

STARBUCKS/ ASPEN DENTAL

OFFERING MEMORANDUM

MATTHEWS[™]
REAL ESTATE INVESTMENT SERVICES



REPRESENTATIVE PHOTO

11460 US HIGHWAY 431, GUNTERSVILLE, AL 35976

TABLE OF CONTENTS



LISTED BY:

CALVIN SHORT

SVP & SENIOR DIRECTOR

DIRECT (949) 432-4506

MOBILE (310) 567-3525

calvin.short@matthews.com

LIC # 01927216 (CA)

JOSH BISHOP

VP & DIRECTOR | LIC # 688810 (TX)

CHAD KURZ

SVP & NATIONAL DIRECTOR | LIC # 01911198 (CA)

ARON CLINE

SVP & NATIONAL DIRECTOR | LIC # 01904371 (CA)

BROKER OF RECORD

KYLE MATTHEWS | LIC # 110253 (AL)

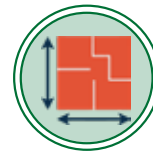
EXECUTIVE OVERVIEW



LIST PRICE:
\$2,988,000



CAP RATE:
6.50%



SQUARE FOOTAGE:
±5,700 SF

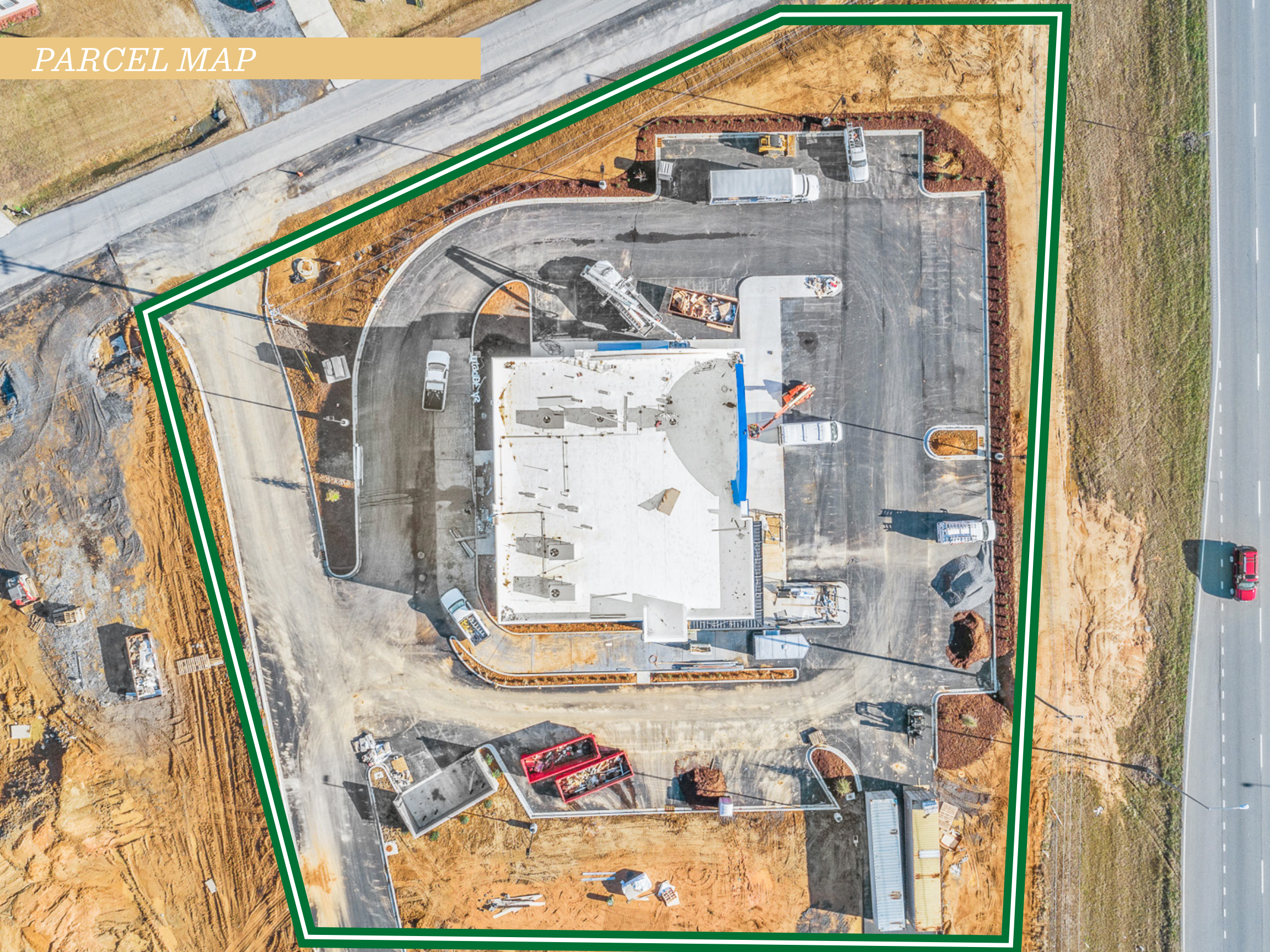


EXPECTED DELIVERY:
2019

INVESTMENT HIGHLIGHTS

- » New 10-year corporate leases with two nationally recognized brands in Starbucks and Aspen Dental
- » Fixed 10% rental increases every 5 years throughout the initial lease term
- » High-quality 2019 construction with drive-thru lane, ample parking, and minimal landlord responsibilities
- » Starbucks is an industry-leading, investment grade credit tenant with an “A” rating by Standard & Poor’s
- » Starbucks has over 27,000 locations worldwide, a \$2.88 billion net worth and saw revenues of over \$22.4 billion in 2017
- » Aspen Dental has over 600 locations in more than 33 states, serving over 15,000 patients
- » Corporate Dentistry or corporate dental practices represent 30-40% of all dental practices in the United States
- » Starbucks/Aspen is ideally positioned at a signalized hard-corner, with frontage and visibility to over 29,000 cars per day on 11460 US Highway 431
- » The offering is directly across 11460 US Highway 431 from Walmart and a Belk anchored shopping center and joins other national retailers serving the market such as Lowe’s, Chick Fil A, ALDI, Cracker Barrel, and O’Reilly
- » Guntersville is located just 38 miles from Huntsville, AL which is one of the most affluent cities in the state and which is home to the U.S. Space & Rocket Center and NASA Marshall Space Flight Center

PARCEL MAP



FINANCIAL OVERVIEW

ANNUALIZED OPERATING DATA

Tenant	GLA	Monthly Rent	Annual Rent	Rent/SF	Rent Commencement Date	Options
Starbucks	2,200				2/15/18	4-5 year
Year 1-5		\$6,416.67	\$77,000.00	\$35.00		
