



Red Lobster

2322 West 4th Street, Mansfield, OH 44906



OFFERING MEMORANDUM

EXCLUSIVE NET-LEASE OFFERING

Marcus & Millichap

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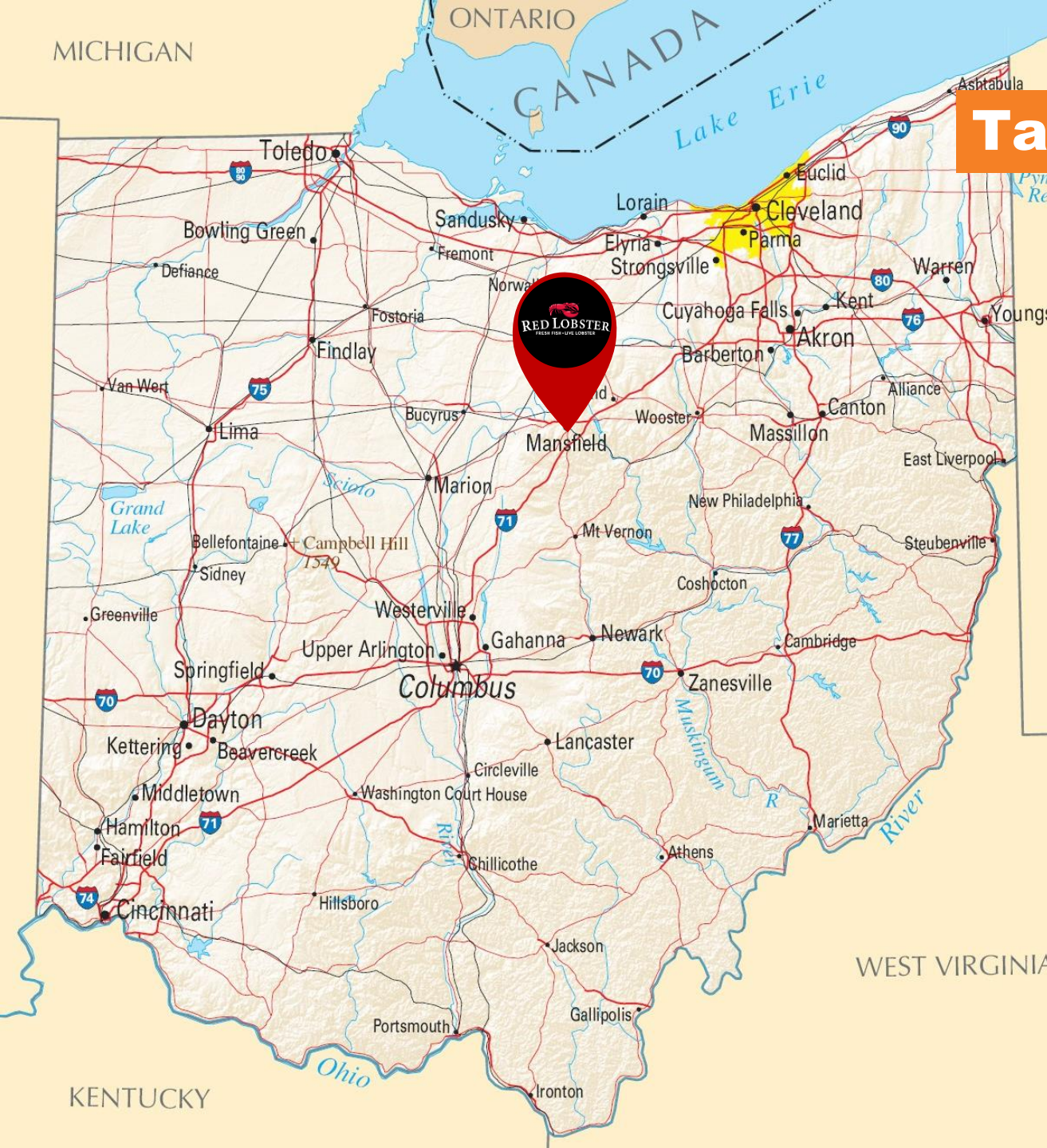
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2322 West 4th Street, Mansfield, Ohio 44906**PRICE: \$4,438,659 | 6.15%CAP | RENT: \$272,978****PROPERTY DESCRIPTION**

Property	Red Lobster
Property Address	2322 West 4th Street
City, State, ZIP	Mansfield, OH 44906
Building Size (SF)	7,289
Lot Size (Acres)	+/- 2.05

THE OFFERING

Net Operating Income ¹	\$272,978
CAP Rate	6.15%
Purchase Price	\$4,438,659
Price / SF	\$609
Year Opened	1977
Year Remodeled	2011

LEASE SUMMARY

Property Name	Red Lobster
Property Type	Net Leased Casual Dining
Ownership	Private
Tenant	Red Lobster Restaurants, LLC
Guarantor	Red Lobster Intermediate Holdings, LLC
Lease Term	25 Years
Lease Expiration	July 31, 2039
Lease Term Remaining	20 Years
Lease Type	Triple-Net (NNN) Lease
Roof & Structure	Tenant Responsible
Rental Increases	2.00% Annually
Options to Renew	Four (4), Five (5) Year Option Periods
Rental Increases in Options	2.00% Annually

¹ NOI Based on August 2019 Rental Increase**HIGHLIGHTS**

- Property is Subject to a 25 Year Triple-Net (NNN) Lease With 20 Years Remaining
- Corporate Guaranty | 704 Locations in the US & Canada
- Strong Inflation Hedge | Attractive 2.0% Annual Increases
- Four (4), Five (5)-Year Tenant Renewal Options
- World's Largest Seafood Restaurant | Serving Customers in 11 Countries



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INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a Red Lobster property located in Mansfield, Ohio. The property consists of 7,289 square feet of building space and is situated on approximately 2.05 acres of land. The property is subject to a 25-year Triple-Net (NNN) lease with 20 years remaining on the base term. The current rent is \$272,978 and will continue to increase by 2.00% annually. The increases will continue through the four, five-year tenant renewal options.

