

@ Hazeltine National Golf Club

PAD TO GROCERY ANCHORED SHOPPING CENTER // BRAND NEW CONSTRUCTION // \$149,000+ AHHI



CHASKA, MINNESOTA





# CHASKA, MINNESOTA

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# **OFFERING SUMMARY**

## CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB



## **LOCATION**

Chipotle

**SEQ Highway 41 & Hazeltine Boulevard** 

**Chaska, MN 55318** 

### **OFFERING SUMMARY**

Price:	\$1,620,000
Net Operating Income (NOI):	\$76,890
Capitalization Rate:	4.75%
Net Rentable Area:	2,330
Year Built:	2019
Lot Size (Acres):	0.48

## **LEASE TERMS**

**Lease Commencement:** 5/15/2019 **Lease Expiration:** 5/31/2029 **Lease Term:** 10 Years NNN **Lease Type: Roof & Structure:** Landlord **Monthly Rent:** \$6,408 \$76,890 **Annual Rent:** 10% Every 5 Years **Rental Increases: Renewal Options:** Three 5-Year @ 10% Each Option

(1) All lease provisions to be independently verified by Buyer during the Due Diligence Period.







# **INVESTMENT HIGHLIGHTS**

CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB



### Brand New Construction Single-Tenant Corporate Chipotle:

- New 10-year lease with 10% rental increases every 5 years
- O Three 5-year options at 10% rental increases
- Corporate guaranteed lease (NYSE: CMG); Over 2,500 stores in the U.S, Canada, France, Germany, and the United Kingdom
- Rare single-tenant freestanding format
- Pad to Kohl's and a Newly Constructed ALDI
- Located on the Major North/South Retail Thoroughfare: Highway 41 is the dominant North/South corridor in Chaska
- Strong Neighboring Tenant Synergy: Nearby national/regional tenants include Target, Home Depot, ALDI, Cub Foods, Kohl's, Petco, Anytime Fitness,
  Caribou Coffee, Dairy Queen, Dickey's Barbecue Pit, Goodwill, McDonald's, Petco, Qdoba, Quiznos, and Sally Beauty
- Dense, Affluent Demographics: Nearly 84,000 people with average household incomes in excess of \$149,000 within a 5-mile radius of the subject property





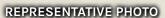
REPRESENTATIVE PHOTO

# **INVESTMENT HIGHLIGHTS**



- Site of Significant Growth and Development: Chaska is one of the fastest growing suburbs in the Twin Cities metro area
  - O The population has grown nearly 50% within a 3-mile radius of the subject property in the last two decades, and is projected to increase an additional 15% in the next five years
  - 750 new residential properties expected to be completed over the next 5 years
  - O Chaska Heights Senior Living New 138-unit development across from the subject property
- Adjacent to Hazeltine National Golf Club: Internationally recognized 18-hole, private golf course
  - Host of the 2016 Ryder Cup
    - 250,000 attendees, and a \$135 million economic impact on the region
  - o Future site of the 2019 KPMG Women's PGA Championship, the 2024 U.S. Amateur Championship, and the 2028 Ryder Cup
- Chaska is Part of the Twin Cities MSA, One of the Strongest Midwest Economies:
  - o GDP is the 2nd largest in the Midwest behind only Chicago
  - o 13th largest economy in the nation
  - o 10% population increase in Minneapolis since 2010
  - O Strong population growth through a robust job market that is home to 19 fortune 500 companies