Year 6-10		\$7,058.33	\$84,700.00	\$38.50		
Option 1		\$7,764.17	\$93,170.00	\$42.35		
Option 2		\$8,540.58	\$102,487.00	\$46.59		
Option 3		\$9,394.67	\$112,736.00	\$51.24		
Option 4		\$10,334.17	\$124,010.00	\$56.37		
Aspen Dental	3,500				2/25/19	3-5 year
Year 1-5		\$9,770.83	\$117,249.96	\$33.50		
Year 6-10		\$10,747.92	\$128,975.04	\$36.85		
Option 1		\$11,824.17	\$141,890.04	\$40.54		
Option 2		\$13,005.41	\$156,064.92	\$44.59		
Option 3		\$14,306.25	\$171,675.00	\$49.05		
TOTAL	5,700 SF		\$194,250.00			

TENANT OVERVIEWS

A photograph of a Starbucks Coffee Drive Thru building. The building is constructed of brick and features the Starbucks logo and "DRIVE THRU" signage. In the foreground, there are green Starbucks umbrellas and outdoor seating areas with black metal railings. The sky is clear and blue.

**STARBUCKS®**

» Company Name	» Headquarters	» Year Founded	» Credit Rating
Starbucks	Seattle, WA	1971	S&P: A Investment Grade
» Ownership	» No. of Employees	» Industry	» Stock Symbol
Public	±300,000	Coffee Shops	NASDAQ: SBUX

Starbucks Corporation operates as a roaster, marketer, and retailer of specialty coffee worldwide. Its stores offer coffee and tea beverages, packaged roasted whole bean and ground coffees, single-serve and ready-to-drink coffee and tea products, juices, and bottled water. The company's stores also provide fresh food and snack offerings; and various food products, such as pastries, and breakfast sandwiches and lunch items, as well as serve ware, beverage making equipment, and accessories.

\$22.4 B	\$2.88 B	27,000 +
2017 Sales	2017 Net Income	Locations Worldwide

REPRESENTATIVE PHOTO



AspenDental™

» Company Name	» Headquarters	» Year Founded
Aspen Dental	East Syracuse, NY	1964
» No. of Employees	» No. of Locations	» Industry
5,000	±600	Corporate Dentistry

Aspen Dental Management, Inc. is a dental support organization – a dental practice management corporation that provides business support and administrative services in the US. Aspen Dental practices are committed to treating patients with the compassion and respect they deserve. The practices believe in providing comprehensive care that addresses both your short- and long-term dental care needs, and promise to provide an honest, judgment-free environment where it all comes down to great care.

