

OFFERING MEMORANDUM WENDY'S

90 Elm Street, Enfield, CT 06082



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IN COOPERATION WITH CONNECTICUT LICENSED BROKER:

Andrew Callahan | Venture Retail Partners | License #: 9531962

CONFIDENTIALITY DISCLAIMER

Landmark Commercial Real Estate Services, LLC ("BROKER") has been retained by the Owner to sell the 100% fee simple title of this asset. The Broker is the exclusive agent for the sale of this asset. The Broker has prepared the Property Information with information provided by the Owner, from sources deemed to be reliable. The Potential Purchaser will conduct its own due diligence of The Property, independently and without reliance upon BROKER of the Owner. Information furnished herein, the Offering Memorandum (the "OM") is intended solely for the Potential Purchaser and its affiliates ("Recipients") for its review of the acquisition of the Wendy's at 90 Elm Street, Enfield, CT 06082 ("Property").

All information in the OM ("Confidential Information") shall be deemed confidential. Confidential Information shall not include any information which is generally available to the public or which becomes available to the Recipients on a non-confidential basis from a source that is or was under no obligation not to disclose such information.

In consideration of Broker and disclosure of the confidential information, the recipient shall not at any time, attempt in any manner to deal directly in any manner or circumvent Broker.

Unless otherwise agreed in writing or required by law, the Recipients will not use, disclose, or reveal any Confidential Information for any purpose other than in connection with the proposed transaction to any persons or entities other than those employees, officers, directors, bankers, advisors, representatives, or agents (collectively, "Representatives") who clearly need such access to perform their employment, fiduciary or contractual duties to the Recipient and to actively and directly participate in the evaluation of the Confidential Information. Additionally, Recipients shall not directly contact anyone directly associated with the Property without the express written consent of the Owner or Broker.

Recipients agree not to contact or initiate contact with the Tenants, at any time, either directly or indirectly. Unless such approval is specifically granted in written from the Owner or Broker.

This agreement shall be governed by the laws of the Michigan, and in any action brought to enforce the terms hereof, Recipients hereby irrevocably consents to jurisdiction and venue in the Circuit Court for the County of Oakland, State of Michigan, or the United States District Court, whichever the Owner may elect. The invalidity or unenforceability of any provision of this agreement as applied to a particular occurrence or circumstance shall not affect the validity of or enforceability of any of the other provisions of this agreement or the applicability of such provisions as the case may be. This agreement shall inure to the benefit of and may be enforced by the Owner and its successors and assigns and shall be binding on the Recipients, its officers, directors, partners, agents, members, representatives and successors in interest. If any portion of this agreement becomes the subject of litigation or arbitration, the prevailing party in such suit or proceeding shall be entitled to reimbursement for its reasonable costs, expenses and attorney's fees incurred, including those incurred in connection with any appeals. A copy of this agreement delivered by facsimile transmission shall be binding on both parties.

ENFIELD SQUARE – 787,000 SF ENCLOSED REGIONAL MALL



Bath
& Body
Works

claire's

CINEMARK

GameStop

GNC

LENSCRAFTERS

Party City

T-Mobile

SUBWAY

STARBUCKS COFFEE

www.shopenfieldsquare.com



OFFERING SUMMARY

PROPERTY DETAILS

Address:	90 Elm Street, Enfield, CT 06082
Year Built:	1990
Building Size:	2,280 SF
Land Size:	1.11 acres
Zoning:	Business Regional
Ownership:	Fee simple

LEASE DETAILS

Tenant:	Inspired by Opportunity, LLC
Guarantor:	Meritage Hospitality Group
Lease Type:	Ground lease
Original Rent Commencement:	9/1/1975
New Renewal Commencement Date:	7/1/2019
Lease Expiration Date:	6/30/2029
Options:	Four (4) five (5) year options remaining
Percentage Rent:	5% of gross sales over breakpoint
Landlord Responsibilities:	NONE
Tax/Insurance/CAM:	Tenant Responsible
Cap on CAM/Tax/Ins Reimbursement:	N/A

