



BIELAT SANTORE & COMPANY

A PROFESSIONAL REAL ESTATE ORGANIZATION



The English Manor
Ocean Township, New Jersey



Brielle Yacht Club
Brielle, New Jersey



Nauvoo Grill
Fair Haven, New Jersey

**PROVIDING PERSONAL CLIENT SERVICES
WITH A GLOBAL MARKET PERSPECTIVE**

BROADENING THE SCOPE OF COMMERCIAL REAL ESTATE

WHEN ONLY EXPERIENCE WILL DO

When you are looking to buy or sell a restaurant property, not any broker will do. You need professionals that are experienced in the food and beverage real estate marketplace. You need Bielat Santore & Company.

Bielat Santore & Company is the dynamic real estate firm that has been helping entrepreneurs buy and sell real estate and businesses since 1975.

Our team of qualified specialists, led by Barry J. Bielat and Richard R. Santore, has acquired an intimate working knowledge of the industry through a hands-on approach.

BARRY J. BIELAT created the concept of Bielat Santore & Company as a boutique agency working exclusively with food & beverage related real estate in 1975. Bielat is a real estate entrepreneur and developer who has an acute awareness for structuring debt sensitive transactions and an ability to tailor unique investment strategies to meet uncommon client goals. He has a keen sense for business-forward planning enabling the company to stay ahead of the emerging trends in the real estate marketplace.



Richard Santore &
Barry Bielat

RICHARD R. SANTORE is a commercial enterprise leader who has utilized his diversified real estate skills and computer savvy to take the firm to a higher level. His ability to think “outside-of-the-box” has led to numerous technological advancements within the company and has assisted him in consummating real estate and business transactions, acquiring large tracts of land and managing leveraged buy-outs, mergers and acquisitions.

Together they are **B**roadening the **S**cope of **C**ommercial Real Estate.

MISSION STATEMENT

At Bielat Santore & Company, our mission is two-fold:
1) to provide each client with the highest level of personal service and support; and
2) to manage each real estate transaction with a global market perspective.

Assisting us in accomplishing our objective are the most sophisticated and effective systems and procedures available today.



Martell's Waters Edge
Bayville, New Jersey



The Grenville Inn
Bay Head, New Jersey

BLENDING SELLING WITH CONFIDENTIALITY

When you engage the services of Bielat Santore & Company you are choosing professionals who have sold more restaurants than any other agency in New Jersey. You are provided with unparalleled customer service and the very best in professional care.

At Bielat Santore & Company we understand that the sale of an operating business must be handled in a discrete and confidential manner. Our specially-designed selling system ensures that each transaction is “quarterbacked” by a qualified member of the firm, working in close contact with the finest legal, accounting and banking minds in the industry, to make certain that your property and/or business is sold quickly, efficiently and profitably.

Our team of licensed agents has the skills, knowledge and experience you need on your side when you are buying or selling:

- ◆ Restaurants
- ◆ Catering Facilities
- ◆ Hotels
- ◆ Golf Courses
- ◆ Nightclubs
- ◆ Bars and Taverns
- ◆ Liquor Stores
- ◆ Liquor Licenses



***Bielat Santore & Company
Sold the Entire Charlie
Brown's Restaurant Chain***

BEYOND SELLING CUISINE

In addition to selling food and beverage related real estate, the principals of Bielat Santore & Company have been successful land developers for over 20 years. We have procured all the entitlements for the construction of a wide-range of single-family residential homes, retirement communities, resort vacation homes and beachfront development projects. It is with pride that we say, “We have never failed to obtain an approval.”



Shark River Island
Neptune, New Jersey
“198 Waterfront Townhouses
and 130 Slip Marina”



Four Seasons at Millville
Millville, New Jersey
614 “Active Adult Homes”



BENEFITS OF SOPHISTICATED COMPUTERIZATION

As part of our business philosophy, Bielat Santore & Company utilizes a state-of-the-art computer system which enables us to study emerging real estate trends, track the availability of real estate in specific geographic areas, segregate the properties into types and sell smarter and faster. Commencing in 1982, the firm has been storing and updating information on qualified restaurant buyers in its computer system. That single database alone consists of over 12,000 registered prospects.

In addition, the company's website **www.123bsc.com** provides registered clientele with the latest in new listings, property searches, available land, market data, financing trends, RSS feeds, podcasts and more.