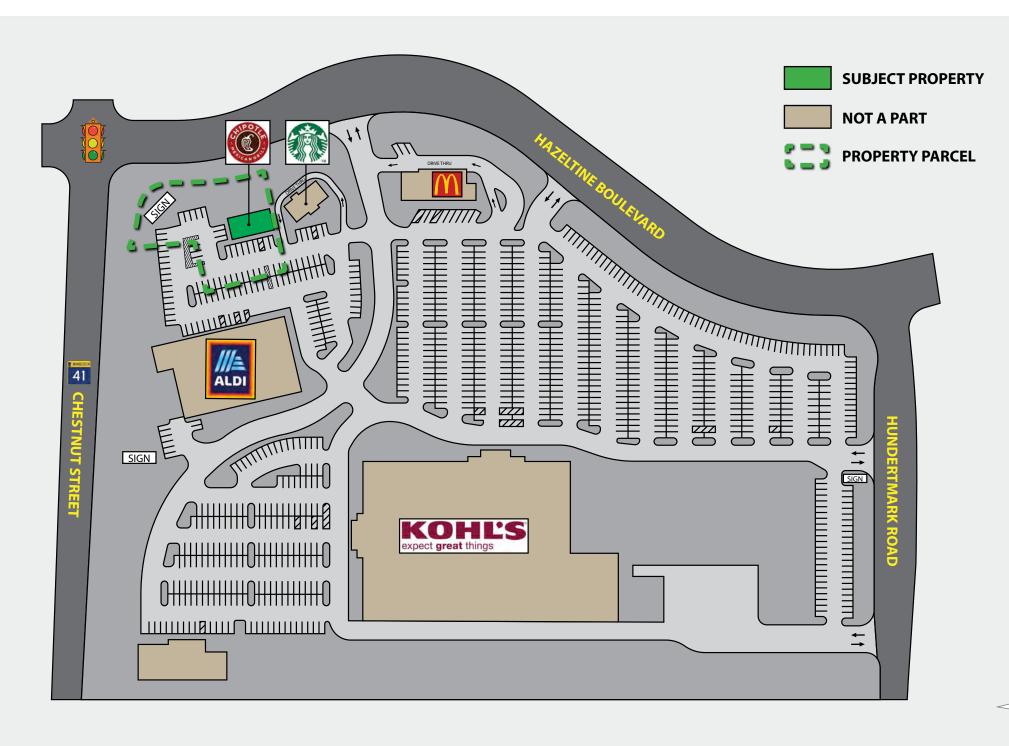






# SITE PLAN / PARCEL MAP









# **AERIAL OVERVIEW**





# **AERIAL OVERVIEW**





# **AERIAL OVERVIEW**





# **REGIONAL MAP**





# TENANT PROFILE

### CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB











Chipotle Mexican Grill is a leading fast-casual restaurant chain serving burritos, burrito bowls, tacos, and salads. It was ranked #13 on Restaurant Business' "Top 500 Chain Restaurant Report" in 2018. The restaurant is popular for its fast and healthy meals made directly in front of the customer with high-quality, raw ingredients and classic cooking techniques. Chipotle leads the way in sustainable business practices as they partner with humane and environmentally friendly farmers, ranchers, and suppliers. The company has a "Food with Integrity" business model that pledges to source the most responsible and highest-quality ingredients for customers.

The company was founded in 1993 by Steve Ellis in Denver, Colorado, and in 2018, they relocated their headquarters to Newport Beach, California. They currently operate more than 2,500 restaurants in the United States, Canada, United Kingdom, France, and Germany. Chipotle is the only restaurant company of its size to own and operate all of its restaurants. The restaurant chain opened 137 new locations in 2018 and has plans to open approximately 140 to 155 locations in 2019.

Chipotle's revenue in 2018 was \$4.86 billion, an increase of 8.7% over the prior year, driven by new restaurant openings and a 4% increase in comparable restaurant sales. In the 1st quarter of 2019, revenue increased 13.9% to \$1.3 billion and comparable restaurant sales increased 9.9%. The company's revenue is expected to surpass \$6.6 billion by 2021 as they continue to drive growth with new store openings and innovative restaurant concepts. The chain recently added "Chipotlanes" at dozens of locations, allowing customers to pick up mobile orders via drive-thru lanes.

- #13 "Top 500 Chain Restaurant Report" Restaurant Business (2018)
- #14 "Top 200 Restaurant Brands" Nation's Restaurant News (2018)
- #557 "Fortune 1000" Fortune Magazine (2018)

**Company Type:** Public (NYSE: CMG)

Locations: 2,500+

Website: www.chipotle.com

# TENANT PROFILE

CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB







# Chipotle Earnings Top Estimates As Digital Sales Double, Boosts Same-Store Sales Outlook

By Amelia Lucas | April 24, 2019

Chipotle Mexican Grill on Wednesday reported earnings and revenue that beat analysts' expectations after doubling its digital sales during the quarter.

After the markets closed, shares of the company initially surged 4% but have since lost those gains.

"The on-going improvement in each of our key operating metrics over the past few quarters gives us confidence that our mission to win today and cultivate the future, is resonating," CEO Brian Niccol said in a statement.







# **Pivot From Dining Rooms Delivers Early Gains for Chipotle**

By Lou Hirsh | April 26, 2019

Officials of Chipotle Mexican Grill reported significant sales gains from additions including drive-up "Chipotlanes" geared to pickup of food ordered in advance. Photo: Chipotle Mexican Grill

Chipotle Mexican Grill's recent focus on customers who do not dine inside its restaurants is apparently paying off for its bottom line, as the company reported a year-over-year doubling of its quarterly digital sales derived from app-enabled pickup and delivery.

Reporting earnings for its first quarter ended March 31, executives of the Newport Beach, California-based company said digital sales grew almost 101% from the year earlier. Food ordered through the company's online and mobile apps, along with orders placed through third-party services like DoorDash, accounted for about \$204 million, or 15.7%, of the company's total \$1.3 billion in first-quarter sales.







