



## Phillips 66 - El Mercato & Co.

**\$2,867,000 | 6.00% CAP**

2300 North Expressway 77, Brownsville, TX 78521

- ✓ **Brand New 20-Year Absolute Net Lease**, with 10% Rental Increases
- ✓ **Excellent Signalized, Hard Corner Location** directly off of Hwy 77 (107,400 VPD)
- ✓ **High Growth Trade Area** next to the Sunrise Mall (100+ Stores and Restaurants)
- ✓ **Brownsville/Harlingen** area is the 8th largest MSA in Texas.
- ✓ **UNICO Retail, LLC has partnered with Phillips 66** to convert 14 gas stations in the Texas and Louisiana area

Subject Property

Through their partnerships with Phillips 66 and Mercato, UNICO Retail, LLC creates an **innovative** service **experience** for even the shortest of stops



## INVESTMENT OVERVIEW

PHILLIPS 66 - EL MERCATO & CO. BROWNSVILLE, TX



### CONTACT FOR DETAILS

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Executive Vice President  
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# \$2,867,000

## 6.00% CAP

NOI

\$172,000

Building Area

±950 SF

Land Area

±0.798 AC

Year Built / Renovated

2000 / 2022

Lease Type

Absolute NNN

Occupancy

100%

- ✓ **Brand New 20-Year Absolute Net Lease**, with 10% Rental Increases in Primary Term and Renewal Options.
- ✓ **Excellent Signalized, Hard Corner Location** directly off of Hwy 77 (107,400 VPD) and Ruben M Torres Blvd (36,600 VPD).
- ✓ **High Growth Trade Area on the North Side of Brownsville.** Subject Property is next to the Sunrise Mall, which features over 100 stores/restaurants and sees over 967,000 visitors per year. The mall features several national tenants, including Main Event, DICK'S Sporting Goods, JCPenney, Dillard's, Zales, and more.
- ✓ **Surrounded by Several Popular Food Chains within 0.5 Miles of Site**, including Whataburger, McDonald's, Church's Chicken, Subway, McAlister's, Krispy Kreme, Sonic Drive-In, Red Lobster, Cheddar's Scratch Kitchen, and Freddy's Frozen Custard.
- ✓ **UNICO Retail, LLC has Partnered with Phillips 66** to convert 14 gas stations in the Texas and Louisiana area, transforming them into modern service stations with coffee specialties by CAVO Coffee, Cleo Roasting, and Mercato fresh convenience stores.
- ✓ **The Rio Grande Valley continues to be one of the fastest growing regions in America** – the combined Brownsville/Harlingen area is the 8th largest MSA in Texas.
- ✓ **Brownsville, TX has a Growing Aerospace Industry** anchored by SpaceX's Boca Chica Launch Site. The SpaceX South Texas launch site is located near Boca Chica Beach and will be used exclusively for SpaceX's next-generation launch vehicle, Starship.

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

**SECURE**  
NET LEASE

## TENANT OVERVIEW

**PHILLIPS 66 - EL MERCATO & CO.** BROWNSVILLE, TX

LOCATIONS

14



[unicocommodities.com](http://unicocommodities.com)

# UNICO Commodities

**Lessee:** UNICO Retail, LLC

**Guarantor:** Unico Commodities, LLC & Personal Guaranty

UNICO Retail, LLC, through their partnership with Phillips 66 and Mercato, creates an innovative service experience for even the shortest of stops.

They are currently converting **14 gas stations** in the Texas and Louisiana area, either with partners such as **Phillips 66** or under their own brand name UNICO, and transforming them into modern service stations with a welcoming and open atmosphere. Customers can find delicious coffee specialties made by CAVO COFFEE and Cleo Roasting as well as Mercato **fresh convenience stores** alongside extensive car service at every gas station.

In addition to their new gas stations, UNICO has just launched their new company UNICO Clean Energy, LLC, with the intent to build a new **division focused on sustainability** and renewable energy. Their goals are to establish a green subsidiary targeting assets and services, gain exposure to green and fossil fuel related energy M&A activity, and **expand their asset base**. Their services include establishing EV charging infrastructure in the US and **offering fee-based natural gas optimization**.



