

NEW 20-YEAR NNN BURGER KING

195 US-321 BYPASS, WINNSBORO, SC 29180
COLUMBIA, SC MSA



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Representative Photo

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A scenic view of a river with a dam and rocky banks under a blue sky with clouds. The river flows from the left towards a concrete dam on the right. The foreground is filled with large, dark, rounded rocks. The left bank is covered in dense green foliage. The sky is bright blue with scattered white clouds. A semi-transparent grey box with a thin black border is centered over the river, containing the text.

01-EXECUTIVE SUMMARY

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OFFERING HIGHLIGHTS

Price*	\$2,244,500
Cap Rate	5.85%
Year Built	2019
Building GLA	2,720 SF
Lot Size	0.69 Acres
NOI*	\$131,307

*The NOI and Price are subject to adjustments due to final construction costs.

TOP COLUMBIA MSA EMPLOYERS

Amazon	Lexington County Health Services
Amick Farms	Lexington County Schools
Blue Cross Blue Shield of SC	Michelin North America, Inc.
City of Columbia	Palmetto Health
Department of Defense	Richland County

INVESTMENT OVERVIEW

Optimal Lease Structure

- Attractive 20-year base term
- Four (4), 5-year renewal terms
- 10% rent escalations every 5 years throughout entire lease
- Absolute NNN lease with NO LL responsibilities
- Strong personal and franchisee guarantee

Columbia, SC MSA

- Total population of over 840,000 people
- Home to multiple national and international headquarters, including Colonial Life & Accident Insurance Company, the Ritedose Corporation, AgFrist Farm Credit Bank, Spectrum Medical, and Nelson Mullins
- Home to the University of South Carolina
 - o ±34,795 students in over 350 programs of study
 - o Home to both the #1 International Business undergraduate program and #1 International MBA

Best-In-Class QSR Tenant

- Newly constructed Burger King
- 2019 construction with latest BTS prototype
- Burger King rankings:
 - o #6 biggest fast-food chain in America (2019 QSR Magazine)
 - o #2 biggest burger chain in America (2019 Work+Money)
- Brand has 17,800+ locations worldwide

Strong Real Estate Fundamentals

- Strategically located within Columbia, SC MSA
- Flat topography with optimal visibility
- Ample parking with 25 spaces
- Frontage along US Hwy 321 Bypass

About the Operator - Carolina Franchise Holdings

- Preferred territories span GA, SC & NC
- Management Team includes professional backgrounds covering development, accounting & QSR operations
- Cumulative experience of Management Team exceeds 160+ years of professional experience
- 1 of 5 franchisees across North America selected by Burger King Corporate to beta test new operations model rolled out to all franchisees in 2020
- 9 units opened in 2018, 17 units opened or scheduled to open by YE 2019, 5 units scheduled to open by Q1 2020



Representative Photo



02-PROPERTY DETAILS

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AERIAL



CONSTRUCTION PHOTOS



Photos taken on September 7, 2019

REGIONAL MAP





03-LOCATION OVERVIEW

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LOCATION OVERVIEW

Often referred to as the “Charleston of the Upcountry”, Winnsboro, located in the upper Piedmont region, was named in honor of the Winn family, and abounds with historic and architecturally interesting homes and buildings. It is conveniently located a short drive away from Columbia, the capital of South Carolina.

As the second largest city in South Carolina, Columbia is home to over 133,000 people. The Columbia MSA has a total population of over 825,000. The city is located approximately 13 miles northwest of the geographic center of South Carolina, and is the primary city of the Midlands region of the state. It lies at the confluence of the Saluda River and the Broad River, which merge at Columbia to form the Congaree River. Columbia is home Fort Jackson, the largest United States Army installation for Basic Combat Training. It creates a \$2.2 B economic impact for the state.

Columbia enjoys a diversified economy, with the major employers in the area being South Carolina state government, the Palmetto Health hospital system, Blue Cross Blue Shield of South Carolina, Palmetto GBA, and the University of South Carolina. The corporate headquarters of Fortune 1000 energy company, SCANA, are located in the Columbia suburb of Cayce. Several companies have their global, continental, or national headquarters in Columbia, including Colonial Life & Accident Insurance Company, the second-largest supplemental insurance company in the nation; the Ritedose Corporation, a pharmaceutical industry services company; AgFirst Farm Credit Bank, the largest bank headquartered in the state with over \$30 billion in assets; and South State Bank, the largest commercial bank headquartered in South Carolina.

The University of South Carolina is the state’s flagship university and the largest in the state. The university has 350 degree programs and enrolls 34,795 students throughout fifteen degree-granting colleges and schools. It is an urban university, located in downtown Columbia. It is home to the Darla Moore School of Business, which has had the No. 1 undergraduate international business degree for 20 consecutive years.