There is no single provider of dental care called “Aspen Dental”. Each Aspen Dental branded practice is owned and operated by a licensed dentist. Aspen Dental Management, Inc. (“ADMI”) provides administrative and business support services to Aspen Dental branded dental practices. ADMI licenses the “Aspen Dental” brand name to the independently owned and operated dental practices that use its business support services.

REPRESENTATIVE PHOTO





CONSTRUCTION PHOTOS



AREA OVERVIEW

GUNTERSVILLE, AL

Guntersville is a city in Marshall County, Alabama. Surrounded by water, Guntersville is a special place to live, work and play. Located just 36 miles from Huntsville (the subject property is located just off 11460 US Highway 431 with a direct connection to I-59 toward Huntsville), this mountain-lake jewel offers something for everyone. A lot of places have a lake or a river – usually somewhere you “go to”. But thanks to almost a thousand miles of shoreline, you don’t go far in this friendly southern oasis without a view of the tree-lined lake. Whether you’re relishing a vacation getaway, or simply being recharged by the view on your way to work, Lake Guntersville provides the perfect backdrop.

Distinct seasons, unparalleled water resources for work and play, and excellent housing values make a positive experience a common experience in this unique lake city. From fall colors on a country road to waterfront experiences at every turn, Guntersville offers a place apart from the ordinary.

The good stuff is not all outdoors in Guntersville. With a heritage rich in Native American and Civil War history, the city museum offers a glimpse of the past through artifacts and exhibits. And Guntersville’s excellent public library offers a full range of opportunities from books to electronic media to a foreign film series. The library also sponsors a summertime reading program for kids.



DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2023 Projection	2,092	8,502	16,334
2018 Estimate	2,058	8,306	15,918
2010 Census	1,945	7,996	15,332
Growth 2018-2023	1.68%	2.36%	2.62%
Growth 2010-2018	5.80%	3.88%	3.82%
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2023 Projection	899	3,562	6,701
2018 Estimate	895	3,520	6,604
2011 Census	825	3,305	6,208
Growth 2018-2023	0.48%	1.21%	1.48c%
Growth 2011-2018	8.39%	6.51%	6.37%
INCOME	1 - MILE	3 - MILE	5 - MILE
Average Household Income	\$56,055	\$70,106	\$68,778
Median Household Income	\$38,322	\$46,420	\$46,873

HUNTSVILLE, AL

Huntsville is located in Madison County, just 8 miles from Madison. It is located within the Appalachian region and is the third largest city in Alabama. Huntsville Metropolitan Area is the second largest metropolitan area in Alabama. The town contributed to the Civil and World Wars, but was still considered a small, rural town until the US Military and NASA built centers in the town. Huntsville quickly grew and became a known city in the state.

The area has many different historical sites, museums, and parks. Throughout the year, the city holds different types of festivals ranging from art and music to science oriented. Huntsville is very involved in the performing arts. They have different performing art schools as well as theatres that are a hit in the community.

Huntsville residents are also passionate about their local sports teams. With the University of Alabama in Huntsville in the area, many cheer on the school's different athletic programs. They also have amateur and professional soccer, football, and hockey leagues.



LOCAL ECONOMY

The main economic source for Huntsville is in aerospace and military technology with the US Military and NASA originally starting the development of the town. Huntsville is a central hub for Redstone Arsenal, Cummings Research Park, and NASA Marshall Space Flight Center. Cummings Research Park is the second largest research park in the nation and the fourth largest in the world.

U of A in Huntsville serves as the center for technology and engineering research. With Huntsville being a driving force in technology, other corporations in the area include ADTRAN, Avocent, and Deltacom. Cinram manufactures such as 20th Century Fox and Blu-Ray Discs also have plants in Huntsville.