## IN THE NEWS

**PHILLIPS 66 - EL MERCATO & CO.** BROWNSVILLE, TX

# Phillips 66 Adds 2050 Target to Greenhouse Gas Emissions Reductions Plans

FEBRUARY 28, 2022 (PHILLIPS 66)

**Phillips 66 (NYSE: PSX) announced today that it intends to reduce the greenhouse gas emissions intensity from its operations companywide 50% by 2050. The new target builds upon the company's previously announced Scope 1 and 2 GHG emissions reduction targets.**

"We are committed to being part of the solution and helping the **world address climate** change," said Phillips 66 Chairman and CEO Greg Garland. "Our 2050 **target** further reflects our drive to create **shareholder** value and ensure Phillips 66 participates in the **energy transition**."

The company's 2022 capital program of \$1.9 billion includes \$916 million for growth capital, of which 45% supports lower-carbon opportunities.

Phillips 66 introduced **2030 targets** last year, signaling its commitment to taking action and reducing the carbon intensity of its operations. Both sets of targets are compared to 2019 levels.

"We support the ambitions of the Paris Agreement and are **increasing** our commitment with the 2050 target," Garland said. "We will **continue to prioritize** our resources to drive innovation and do our part. The company's investments to **meet its targets** will be consistent with its disciplined approach to capital allocation."

The targets set by **Phillips 66** are based on the company's lower-carbon strategy and leverage its Emerging Energy group. The company has made meaningful progress toward developing a lower-carbon business, **pursuing opportunities** in renewable feedstocks and fuels, sustainable aviation fuel, the U.S. supply chain for batteries and lower-carbon hydrogen, among other areas.

[EXPLORE ARTICLE](#)



# Phillips 66 Reports Second-Quarter 2022 Financial Results

JULY 29, 2022 (PHILLIPS 66)

**HOUSTON--(BUSINESS WIRE)-- Phillips 66 (NYSE: PSX), a diversified energy company, announces second-quarter 2022 earnings of \$3.2 billion, compared with earnings of \$582 million in the first quarter of 2022.**

Excluding special items of **\$118 million**, the company had adjusted earnings of **\$3.3 billion** in the second quarter, compared with first-quarter adjusted earnings of **\$595 million**.

**"Our earnings reflect the strong market environment during the second quarter driven by a tight global product supply and demand balance," said Mark Lashier, President and CEO of Phillips 66. "We are focused on reliably providing critical energy products, including transportation fuels, to meet peak summer demand. We also advanced strategic capital projects to help meet the growing demand for renewable fuels and NGLs.**

"During the second quarter, we paid down **\$1.5 billion** of debt, increased our dividend and resumed share repurchases. Additionally, we are transforming our business to achieve sustained annual cost savings of at least **\$700 million** to ensure we remain competitive in any market environment. We will continue to prioritize operating excellence and disciplined capital allocation."

Phillips 66 is continuing its business transformation that will enable sustainable cost reductions of at least **\$700 million** annually across the enterprise. Phillips 66 will provide a business transformation and strategy update at its investor day in New York City on November 9.

In Midstream, Phillips 66 was awarded the American Petroleum Institute's (API) large operator Distinguished Pipeline Safety Award for the **second consecutive year**. In addition, the company received the Platinum Safety Award in the large-company division from the International Liquid Terminals Association.

[EXPLORE ARTICLE](#)



# LEASE OVERVIEW

**PHILLIPS 66 - EL MERCATO & CO. BROWNSVILLE, TX**

Initial Lease Term	20-Years, Plus (4), 5-Year Options to Renew
Rent Commencement	October 26, 2022
Lease Expiration	October 31, 2042
Lease Type	Absolute Net Lease
Rent Increases	10% Every 5 Years, In Primary Term & Options
Annual Rent YRS 1-5	\$172,000.00
Annual Rent YRS 6-10	\$189,200.00
Annual Rent YRS 11-15	\$208,120.00
Annual Rent YRS 15-20	\$228,932.00
Option 1	\$251,825.20
Option 2	\$277,007.72
Option 3	\$304,708.49
Option 4	\$335,179.34

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.





