

# **OFFERING MEMORANDUM**







## **NET LEASE CAPITAL MARKETS**

1406 SAINT CHARLES AVENUE | NEW ORLEANS, LA 70130

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#### **BROKER OF RECORD**

### LISPAH HOGAN, CCIM, MCR

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This Confidential Offering Memorandum has been prepared exclusively by Newmark Knight Frank ("Newmark Knight Frank", "Agent") on behalf of Ownership, the ("Owners"), regarding the purchase of the property described herein as Raising Cane's, New Orleans, LA. The materials and information contained in this Confidential Offering Memorandum do not purport to be all-inclusive or to contain all of the information which prospective investors may need or desire. Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

This Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not forward, photocopy or duplicate it, that you will not disclose this Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Agent, and that you will not use this Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Agent. If you have no further interest in the Property, please return the Confidential Offering Memorandum forthwith or delete the file.



# **INVESTMENT HIGHLIGHTS**



# DOMINANT NATIONAL TENANT | #1 FASTEST GROWING CHAIN | \$1.5+ BILLION ANNUAL SALES & 500+ STORE LOCATIONS

Raising Cane's is the #1 Fastest Growing Chain according to Nation's Restaurant News. Raising Cane's has grown from 250 stores and \$576 million in sales in 2016, to 500+ stores and \$1.5 billion in sales expected for the current fiscal year.



# RARE 11.5% INCREASES EVERY 5 YEARS | 14+ YEARS OF FIRM TERM REMAINING | PASSIVE NNN LEASE

Raising Cane's signed a 248 month (20.67) year lease in July 2014, the lease currently has approximately 14.3 years remaining in the primary term. The triple-net (NNN) lease requires zero landlord responsibilities, with the tenant being responsible for all maintenance and repairs. The lease also features rare 11.5% rental increases every 5 years during the primary term.



## IRREPLACEABLE ST. CHARLES AVE. LOCATION | 1 OF 4 FAST-FOOD DRIVE-THRU'S ON ST. CHARLES AVE. | MARDI GRAS PARADE ROUTE LOCATION

The subject property is located at an irreplaceable location on St. Charles Ave., which serves as a centerpiece of the world-famous annual Mardi Gras Parade and celebration which draws an estimated (600,000+ visitors) to New Orleans. Raising Cane's is 1 of 4 Fast-Food Drive-Thru's located on St. Charles Ave, additionally city restrictions prohibit any additional Drive-Thru's along the 6-mile stretch of St. Charles Ave.



# CENTRAL BUSINESS DISTRICT LOCATION | MAJOR RETAIL & TRAFFIC CORRIDOR | LOUISIANA HAS THE #1 BUSINESS CLIMATE

Located on St. Charles Ave., Raising Cane's is walking distance to the New Orleans CBD, Historic Garden District, Mercedes-Benz Superdome (76,000 Seats), and New Orleans Arena (18,000 Seats). St. Charles Ave. is New Orleans major retail and traffic corridor and hosts thirty (30) of the sixty-two parades in the New Orleans area per year which generate a combined (\$300 Million Economic Impact). Raising Cane's features incredibly fast Drive-Thru service and is strategically positioned to capture this vehicle and foot traffic. The State of Louisiana is ranked #1 for Business Climate by Business Facilities because it is a right-to-work state, features a low tax climate, world-class infrastructure, and robust energy and healthcare sectors.





