

*Subject Property*

# TACO BELL | STARKE, FL

Offering Memorandum

**119-Unit  
Operator**

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



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



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



**Located Between  
Jacksonville and  
Gainesville**



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

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# Marcus & Millichap

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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







## Overview

808 South Walnut Street, Starke, Florida 32091

<b>Price:</b>	<b>\$2,358,875</b>
<b>Cap Rate:</b>	<b>5.25%</b>
<b>Rentable Square Feet:</b>	<b>2,388</b>
<b>Annual Rent:</b>	<b>\$123,841</b>
<b>Price PSF:</b>	<b>\$987.80</b>
<b>Land Area:</b>	<b>0.38 Acres</b>
<b>Year Built:</b>	<b>1988</b>

## 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
- Strong Franchisee; Luihn VantEdge Partners, LLC Owns and Operates 119 Restaurants Throughout NC, SC, FL and VA
- Located Between Gainesville (25 Miles South) and Jacksonville (47 Miles North East)
- Located off Walnut Street with a Daily Traffic Count of 32,000 Vehicles
- Surrounding National Retailers Include Walmart Supercenter, Bealls Outlet, Save-A-Lot, Hibbett Sports, Rent A Center, Dollar General, Dunkin Donuts, KFC, McDonald's and Many More

## Lease Summary

Tenant:	Taco Bell
Website:	<a href="http://www.TacoBell.com">www.TacoBell.com</a>
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:	\$123,841	\$51.86	5.25%
Lease Years 6-10:	\$136,225	\$57.05	5.77%
Lease Years 11-15:	\$149,848	\$62.75	6.35%
Lease Years 16-20:	\$164,832	\$69.03	6.99%

Option Periods	Annual	Rent PSF	Cap Rate
Option 1, Years 21-25:	\$181,316	\$75.93	7.69%
Option 2, Years 26-30:	\$199,447	\$83.52	8.46%
Option 3, Years 31-35:	\$219,392	\$91.87	9.30%
Option 4, Years 36-40:	\$241,331	\$101.06	10.23%



**T**aco 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**



**L**uihn 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.



AERIAL

Winn-Dixie  
ANYTIME FITNESS  
CVS pharmacy  
Sears  
TD Bank

Arby's

Hardee's

DUNKIN' DONUTS

Advance Auto Parts

GOODY'S  
Burger King  
HIBBETT SPORTS  
DOLLAR GENERAL



32,000  
Daily

Walgreens

AutoZone

SUBWAY

KFC

SUNOCO

TACO BELL

O'Reilly  
AUTO PARTS

DOLLAR TREE  
POPEYES

Save a lot BEALLS  
cricket Outlet

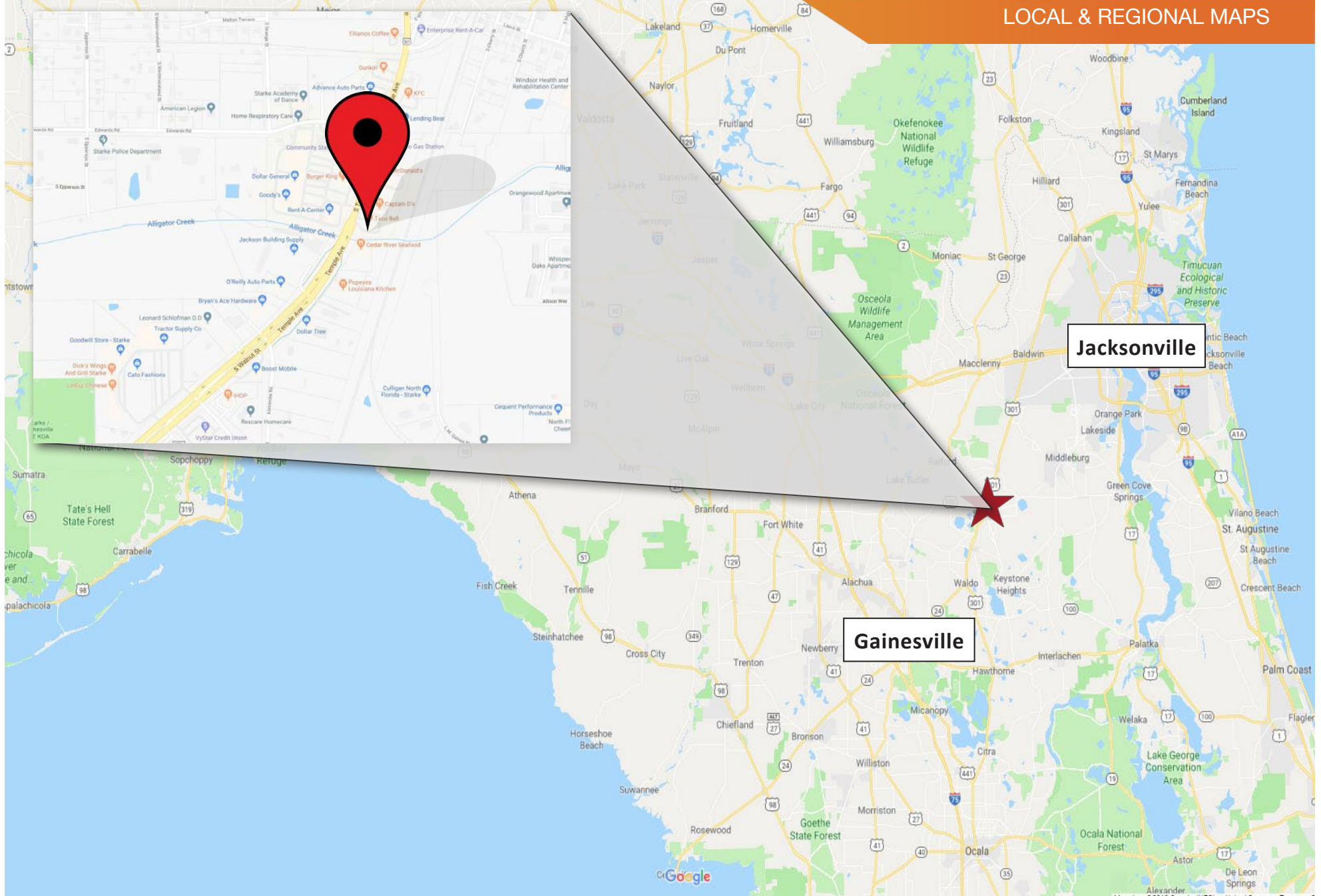
CAFO  
TSC TRACTOR  
SUPPLY CO.