Woodlake Country Club
Lakewood, New Jersey



Jumping Brook Country Club
Neptune, New Jersey



Grissini's Restaurant
Englewood Cliffs, New Jersey

BE SURE TO CLOSE LIST OF RESTAURANTS SOLD

Angelo's, Lacey Township
American Pizza Kitchen, Tinton Falls
Bar Bombay, West Long Branch
Bar Casablanca, Brielle
Barber Shop, Point Pleasant Beach
Basil T's, Toms River
Beefsteak Charlie's, Eatontown
Bennigan's Tavern, Ocean Township
Big Ed's BBQ Restaurants
Big Man's West, Red Bank
Blue Moon, South Orange
Bob Davis', Loch Arbour
Brielle Yacht Club, Brielle
Brokers, Red Bank
Buckwald's Leisure Lounge, Lakewood
Cabin, Howell
Canyon Grill, Piscataway
Casey Jones, Long Branch
Casey Jones, Yardville
Castaways, Princeton
Cats, Loch Arbour
Charley's Ocean Grill, Long Branch
Charlie Brown's Restaurant Chain
Charlie's Uncle, East Brunswick
Chateau Grand, Lakewood
Chez Bruno, Colts Neck
Chowder Pot, Neptune
Christie's, Ocean Township
Churchill's, Brielle
City Grill, Neptune
Claddagh, Highlands
Copper Kettle, Red Bank
Court Jester, Hightstown
Cronin's, Neptune
Cypress Inn, Ocean Township
DeNardo's, Bradley Beach
Downtown Café, Red Bank
Draughting Table, Bradley Beach
Eatontown Drive-In Theatre, Eatontown
Eggiman's Tavern, Spring Lake Heights
Evelyn's Seafood Restaurant, Toms River
Evelyn's Seafood Restaurant, Belmar
Filomio's, Point Pleasant Beach
Forte, Point Pleasant
Garruzzo's, Brielle
Giacone's, Long Branch
Grissini's, Englewood
Ground Round, Bordentown
Ground Round, Lawrenceville
Harpoon Willy's, Wall Township
Hart's Idle Hour, Point Pleasant
Havana, Highlands
Heartbreakers, Neptune
Hollywood & Vine, Lodi
Homestead, Spring Lake
Ivy League, Howell Township
Jake's, Bradley Beach
Jerry O's, Belmar
Jessie's, Brielle
Jilly's Gin Mill, Point Pleasant
Joe & Maggie's Bistro, Long Branch
Jo Jo Players, Neptune
J.P. Trolley Stop, Red Bank
Jumping Brook Country Club, Neptune
Key Largo, Belmar
Kiki Rio's, Clinton
Kristina Luchento's, Long Branch
Krone's Lavallette Inn, Lavallette
La Bella Vita, Long Branch
La Stalla, Clifton
Le Sorelle, Long Branch
Little Kraut, Red Bank
Little Silver Tennis Club, Little Silver
Livingston Country Club, Livingston
Lon's, East Rutherford
L.T.'s, East Rutherford

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LIST OF RESTAURANTS SOLD

Mad Hatter, Sea Bright
Maggie's Grill, Point Pleasant Beach
Magnolia Inn, Matawan
Main Street Saloon, Manasquan
Main Street Trattoria, Freehold
Main Street USA, Ocean Township
Margaux, Colts Neck
Max's 1893, Hopewell
Millstone Pub, Millstone
Moby Dick Tavern, Point Pleasant Beach
Mom's Golden Griddle, Long Branch
Mumford's, Long Branch
Net Lane's Fisherman, Asbury Park
Net Lane's Prime, Long Branch
Nicklebey's, Union Beach
Ocean Buy-Rite, Ocean Township
Oceans 20, Long Branch
Olde Silver Tavern, Manalapan
Olde Wharf Inne, Oceanport
Old School Inn, Lavalette
Oscar's Oyster, Red Bank
Osteria Dante, Red Bank
Pagano's, Bradley Beach
Parkway Liquors, Lakewood
Pear Tree Restaurant, Rumson
Peking Pavillion, Red Bank
Perkins, Woodbridge
Pizzeria Uno, Paramus
P.J. Ruggles, Spring Lake Heights
Pleasant Valley Pub, Holmdel
Point Liquors, Point Pleasant
Polo Club, Neptune
Prima's, Red Bank
Quay, Sea Bright
Rackley's Place for Ribs, Piscataway
Rascal's Comedy Club, Ocean Township
Ray's Seafood Restaurant, Long Branch
Rescue Tavern, Belmar
Riverhouse, Sea Bright
Riviera, Spring Lake Heights
Rumbleseats, South Brunswick
Sam's Grille, Raritan
Sebastian's, Middletown
Shoreham Hotel, Spring Lake
Spike's, Hamilton
Squire's Pub, West Long Branch
Stately Gardens, Ocean Township
Steak & Ale, Ocean Township
Sun Tavern, Fair Haven
Sun Tavern, Neptune
Sweetwater Inn, Ocean
Tally Ho Inn, Tinton Falls
Tesauro's, Point Pleasant Beach, NJ
T.J.'s Place for Ribs, Holmdel
T.J.'s Trattoria, Hopewell
Top of the Mast, Seaside Park
Tradewinds, Sea Bright
Tropics, South Amboy
Uptown Restaurant, Long Branch
Vanity Fare, Lakewood
Varsity Club, Fair Haven
V.R. Ralwiggie's, Point Pleasant Beach
Waters Edge, Bayville
West End Manor, Long Branch
Windows on the Bay, Bayville
Woodlake Country Club, Lakewood
Woody's Roadside Tavern, Farmingdale, NJ
Yakety Yak Café, Ocean Township
Zachary's, West Long Branch
Zario's, Neptune

