

Steak N Shake

3396 NORTHWEST COBB PARKWAY
ATLANTA (ACWORTH), GA 30101

ABSOLUTE-NET LEASE

No Landlord Responsibilities ✓

5.5 Years Remain / 1.75% Annual Increases

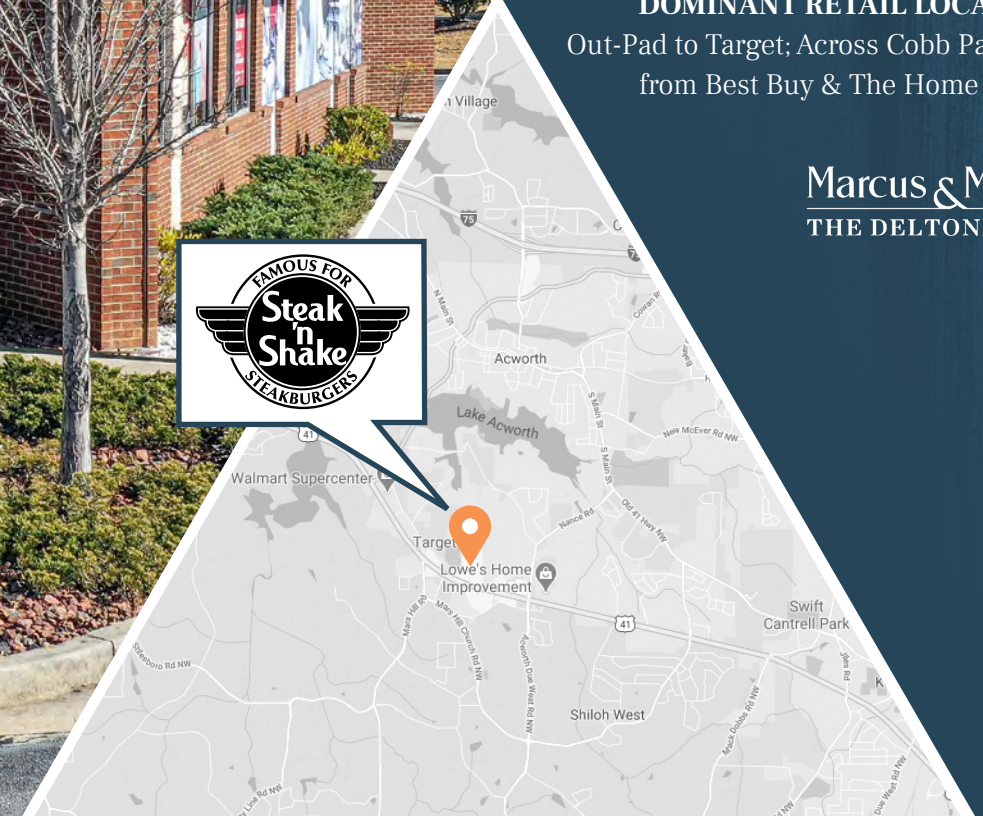
STRONG CORPORATE GUARANTY

550+ Units Across the United States ✓

DOMINANT RETAIL LOCATION

Out-Pad to Target; Across Cobb Parkway
from Best Buy & The Home Depot ✓

Marcus & Millichap
THE DELTONDO GROUP



Exclusively Listed by:

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INVESTMENT HIGHLIGHTS

- ✓ **Absolute-Net Lease:** No Landlord Responsibilities; 5.5 Years Remaining with Two, 10 Year Options to Extend
- ✓ **Strong Corporate Guaranty:** The Steak N Shake Company, 550+ Locations Across the United States
- ✓ **Near Celebration Village Acworth:** A 16.5 Acre Master Planned Senior Retirement Community located just within Walking Distance of Steak n Shake