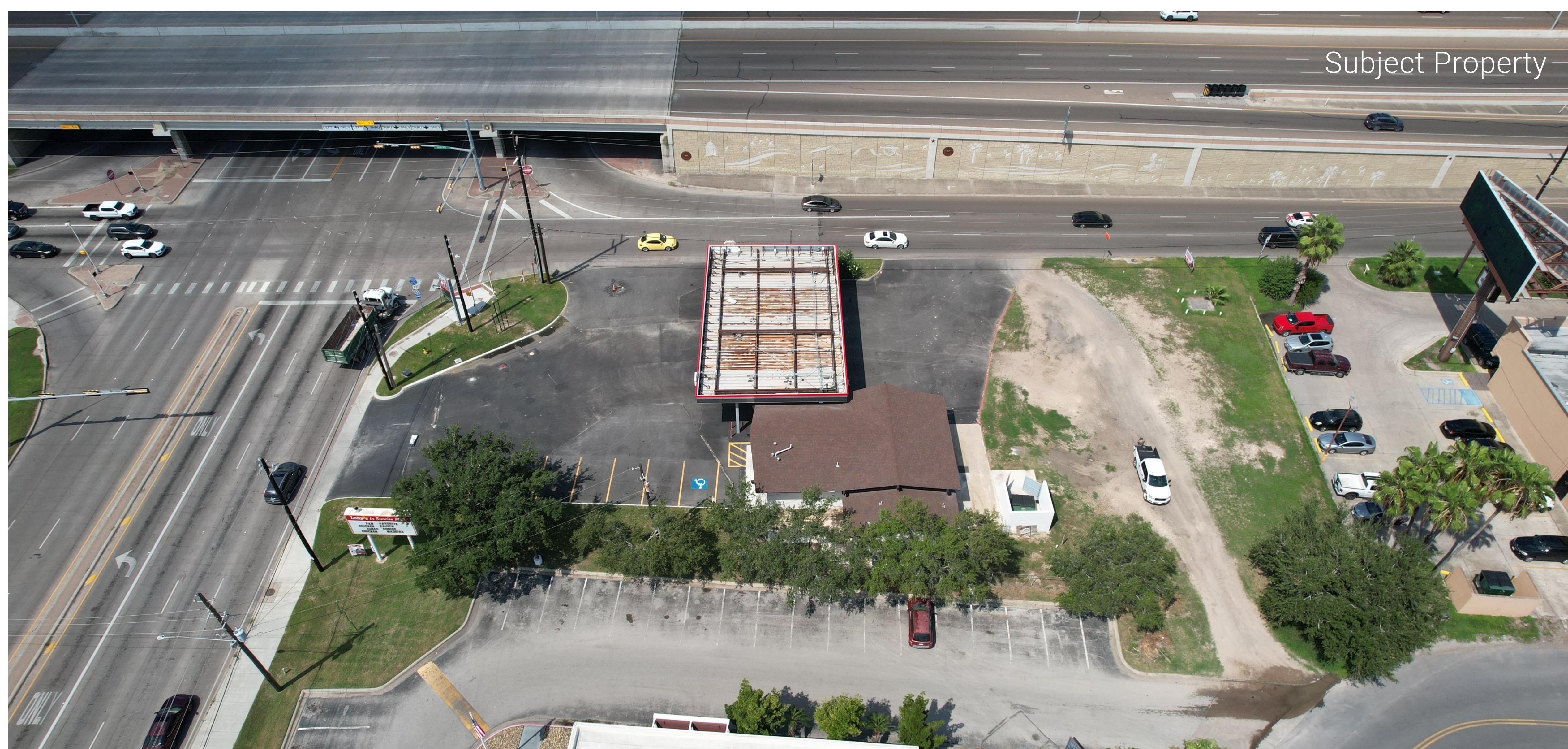
