

Subject Property

TACO BELL | LAKE CITY, FL

Offering Memorandum

Brand New, 20-Year, NNN Sale Leaseback

**119-Unit
Operator**



**Brand New, 20-Year,
Sale Leaseback
(NNN)**



**Part of a Six Unit
Taco Bell Portfolio or
Available Separately**



**Brand New
Construction; Built in
2017**



**Parent Company Owns
and Operates 119
Restaurants in 4 States**

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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Six Properties - Asolute Triple Net (NNN) Sale Leasebacks

The parent company/tenant on the leases operates 119 Taco Bells and KFCs in North Carolina, South Carolina, Florida, and Virginia, which include these six units available separately or as a portfolio. Contact Listing agent for additional information.

Store Type	Address	City	State	Rent	Cape Rate	Price
Taco Bell	2411 West US Hwy 90	Lake City	FL	\$177,387	5.00%	\$3,547,740
Taco Bell	280 Southwest Main Blvd	Lake City	FL	\$144,791	5.25%	\$2,757,925
Taco Bell	6804 US Highway 129	Live Oak	FL	\$146,155	5.25%	\$2,783,900
Taco Bell	1215 South Sixth Street	Macclenny	FL	\$143,640	5.25%	\$2,736,000
Taco Bell	2025 North Young Blvd	Chiefland	FL	\$125,871	5.25%	\$2,397,500
Taco Bell	808 South Walnut Street	Starke	FL	\$123,841	5.25%	\$2,358,875
Total:						\$16,581,940



SUBJECT PROPERTY



Overview

280 S.W. Main Blvd, Lake City, Florida 32025

Price:	\$2,757,925
Cap Rate:	5.25%
Rentable Square Feet:	2,640
Annual Rent:	\$144,791
Price PSF:	\$1,044.67
Land Area:	0.42 Acres
Year Built:	2017

Investment Highlights

- Brand New, 20-Year Triple Net Sale-Leaseback, Commencing Upon Close of Escrow
- Four, Five-Year Option Periods
- 10 Percent Rental Increases Every Five Years in Base Term and option Periods
- Brand New Construction; Built in 2017
- Strong Franchisee; Luihn VantEdge Partners, LLC Owns and Operates 119 Restaurants Throughout NC, SC, FL and VA
- One Mile from Shands Lake Shore Regional Medical Center
- Surrounding National Retailers Include Winn Dixie, Bealls Outlet, Dollar Tree, CVS, Napa Auto Parts, Burger King, Waffle House, Popeyes and Many More

Lease Summary

Tenant:	Taco Bell
Website:	www.TacoBell.com
Lease Guarantor:	Luihn VantEdge Partners, LLC
Lease Type:	NNN
Lease Term:	20 Years
Option Periods:	4, 5-Year Options
Rental Increases:	10% Every 5 Years
Roof & Structure:	Tenant
Rent Commencement:	Close of Escrow
Lease Expiration:	20 Years from COE

Base Term	Annual	Rent PSF	Cap Rate
Lease Years 1-5:	\$144,791	\$54.85	5.25%
Lease Years 6-10:	\$159,270	\$60.33	5.77%
Lease Years 11-15:	\$175,197	\$66.36	6.35%
Lease Years 16-20:	\$192,717	\$73.00	6.99%

Option Periods	Annual	Rent PSF	Cap Rate
Option 1, Years 21-25:	\$211,989	\$80.30	7.69%
Option 2, Years 26-30:	\$233,187	\$88.33	8.46%
Option 3, Years 31-35:	\$256,506	\$97.16	9.30%
Option 4, Years 36-40:	\$282,157	\$106.88	10.23%



Taco Bell Corp., a subsidiary of Yum! Brands, Inc. (NYSE: YUM), is the nation's leading Mexican-inspired quick service restaurant brand. From breakfast to late night, Taco Bell serves made-to-order and customizable tacos and burritos, among other delicious choices, and is the first Quick Service Restaurant to offer American Vegetarian Association (AVA)-certified menu items.

Taco Bell and its more than 350 franchise organizations proudly serve more than 2 billion customers each year at 7,072 restaurants, more than 93 percent of which are owned and operated by independent franchisees and licensees. By 2022, the brand plans to operate 9,000 restaurants globally. Taco Bell and franchise partners in Brazil and Spain have signed on to open more than 400 restaurants in the next decade.

Taco Bell's same-store sales has increased four percent which was better than the overall quick-service sector. Taco Bell typically scores well in consumer surveys on its ability to innovate and give customers value.