RENT SCHEDULE

	Annual	Monthly
7/1/2019 – 6/30/2024	\$116,644	\$9,720
7/1/2024 – 6/30/2029	\$122,686	\$10,224
Option 1 (7/1/2029 – 6/30/2034)	\$137,409	\$11,451
Option 2 (7/1/2034 – 6/30/2039)	\$153,898	\$12,825
Option 3 (7/1/2039 – 6/30/2044)	\$172,366	\$14,364
Option 4 (7/1/2044 – 6/30/2049)	\$193,050	\$16,088

INVESTMENT HIGHLIGHTS

ABOVE AVERAGE SALES

- Inquire with Broker for details.

STRONG LEASE GUARANTY

- Meritage Hospitality Group (\$467M in 2019 sales) is one of the country's largest Wendy's operators with over 333+ locations across 16 states.

LONG STANDING HISTORY

- Wendy's has been operating at this location since 1977 and just recently signed a new 10-year renewal.

GROUND LEASE

- Minimal Landlord responsibilities.

PRIME FREEWAY EXPOSURE

- Wendy's is one of the first visible restaurants as you enter the corridor off the I-91 off ramp (77,984 cpd).

ROBUST RETAIL CORRIDOR

- The subject property is an outparcel to Enfield Square, a 787,000 SF regional mall. Retailers in the corridor include: Costco, Home Depot, Kohl's, Cinemark, Aldi, Marshalls, etc.

PRICING

NOI:	\$116,644
Cap Rate:	5.25%
Pricing:	\$2,221,790

WENDY'S



Wendy's was founded in 1969 by Dave Thomas in Columbus, Ohio. Wendy's is best known for its made-to-order square hamburgers, using fresh, never frozen beef, freshly-prepared salads with hand-chopped lettuce, and other signature items like chili, baked potatoes and the Frosty® dessert. The Wendy's Company (NASDAQ: WEN) and its franchisees employ hundreds of thousands of people across more than 6,700 restaurants worldwide with a vision of becoming the world's most thriving and beloved restaurant brand.



Meritage Hospitality Group is one of the nation's premier restaurant operators, currently with 337 restaurants in operation located in Arkansas, Connecticut, Florida, Georgia, Indiana, Massachusetts, Michigan, Missouri, Mississippi, North Carolina, South Carolina, Ohio, Oklahoma, Tennessee, Texas and Virginia. Meritage is headquartered in Grand Rapids, Michigan, operating with a workforce of approximately 11,000 employees. At Fiscal year end the 2019 the Company had, total weighted avg. fully diluted common shares outstanding of 9,033,570 and Fully Diluted EPS of \$1.27.