# **CITY OF CHASKA DEVELOPMENTS**



## CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB



# Chaska, Minnesota

- Suburban city located 25 miles southwest of Downtown Minneapolis
- County seat of Carver County, one of the top rated counties in the country for high quality of life
  - o #1 "Happiest Places in America" SmartAsset (2018)
  - #2 "10 Best Places to Raise a Family in Minnesota" HomeSnacks (2019)
  - #20 "25 Best Counties to Live in America" 24/7 Wall St (2019)
- 26,600+ population in the city; 102,000+ in the county
  - o 12.8% population growth in the city since 2010
- Residents enjoy the city's small town feel with the conveniences of a major metropolitan suburb
- Home of the 2016 and 2028 Ryder Cups, one of the world's largest professional golf competitions

### **ECONOMY**

- Attracts commercial and industrial businesses to the city with its thriving, affluent community, and businessfriendly environment
  - o 100+ enterprises occupy two existing industrial parks with a combined capacity of 679 acres
  - 390-acres of corporate and industrial land is beginning to be developed along Highway 212
    - Expected to add 4,000 to 6,000 jobs
- \$4.8 billion gross domestic product (GDP) in the county
  - o 1.6% of the state's GDP despite only having 102,000 residents
  - o #1 fastest growing economy in the state
    - 18.5% gross domestic product growth from 2012-2015 (versus 5.7% growth in the state)
    - 3.3% unemployment rate (versus 4.1% in the state)
- #22 "Richest Cities in Minnesota" HomeSnacks (2019)
  - \$81,938 median household income (versus \$65,699 in the state)
  - o \$301,983 median home value (versus \$238,853 in the state)
  - 45.4% college graduation rate (versus 34.8% in the state)
- The largest industries are manufacturing, health care and social assistance, and retail trade
- Top employers are Entegris (1,000 employees), Beckman Coulter (900 employees), School District #112 (880 employees), and FSI International (850 employees)









# CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB

# HANLEY INVESTMENT GROUP REAL ESTATE ADVISORS

### **DEVELOPMENTS**

- 750 new residential properties are expected to be completed over the next 5 years
  - Sagewood (2nd Addition) 41 homes (planned)
  - O Chaska Bluffs 206 housing units (planned)
  - O Lake Jonathan Flats Apartments 117 units (opening June 2019)
- City Square West New public square with plaza, restaurants, shops and apartments (proposed)
- Downtown Commercial Development 7.5 acres of industrial and office development (under construction)
  - Formacoat 40,000 square foot manufacturer (opening 2019)
  - DDK Construction 20,000 square foot multi-tenant industrial (opening 2020)
- Highway 41 Expansion Project 2-lane to 4-lane expansion from Highway 212 to north of Pioneer Trail (completed October 2018)
- Highway 212/44 Interchange Project New interchange construction (anticipated 2019-2020)
- Downtown businesses, Schram Haus Brewery and Dunkin Donuts, opened in 2019

### **TOURISM & RECREATION**

- Hazeltine National Golf Club Internationally recognized 18-hole golf course
  - Host of the 2016 Ryder Cup
    - 250,000 attendees from 41 countries
    - \$135 million economic impact on the region
  - The only golf club in America to host every premier championship offered by the USGA and PGA
  - Future host of the 2019 Women's PGA Championship, the 2024 U.S. Amateur Championship, and the 2028 Ryder Cup
- Chaska Curling Center National training center for USA curling
  - Home to over 1,200 curlers, the largest curling membership in the country
- Minnesota Landscape Arboretum 1,200+ acres of gardens and tree collections, prairie and woods, and miles of trails
  - o 560,000 annual visitors; a top visitor attraction in the state
  - o #7 "Most Beautiful Gardens in the United States Year-Round" Forbes (2018)
- Other recreation opportunities include 60 miles of trails, numerous lakes and rivers for fishing and swimming, disc golf, and more than a dozen golf courses within 15 minutes of the city









### CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB



# Minneapolis-Saint Paul MSA

- Major metropolitan area built around the Mississippi and Saint Croix rivers in east central Minnesota
- 16th largest metropolitan area in the country; 15th largest by GDP
  - o \$260.1 billion gross domestic product (2017)
- Approximately 65% (3.6 million) of the state's population resides in the 15-county greater metropolitan area
  - Instrumental in driving the state's economy
- #2 "Best States Rankings" U.S. News & World Report (2018)
  - Rankings are given based on Measurements of the state's economy, opportunities for citizens, quality of life, healthcare, education, infrastructure, public safety, and fiscal stability of the state government
- Nicknamed the "Twin Cities" after its two largest cities, Minneapolis, the most populous city in the state, and Saint Paul, the state Capitol
  - O Saint Paul is similar to an east coast city with quaint neighborhoods and a vast collection of well-preserved late-Victorian architecture
  - O Also referred to as the "Twin Cities" Seven County region because the area is governed under the Metropolitan Council, a regional governmental agency and planning organization