Yum! Brands, Inc., based in Louisville, Kentucky, has over 45,000 restaurants in more than 135 countries and territories and is one of the Aon Hewitt Top Companies for Leaders in North America. Yum! Brands was named to the Dow Jones Sustainability North America Index and ranked among the top 100 Best Corporate Citizens by *Corporate Responsibility Magazine*.

**Luihn VantEdge
Partners Owns
and Operates
119 Restaurants
in NC, SC, FL
and VA**



Luihn Companies, Inc. was founded in 1966. Recently the CEO and President of Luihn Companies, Inc., Jody Luihn partnered with Paul Edgerley and Terry Matlack of VantEdge Partners to form Luihn VantEdge Partners, LLC. Luihn VantEdge Partners, LLC is a franchisee of Yum! Brands operating 119 restaurants throughout Virginia, North Carolina, South Carolina and Florida, with over 3,200 talented employees.

The strength of Luihn VantEdge Partners is its leadership. The company and its officers have been the recipients of numerous awards for their sales and contribution to the brands with which they come in contact. Officers of the company continue to be leaders, taking part in franchise advisory councils, helping to shape the future of the various company brands and act as a strong voice for franchisees everywhere. This strong voice is backed by a wealth of talent. From the beginning staff of one store to over 3,200 employees today, each employee continues to make a difference. Luihn VantEdge Partners provides its talented employees with a forum that allows advancement and in which they can express their ideas and creativity. This combination of talent, ambition, focus and innovation continues to propel Luihn VantEdge Partners forward to a success-filled future. Through the growth that success brings and the change that accompanies it, Luihn VantEdge Partners remains true to Luihn Companies' beginnings. To this day, the business that was built on family has not lost its roots.

**Jody Luihn, Partner, CEO & President**

Jody Luihn operated his family's business, Luihn Companies, since 1983, until the merger with VantEdge Partners. He has served on various Taco Bell and KFC boards, including FRANMAC, the KFC and Taco Bell Beverage Committee, and KFC - NCAC (National Council and Advertising Cooperative).

Jody is quite active with the KFC & Taco Bell brands in franchisee leadership roles. He has been the FRANMAC President for Taco Bell three terms as well as continuing to serve on numerous Yum! Brands committees. Jody is consistently recognized by Yum! Brands for his contributions to the franchise system. Jody has been a recipient of Taco Bell's highest award, the Glen Bell award, as well as a recipient of "The Think Outside The Bun" award.

Paul Edgerley, Partner

Paul Edgerley is a co-founder and managing Director of VantEdge Partners. He previously served as a Managing Director at Bain Capital from 1990 until his retirement in January 2016. Since his retirement, he continues to serve as a Senior Advisor to Bain Capital and several of Bain's portfolio companies. During his time at Bain Capital, Paul played a senior leadership role in the firm, co-leading the private equity business, overseeing the firm's expansion into Asia and serving as the head of the firm's investment committee. Paul also co-led more than 30 investments in the industrial, technology, consumer and business service industries, investing more than \$5 billion with average returns in excess of three times the money invested. During Paul's tenure, Bain Capital grew assets under management from \$150 million to \$75 billion.

Paul currently serves as a director and chairman of the board of New York Stock Exchange-listed sensor and controls manufacturer Sensata Technologies. He also serves on the Board of Directors of Hero MotoCorp, India's largest motorcycle manufacturer; hand and power tool supplier APEX Tool Group; and automotive part suppliers FTE Automotive and TI Automotive. Paul has also served on the board of directors and executive committee of the Boston Celtics since 2002. In addition, Paul serves on the boards of Bluemont Group, a Dunkin Donuts franchisee; Vitaligent, a Jamba Juice franchisee; Altitude, an aero parts roll up; and AS Roma on behalf of VantEdge.

Terry Matlack, Partner

Terry Matlack is co-founder and Managing Director of VantEdge Partners. He is also a managing director of Tortoise Capital Advisors, an investment company he co-founded with partners in 2002. Tortoise Capital manages four NYSE-listed closed-end funds, open-end funds, private funds and separate accounts for institutional and individual investors primarily focused on the energy sector. Terry serves on the board of each of the closed-end funds and on the board of Tortoise Investments, a holding company affiliated with Tortoise Capital that owns several investment firms managing assets in fixed income securities, both taxable and tax exempt. The company currently has more than \$21 billion under management.

Prior to joining Tortoise Capital, he was a partner at Kansas City Equity Partners, a private equity firm based in Kansas City. He serves on the U.S. Bank Kansas City Regional Market Board and the Executive Council of Kansas State University's College of Business.

