



BOJANGLES' - CORPORATE

LEBANON, TENNESSEE (NASHVILLE MSA)

YURAS
AICALE
FORSYTH
CROWLE

Leased Investment Team

OFFERING MEMORANDUM

\$3,217,000 | 5.75% CAP RATE

- » 15-Year NNN Lease to Corporate Tenant
 - » Annual Rental Increases
- » High-Traffic Location in Rapidly Developing Retail and Commercial Corridor
 - » Located at the South Hartmann Drive/Interstate 40 Interchange – 104,358 AADT
 - » Directly Across from Lebanon Marketplace, a Large Retail Center with Major National Tenants and 219,000+ SF of New Development
 - » Close Proximity to Outlet Mall with Three Million Visitors Annually
- » Central Location with Large Customer Base
 - » Minutes from Downtown Lebanon and Cumberland University (2,000 Students)
 - » Near Cracker Barrel's Corporate Headquarters (820 Employees) and an Amazon Distribution Center (700 Employees)
- » New 2017 Construction with Drive-Thru



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DEMOGRAPHIC PROFILE

Cushman & Wakefield ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

MICHAEL T. YURAS, CCIM
Executive Managing Director
415.481.0788
michael.yuras@cushwake.com
CA RE License #01823291

SCOTT CROWLE
Senior Director
415.604.4288
scott.crowle@cushwake.com
CA RE License #01318288

**YURAS
AICALE
FORSYTH
CROWLE** | Leased Investment Team
www.YAFteam.com

INVESTMENT SUMMARY

ADDRESS	201 Hagan Way, Lebanon, Tennessee		
PRICE	\$3,217,000		
CAP RATE	5.75% return		
NOI	\$184,922		
TERM	15 years		
RENT COMMENCEMENT	October 31, 2017		
LEASE EXPIRATION	November 1, 2032		
RENTAL INCREASES	1.25% annual rental increases		
	YEAR	RENT	RETURN
	Current-Oct. 2019	\$184,922	5.75%
	Nov. 2019-Oct. 2020	\$187,233	5.82%
	Nov. 2020-Oct. 2021	\$189,574	5.89%
	Nov. 2021-Oct. 2022	\$191,944	5.97%
	Nov. 2022-Oct. 2023	\$194,343	6.04%
	Nov. 2023-Oct. 2024	\$196,772	6.12%
	Nov. 2024-Oct. 2025	\$199,232	6.19%
	Nov. 2025-Oct. 2026	\$201,722	6.27%
	Nov. 2026-Oct. 2027	\$204,244	6.35%
	Nov. 2027-Oct. 2028	\$206,797	6.43%
	Nov. 2028-Oct. 2029	\$209,382	6.51%
	Nov. 2029-Oct. 2030	\$211,999	6.59%
	Nov. 2030-Oct. 2031	\$214,649	6.67%
	Nov. 2031-Oct. 2032	\$217,332	6.76%
	Nov. 2032-Oct. 2037 (Option 1)	\$220,049	6.84%
	Nov. 2037-Oct. 2042 (Option 2)	1.25% Annual Increases	TBD
	Nov. 2042-Oct. 2047 (Option 3)	1.25% Annual Increases	TBD
	1.25% Annual Increases	TBD	TBD
YEAR BUILT	2017		
BUILDING SF	3,886 SF		
PARCEL SIZE	1.20 acres (52,272 SF)		
LEASE TYPE	NNN, with tenant responsible for all taxes, utilities, insurance, and maintenance, including roof and structure		

LONG-TERM NNN LEASE WITH CORPORATE GUARANTY

- » 15-year NNN lease to Bojangles' Restaurants, Inc.
- » More than 760 locations and \$1.3 billion in systemwide sales in 2017
- » Annual rental increases, providing an excellent hedge against inflation
- » NNN lease requires no landlord management, ideal for an out-of-area investor

HIGH-TRAFFIC LOCATION IN RAPIDLY DEVELOPING RETAIL CORRIDOR

- » Excellent location at the South Hartmann Drive/Interstate 40 interchange, with an extremely high traffic count of 104,358 vehicles per day
- » Directly across from Lebanon Marketplace, a large retail center with national tenants—including Home Depot and Hampton Inn & Suites—and over 219,000 square feet of additional space currently under development
- » Close proximity to Lebanon Outlet Marketplace, which attracts three million visitors annually

GROWING MARKET WITH STRONG DEMOGRAPHICS

- » Wilson County is the second fastest growing county in Tennessee
- » Wilson County has the second highest median household income and the ninth highest per capita income in Tennessee
- » Over 1,500 residential units are planned or under construction within a five-mile radius of the property