(This represents a partial list
of closed transactions)

BRANDED SELLING CYCLE

At Bielat Santore & Company we know that the sale of an operating business must be handled in a professional and confidential manner. Our specially-designed selling system starts with a business evaluation to ascertain the most effective selling price and marketing strategy. Our team of trained sales professionals and administrative staff guides one through a preset process customized specifically for the sale of an individual business and/or property until the deal is done. This process will include:

- ◆ Assembling the required marketing information with you and/or your professionals;
- ◆ Videotaping and photographing the business and/or property;
- ◆ Developing a list of features and benefits that your business and/or property possess;
- ◆ Formulating financial projections based on actual financial data for prospective purchasers;
- ◆ Creating a professional marketing presentation in hard copy and online formats;
- ◆ Posting the business and/or property on our firm's Internet website;
- ◆ Presenting the business and/or property to our entire sales staff for wider exposure;
- ◆ Matching your property to our computer database of prospective purchasers;
- ◆ Generating an immediate new listing bulletin for email and/or fax distribution;
- ◆ Advertising the business and/or property in the appropriate newspapers and periodicals;
- ◆ Advising you of changes which may make your business and/or property more marketable;
- ◆ Updating you on changes in the market;
- ◆ Pre-qualifying, when possible, all prospective purchasers;
- ◆ **Performing our marketing efforts in the most confidential manner possible;**
- ◆ Representing you on all offers and helping you negotiate the best possible price and selling terms;

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- ◆ Assisting you in structuring the transaction to meet your financial needs;
- ◆ Recommending expert legal, accounting and other related professionals when needed;
- ◆ Providing drafts of a contract and/or lease for review by all parties and their respective legal counsel;
- ◆ Assisting the purchaser in obtaining financing to complete the sale;
- ◆ Processing the liquor license application, where applicable, to facilitate the transaction;
- ◆ Managing the transaction from the offer stage straight through until closing;
- ◆ **Getting the deal closed!**

BEYOND SELLING CUISINE LAND DEVELOPMENT PROJECTS

| <u>NAME</u> | <u>LOCATION</u> | <u># UNITS</u> | <u>SELL-OUT PRICE</u> | <u>STATUS</u> |
|--------------------------------------|--------------------------|--|-----------------------|--------------------------------------|
| Brookwood Estates | Eatontown, NJ | 300 Mixed Use | 60,000,000 | Approved - Built - Sold Out |
| Seaview Island | Neptune, NJ | 198 Waterfront Town Homes, 130 Slip Marina | 90,000,000 | Approved - Built - Sold Out |
| Wyndham Estates | Aberdeen, NJ | 300 Town Homes | 55,000,000 | Approved - Built - Sold Out |
| Bluffs at Barnegat | Barnegat, NJ | 300 Senior Homes | 45,000,000 | Approved - Built - Sold Out |
| Tradewinds | Sea Bright, NJ | 20 Oceanfront Homes | 50,000,000 | Approved - Built - Sold Out |
| Winding Run | Little Egg Harbor, NJ | 152 Single-Family Homes | 55,000,000 | Approved - Built - Sold Out |
| Four Seasons at Millville | Millville, NJ | 614 Active Adult Homes | 185,000,000 | Approved - Under Construction |
| Village Grand at Pembroke | Pemberton, NJ | 550 Active Adult Homes | 165,000,000 | General Development Plan Approved |
| Riverwalk I | Belmar, NJ | 125 Waterfront Condos 36,000 Sqft Commercial | 70,000,000 | Approval Process |
| Riverside at Manchester | Manchester, NJ | 140 Resort Vacation Homes | 20,000,000 | Under Construction |
| Riverwalk II | Millville, NJ | 800 Waterfront Condos 325,000 Sqft Commercial | 400,000,000 | Planning Stage |

BANNER SERVICES & CAPABILITIES

Bielat Santore & Company's comprehensive real estate services include:

- ◆ Food & Beverage Real Estate Sales
- ◆ Business Brokerage
- ◆ Land Development
- ◆ Land Sales
- ◆ Commercial Real Estate
- ◆ Site Selection
- ◆ Property Management
- ◆ 1031 Tax-Deferred Exchanges
- ◆ Concept Design & Development
- ◆ Seller and Buyer Representation
- ◆ Market Analysis
- ◆ Business Valuations
- ◆ Feasibility Studies
- ◆ Debt & Equity Financing
- ◆ Investment Analysis
- ◆ Syndication
- ◆ Bank Foreclosures



Ocean Front Retail/Residential Development
Belmar, New Jersey



Branches Catering
West Long Branch, New Jersey



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