TENANT SUMMARY

Red Lobster is the largest seafood restaurant concept in the world and is an iconic full service brand with broad demographic appeal and significant advertising budget. Red Lobster is led by an experienced management team with a history of success leading the brand (average 27+ years experience across executive team). The company generates \$2.5 billion in revenue and is the 5th largest casual dining concept in North America. Red Lobster was recently acquired by Golden Gate Capital.



FINANCIAL OVERVIEW

ANNUALIZED OPERATING DATA

Current Annual Rent	\$272,978
Base Term Rental Escalations	2.00% Annually

RENT SCHEDULE

Lease Year	Annual Rent	Monthly Rent
Year 6	\$272,978	\$22,748
Year 7	\$278,437	\$23,203
Year 8	\$284,006	\$23,667
Year 9	\$289,686	\$24,140
Year 10	\$295,480	\$24,623
Year 11	\$301,389	\$25,116
Year 12	\$307,417	\$25,618
Year 13	\$313,565	\$26,130
Year 14	\$319,837	\$26,653
Year 15	\$326,233	\$27,186
Year 16	\$332,758	\$27,730
Year 17	\$339,413	\$28,284
Year 18	\$346,201	\$28,850
Year 19	\$353,126	\$29,427
Year 20	\$360,188	\$30,016
Year 21	\$367,392	\$30,616
Year 22	\$374,740	\$31,228
Year 23	\$382,234	\$31,853
Year 24	\$389,879	\$32,490
Year 25	\$397,677	\$33,140

CAP Rate	6.15%
Purchase Price	\$4,438,659



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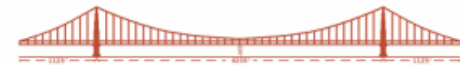
Tenant Overview



- Red Lobster is the largest seafood restaurant concept in the world and is an iconic full service brand with broad demographic appeal and a significant advertising budget (2nd largest in casual dining).
- The Company was founded in 1968 and currently operates 704 restaurants throughout the United States and Canada and has 43 franchised restaurants in international markets.
- Red Lobster is led by an experienced management team with a history of success leading the brand (average 27+ years experience across executive team).
- The company generates \$2.5B in revenue and is the 6th largest casual dining concept in North America.

----- The Transaction -----

- On July 28th, 2014, Golden Gate Capital (“GGC”) acquired Red Lobster from Darden Restaurants.
- Red Lobster is now an independently owned company, completely separate from Darden Restaurants.
- Red Lobster is well capitalized with >\$200M of liquidity.
- Golden Gate Capital has a long, successful track record and significant experience with multi-unit restaurant and retail businesses.



GOLDEN GATE CAPITAL

OUR HISTORY

FRESH IS IN OUR FOOD

Each day, you'll find an updated selection of fresh fish on our Today's Fresh Fish menu, not to mention live Maine lobster, freshly baked Cheddar Bay Biscuits™, crisp salads and a host of fresh seafood recipes waiting to be explored.

FRESH IS IN OUR KNOWLEDGE

No one knows seafood better than we do. As global seafood buyers, we have employees stationed throughout the world who inspect our seafood the moment it comes out of the water. They ensure it meets standards that are second to none. Then, the renowned chefs at our culinary center deliver the fresh expertise that turns it all into something truly special.

FRESH IS IN OUR DEDICATION

We hold ourselves to the highest standards for service, quality and a welcoming atmosphere. And we're focused on doing what's right – for our employees, in our communities and in the world.