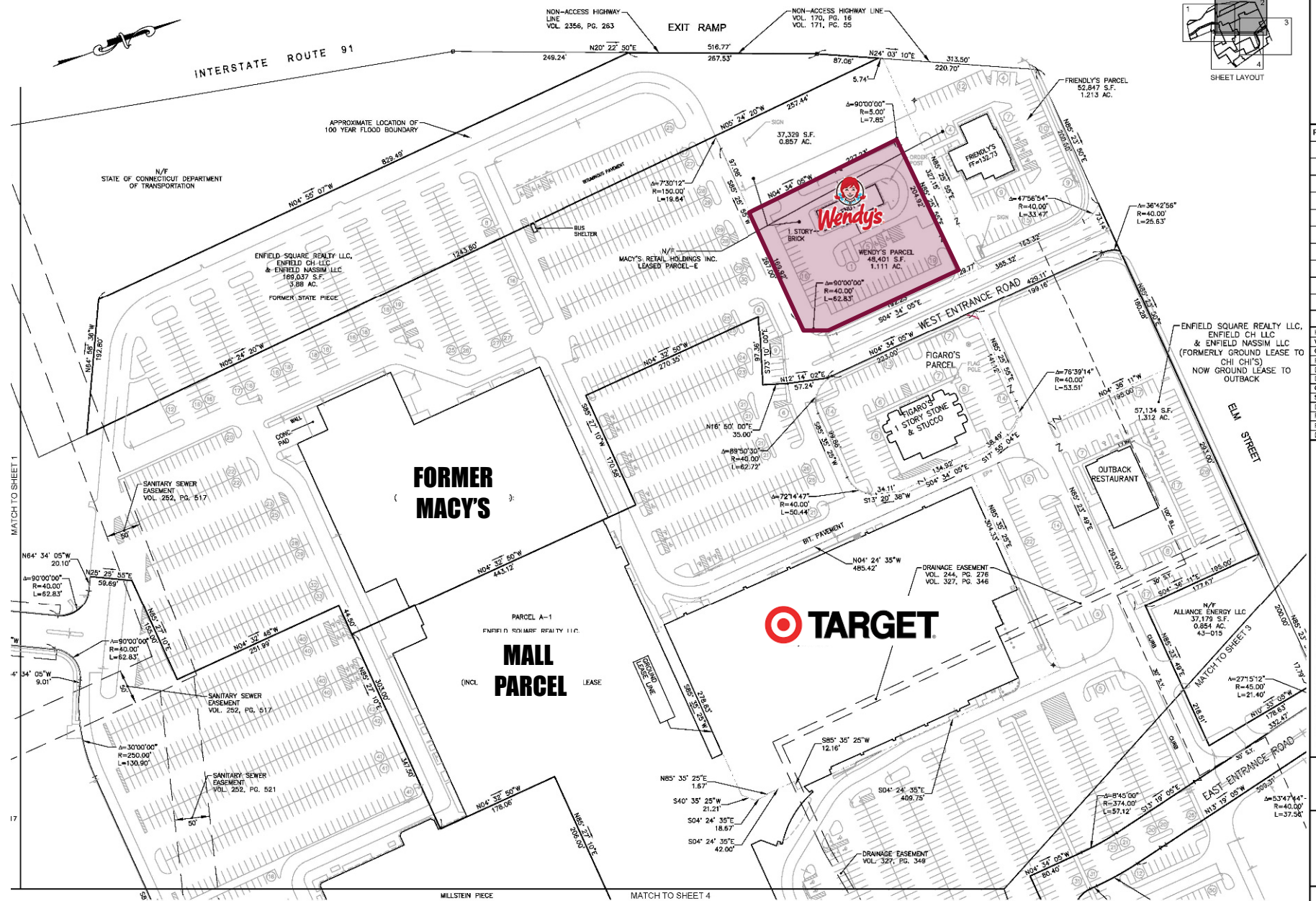
2019 KEY MERITAGE FIGURES

- Sales Growth of 7.4% to \$467.5M
- Earnings from Operations: \$21.2M
- Net Earnings: \$12.9M
- EBITDA increased 12.2% to \$44.6M
- The company acquired or developed 20 restaurants
- Common stock dividends increased 60% to \$0.24 per share

WENDY'S AT ENFIELD SQUARE



WENDY'S LEASE PARCEL



LOCATION MAP



REGIONAL LOCATION – I-91 INTERCHANGE



MARKET AERIAL



ENFIELD SQUARE OUTLOT



ENFIELD, CT

STRONG POPULATION & INCOME

- Enfield, CT is located in Hartford County, just 20 minutes/miles north of **Hartford**, the capital of Connecticut.
- Hartford has an estimated population of over **123,000**.
- Within five miles of the site, there are over **83,000 people** and **36,000 employees**.
- The average household income within five miles of the site is **\$112,368**.

AREA COLLEGES & UNIVERSITIES

- Enfield is home to Asnuntuck Community College (**1,858 students**) and only 16 miles from the University of Hartford (**6,912 students**) and 20 miles from the University of Connecticut (**27,043 students**).
- Connecticut is ranked 3rd for percentage of adults with advanced degrees and 4th in the US for labor force productivity.

EMPLOYMENT

- Lego Systems, Inc. has had their US headquarters in Enfield since 1973.
- Mass Mutual employs **2,000** at their Enfield campus.