goodwill

Google



## LOCAL & REGIONAL MAPS

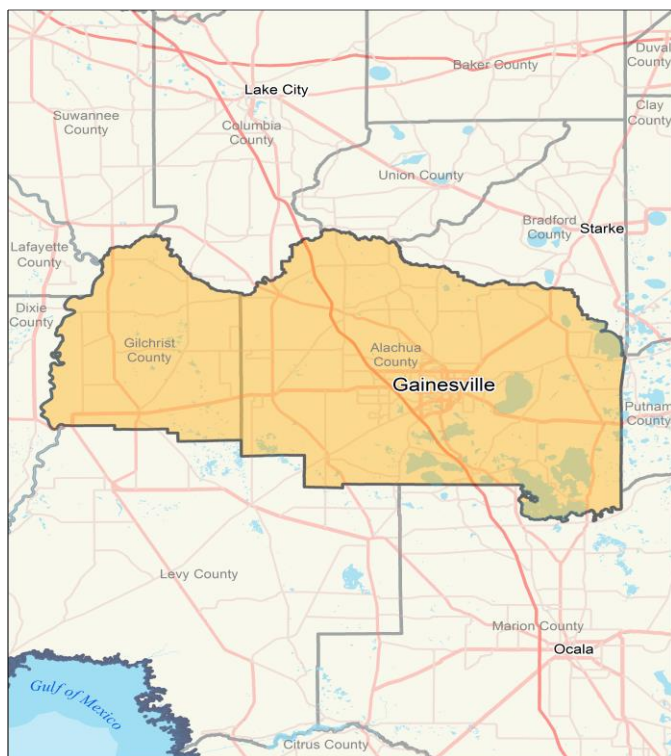




## GAINESVILLE

### OVERVIEW

The Gainesville metro, situated in North Central Florida, is centrally located between Miami and Atlanta and encompasses Alachua and Gilchrist counties. The city of Gainesville is 70 miles southwest of Jacksonville and 115 miles north of Orlando. The greatest driver to the local economy is the University of Florida, which has an enrollment of more than 55,000 students. As a result, the homeownership rate in the metro is 55 percent, well below the national rate, as students have a strong propensity to rent.



### METRO HIGHLIGHTS



#### UNIVERSITY OF FLORIDA

The university contributes \$8 billion to the Florida economy every year and employs roughly 28,000 individuals.



#### COLLEGE-EDUCATED WORKFORCE

With the metro having the fifth largest university in the U.S., 39 percent of the population has a bachelor's degree or higher.



#### UF HEALTH

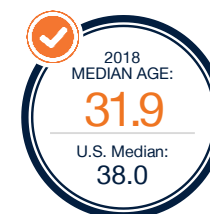
UF Health is the second largest employer in the Gainesville metro with a workforce of 12,700 individuals.