*These parcels are in the
process of being separated.
Sale only includes parcel
with Taco Bell building.*

**Subject
Property**

**Not Part of
Transaction**

S.W. Main Boulevard



AERIAL



17,800
Daily

18,900
Daily

S.W. Main Boulevard

S.W. Baya Drive

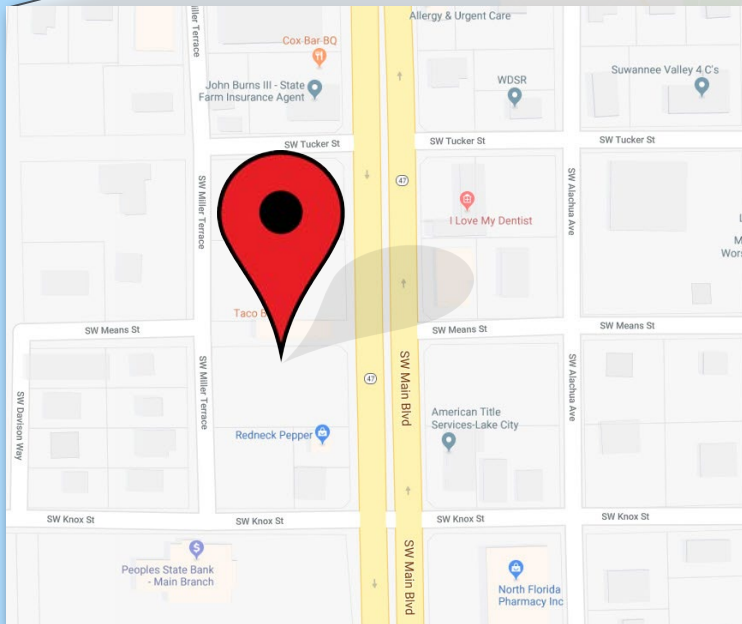
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LOCAL & REGIONAL MAPS

Tallahassee

Jacksonville

Gainesville





Lake City, Florida | Columbia County

Lake City, Florida is the county seat of Columbia County, and is the principal city of the Lake City micropolitan statistical area. Lake City is 60 miles west of Jacksonville.

Lake City and Columbia County are known as “The Gateway to Florida” because Interstate 75 runs through them, carrying a large percentage of Florida’s tourist and commercial traffic. Lake City is the northernmost sizable town/city in Florida on Interstate 75 and the location where I-10 and I-75 intersect. Interstate 10 is the southernmost east-west major interstate highway and traverses the country from Jacksonville, Florida, to Santa Monica, California. U.S. 41 and U.S. 90 (the U.S. highway versions of I-75 and I-10) have intersected in Lake City since 1927, long before the Interstate highways were built. The city relies on travelers for a considerable part of its economy.

Since 2000, three companies have begun large operations in Lake City: Hunter Panels, New Millennium and United States Cold Storage. Target built their first company-owned and third-party-operated perishable food distribution center in Lake City in 2008.

Company Name	Business Description	# of Employees
Columbia County School System	Education	1,400
VA Medical Center	Healthcare	1,200
Anderson Columbia Co., Inc.	Asphalt/Paving	775
PCS Phosphate	Manufacturer	706
Wal-Mart Supercenter	Retail Sales	505
Lake City Medical Center	Healthcare	430
Sitel	Call Center	358
Shands at Lake Shore	Healthcare	353
HAECO	Aircraft Maintenance	312
CCA - Lake City Correctional Facility	Correctional Facility	279

DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2010 Population	5,733	17,989	31,188
2018 Population	5,810	18,252	31,722
2023 Population	5,995	19,114	33,707
2018 Male Population	2,809	8,769	15,471
2018 Female Population	3,001	9,482	16,251
2018 Median Age	40.5	38.3	39.4

RACE & ETHNICITY	1 MILE	3 MILES	5 MILES
American Indian, Eskimo	0.3%	0.4%	0.4%
Asian	1.3%	1.3%	1.5%
Black	34.3%	31.7%	24.0%
Hawaiian/Pacific Islander	0.0%	0.0%	0.1%
White	59.9%	62.4%	70.0%
Other	1.2%	1.4%	1.3%
Multi-Race	3.0%	2.9%	2.7%
Hispanic Ethnicity	5.5%	5.3%	5.6%
Not of Hispanic Ethnicity	94.5%	94.7%	94.4%