HUNTSVILLE BY THE NUMBERS

185,594

POPULATION

\$162,800

MEDIAN PROPERTY VALUE

36.9

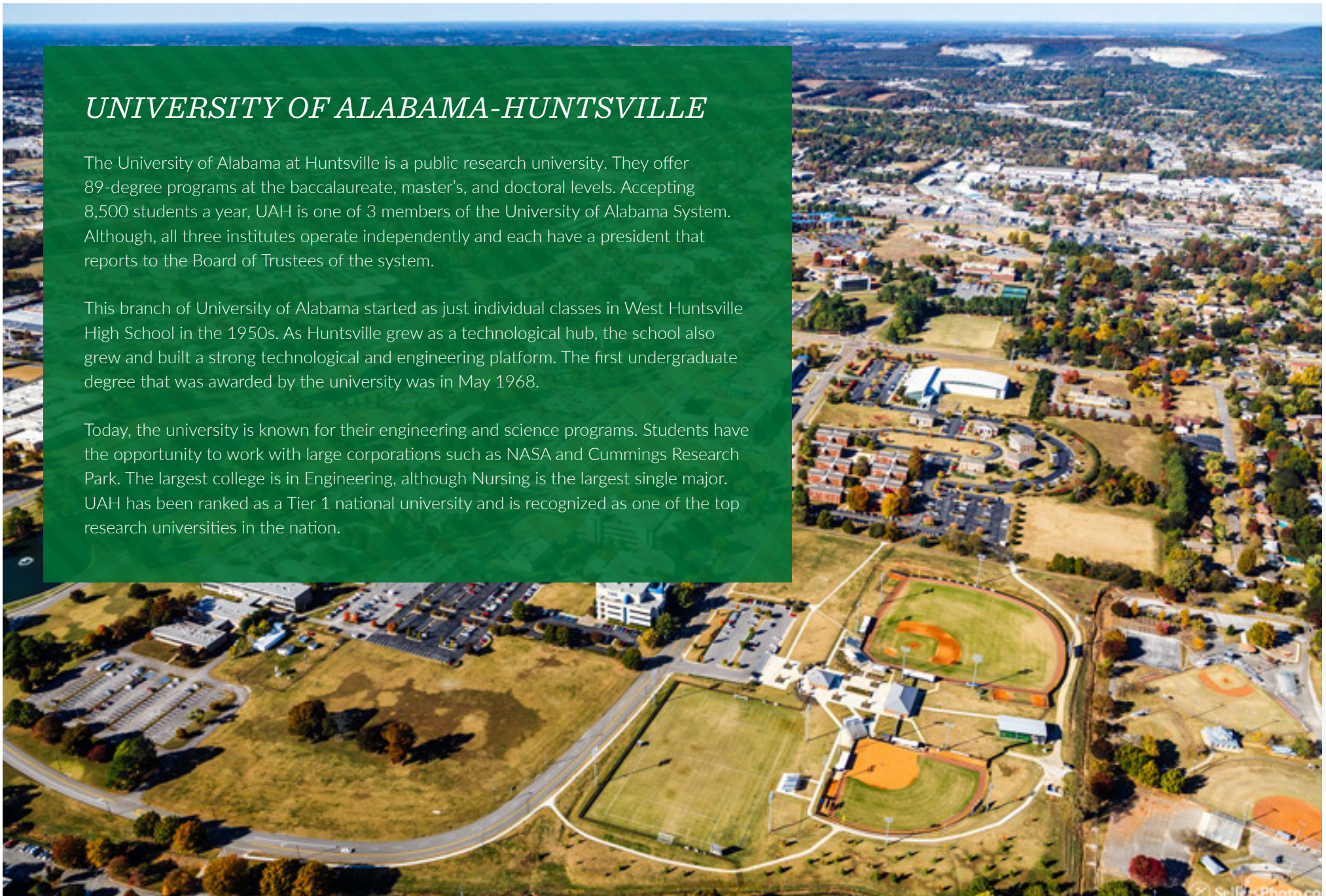
MEDIAN AGE

UNIVERSITY OF ALABAMA-HUNTSVILLE

The University of Alabama at Huntsville is a public research university. They offer 89-degree programs at the baccalaureate, master's, and doctoral levels. Accepting 8,500 students a year, UAH is one of 3 members of the University of Alabama System. Although, all three institutes operate independently and each have a president that reports to the Board of Trustees of the system.

This branch of University of Alabama started as just individual classes in West Huntsville High School in the 1950s. As Huntsville grew as a technological hub, the school also grew and built a strong technological and engineering platform. The first undergraduate degree that was awarded by the university was in May 1968.

Today, the university is known for their engineering and science programs. Students have the opportunity to work with large corporations such as NASA and Cummings Research Park. The largest college is in Engineering, although Nursing is the largest single major. UAH has been ranked as a Tier 1 national university and is recognized as one of the top research universities in the nation.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Starbucks/Aspen Dental** located at **11460 US Highway 431 & Barn Road, Guntersville, AL 35976** ("Property"). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

STARBUCKS/ ASPEN DENTAL

GUNTERSVILLE, ALABAMA
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