### ECONOMY

- Nearly 28,000 individuals are employed through the University of Florida, the largest employer in the Gainesville metro.
- The Gainesville region is home to the state's greatest concentration of 18- to 44-year-olds, as well as the highest number of individuals with advanced degrees, making the metro Florida's youngest and most educated area.
- The IT/software sector is growing in Greater Gainesville with businesses ranging from human engagement to game development. Companies include Mindtree, Sharpspring, Optym, Info Tech and Mobiquity.

### DEMOGRAPHICS



\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

## DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2010 Population	3,154	8,678	12,052
2018 Population	2,996	8,283	11,576
2023 Population	3,131	8,507	11,901
2018 Male Population	1,377	3,896	5,496
2018 Female Population	1,619	4,387	6,080
2018 Median Age	40.8	40.1	40.4

RACE & ETHNICITY	1 MILE	3 MILES	5 MILES
American Indian, Eskimo	0.3%	0.4%	0.4%
Asian	0.8%	0.9%	0.8%
Black	20.5%	22.5%	19.9%
Hawaiian/Pacific Islander	0.0%	0.0%	0.0%
White	74.7%	72.7%	75.3%
Other	0.6%	0.7%	0.7%
Multi-Race	3.0%	2.9%	2.7%
Hispanic Ethnicity	3.8%	3.3%	3.2%
Not of Hispanic Ethnicity	96.2%	96.7%	96.8%

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2010 Avg Household Income	\$46,230	\$45,394	\$46,350
2018 Avg Household Income	\$50,941	\$50,724	\$51,967
2023 Avg Household Income	\$58,115	\$57,290	\$58,482
2010 Med. Household Income	\$33,869	\$35,186	\$36,209
2018 Med. Household Income	\$36,344	\$38,044	\$38,980
2023 Med. Household Income	\$40,082	\$42,422	\$43,823
2010 Per Capita Income	\$17,978	\$17,590	\$18,084
2018 Per Capita Income	\$36,344	\$38,044	\$38,980
2023 Per Capita Income	\$22,554	\$22,185	\$22,803

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2010 Households	1,182	3,268	4,577
2018 Households	1,116	3,090	4,359
2023 Households	1,191	3,243	4,573



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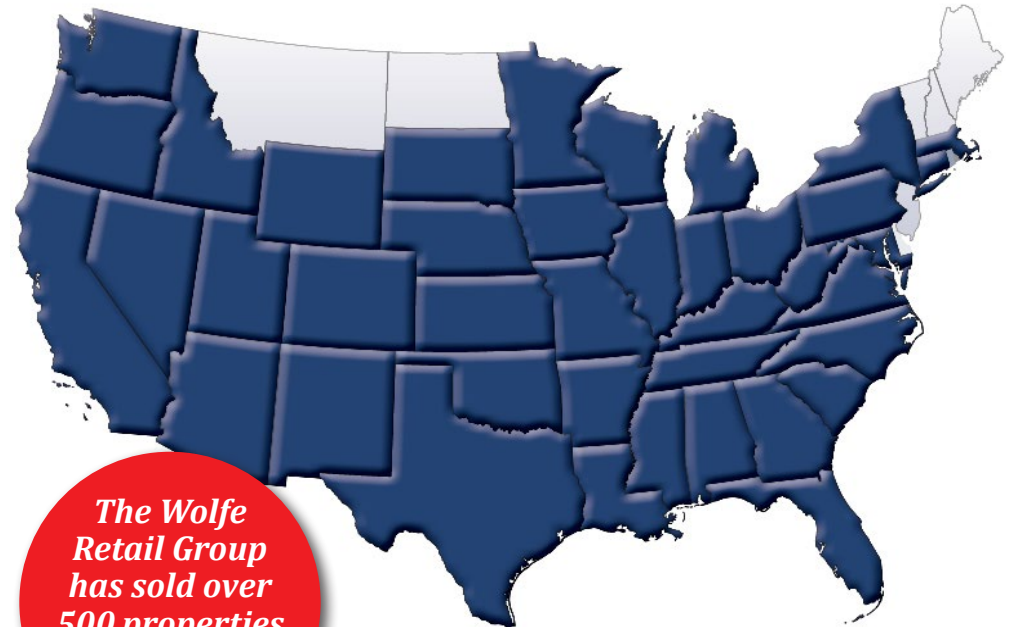
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The Wolfe Pack *of* Marcus & Millichap

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](http://www.WolfeRetailGroup.com)



**The Wolfe  
Retail Group  
has sold over  
500 properties  
in more than  
40 states**

## 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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