FRESH IS IN OUR COMMITMENT

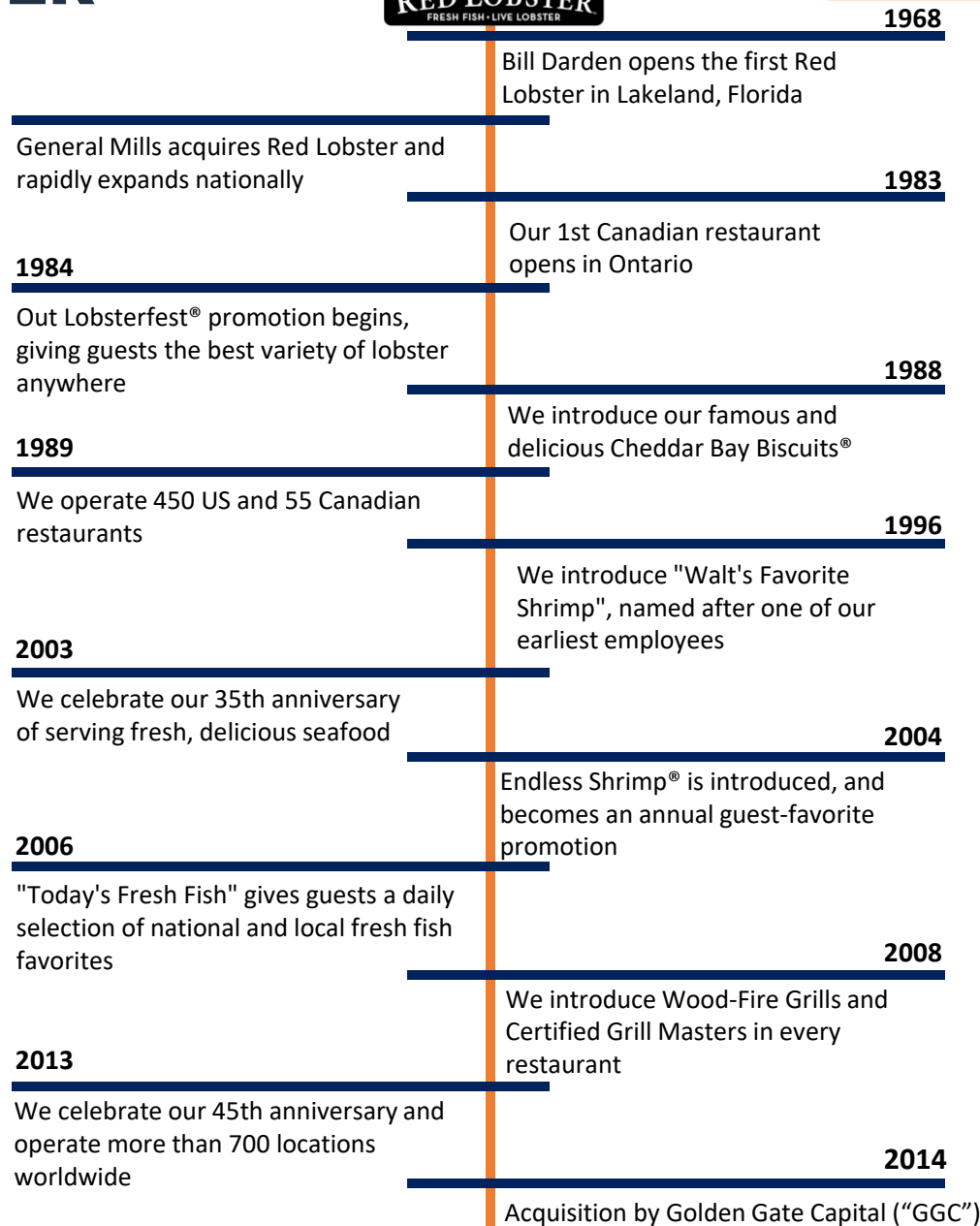
You deserve the freshest food and thinking. So every time you visit one of our seafood restaurants or our online seafood store, you'll find an uncommon commitment to deliver the best of the sea with fresh energy and fresh ideas that we hope will make you want to come back again and again.

We invite you to come in and experience our commitment to quality for yourself. Whether it's choosing your favorite fresh fish from our "Today's Fresh Fish" menu, or selecting your favorite seafood to be prepared over our wood-fired grill, Red Lobster is the place you can enjoy fresh, delicious seafood now and for generations.

RED LOBSTER TIMELINE



EXECUTIVE SUMMARY

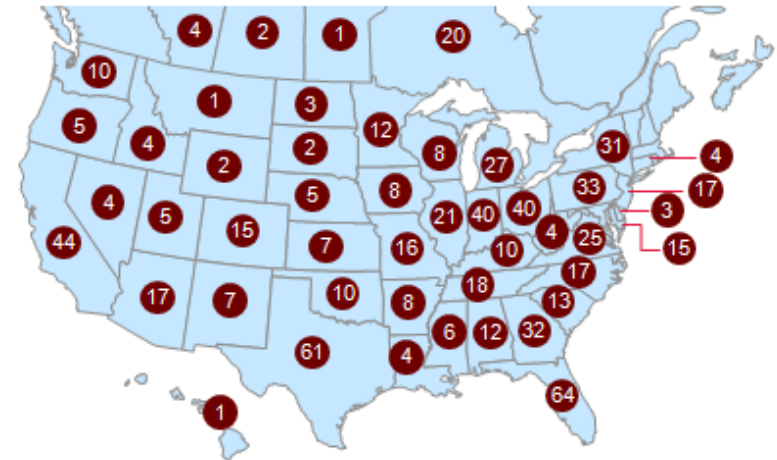


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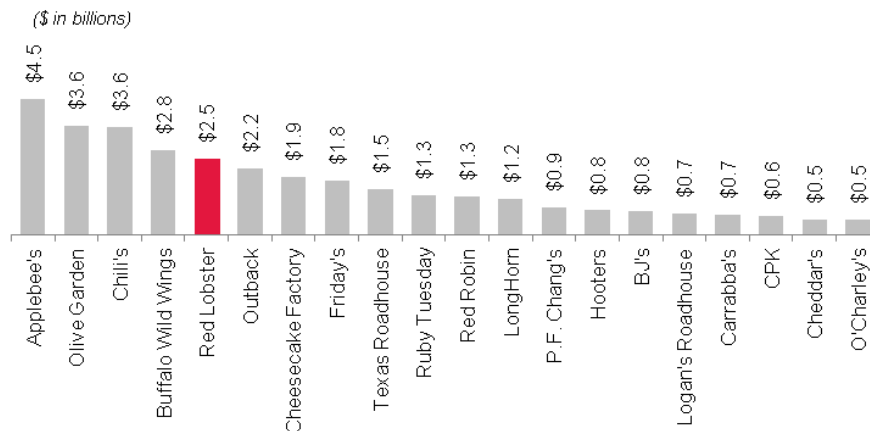
Strong Market Position

- Red Lobster is the largest seafood restaurant concept in the world and the 6th largest casual dining concept in the United States with over \$2.5 billion in annual sales and 704 restaurants.
- The Company is the category killer in the seafood casual dining space, holding almost 50% market share.
 - Largest share of any restaurant concept in any segment.
- 6th largest overall casual dining concept in the US.