DEMOGRAPHICS

POPULATION

	1 - MILE	3 - MILE	5 - MILE
2018 Estimate	2,502	6,837	8,794

HOUSEHOLDS

2023 Projections	1,042	2,709	3,465
2018 Estimate	1,032	2,688	3,425

2018 POPULATION BY RACE

% White Population	30.22%	34.84%	35.43%
% Black Population	63.24%	58.80%	58.77%
% Asian Population	0.87%	0.89%	0.78%
% American Indian, Eskimo, Aleut Population	0.33%	0.35%	0.33%
% Hawaiian or Pacific Islander Population	0.02%	0.01%	0.01%
% Multi-Race Population	3.24%	2.97%	2.86%
% Other Population	2.07%	2.13%	1.83%

POPULATION PROFILE

20 to 34 Years	21.6%	19.0%	18.5%
35 to 59 Years	28.5%	30.8%	31.9%
60 to 74 Years	17.5%	18.0%	18.4%
Age 75+	7.3%	7.1%	6.9%
2018 Median Age	38.1	40.6	41.5
Elementary (0-8)	6.49%	5.59%	5.35%
Some High School (9-11)	15.22%	13.39%	13.19%
High School Graduate (12)	42.35%	40.10%	39.91%
Some College (13-15)	16.74%	17.31%	17.97%
Associates Degree Only	4.85%	5.31%	5.57%
Bachelors Degree Only	7.97%	9.92%	10.08%
Graduate Degree	3.72%	5.77%	5.69%



US-321 BYPASS (±7,400 VPD)



04-FINANCIAL ANALYSIS

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LEASE ABSTRACT

TENANT:

CFH Winnsboro, LLC d/b/a Burger King

LEASE GUARANTOR:

CFH Master Holding, LLC (Franchisee) & Bruce Daniels (Personal)

BUILDING SIZE:

±2,720 Square Feet

LEASE COMMENCEMENT:

Est. October 1, 2019

BASE TERM:

20 Years

BASE RENT:

\$10,942.25 per month/\$131,307.00 annually (Years 1-5)
\$12,036.50 per month/\$144,438.00 annually (Years 6-10)
\$13,240.17 per month/\$158,882.00 annually (Years 11-15)
\$14,564.17 per month/\$174,770.00 annually (Years 16-20)

OPTIONS:

Four (4), 5 year options

OPTION RENT:

Option 1: \$16,020.58 per month/\$192,247.00 annually (Years 21-25)
Option 2: \$17,622.67 per month/\$211,472.00 annually (Years 26-30)
Option 3: \$19,384.92 per month/\$232,619.00 annually (Years 31-35)
Option 4: \$21,323.42 per month/\$255,881.00 annually (Years 36-40)

RENT ESCALATIONS:

10% Every 5 Years

TAXES, UTILITIES AND OTHER CHARGES:

Tenant agrees to pay, at Tenant's sole expense and for its own account, on or before the due date.

NET LEASE:

It is the intention of Landlord and Tenant that the Rent shall be absolutely net to Landlord, and Tenant shall pay and be responsible for all costs, expenses and obligations of every kind and nature relating to the Property which may accrue or become due during the Term, including, without limitation, all utilities and other services consumed or otherwise utilized by Tenant in its occupancy of the Property.

RIGHT OF FIRST REFUSAL:

No

REPAIR OF BUILDING & PREMISES:

Solely Tenant's responsibility which shall include roof, HVAC, lighting, parking lot, etc.

INSURANCE:

Tenant, at Tenant's expense, at all times during the Term of this Lease from and after the Possession Date, will procure, maintain and keep in force commercial general liability insurance, employer's liability insurance and property insurance.

ASSIGNMENT & SUBLETTING:

Notwithstanding any Landlord approved assignment or subletting or any Permitted Transfer hereunder, Tenant shall remain fully responsible to Landlord in accordance with the terms and provisions of this Lease and Guarantor shall remain fully responsible to Landlord in accordance with the terms and provisions of the Guaranty.