CENTRAL LOCATION NEAR MAJOR EMPLOYERS

- » Near several industrial parks that are home to major employers, including Cracker Barrel's corporate headquarters and distribution center, with 820 employees, and an Amazon distribution center, with 700 employees
- » Close to downtown Lebanon and Cumberland University, with approximately 2,000 students



DOWNTOWN LEBANON
(2.4 miles)

INTERSTATE
40 / Interstate 40
(80,895 AADT)


Old Country Store
HEADQUARTERS & DISTRIBUTION CENTER
(820 employees)


Lochinvar
HIGH EFFICIENCY BOILERS & WATER HEATERS
HEADQUARTERS
(500 employees)

Lebanon Outlet Marketplace

 
POLO RALPH LAUREN
FACTORY STORE

COACH
FACTORY

 **GUESS**
FACTORY STORE


Holiday Inn


Days Inn

TJ-maxx **ROSS**
DRESS FOR LESS
five BELOW
PETSMART **ULTA**
BEAUTY
Coming Soon
(Lebanon Marketplace Phase II -
219,000+ SF retail power center)

LEBANON MUNICIPAL
AIRPORT - M54


Frisco's


Shell


THE HOME DEPOT


Hampton Inn


OUTBACK
STEAKHOUSE


FAIRFIELD
INN & SUITES
Marriott
(63-room hotel)


CHEVROLET

GMC


Apartments
(103 units)

Apartments
(129 units)

Parking Lot

Future Retail

South Hartmann Drive
(23,463 AADT)


LEBANON MEDICAL OFFICE

WILSON
Bank & Trust
Coming Soon


FAMOUS
Bojangles
chicken 'n biscuits


Old Country Store
Coming Soon


PROPOSED MEDICAL OFFICE



DOWNTOWN LEBANON
(2.4 miles)

Baird Municipal Parks

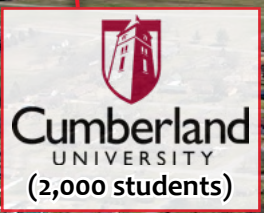


HEADQUARTERS & DISTRIBUTION CENTER
(820 employees)

INDUSTRIAL REGION



Coming Soon
(Lebanon Marketplace Phase II -
219,000+ SF retail power center)



LEBANON MUNICIPAL
AIRPORT - M54



Apartments
(103 units)

Apartments
(129 units)

Parking
Lot



Coming Soon



Future Retail

South Hartmann Drive
(23,463 AADT)



Coming Soon



PROPOSED MEDICAL OFFICE



LEBANON MEDICAL OFFICE



kmart **TSC** **TRACTOR SUPPLY CO**
HARBOR FREIGHT TOOLS
Quality Tools at Ridiculously Low Prices

Bargain Hunt

HYUNDAI

Cedar Crest Shopping Center
goodwill **BIG LOTS!** **Hardee's**
baskin BR robbins **Captain D's SEAFOOD**

Lebanon Center
SportClips **Publix**
HAIRCUTS

Kroger **PETCO**
Where the pets go. **SUBWAY**

Lebanon High School
(1,624 students)

CVS
pharmacy

Byars Dowdy Elementary School
(665 students)

Winfree Bryant Middle School
(544 students)

South Hartmann Drive (23,463 AADT)

MAPCO
mart

TJ-maxx **ROSS**
five BELOW **DRESS FOR LESS**
PETSMART **ULTA**
BEAUTY
Coming Soon
(Lebanon Marketplace Phase II -
219,000+ SF retail power center)

CHEVROLET
GMC

Proposed Parcel

FAMOUS
Bojangles'
"chicken 'n biscuits"



PROPOSED MEDICAL OFFICE

LEBANON MEDICAL OFFICE

WILSON
Bank & Trust
Coming Soon

Wendy's

Cracker Barrel
Old Country Store
Coming Soon

Shell



BRIDGESTONE
Firestone

DISTRIBUTION CENTER
(120 employees)

DOWNTOWN NASHVILLE
(25 miles)

amazon.com

DISTRIBUTION CENTER
(700 employees)

CEVA

Making business flow
(625 employees)



FAIRFIELD INN & SUITES
Marriott

(63-room hotel)



LEBANON MEDICAL OFFICE



PROPOSED MEDICAL OFFICE



Coming Soon



South
Hartmann Drive
(23,463 AADT)