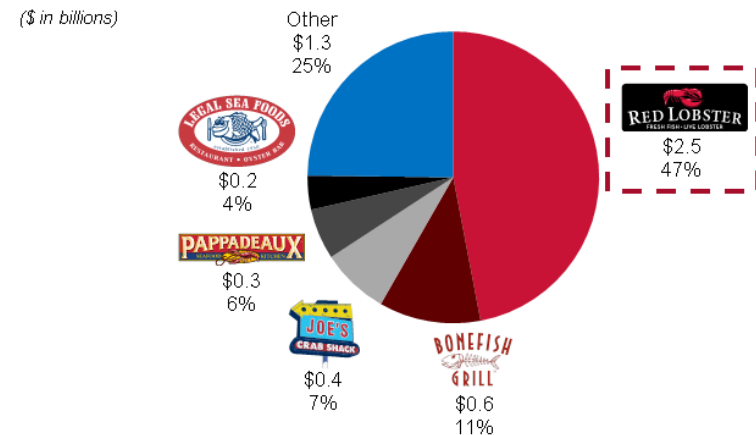
Significant Scale With Broad Geographic Reach



6th Largest Casual Dining Concept in the US



~50% Share in Seafood Casual Dining



TENANT OVERVIEW

Iconic Brand With Unparalleled Customer Loyalty

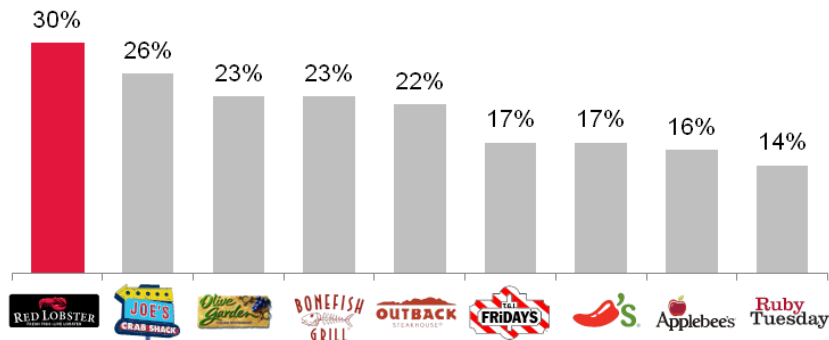
- Red Lobster has strong consumer appeal and broad usage across multiple dining out occasions, including high-crave, healthier “good for you” and special meal occasions.
- The brand has a strong foundation of loyal guests, who visit 1-2 times per month and account for more than 50% of sales.
- Red Lobster is the clear leader in casual dining seafood, and the most indispensable brand among major casual dining concepts, further indicating strong consumer loyalty.

Healthy and Recently Remodeled Restaurant Base

- Over \$320 million invested in remodels covering >90% of restaurants over the past 8 years.
- \$1.4 billion in overall capital expenditure investment over the past 10 years.
- New Bar Harbor format has strong appeal across customer base.
- 100% of restaurants are cash flow positive.

Indispensability vs. Peers

Indispensability (How difficult it would be for me to ‘give up’ ever going there again) - % very difficult (10 out of 10) shown



New Bar Harbor Format

Before



After



Management Team

Red Lobster is led by an experienced management team with prior success leading the brand.



Kim Lopdrup
CEO
(31 years in Restaurant Industry)

- Kim served as President of Red Lobster from FY2005 to FY2011, a period of consistent, above-market growth for the brand
- Prior to his return to Red Lobster, Kim served as President of Specialty Restaurant Group and New Business
- Before joining Darden, Kim served as EVP and COO of North America for Burger King, and at Dunkin' Brands as VP of Marketing and CEO of its international division
- BBA, College of William & Mary; MBA with distinction, Harvard Business School



Salli Setta
President
(28 years in Restaurant Industry)

- Salli was named President of Red Lobster in July of 2013
- Prior to her promotion to President, Salli served as Red Lobster's EVP of Marketing, before which she held numerous roles in Marketing and Culinary at Olive Garden during its turnaround, including VP Marketing and SVP Culinary and Beverage
- 24 years of experience in restaurant marketing, advertising and menu development; named "Menu Strategist of the Year" in 2003; recipient of three Menu Masters' Awards and a Silver Effie for her work on the "Hospitaliano" ad campaign
- BA, University of Central Florida; MBA, Florida Institute of Technology



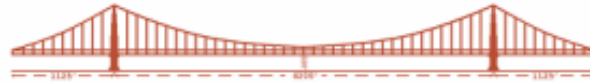
Bill Lambert
CFO
(12 years in Restaurant Industry)