4.10%

UNEMPLOYMENT RATE
(as of Jan 2020)



83K

PEOPLE
(5-mile radius)



\$112K

AVG. HH INCOME
(5-mile radius)



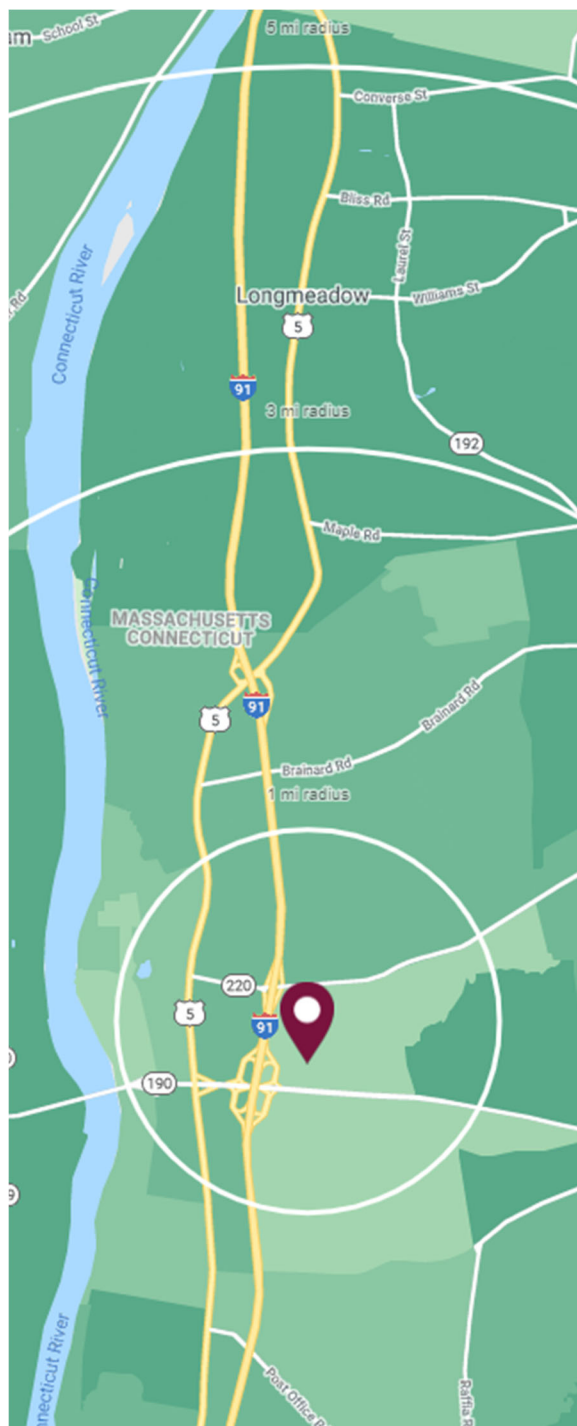
Lego Systems, Inc. – US Headquarters – Enfield, CT



Mass Mutual Headquarters – Enfield, CT

DEMOGRAPHICS

ENFIELD, CT



	1 MILE	3 MILE	5 MILE
POPULATION			
2019 Estimated Population	6,562	37,380	83,363
2024 Projected Population	6,532	36,961	82,749
2010 Census Population	6,526	37,261	83,765
2000 Census Population	6,470	36,751	79,781
Projected Annual Growth 2019 to 2024	-	-0.2%	-0.1%
Historical Annual Growth 2000 to 2019	-	-	0.2%
HOUSEHOLDS			
2019 Estimated Households	2,836	15,932	31,387
2024 Projected Households	2,874	16,022	31,538
2010 Census Households	2,692	15,176	29,970
2000 Census Households	2,763	14,606	28,765
Projected Annual Growth 2019 to 2024	0.3%	0.1%	-
Historical Annual Growth 2000 to 2019	0.1%	0.5%	0.5%
RACE			
2019 Est. White	77.9%	82.6%	80.8%
2019 Est. Black	10.1%	7.5%	8.7%
2019 Est. Asian or Pacific Islander	4.5%	4.3%	4.3%
2019 Est. American Indian or Alaska Native	0.3%	0.3%	0.2%
2019 Est. Other Races	7.1%	5.4%	6.0%
INCOME			
2019 Est. Average Household Income	\$74,776	\$93,959	\$112,368
2019 Est. Median Household Income	\$63,651	\$76,349	\$89,852
2019 Est. Per Capita Income	\$32,446	\$40,293	\$44,192
BUSINESS			
2019 Est. Total Businesses	709	1,678	3,226
2019 Est. Total Employees	6,385	17,258	36,904