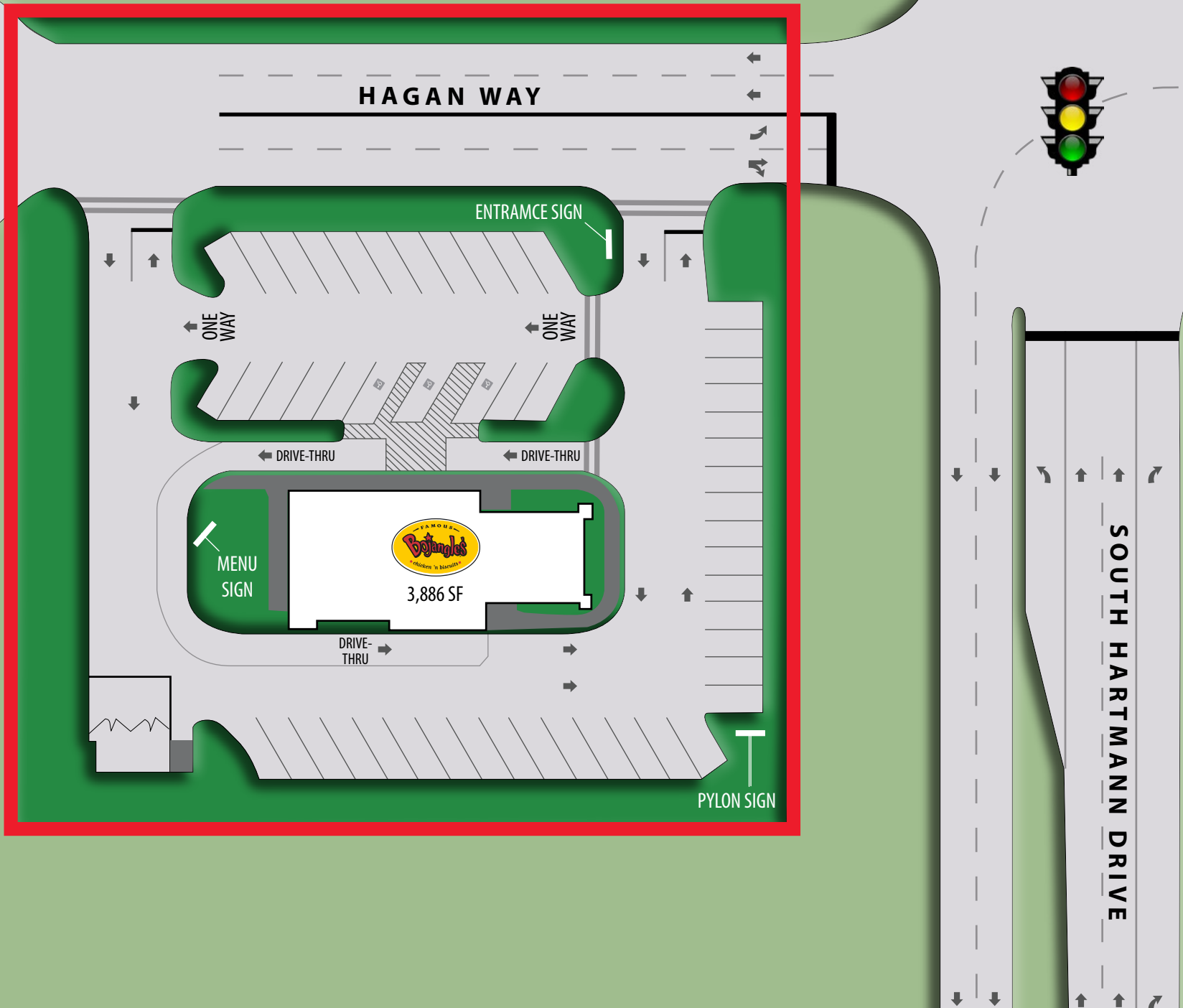
WILSON Bank & Trust
Coming Soon

TJ-maxx **ROSS**
five BELOW **DRESS FOR LESS**
PET SMART **ULTA BEAUTY**

Coming Soon
(Lebanon Marketplace Phase II -
219,000+ SF retail power center)



SITE PLAN



TENANT SUMMARY



Bojangles', Inc. is a highly differentiated and growing restaurant operator and franchisor dedicated to serving customers high-quality, craveable food made from Southern recipes. Founded in 1977 in Charlotte, North Carolina, Bojangles' has grown to include more than 760 restaurants in 11 U.S. states, the District of Columbia, and Honduras. The company's robust, Cajun-inspired menu includes fresh, never frozen, hand-breaded chicken; buttermilk biscuits freshly made every 20 minutes; salads; sandwiches; flavorful sides like green beans and Cajun Pintos; and Bojangles' signature Legendary Iced Tea, steeped the old-fashioned way. Bojangles' offers fast-casual quality food combined with quick-service speed, convenience, and value.