- Bill served as CFO of Red Lobster from FY2006 to FY2010
- Prior to his return to Red Lobster, Bill served as CFO of LongHorn Steakhouse
- Prior to joining Darden and Red Lobster, Bill spent 21 years with Federated Department Stores in various roles including CFO of Macy's Central
- BS, Duke University; MBA, University of Michigan



Chip Wade
EVP
Operations
(30 years in Restaurant Industry)

- Darryl "Chip" Wade is EVP of Operations at Red Lobster
- Previously, Chip held positions in Enterprise Operations at Darden and as SVP of its Smokey Bones brand
- Outside of Darden, Chip previously served as COO of Legal Sea Foods and in various operations management roles at TGI Friday's
- BA, Widener University; MBA, University of Texas



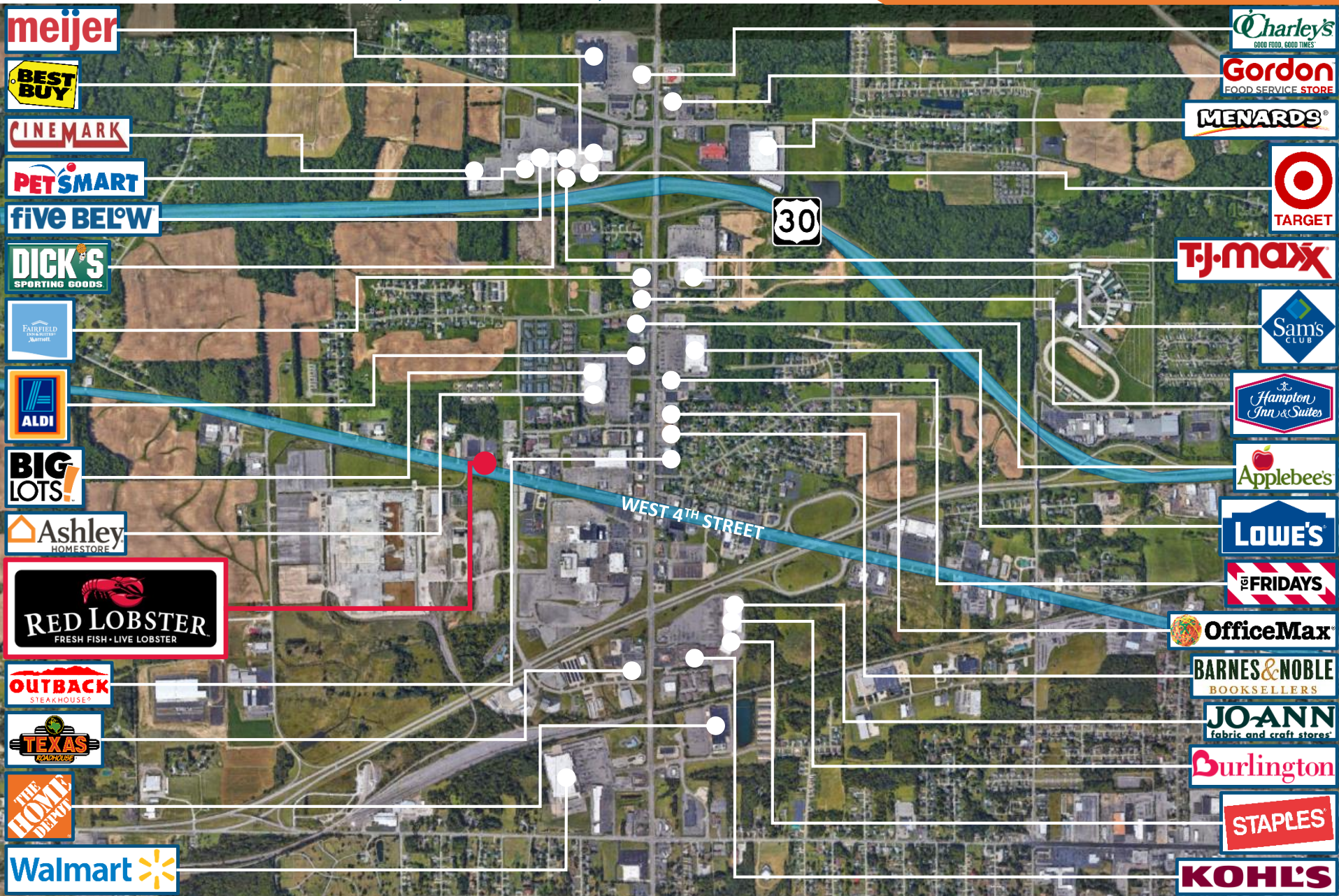
GOLDEN GATE CAPITAL

- Golden Gate Capital (GGC) is a San Francisco-based Private Equity firm with over \$15 billion of capital under management.
- GGC has been one of the most active acquirers of multi-unit restaurant and retail companies.
 - Over the past 10 years, GGC has invested in restaurant and retail companies with annual revenues in excess of \$15 billion.
- GGC's investors include leading educational endowments, non-profit foundations, and selected entrepreneurs and managers.
- Investment approach is to partner with strong management teams to acquire strong, established brands with an opportunity to grow earnings through better execution, productivity improvements and unit growth.
- Excellent track record with acquiring and growing divisions of corporations.