ESTOPPEL:

Within fifteen (15) business days





GUARANTOR

GUARANTOR	CFH Master Holding, LLC (Franchisee) & Bruce Daniels (Personal)
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NO. OF UNITS	15+
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LOCATIONS	NC, SC, GA
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CORPORATE

TENANT TRADE NAME	Burger King
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OWNERSHIP	Restaurant Brands International
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HEADQUARTERS	Miami-Dade County, FL
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	17,800+ Locations		\$3.62 BILLION Total Equity of Parent Company		\$21.62 BILLION 2018 Systemwide Sales
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LOCATED IN 100 COUNTRIES
as of 2018

TENANT SUMMARY

Burger King (BK) is an American global chain of hamburger fast food restaurants. Headquartered in the unincorporated area of Miami-Dade County, Florida, the company was founded in 1953 as Insta-Burger King, a Jacksonville, Florida-based restaurant chain. In 1954, its two Miami-based franchisees David Edgerton and James McLamore purchased the company and renamed it “Burger King”. Burger King’s menu has expanded from a basic offering of burgers, French fries, sodas, and milkshakes to a larger and more diverse set of products. In 1957, the “Whopper” became the first major addition to the menu, and it has become Burger King’s signature product since.

Burger King has over 17,800 outlets in 100 countries. Of these, nearly half are located in the United States, and 99.7% are privately owned and operated. Restaurant Brands International (RBI) is one of the world’s largest quick service restaurant companies with more than \$32 billion in system-wide sales and approximately 26,000 restaurants in more than 100 countries and U.S. territories. RBI owns three of the world’s most prominent and iconic quick service restaurant brands – BURGER KING®, TIM HORTONS®, and POPEYES®. These independently operated brands have been serving their respective guests, franchisees and communities for decades.

MANAGEMENT TEAM



BRUCE DANIELS Founder & CEO

Bruce is the Founder of Carolina Franchise Holdings and serves as CEO. Prior to CFH, Bruce was a co-founder and Managing Partner at West 4th Capital, a residential development in Sao Paulo, Brazil. West 4th delivered over 2,000 units with a total sales value of ~\$95 million. In Brazil, he led the origination, underwriting and domestic and international capital raise of the first CDO squared in Brazil as Partner of Petra S.A. Prior to Brazil, Bruce worked within Merrill Lynch and Bear Stearns Investment Banking groups focused on M&A transactions within the general industries and real estate sector. Bruce began his career at Arthur Anderson within the audit and consulting practices. In addition, Bruce served 8 years in the United States Army as a member of the Georgia National Guard.

Bruce received an MBA from New York University where he was awarded a Stern Fellowship. He completed B.B.A. degrees in Finance and Accounting at the University of Georgia where he received a full scholarship as a Terry Scholar.

BENJAMIN WASSER Chief Operating Officer

Benjamin Wasser is the Chief Operating Officer at Carolina Franchise Holdings, LLC. Prior to CFH, Ben has over 8 years of QSR experience and recently served as the Director of Franchise Performance for Burger King Corporation from 2014 to 2019, a position that was responsible for strategy, operations, marketing, sales, profitability, development and future business growth for over 400 locations across both North and South Carolina. Prior to moving to the Carolinas, he was the Director of Company Operations overseeing 50 units owned by BKC. As the Director of Operations, Benjamin was able to achieve top ranking in the operating reporting matrix across all franchise groups and revamped the marketing strategy increasing sales by 10% while achieving double digit EBIDTA margins for the first time in the company's history.

Benjamin has obtained his white and yellow belt certification in Six and served in the McLamore and RBI, MBA committee's during his time at RBI. Benjamin received his undergraduate degree in business management from Palm Beach Atlantic University.

MANAGEMENT TEAM



DAVID WALLACE DIRECTOR OF DEVELOPMENT

- 21 years as Construction Manager for Popeyes Louisiana Kitchen (RBI)
- Led development of corporate owned stores and oversaw franchisee development
- 14 years as General Contractor and subcontractor for restaurants, residential and commercial construction

BOBBY CLARK REGIONAL MANAGER

- 36 years of QSR experience
- 10 years with Burger King brand
- Vice President of Operations for Cambridge Franchise Holdings
 - › 20 to 170 units in under 5 years
- 26 years with Wendy's brand
 - › Director of Operations for large multi-unit franchisee
 - › 9 years as District Manager
 - › 8 years as Restaurant Manager

BRANDON ELLIS CONTROLLER

- 6 years as controller within public and private companies
- 12 years of experience in accounting and finance roles (Bi-Lo and GE Power & Water)
- MBA from Clemson University
- Bachelors - Banking, Corporate Finance and Securities Law from the University of South Carolina

JOHN LANCASTER DIRECTOR OF FOOD & LABOR

- Over 7 years with Burger King brand
- Director within Carolina Franchise Holdings since founding
- 6 years with Burger King Corporate (Restaurant Brands International)
- Manager of Franchise Performance for 3 years overseeing performance of South Carolina units
- Sales & Profit Coach for South Carolina for 3 years