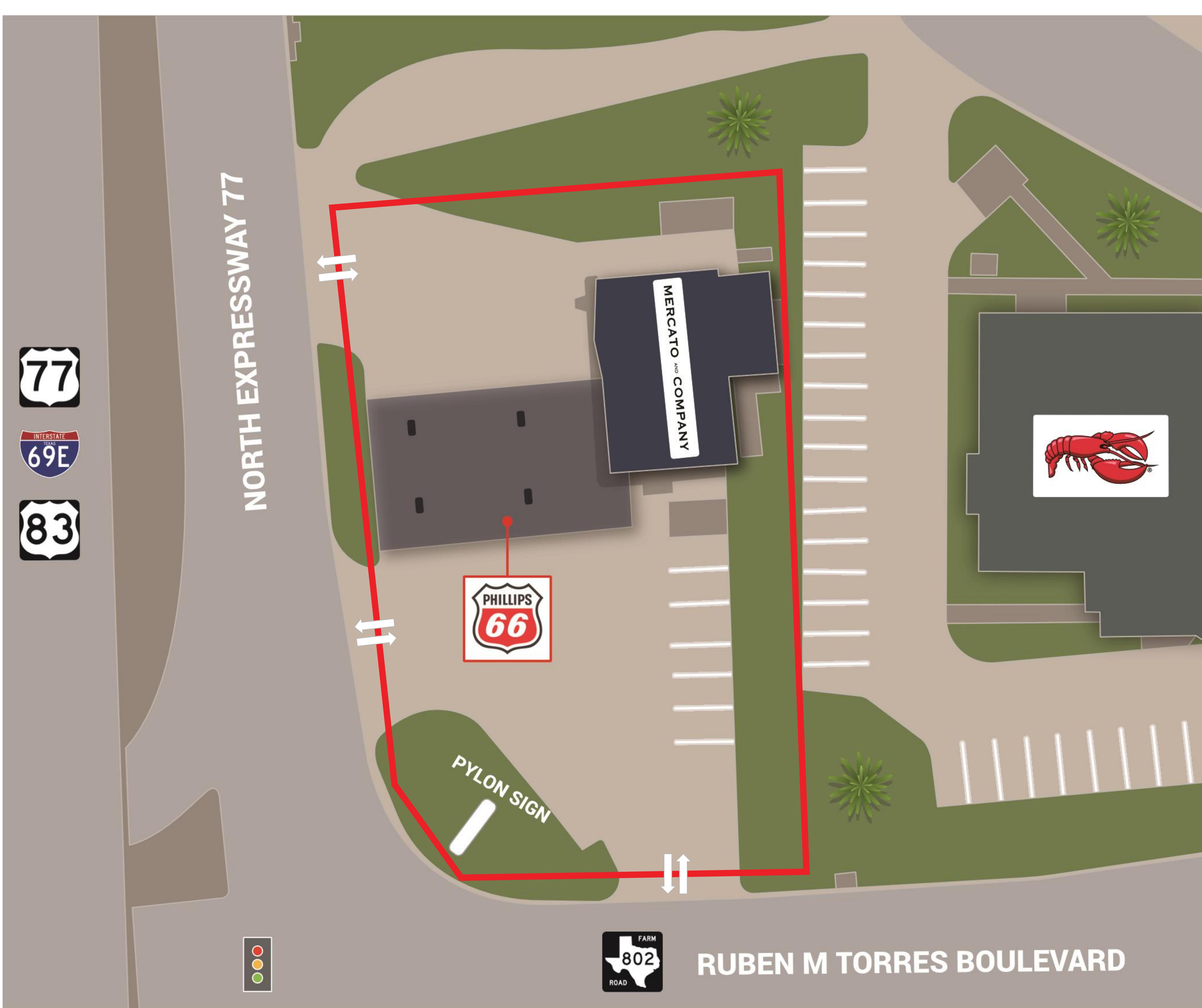
# SITE OVERVIEW