Select Restaurant Investments

Restaurant Private Equity Investments



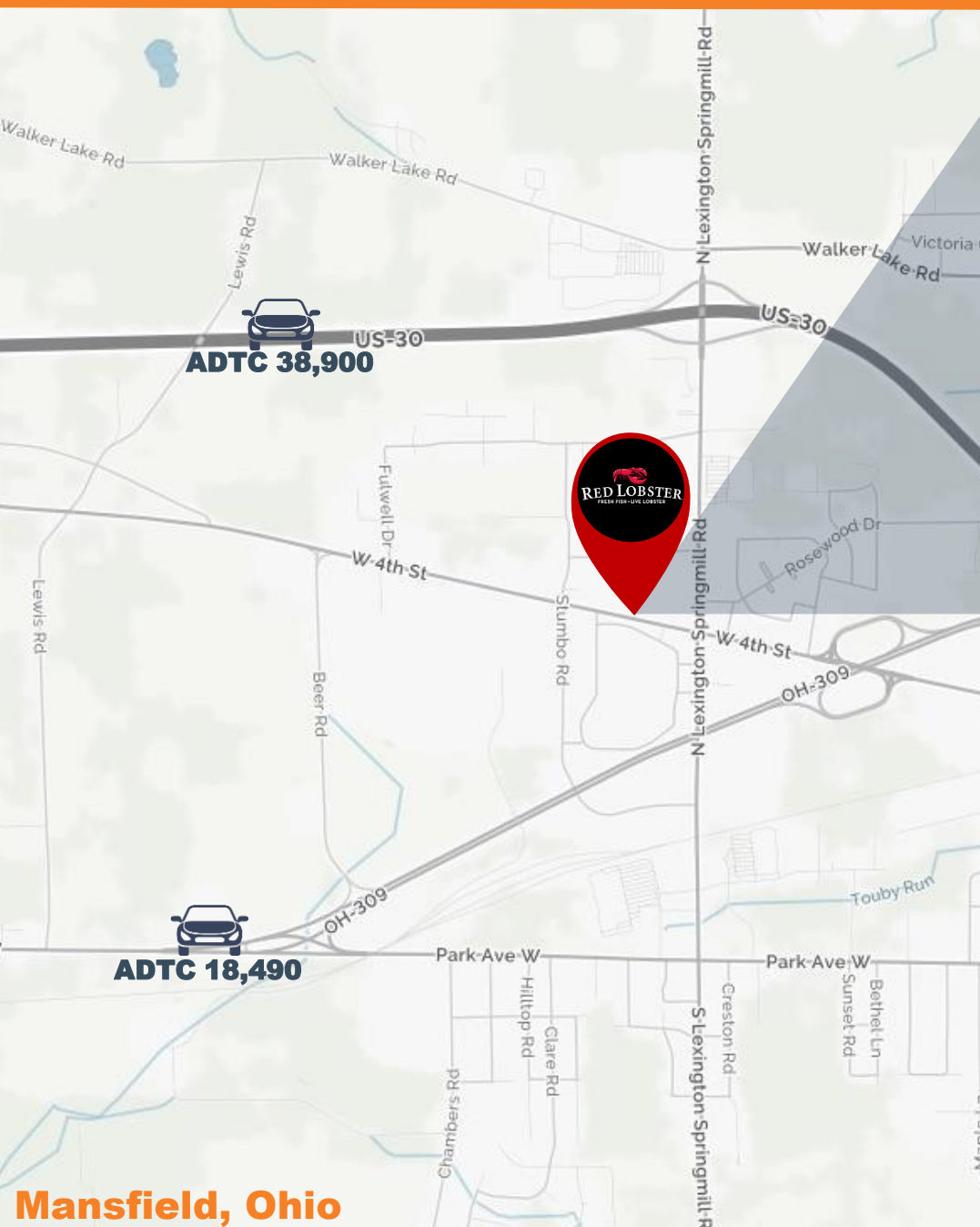


HIGHLIGHTS

- Major National Tenants In Surrounding Area: Walmart, Kohl's, Lowe's, Sam's Club, Home Depot, Target, Meijer, Best Buy, Menards
- Strong Traffic Counts | U.S. Route-30 and Park Avenue West | 38,900 and 18,490 Vehicles Daily
- Ohio State University at Mansfield and North Central State College | Within Three Miles of Subject Property | Combined Annual Enrollment Exceeding 4,400 students
- Richland County Fairgrounds | Within Three Miles of Subject Property | Home to the Annual Richland County Fair

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Newman Technology Inc	1,200
Mansfield Correctional Instn	769
Broshco Fabricated Products	674
Ipt Pumps Division	500
Mansfield Operations	500
McDonalds	467
Kroger	450
County of Richland	442
Broscho Fabricated Products	400
City of Mansfield	400
Disabled American Veterans	400
Service/Safety Director	400



Mansfield, Ohio

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This Red Lobster is located at 2322 West 4th Street in Mansfield, Ohio. Mansfield is the county seat of Richland County, Ohio, located midway between Columbus and Cleveland on U.S. Interstate 71. The city's official nickname is "The Fun Center of Ohio", and is the largest city in the "Mid-Ohio" region of the state.