### **ECONOMY**

- Primary business center between Chicago and Seattle
  - o \$18.3 billion of exports in 2018; \$246.7 billion gross regional product
  - o 1.8% projected yearly job growth
- 20th largest median income in the U.S. (2018)
  - o \$73,230 median household income; nearly 20% higher than the U.S. median income (\$61,400)
  - o 65.7% of jobs pay a family sustaining wage
- Dubbed one of the most business friendly regions in the nation by CNBC
  - o 4.6% labor force growth from 2013-2018 (greater than the 4.1% national growth over the same period)
    - 12% projected additional growth over the next 20 years
  - The area draws young professionals and creative class workers as a hub for innovation and education
- Diverse economic landscape with strong core industries that include financial services, technology, biomedical, retail, health care services and research, manufacturing, and agriculture









## CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB

HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS

- 1 of 3 Fortune 500 companies that are usually located in large metropolian areas, is located in Minneapolis
  - 18 Fortune 500 company headquarters including UnitedHealth Group, Target, Best Buy, U.S. Bank, 3M, CHS, U.S. Bancorp, and General Mills
    - Only 3 fewer Fortune 500 companies than Houston, a metro area with almost double Minneapolis' population
- #18 "Best Places for Business and Careers" Forbes (2018)
- Cargill, the largest private company in the nation has consistently grown for over a century in the metro area
- More than \$1 billion worth of new construction permits issued annually for 7 straight years

### **TOURISM**

- 33 million annual visitors, up 2.5% in 2017
- \$7.8 billion tourism-related spending, up 2.6% in 2017
- Supports 36,000 jobs in Minneapolis; 4th largest industry in terms of jobs
  - o Projected to reach 40,000 jobs by 2030
- Goal is to attract 50 million annual visitors by 2030
  - O Cultural center of the state (2nd only to New York City in live theatre per capita)
- 1 of 13 metropolitan areas to have teams in four major sports: NFL, MLB, NBA, and NHL, plus MLS
  - O Hosted 2018 Super Bowl; brought an estimated \$407 million in new spending to the metro area
  - Hosted 2019 NCAA Men's Final Four; estimated \$142 million economic impact
  - Plans to host the 2019 and 2020 X Games, NCAA Men's Wrestling Championship, NCAA Women's Final Four, and NCAA Men's Basketball Regional
- Mall of America is the largest shopping and entertainment complex in North America (5.6 million square feet) with 40 million annual visitors
- Minneapolis Saint Paul International Airport (MSP) is 16th busiest airport in North America (38 million passengers annually)
- #1 "Best Park Systems" U.S. News (2018)
- U.S. Bank Stadium:
  - o 1.75 million square foot state-of-the-art facility in Downtown Minneapolis (opened in 2016)
  - Features 5 of the world's largest pivoting glass doors, the closest sideline seats in the NFL, and more than 12,500 square feet of HD video boards
  - Won the "Venue Project of the Year" at The Stadium Business Awards (2017)









# **DEMOGRAPHICS**



	Carried stands and		The state of the s
	1 mile	2 mile	5 mile
Population	<u>1 mile</u>	3 mile	5 mile
2023 Projection	3,361	41,381	91,528
2018 Estimate	3,367	36,264	83,811
2010 Census	3,076	32,522	76,040
2000 Census	2,775	24,125	60,959
Growth 2000-2010	10.85%	34.81%	24.74%
Growth 2010-2018	9.46%	11.51%	10.22%
Households			1
2023 Projection	1,552	15,223	33,619
2018 Estimate	1,517	13,147	30,460
2010 Census	1,371	11,654	27,381
2000 Census	1,207	8,244	21,099
Growth 2000-2010	13.59%	41.36%	29.77%
Growth 2010-2018	10.65%	12.81%	11.25%
Growth 2018-2023	2.31%	15.79%	10.37%
2018 Est. Population by Single-Classification Race			
White Alone	2,788	31,727	73,092
Black or African American Alone	153	1,171	2,389
American Indian and Alaska Native Alone	10	87	394
Asian Alone	175	1,581	3,704
Native Hawaiian and Other Pacific Islander Alone	7	11	25
Some Other Race Alone	114	820	2,355
Two or More Races	110	777	1,680
2018 Est. Population by Ethnicity (Hispanic or Latino)			
Hispanic or Latino	295	2,194	5,130
Not Hispanic or Latino	3,072	34,070	78,681
2018 Est. Average Household Income	\$118,098	\$144,205	\$149,151
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# **CONFIDENTIALITY AGREEMENT**

# CHIPOTLE @ HAZELTINE NATIONAL GOLF CLUB



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