OUR TEAM

**FOUNDED IN DETROIT. BUILT NATIONWIDE.
8 MILLION SQUARE FEET AND OVER \$1 BILLION SOLD**



DANIEL H. KUKES

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Daniel Kukes is a Principal and Co-Founder of Landmark Investment Sales. Daniel specializes in the sale of retail shopping centers, medical office, and single tenant net lease investment properties across all property types. He currently represents some of the nation's largest institutional real estate funds, private equity group, and high net worth investors in acquiring and listing investment properties all over the country. Since 2010, Daniel has closed deals totaling over 8,000,000 SF valued at over \$1,000,000,000. Daniel joined Landmark in 2009 as an Associate Broker. He began his real estate career at NAI Farbman where he focused on shopping center leasing and retail tenant representation. After five years at NAI Farbman, Daniel joined DAP Investments as a partner responsible for retail development, acquisitions and leasing. While there, he developed several single tenant and shopping center projects in Michigan and Illinois. Daniel is a graduate of Michigan State University with a Bachelor of Arts degree in Pre-Law & Society.



MAXWELL E. LIPPITT

SENIOR ASSOCIATE | maxlippitt@landmarkcres.com

Maxwell Lippitt graduated from Michigan State University in 2016 with a Bachelor of Science degree in Economics. Max was an intern in Landmark's Investment Sales department during the summer of 2015. Upon graduating, Max became an associate broker at CBRE specializing in the disposition of single tenant medical, retail, and office properties. While at CBRE, Max researched, sourced, and tracked thousands of investment properties while building strong relationships with a wide variety of property owners all across the country. At Landmark, he will continue his growth as an Investment Sales Broker providing unique opportunities to buyers and sellers while offering exceptional service.



KEVIN J. BAKER

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Kevin Baker is a Principal and Co-Founder of Landmark Investment Sales. Kevin specializes in the sale of retail shopping centers and single tenant net lease investment properties across all property types. He currently represents some of the nation's largest institutional funds, private equity funds, and high net worth investors in listing investment properties all over the country. Since 2010, Kevin has closed deals totaling over 8,000,000 SF valued at over \$1,000,000,000. Prior to 2010, Kevin worked extensively at Landmark as a broker specializing in tenant representation and landlord representation completing in excess of 100 lease & sale transactions. Kevin joined Landmark in 2005 as a Sales Associate. Prior to Landmark, Kevin attended Michigan State University and University of Michigan-Dearborn where he studied finance. Kevin began his real estate career in 2001 when he founded Baker Real Estate Holdings, specializing in acquisition and management of a student housing portfolio at Michigan State University.



JASON GREENSPAN

DIRECTOR | jgreenspan@landmarkcres.com

Jason Greenspan graduated from the University of Michigan in 2012 with a Bachelor of Arts degree in Political Science and Sociology. Jason also received a Juris Doctor in 2015 from Michigan State University College of Law where he concentrated in business and corporations. He passed the Michigan Bar Examination in July 2015. Starting in 2011, and while in law school, Jason interned at Landmark Investment Sales identifying, sourcing, and underwriting investment grade properties. With law school behind him and six years of experience in real estate investment sales, Jason has participated in the closing of over \$150,000,000 and continues to source investment opportunities across the country. Jason specializes in the representation of buyers and sellers of institutional grade single tenant properties, high profile unanchored retail centers, grocery anchored centers, and power centers.