Surrounding Retail and Points of Interest

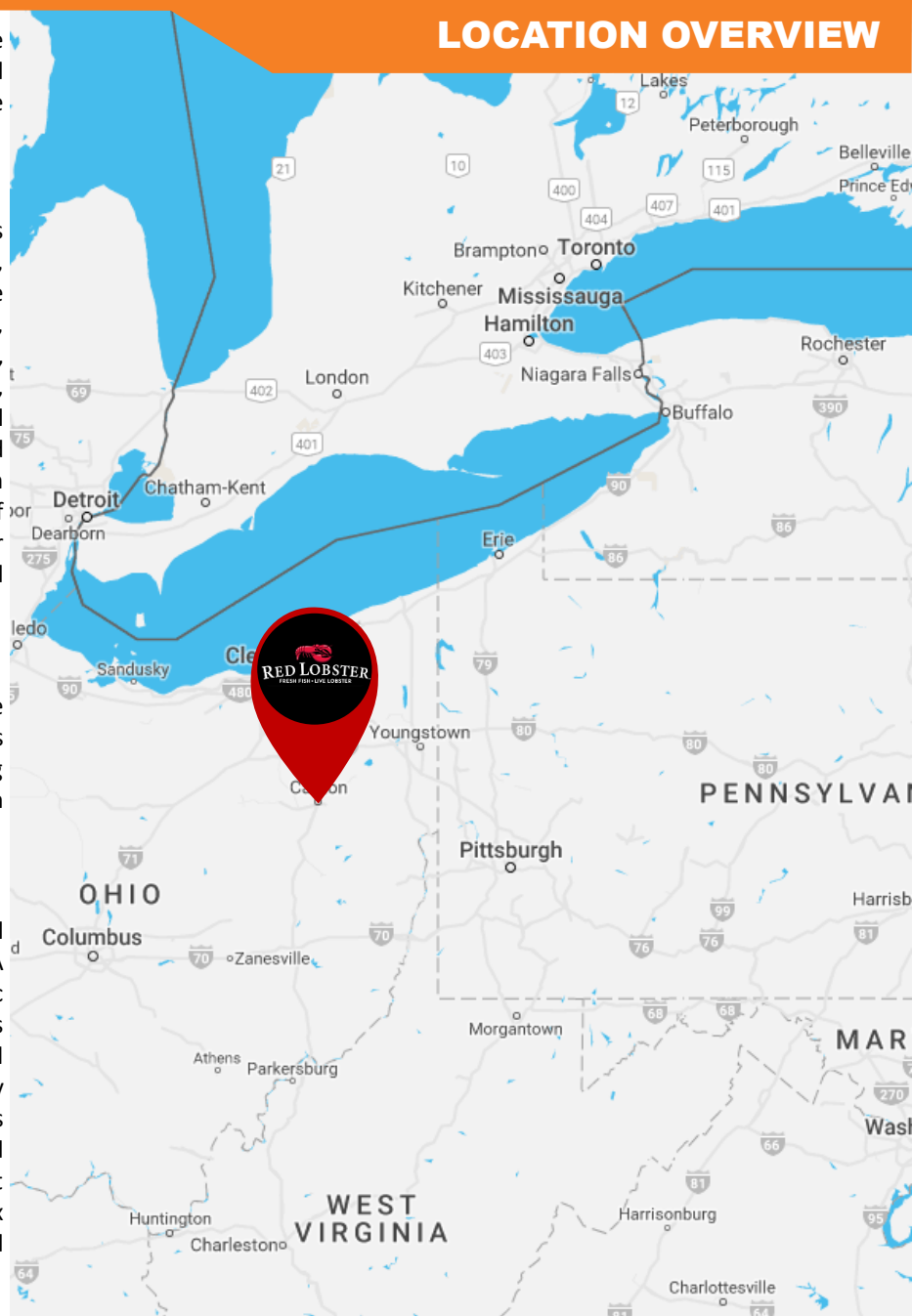
The subject property is well-positioned in a dense retail corridor, benefiting from its proximity to major national and local retailers. Nearby national tenants include: Walmart, Kohl's, Lowe's, Sam's Club, Home Depot, Target, Meijer, Best Buy, Gordon Food Service Store, Menards, TJ Maxx, OfficeMax, Barnes & Noble, JoAnn Fabric and Craft Store, Burlington Coat Factory, Staples, CineMark, PetSmart, Five Below, Dick's Sporting Goods, Aldi, Big Lots, Ashley Home Store, Outback Steakhouse, Texas RoadHouse, Applebee's, TGI Fridays, O'Charley's, as well as many others. Richland Mall, an enclosed regional center that adds 50 additional stores and dining locations, is within one mile of this Red Lobster location. Ohio State University at Mansfield and North Central State College, with combined annual enrollment exceeding 4,400 students, are both within three miles of the subject property. The Richland County Fairgrounds, home to the Richland County Fair and one of the larger tourist attractions in the county, is within three miles of this Red Lobster location.

Traffic Counts and Demographics

Mansfield has approximately 14,935 individuals residing within a three-mile radius of the property and more than 47,082 within a five-mile radius. This Red Lobster property is located just off U.S. Route-30, which experiences average daily traffic counts exceeding 38,900 vehicles. Intersecting with U.S. Route-30 is Park Avenue W which brings an additional 18,490 vehicles to the immediate area daily.