BENJAMIN FLEMING DIRECTOR OF TALENT & MARKETING

- 3 years with Burger King brand
- Manager of Franchise Performance with Burger King Corporate (Restaurant Brands International)
- Brand Manager for Grand Forest Inc. for 3 years
- Marketing Director for Black Bean Co.
- Bachelors of Marketing from North Greenville University

JIMMY GADAGNO NEW BUILD OPERATIONS MANAGER

- 20 years with Burger King multi-unit franchisee in the Carolinas
- Top Restaurant Manager for 3rd generation franchisee
- Retired after 20 years with Westinghouse/Eaton Electric prior to beginning BK career
- Manufacturing Manager

FINANCIAL SUMMARY

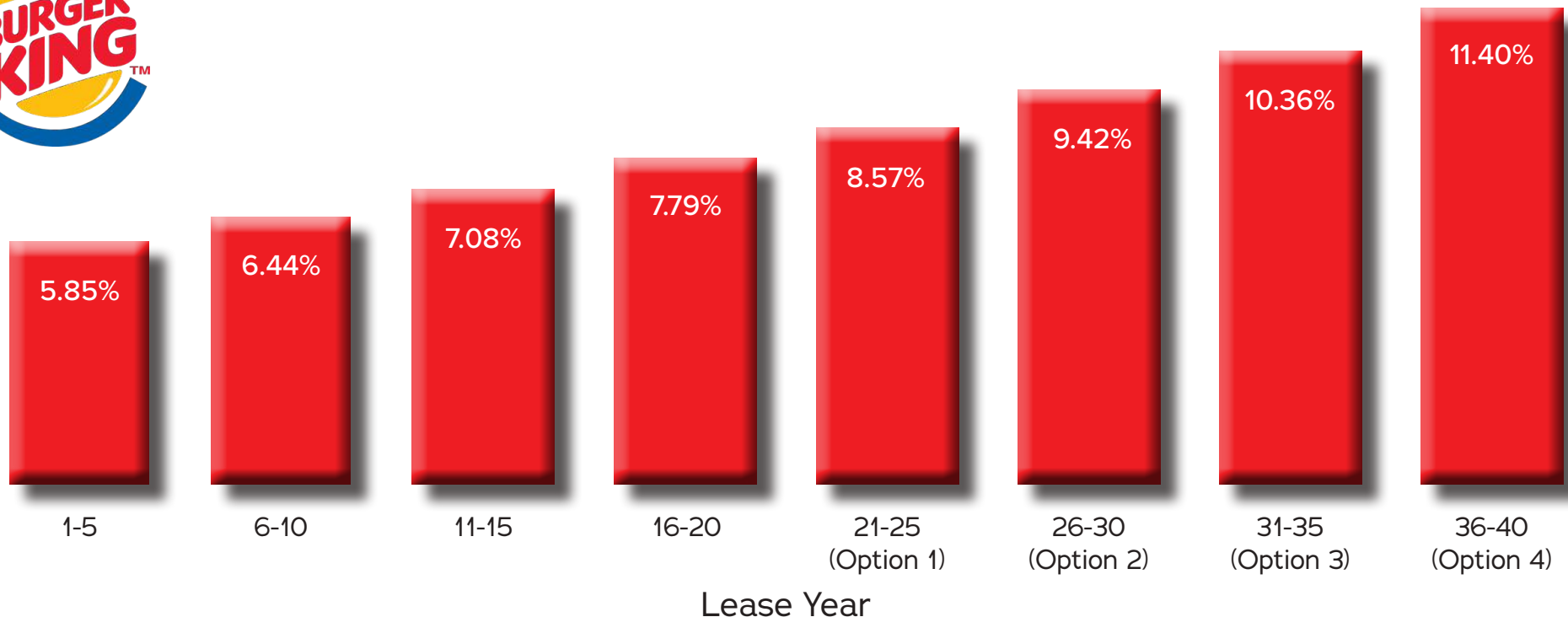
THE OFFERING

Price*:	\$2,244,500
Property Address:	195 US-321 Bypass, Winnsboro, SC 29180
Cap Rate:	5.85%
Gross Leasable Area (GLA):	2,720 SF
Lot Size:	0.69 Acres
Year Built:	2019
Type of Ownership:	Fee Simple

*The NOI and Price are subject to adjustments due to final construction costs.

LEASE SUMMARY

Property Subtype:	Net Leased Restaurant
Tenant:	CFH Winnsboro, LLC d/b/a Burger King
Rent Increases:	10% Every 5 Years
Guarantor:	Franchisee & Personal
Lease Type:	Absolute NNN
Lease Commencement:	Est. 10/1/2019
Lease Term:	20 Years
Renewal Options:	Four (4), 5-Year
Landlord Responsibility:	None
Right of First Refusal:	No





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MK

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RETAIL GROUP

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