Though Bojangles' serves its full menu of delicious food throughout the entire day, the company is especially known by customers for its breakfast offerings. While many of Bojangles' competitors do not offer breakfast, in fiscal 2017, the company generated 39% of its company-operated restaurant revenues before 11:00 a.m., or an average of approximately \$620,000 annually per company-operated restaurant. Bojangles' strong breakfast results make the company a leader in an attractive daypart in the food service industry. In fiscal 2017, Bojangles' 325 company-operated and 439 franchised restaurants, primarily located in the Southeastern United States, generated approximately \$1.3 billion in systemwide sales, representing \$518.4 million in company-operated restaurant revenues and \$760.0 million in franchise sales, which contributed \$29.1 million in franchise royalty and other franchise revenues. Over this same period, Bojangles' restaurants generated a systemwide average unit volume of approximately \$1.8 million, among the highest in the quick service restaurant and fast casual segments.

For more information, please visit www.bojangles.com.

OWNERSHIP	Private	# OF LOCATIONS	760+
SALES	\$1.3B	HEADQUARTERS	Charlotte, NC



LEASE ABSTRACT

TENANT	Bojangles' Restaurants, Inc.		
ADDRESS	201 Hagan Way, Lebanon, Tennessee		
RENT COMMENCEMENT	October 31, 2017		
LEASE EXPIRATION	November 1, 2032		
RENEWAL OPTIONS	Three (3) five (5) year options		
RENTAL INCREASES	YEAR	RENT	RETURN
	Current-Oct. 2019	\$182,639	5.75%
	Nov. 2019-Oct. 2020	\$184,922	5.82%
	Nov. 2020-Oct. 2021	\$187,233	5.89%
	Nov. 2021-Oct. 2022	\$189,574	5.97%
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REAL ESTATE TAXES	Lessee shall pay all ad valorem taxes, all real property taxes, and any business rental taxes which are levied against the Demised Premises.		
INSURANCE	Lessee agrees to maintain and to pay for fire and extended coverage, liability insurance, and property insurance during the term. All insurance policies shall name Lessor and Lessor's mortgagee as loss payees.		
REPAIR & MAINTENANCE	Lessee shall, at its expense, keep and maintain the Demised Premises including the Building, sidewalks, curbs, and parking areas adjacent to the Building in good order and repair, making such repairs and replacements as may be necessary.		
UTILITIES	Lessee shall pay all charges for water, gas, electricity, and other utilities furnished to or used upon the Demised Premises.		
MAINTENANCE BY LANDLORD	None		
RIGHT OF FIRST REFUSAL	None		

PROPERTY OVERVIEW

LOCATION

The property is located on South Hartmann Drive, a rapidly developing area, with excellent access and visibility to 23,463 vehicles per day. Convenient access to Interstate 40, the main route between Nashville and Knoxville, is located immediately south of the property. Interstate 40 is a heavily trafficked commercial and commuter corridor, with an average traffic count of nearly 81,000 vehicles per day. The property is directly across from Lebanon Marketplace. With the completion of Phase I, national tenants Home Depot, Chili's, Outback Steakhouse, and Hampton Inn & Suites now call Lebanon Marketplace home. Recent additions to Lebanon Marketplace also include a Cracker Barrel and a top-of-the-line dealership for the sale and service of GMC, Chevrolet, and Buick brands. Phase II of Lebanon Marketplace, which is currently under construction, will feature a power center with over 219,000 square feet of retail space. The property is also just over a mile from Lebanon Outlet Marketplace, which attracts approximately three million visitors per year.

The property is centrally located just over two miles from downtown Lebanon and less than two miles from Cumberland University, a prestigious college with nearly 2,000 students. Lebanon High School, Byars Dowdy Elementary, and Winfree Bryant Middle School are all located within walking distance of the property and have a combined enrollment of more than 2,800 students. The property is also close to major employers, including the Cracker Barrel's headquarters and distribution center, with 820 employees, and an Amazon distribution center, with 700 employees. Located approximately 25 miles from downtown Nashville, the property is close to several tourist attractions, including the location of the annual Wilson County Fair, one of the largest fairs in North America, with over half a million attendees. The surrounding area is also home to several large residential developments, with more than 1,500 new multi-family units planned or under construction within a five-mile radius of the property. In addition to being one of the wealthiest counties in Tennessee, Wilson County is also one of the most affluent, providing a large, customer base for Bojangles'.