**PHILLIPS 66 - EL MERCATO & CO.** BROWNSVILLE, TX

	Year Built / Renov.	2000 / 2022
	Building Area	±950 SF
	Land Area	±0.798 AC
	Pumps	4
	Fueling Positions	8

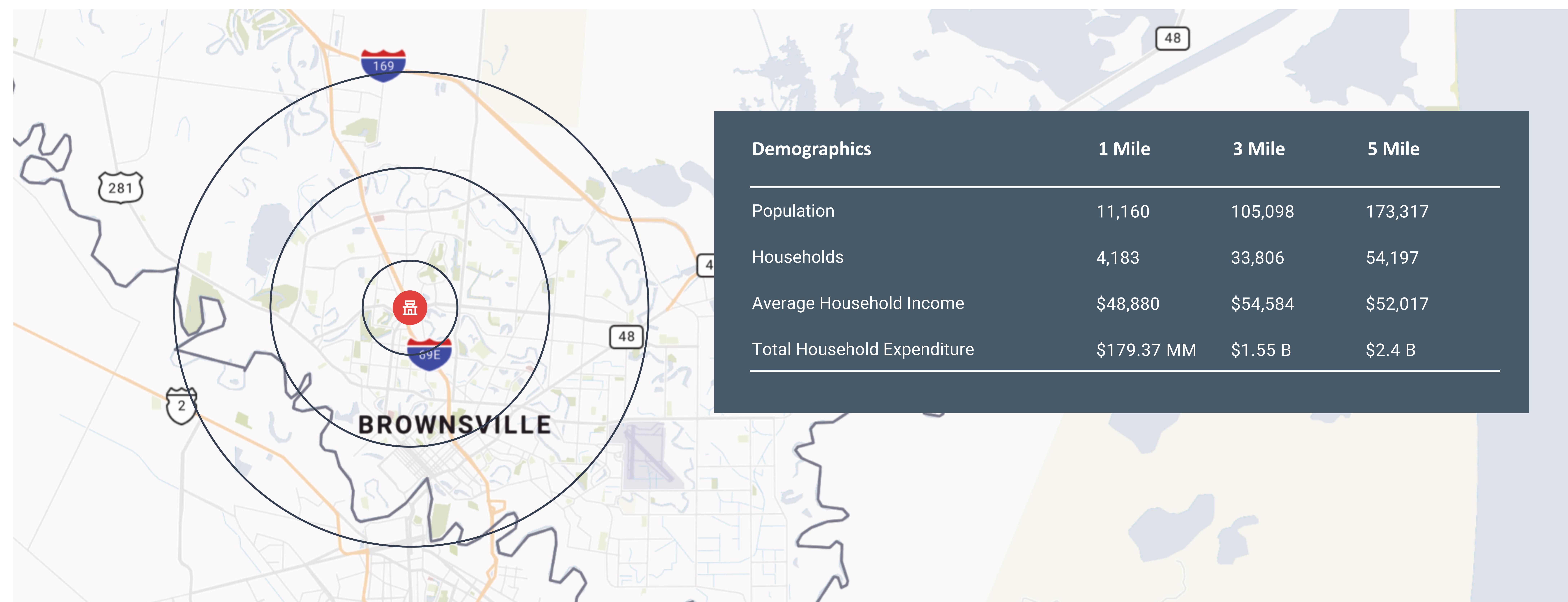
## NEIGHBORING RETAILERS

- Walmart Supercenter
- Sam's Club
- Target
- T.J. Maxx
- PetSmart
- Burlington
- ROSS Dress For Less
- Lowe's
- Marshalls
- Best Buy



## LOCATION OVERVIEW

PHILLIPS 66 - EL MERCATO & CO. BROWNSVILLE, TX



### ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. Brownsville I.S.D (6,264)
2. Cameron County (1,760)
3. Caring for You Home Health (1,300)
4. UT Rio Grande Valley (1,250)
5. City of Brownsville (1,149)
6. H-E-B Food Stores (1,113)
7. Abundant Life Home Health (1,016)
8. Wal-Mart (870)
9. Valley Baptist Medical Center (714)
10. Valley Regional Medical Center (700)

## LOCATION OVERVIEW

**PHILLIPS 66 - EL MERCATO & CO.** BROWNSVILLE, TX

# Brownsville

Texas

 186,738

Population

 \$40,924

Median Household Income



Launch site for SpaceX's  
Next Generation Launch  
Vehicle, Starship

**SpaceX**  
Brownsville

8th Largest MSA in Texas

8th

**Brownsville is a city in Cameron County in the U.S. state of Texas.**

It is on the western Gulf Coast in South Texas, adjacent to the border with Matamoros, Mexico.

**It is the 139th-largest city in the United States and 18th-largest in Texas.  
It is part of the Matamoros–Brownsville metropolitan area.**

The city is known for its year-round subtropical climate, deep-water seaport, and Hispanic culture.

The city has a growing aerospace industry anchored by SpaceX's Boca Chica launch site, which features a rocket production facility, test site, and spaceport. SpaceX has partnered with the University of Texas Rio Grande Valley for training and research into aerospace, radio, and electronics. Another large sector prompting economic growth is the Healthcare Industry. Brownsville is home to the Valley Regional Medical Center and the Valley Baptist Medical Center, which are two of the top employers in the city. Additionally, the University of Texas Rio Grande Valley operates a school of medicine.