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2010 Avg Household Income	\$50,038	\$49,435	\$51,527
2018 Avg Household Income	\$57,787	\$57,124	\$60,152
2023 Avg Household Income	\$66,461	\$65,324	\$68,592
2010 Med. Household Income	\$33,223	\$35,990	\$38,306
2018 Med. Household Income	\$42,128	\$44,177	\$47,275
2023 Med. Household Income	\$52,752	\$52,219	\$55,146
2010 Per Capita Income	\$21,230	\$20,197	\$21,823
2018 Per Capita Income	\$23,814	\$22,794	\$24,901
2023 Per Capita Income	\$27,715	\$26,400	\$28,566

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2010 Households	2,318	7,050	12,348
2018 Households	2,286	6,999	12,326
2023 Households	2,405	7,473	13,321



Click to View in
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Street View



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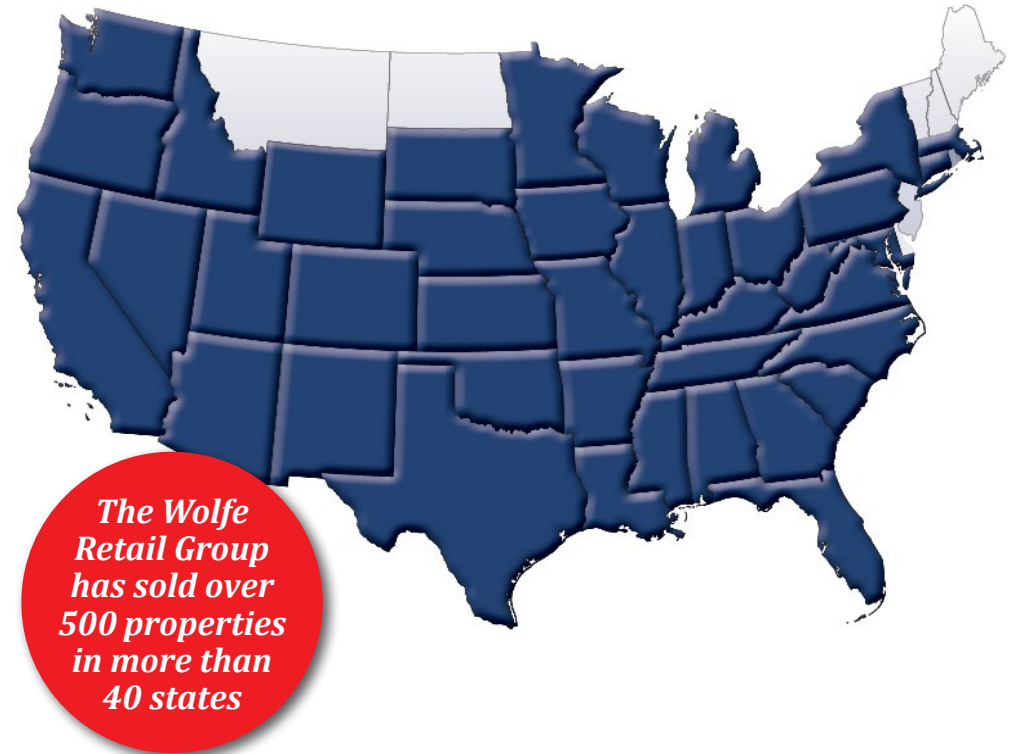
WOLFE RETAIL GROUP

The Wolfe Pack *of* Marcus & Millichap

The Wolfe Retail Group of Marcus & Millichap specializes in the sale of single-tenant properties and shopping centers and has successfully assisted clients in selling over 500 separate commercial properties with a market value exceeding \$1.45 billion. Having closed sales in more than 40 states, our track record is evidence that we are one of the premier brokerage teams in the United States.

With our experience and background in various fields such as law and finance, we have proved to be invaluable to our clients, earning their trust and exceeding their expectations while best assisting them in their real estate transactions.

For more about the Wolfe Retail Group or to view all of our available listings, visit www.WolfeRetailGroup.com



About Marcus & Millichap

With nearly 2,000 investment professionals located throughout the U.S. and Canada, Marcus & Millichap (NYSE: MMI) is a leading specialist in commercial real estate investment sales, financing, research and advisory services. The firm closed more than 9,400 transactions in 2018 with a value of approximately \$46.3 billion.

Marcus & Millichap has been a pioneer in the real estate investment industry and has established a reputation for maximizing value for its clients while fostering long-term relationships built on integrity, trust and service. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. Marcus & Millichap also offers clients access to the most competitive real estate financing through Marcus & Millichap Capital Corporation (MMCC), which maintains relationships with the industry's leading national, regional and local lenders.

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