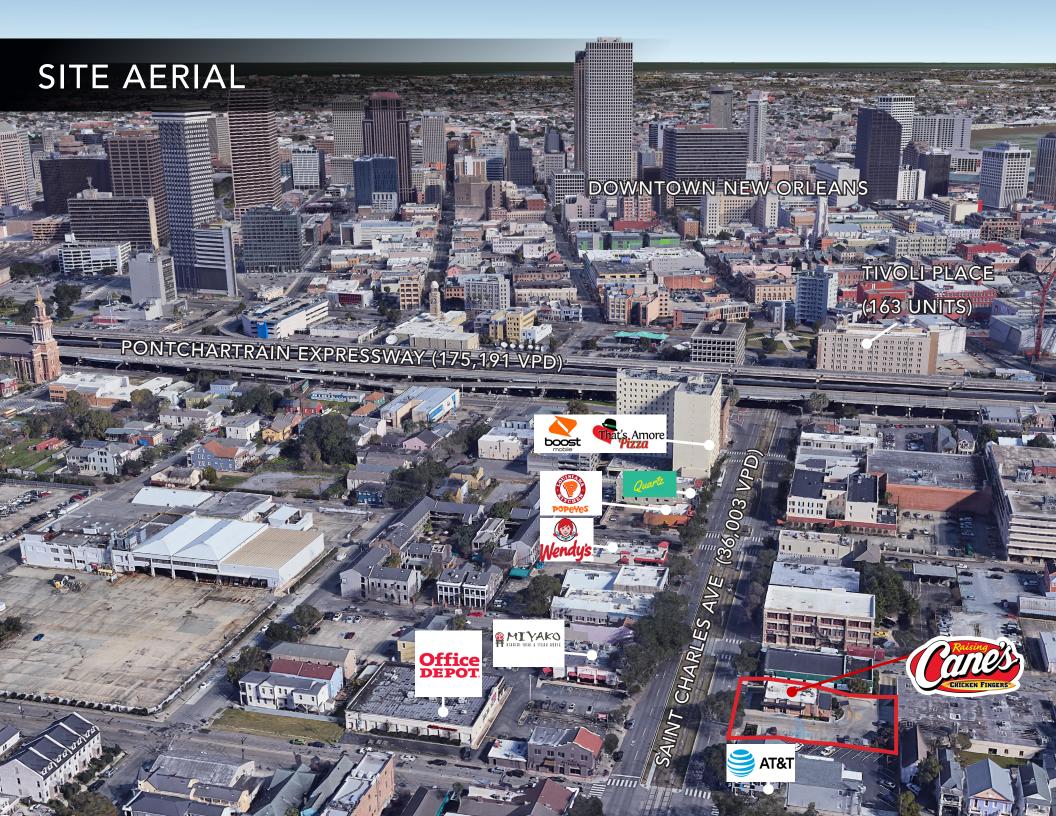
# PRICE/CAP RATE

Price	\$5,010,458
Cap Rate	5.00%
Annual NOI	\$250,523

# **EXECUTIVE SUMMARY**

	Address	1406 Saint Charles Avenue New Orleans, LA 70130
	Tenant / Guarantor	Raising Cane's Chicken Fingers / Raising Cane's Restaurants, LLC
	Use	Retail
	Acreage	0.37
	Rentable Building Area (SF)	1,970
1	Expense Structure	NNN
	Rent Increases	11.50% increases every 5 years
I	Commencement Date	July 22, 2014
	Primary Term Expiration	December 31, 2034
	Initial Term	Twenty (20) Years (14.3 years remaining)
	Ownership Interest	Fee Simple







# LEASE ABSTRACT / PROPERTY DETAILS

LEASE ABSTRACT	
Address	1406 Saint Charles Avenue New Orleans, LA 70130
Tenant Trade Name	Raising Cane's Chicken Fingers
Tenant/Guarantor	Raising Cane's Restaurants, LLC (Corporate)
Commencement Date	July 22, 2014
Primary Term Expiration	December 31, 2034
Lease Term Remaining	14.3 Years
Option Periods	None
Annual Rent (PSF)	\$250,522.92 (\$127.16 SF/Yr)
Rent Increases	11.50% increases every 5 years
Lease Structure	NNN
Landlord Responsibilities	None
Utilities	Tenant Responsible
Taxes	Tenant Responsible
Insurance	Tenant Responsible

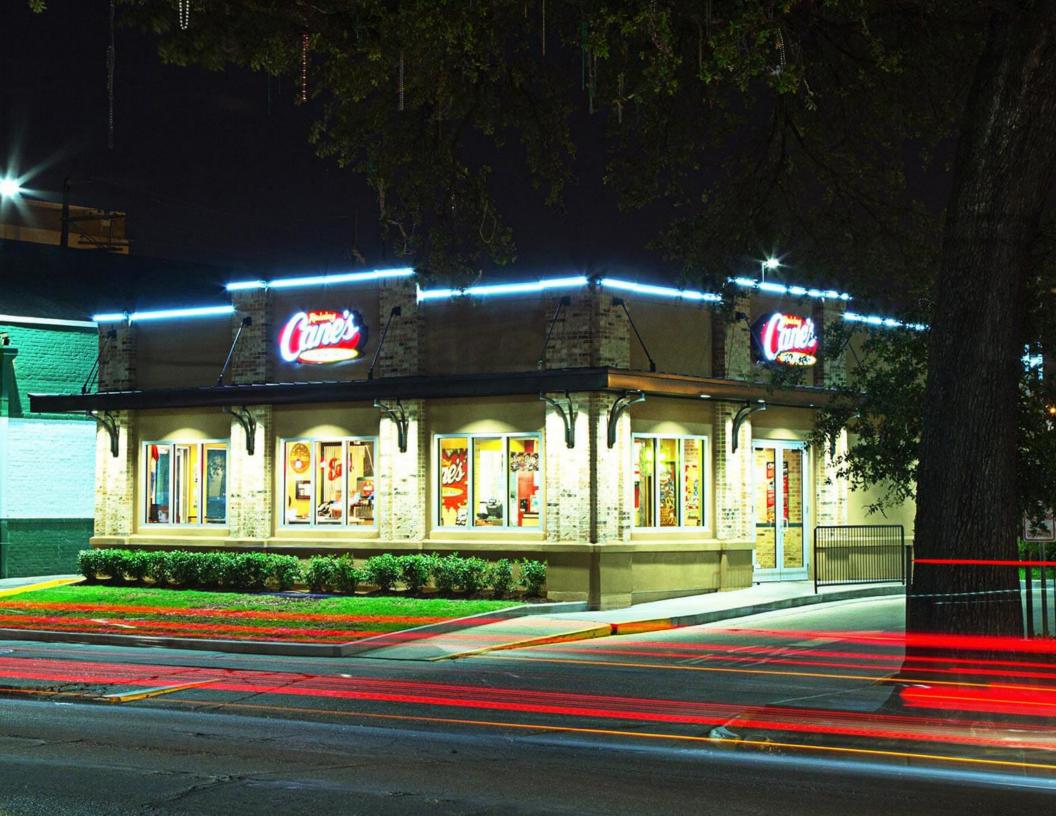
PROPERTY DETAILS	
Rentable Building Area	1,970
Acreage	0.37
Year Built	1997/2014
APN	1-01-1-053-25
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	ANNUAL RENT	INCREASE %	CAP RATE %
1/1/20-12/31/24	\$250,522.92	-	5.00%
1/1/25-12/31/29	\$279,372.00	11.5%	5.58%
1/1/30-12/31/34	\$311,580.96	11.5%	6.22%