## IN THE NEWS

PHILLIPS 66 - EL MERCATO & CO. BROWNSVILLE, TX

### Renewable Energy - the RGV's Smart Choice to Power our Cities

DANIEL SILVA, SEPTEMBER 20, 2022 (RIO GRANDE GUARDIAN)

Twenty years ago, the Rio Grande Valley looked nothing like it does today. These last two decades have brought an explosion of growth which has been accompanied by new neighbors, new jobs, and new opportunities to establish the RGV as a leader in innovation. But, as the region continues to grow, so too do our energy needs.

My goal, as the new President/CEO of the RGV Partnership, is that in **20 years** from now, our region will look unrecognizable as a result of sustained progress and **development** in clean energy sources throughout the region.

Today, clean energy no longer just takes the form of solar panels and wind turbines. The RGV will soon be blessed with one of the largest liquified natural gas (LNG) processing facilities in the nation located in the Port of Brownsville. This facility will use carbon capture technology to reduce emissions while producing millions of metric tons of intensive LNG for export to foreign markets meaning that countries around the world will be looking to us for power.

In order to **keep growing**, we must preserve what makes our region special while looking to the future for new ways to power our cities. This means investing in **all-of-the-above** energy sources and promoting **responsible policy** solutions that will continue the trajectory of expansion into the years to come.

Apart from the **environmental benefits** of renewable energy, people are waking up to the economic benefits that these resources bring. Clean energy technologies are becoming more efficient and economically viable for businesses of all sizes. With so much untapped potential in clean **energy generation**, we have the **chance to strengthen** our grid while helping to combat the changing climate.

[EXPLORE ARTICLE](#)



### RGV Can Become the Next Hollywood

STEVE TAYLOR, AUGUST 29, 2022 (RIO GRANDE GUARDIAN)

The CEO of the Space Channel, which has its global news headquarters in Brownsville, says there is no reason the Rio Grande Valley cannot develop into another Hollywood.

Chad Mallam held a news conference with Texas Southmost College last week to announce his company would be bringing **in five or six** TSC students per semester to write, **shoot and edit video** for the channel.

**"There's a lot more than rockets here. What the city has been doing is bringing in space companies that don't just build giant rockets, they do finance, they do tech and computers and media. So what we're seeing is an incredible amount of growth happening down here in the Valley."**

The Space Channel opened its HQ in Brownsville after SpaceX built a rocket **launching facility** at Boca Chica beach.

During the news conference, Mallam said Brownsville was now the "apex" of the space industry.

Even if the Boca Chica site only ends up **testing rockets**, it will still be something special, Mallam argued.


"Even if you test rockets out there, that is cool. I remember when I moved down here, I lived here for a year and I saw Ruben Torres Boulevard go from just like a few lanes to this **amazing street**. And that is what you see all over town. We were just driving through downtown and it just it's **incredible** what's going on. And so we thought we need to be here and not at the Cape, not anywhere else. Right here, because of the people and everything else."

[EXPLORE ARTICLE](#)



# METRO NAME

**PHILLIPS 66 - EL MERCATO & CO.** BROWNSVILLE, TX



# SECURE

NET LEASE

## CALL FOR ADDITIONAL INFORMATION

### Dallas

#### Office

10000 N Central Expressway  
Suite 200  
Dallas, TX 75231  
(214) 522-7200

### Los Angeles

#### Office

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## CALL FOR ADDITIONAL INFORMATION

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# TEXAS DISCLAIMER

PHILLIPS 66 - EL MERCATO & CO. BROWNSVILLE, TX

## Approved by the Texas Real Estate Commission for Voluntary Use

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

### Information about brokerage services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties' consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

### If the broker represents the owner

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written – listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information the owner knows.

### If the broker represents the buyer

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

### If the broker acts as an intermediary

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- Shall treat all parties honestly
- May not disclose that the owner will accept a price less than the asking price
- Submitted in a written offer unless authorized in writing to do so by the owner;
- May not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- May not disclose any confidential information or any information that a part specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions.