rowdy atmosphere and lively entertainment, and it had a number of gambling tables where patrons could try their luck at games like poker and blackjack.

In 1975 Judy Borello purchased the saloon and maintained it as the beating heart of the town. Judy was a trailblazer with a big heart and imagination. She was an integral part of the town and made every patron feel welcomed with warmth and humor. The saloon has been the epicenter for revelry and entertainment, and through the years, famous musicians like Grace Slick, Huey Lewis and the Allman Brothers have had scheduled and impromptu performances at the Old Western.

Judy's daughter, Michele Pelton, was raised in and around the Old Western Saloon and after her mother's death operated it in the same spirit as Judy and now it is time for a new owner to take the reins.

To this day, no visit to the town of Point Reyes Station is complete without stopping into the saloon for a quick drink, as evidenced by the 2005 royal visit by the then Prince Charles and Camilla.



Type-48 Full Liquor License

The premises at the Old Western Saloon is currently licensed with a Type-48 (Bar, Night Club) which authorizes the licensee with the sale of beer, wine and distilled spirits for consumption on the premises where sold. Minors are not allowed to enter (exception for musicians). Food service is not required. These licenses are appreciable assets as they are no longer available to purchase at the ABC and are bought and sold on the open market. Buyer will transfer the license to their entity through the local ABC district office and pay the transfer and annual fees.

Point Reyes Station, West Marin County, CA

Point Reyes Station is a small town located in western Marin County, California, United States. It is situated in the Point Reyes National Seashore, which is a popular tourist destination due to its scenic beauty and outdoor activities.

The town has a population of around 350 people and is known for its picturesque main street, which is lined with boutique shops, art galleries, and restaurants. It also has a weekly farmers' market that attracts visitors from all over the Bay Area.

Point Reyes Station is surrounded by nature, with several hiking trails, beaches, and wildlife sanctuaries nearby. The town is also home to the Point Reyes National Seashore Association, which provides information and educational programs about the area's natural history and ecology.

The town was originally founded as a stop for the North Pacific Coast Railroad in the late 1800s, and it has since become a popular destination for tourists and locals alike.

Tourism:

Point Reyes Station is a popular tourist destination. Due to its stunning natural beauty, outdoor activities, and charming small-town atmosphere the area attracts over 2M tourists annually. Here are some of the top tourist attractions and activities in Point Reyes Station:



1. Point Reyes National Seashore: The Point Reyes National Seashore is a must-visit destination for anyone traveling to Point Reyes Station. This stunning national park covers over 70,000 acres of wilderness, including dramatic cliffs, beautiful beaches, and rolling hills.
2. Tomales Bay: Tomales Bay is a beautiful inlet that is known for its calm waters and stunning scenery. Visitors can go kayaking, paddleboarding, or take a boat tour to explore the bay and its wildlife.
3. Point Reyes Lighthouse: The Point Reyes Lighthouse is a historic landmark that was built in 1870 to guide ships along the treacherous coast. Visitors can climb to the top of the lighthouse and enjoy breathtaking views of the Pacific Ocean.
4. Hiking and biking: Point Reyes Station is surrounded by beautiful hiking and biking trails that offer stunning views of the coast and countryside. The Point Reyes National Seashore has over 150 miles of trails that range from easy strolls to challenging hikes.
5. Food and drink: Point Reyes Station is home to several delicious restaurants, cafes, and bakeries that offer locally sourced food and drink. The town is also known for its artisanal cheeses, and visitors can take a tour of the nearby cheese factories.

Financials

With the passing of the saloon's owner and the advent Covid-19, the saloon has not achieved profitability since 2019 and the business has been priced as an asset sale. This opportunity is for an entrepreneur with a clear vision for the future success of the saloon.

Furniture, Fixtures & Equipment

Location	Quantity	Item	Notes: Leased/Owned/Personal
Main Bar			
	1	31'-0" (approx) Bar with 13 bar stools	Fixed Asset
	1	Pew	
	1	ATM Machine	Leased
	6	Metal "horseshoe" tables	
	1	Gas wood stove	Fixed Asset
	1	Touchtunes digital jukebox	Leased
	2	Upright pianos	
	MISC	Sound equipment (please let me know what you have)	
	1	Xen (x1832FX) mixing board	
	1	Rockville amp	
	2	Peavy speakers	
Behind the Bar			
	1	Wooden Indian statue	
	1	Wood hutch with drawers and glass doors	
	1	Vintage "ice box" with 6 doors	Fixed Asset
	2	Vintage cash registers	
	1	Ornate and multi-purpose wood, glass and mirror storage wall display - Full length	Fixed Asset
	1	Cabinet with stainless steel top	
	1	Barstool	
	2	3 Compartment sinks with drainboards	Fixed Asset
	2	Soda guns	
	2	Ice bins	
	1	Triple door kegerator with 6 taps	
	1	Jackson Dishwasher	
Pool Room			
	1	Monitor	
	2	Amps	
	3	Pool tables	Leased
	1	Pew	
	13	Wood bar stools with backs	
	2	Chairs	
	2	Tables	
Storage			
	1	Ladder	
	1	Scottman ice machine	Leased
	MISC	Cleaning supplies	
	MISC	Cooking supplies	
Alcohol Storage (1)			
	MISC	Wood shelving	
	1	Microwave (not commercial)	
	1	Toaster (not commercial)	
	1	Vacuum	
	1	Handtruck	
Alcohol Storage (2)			
	MISC	Wood shelves	
	MISC	Holiday decorations	
	2	Vacuums	
Room in Front of Bathrooms			
	1	Wood chest (cleaning supplies)	
Office			
	1	HP Printer	
	1	Safe	
	1	Desk with 2 chairs	
	1	File cabinet	
Basement			
	1	Water Heater	Fixed Asset
	MISC	Chairs	
	MISC	Wood shelving	
	1	Vintage chest freezer	
Back Basement Storage			
	MISC	Tiffany lamps	Not Included
	MISC	Wood shelving	



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