
Pinnacle Arranges Financing for 58-Unit JIB Acquisition

Anil S. Yadav, of Fremont, Calif., and **Atour Eyvazian**, of Houston, Texas, acquired 58 Jack in the Box restaurants located in the San Antonio, Texas market. These stores were purchased from **Jack in the Box, Inc.** as part of the company's ongoing refranchising initiative. Yadav and Eyvazian acquired the stores from the franchisor through a newly formed company, **San-Tex Restaurants, Inc.**

Prior to the purchase of the Jack in the Box stores in San Antonio, Yadav was already the brand's largest franchisee with 154 Jack in the Box restaurants in Northern California and Houston, Texas. In 2008, he diversified his portfolio by buying 26 Denny's in the Sacramento area.

Eyvazian owns and co-owns 59 Jack in the Box restaurants with 49 of those units in the Houston market. In 2008, Eyvazian was national franchisee of the year and will oversee the operations in the San Antonio market.

Pinnacle Commercial Capital, LLC assisted with the debt structure and arranged the debt financing for Yadav and Eyvazian through its lending partner. Pinnacle provided senior debt financing and assisted in the mezzanine debt financing in the total amount of \$13 million.

Pinnacle Commercial Capital, founded in 2002, is a commercial finance company that specializes in financing franchisees throughout the United States. Pinnacle's clients include multi-unit operators of national and regional restaurant concepts and specialty retail brands, and provides and manages franchisor-sponsored loan programs to assist with franchisee acquisition and conversion initiatives. For more information, contact **William Wildman**, president, at (317) 472-2828 or by e-mail at wildman@pincomcap.com; or **James B. Railing**, vice president, at railing@pincomcap.com.

Haugness Launches Colby & Company

Colby Haugness recently announced the launch of **Colby & Company**, which will provide brokerage and advisory on retail income-producing properties nationwide. The company will primarily focus on triple net properties, 1031 exchanges and shopping centers. Haugness, who is president of the new company, launched the business after working in the field for 11 years and completing over \$750 million in transaction volume.

"Throughout my years of brokerage in this field, I feel now is a time to create this company to better service the client," said Haugness. "Colby & Company can provide nationwide real estate service in the niche market with a personal touch."

Colby & Company works with individuals, private REITS, developers, trusts, retail and restaurant companies, and banking institutions through real estate transactions. These incoming-producing properties provide a source of wealth for the investor, said Haugness. For more information, contact Colby Haugness at (858) 964-8434 or by e-mail at Colby@colby-company.com.

Retail Investment Group Sells KFC Locations

Three KFC locations that were owned by **Bartlett Management Services** were sold through a sale/leaseback transaction by **Retail Investment Group LLC**. Bartlett Management Services is a 43-unit operator. Those locations were:

- Morton, Ill. for \$985,000
- Indianapolis, Ind. for \$740,000
- Indianapolis, Ind. for \$1,080,000

The proceeds will be used to pay off existing debt, as well as to pay for remodels that were completed over the last several years.

Retail Investment Group specializes in the sale of net-leased investment properties. Most of these properties are single-tenant, freestanding properties as well as those comprised of two or more tenants. Retail Investment Group is an investment brokerage firm with a nationwide focus on retail property sales. For more information, contact **Steven Davis**, managing member, at (480) 429-4580, or by e-mail at steven@retail1031.com; or contact **Scott Hintze**, associate, at 602-549-4173 or by e-mail at scott@retail1031.com.

Subway Deal Gets Funding Through Online Matchmaking

An SBA-guaranteed loan was closed through a connection made by **BoeFly** between a Subway franchisee seeking expansion financing and **First Capital Bank**, a wholly-owned subsidiary of First Colorado National Bank.

The Subway owners, **Debra and Joe Lukasik**, own and operate two Subway restaurants outside of Cleveland, Ohio. The new loan, which was matched to **First Capital Bank** through BoeFly, allows the Lukasiks to open their third Subway. The new Subway restaurant will be located at the Cleveland Hopkins International Airport.

BoeFly is the online marketplace connecting lenders with business borrowers, secondary market loan buyers and professional service providers. They also recently announced that franchise brands covered by a **FRANdata** Bank Credit Report have the opportunity to make it directly accessible via BoeFly, providing banks with additional information for more informed decisions on specific franchise-related lending opportunities. FRANdata is an independent research company that tracks and analyzes franchise industry performance.

A Bank Credit Report provides an independent analysis of the performance of the franchise brand for lenders who are looking to assess the performance of a franchise system from a credit perspective before considering a franchise loan. More than 500 BoeFly lenders using BoeFly to identify qualified loan demand can access available Bank Credit Reports and make a more informed assessment of franchise-related lending opportunities.

For more information on BoeFly, contact **Mike Rozman**, executive vice president, at (646) 755-7433, or by e-mail at mrozman@boefly.com.