ACCESS

Access from Hagan Way and interparcel access from South Hartmann Drive

TRAFFIC COUNTS

South Hartmann Drive:	23,463 AADT
Interstate 40:	80,895 AADT

PARKING

51 parking stalls, including three (3) handicap stalls

YEAR BUILT

2017

NEAREST AIRPORT

Nashville International Airport (BNA)



FILE PHOTO



51
PARKING
STALLS



2017
YEAR BUILT



23K
TRAFFIC
COUNT (AADT)



**NEAREST
AIRPORT**
NASHVILLE
INTERNATIONAL
AIRPORT

AREA OVERVIEW

Lebanon is the county seat of Wilson County, Tennessee. It is located approximately 25 miles east of downtown Nashville and is included in the Nashville Metropolitan Statistical Area (MSA). Lebanon is home to Cumberland University, a private four-year liberal arts institution. Several large companies are headquartered in Lebanon, including Cracker Barrel, a Fortune 1000 company; Performance Food Group Customized Distribution, one of the largest and fastest growing foodservice distributors in the nation; and Lochinvar, a major manufacturer and innovator of new products and technologies for heating water. Interstate 40, which is the major corridor between Nashville and Knoxville, runs south of downtown Lebanon.

The Nashville metropolitan area is centered on Nashville, Tennessee. It includes 14 counties in Middle Tennessee and is the largest metropolitan area in the state. Nashville is the capital of and largest city in Tennessee. The city is a center for the music, healthcare, publishing, banking, and transportation industries and is home to numerous colleges and universities. Nashville is known as a center of the country music industry, earning it the nickname "Music City, U.S.A." The Nashville region is home to over 1.9 million people and more than 40,000 businesses. Fortune 500 companies with offices in the Nashville area include Bridgestone, Community Health Systems, Dell, Dollar General, Hankook Tire, Hospital Corporation of America, Nissan North America, Philips, Tractor Supply Company, and UBS.

- » In 2015, Chinese tile company Wonderful Group invested \$150 million to build their company's first manufacturing location within North America in Lebanon.
- » Lebanon is host to the annual Wilson County Fair, considered to be the best county fair in Tennessee and one of the top events in the Southeast. It has paid attendance more than double that of the Tennessee State Fair. In 2015, the Wilson County Fair ranked among the top 50 largest fairs in North America, with 557,702 attendees.
- » Wilson County is the second fastest growing county in Tennessee.
- » Wilson County has the second highest median household income and the ninth highest per capita income in Tennessee.
- » Nashville is one of the fastest growing areas of the Upland South. Population projections predict that more than 2.5 million will live in the Nashville area by 2040.
- » Nashville has ranked within the top ten large metros for job growth and population growth for the past four years.
- » More than 123,000 students are enrolled in higher education in the Nashville area, the largest concentration in a four-state region.

MAJOR EMPLOYERS IN NASHVILLE MSA	# OF EMPLOYEES
VANDERBILT UNIVERSITY MEDICAL CENTER	20,000
HCA HOLDINGS	10,380
NISSAN NORTH AMERICA	10,100
SAINT THOMAS HEALTH	7,100
VANDERBILT UNIVERSITY	6,400
COMMUNITY HEALTH SYSTEMS	5,000
RANDSTAD	4,361
ASURION	4,000
ELECTROLUX HOME PRODUCTS	3,400
KROGER	3,212



DEMOGRAPHIC PROFILE

2017 SUMMARY

	1 Mile	3 Miles	5 Miles
Population	1,749	19,551	37,513
Households	744	7,501	14,255
Families	468	4,738	9,563
Average Household Size	2.35	2.49	2.55
Owner Occupied Housing Units	397	3,967	8,542
Renter Occupied Housing Units	347	3,534	5,712
Median Age	38.5	38.2	39.1
Average Household Income	\$66,690	\$62,874	\$68,189

2022 ESTIMATE

	1 Mile	3 Miles	5 Miles
Population	1,963	21,733	42,046
Households	838	8,327	15,920
Families	526	5,235	10,648
Average Household Size	2.34	2.51	2.57
Owner Occupied Housing Units	460	4,433	9,616
Renter Occupied Housing Units	378	3,894	6,305
Median Age	39.7	39.2	40.1
Average Household Income	\$76,521	\$71,791	\$78,344



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MICHAEL T. YURAS, CCIM
Executive Managing Director
415.481.0788
michael.yuras@cushwake.com
CA RE License #01823291

SCOTT CROWLE
Senior Director
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scott.crowle@cushwake.com
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Cushman and Wakefield Inc. LIC. # 00616335

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