Mansfield, Ohio

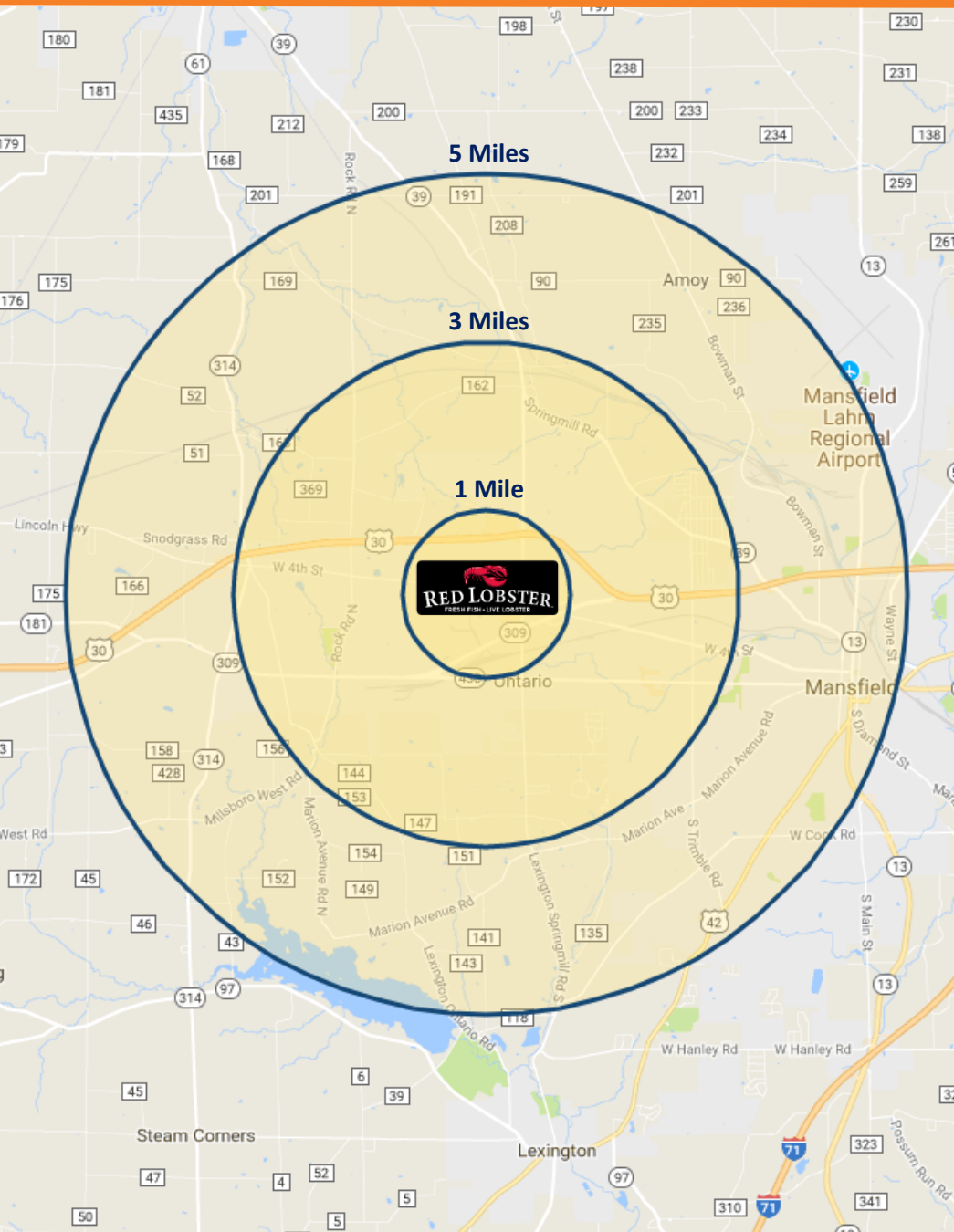
Mansfield's economy is heavily dominated by the Manufacturing, Healthcare, and Retail Trade industries, which combine to employ over 45% of the city's working population. A number of highlights and achievements have contributed to Mansfield's recent economic development. In hopes of further developing the city's economy, large investments have been made through reconstruction of the city's infrastructure. This has inspired expansion in the city by companies such as OhioHealth Mansfield, Ohio Valley Manufacturing, and the Ashland Railway. Furthermore, downtown Mansfield has experienced tremendous growth in arts and tourism over the last five years. Concerts and other performing arts events have drawn tremendous crowds, inspiring redevelopment of the area's functionality and facade. The Carousel District has attracted the Phoenix Brewing Company, the Renaissance Performing Arts Association, as well as the Mansfield Symphony, NEOS Ballet Theatre, and Richland Academy Dance Ensemble.



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POPULATION

	1 Miles	3 Miles	5 Miles
2022 Projection	1,404	15,151	46,499
2017 Estimate	1,398	14,935	47,082
2010 Census	1,408	15,070	47,556
2000 Census	1,142	15,207	52,218

INCOME

Average	\$60,845	\$57,552	\$54,573
Median	\$47,667	\$41,464	\$38,700
Per Capita	\$28,841	\$24,280	\$22,743

HOUSEHOLDS

2022 Projection	678	6,419	18,474
2017 Estimate	659	6,276	18,564
2010 Census	675	6,416	19,061
2000 Census	491	6,297	20,268

HOUSING

2017	\$126,485	\$108,491	\$98,668
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EMPLOYMENT

2017 Daytime Population	4,958	22,216	57,727
2017 Unemployment	3.47%	6.22%	6.64%
2017 Median Time Traveled	15	19	20

RACE & ETHNICITY

White	90.18%	87.12%	78.38%
Native American	0.00%	0.04%	0.06%
African American	4.88%	7.69%	16.52%
Asian/Pacific Islander	2.56%	1.61%	1.09%

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Marcus & Millichap



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