**RENT SCHEDULE** 





# LOCATION AND DEMOGRAPHICS

The city of New Orleans is a historic southern city with deep French roots. Located at the mouth of the Mississippi river, the city was a strategic port city for the French during the 1800's. The city has since grown into a thriving metropolitan center with more than 1 million people calling the Baton Rouge MSA home.

- 1,275,762 Residents in the New Orleans MSA
  - There are over 49,00 students attending public school in New Orleans
- No. 2 in Crude Oil and No. 3 in Natural Gas Production in U.S.
  - More than 90% of waterborne US Oil rigs are located off the Louisiana coast
- Strategic Transportation Infrastructure
  - 6 Interstate Highways, 6 Class 1 Railroads, 6 Deepwater Ports, 7 Primary Airports

## Rankings (Business Facilities)

- #1 Business Climate in the USA, #5 Best Infrastructure, #2 Export Leaders

The Louisiana Economic Development (LED) is the lead economic development group serving the Baton Rouge region as well as the entire state of Louisiana. The LED focused on key industries to propel economic development in the state of LA including: Advanced Manufacturing, Aerospace, Agribusiness, Automotive, Energy, Entertainment, Process Industries, Software development and Water Management.

LA has been a right-to-work state for more than three decades, with more than 430,000 manufacturing workers in the state. LA's competitive tax climate, low utility costs, strong transportation infrastructure and competitive business incentive programs including the Quality Jobs, Industrial Tax Exemption Program, and Research and Development Tax Credit all provide additional incentives for business development.

Prominent companies operating in LA include The Hayes Companies, Nucor, Benteler Steel/Tube, Gardner Denver, ExxonMobile, BP, Halliburton, Chevron, Shell Stupp, Boeing, Lockheed Martin, Metro Aviation, Western Global, Northrop Grumman, Boise Inc, Lam Weston, Georgia-Pacific, Military Truck Parts Inc., Dow Chemical, Honeywell, BASF, Methanex, CSRA, CenturyLink, EA, IBM, GE, CGI, Waitr, DXC Technology and more.

Source: opportunitylouisiana.com

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	POPULATION	1 MI	3 MI	5 MI
	2025 Projection	26,673	191,033	376,798
	2020 Estimate	27,062	192,133	378,237
1	2010 Census	20,027	166,494	337,609
	HOUSEHOLDS	1 MI	3 MI	5 MI
	2025 Projection	14,391	85,242	162,178
	2020 Estimate	14,506	84,383	160,130
9	2010 Census	10,487	72,332	141,421
B	2020 Avg. Househo Income	ld \$65,521	\$73,068	\$73,083
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# TENANT/GUARANTOR SYNOPSIS

Founded by Todd Graves in 1996 in Baton Rouge, LA, Raising Cane's has become one of the fastest-growing quick-service restaurant (QSR) chains in the US. Raising Cane's is known for their minimalistic menu of fresh, never frozen chicken fingers, Raising Cane's sauce, crinkle-cut fries, coleslaw, texas toast, sweet tea, and fresh-squeezed lemonade. Raising Cane's growth trajectory has been explosive, since 2016 Cane's has grown from approximately 250 stores and \$576 million in sales, to 400 stores and \$1.18 billion in sales in 2019. The company currently operates more than 500 stores, and expects \$1.5 billion plus in Sales.

## **Top Honors:**

#1 "Chain in Sales-Per-Unit Growth" - Nation's Restaurant News (2018)

#1 "Fastest-Growing Chain in the Nation" - Nation's Restaurant News (2018)

#2 " Overall Sales Per Unit" - Statista (2019)

TENANT SYNOPSIS	
Trade Name	Raising Cane's Chicken Fingers
Credit Rating	Not Rated
Number of Locations	500+ in 27 States & 5 Countries
Geographic Dispersion	Nationally
Annual Sales (Forbes)	\$1.5 Billion
Average Unit Volume (Forbes)	\$3.6 Million



YEAR FOUNDED 1996



HEADQUARTERS Baton Rouge, LA



LOCATIONS 500+



COMPANY TYPE Private



WEBSITE https://www.raisingcanes.com/



S&P CREDIT RATING Not Rated





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For more information, please contact:

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