- ✓ **Excellent Access / Visibility:** Located on Cobb Parkway which is Passed by over 33,000 Vehicles Per Day
- ✓ **Dominant Retail Location:** Surrounded my Many National Retailers Including: Target, The Home Depot, Best Buy, Petco, Petsmart, Michaels, Staples, Longhorn Steakhouse, Chili's, Chick-fil-A, Wendy's, Arby's, & Many More
- ✓ **Substantial Demographics:** In a 10 Mile Radius the Population Exceeds 395,000+; Households 141,000+ and an Average Household Income of \$106,000+



INVESTMENT SUMMARY

ADDRESS: 3396 Northwest Cobb Parkway
Atlanta (Acworth), Georgia 30101

PRICE: \$2,194,000

CAP: 7.75%

NOI: \$170,035

DEMOGRAPHICS

	3-MILE	5-MILE	10-MILE
POPULATION:	43,294	130,282	395,615
HOUSEHOLDS:	15,150	45,593	141,749
HH INCOME:	\$106,922	\$109,467	\$106,345



BIRDS EYE VIEW



PROPERTY DESCRIPTION

PROPERTY ADDRESS:

3396 Northwest Cobb Parkway
Atlanta (Acworth), Georgia 30101

LEASE TYPE:

Absolute-Net

BUILDING SIZE:

4,402 SF

YEAR BUILT:

2006

LOT SIZE:

1.21 Acres

FRONTAGE & ACCESS:

NW Cobb Pkwy

TENANT PROFILE



Steak ‘n Shake was founded in February 1934 in Normal, Illinois. Gus Belt, Steak ‘n Shake’s founder, pioneered the concept of premium burgers and milk shakes. For over 85 years, the company’s name has been symbolic of its heritage. The word “steak” stood for STEAKBURGER. The term “shake” stood for hand- dipped MILK SHAKES. Gus was determined to serve his customers the finest burgers and shakes in the business.

Steak ‘n Shake is an American casual restaurant chain concept rated primarily in the Midwestern United States with locations also in the South, Mid-Atlantic and Western United States, Europe, and the Middle East. The brand has become one of the most recognized and loyal brands in the restaurant franchising business, synonymous with freshness and quality. The company is headquartered in Indianapolis, Indiana and is a wholly owned subsidiary of Biglari Holdings. Under the ownership of Biglari Holdings, Steak ‘n Shake has succeeded in attaining exceptional , industry-leading financial results.

After 85 years, the company is continuing Steak ‘n Shake’s tradition of serving the country’s best , freshest , and tastiest burgers and shakes. Today, there are over 550 Steak ‘n Shake restaurants in 28 states. The restaurant’s milkshakes were voted #1 by Zagat.

-  **OWNERSHIP:** Corporate
-  **FOUNDED:** 1934
-  **NUMBER OF LOCATIONS:** 550+
-  **HEADQUARTERS:** Indianapolis, IN
-  **WEBSITE:** www.steaknshake.com



NOW DEBT-FREE, STEAK 'N SHAKE OPENING 45 RESTAURANTS

QSRMagazine.com

Steak 'n Shake announced Tuesday that it is opening *12 new restaurants by the end of the first quarter of 2021*. This is in addition to the *33 restaurants Steak 'n Shake opened in the fourth quarter of 2020*. **The company recently became debt-free.**

Steak 'n Shake had previously closed restaurants that did not deliver excellent customer service. With the advent of its new owner-operator model, Steak 'n Shake intends to award every restaurant to an operator who provides legendary customer service. Unlike a typical franchising opportunity, which could cost over \$2 million, Steak 'n Shake's program requires that an aspiring owner-operator invest a total of \$10,000 and demonstrate exemplary service as an operator. Steak 'n Shake is making the American Dream a reality for those with talent and passion.

In 2020, Steak 'n Shake owner-operators earned, on average, \$161,000 in their first year. Some are on their way to earning over \$300,000. Today, there are 100 owner-operators, and each one is a true American success story. Steak 'n Shake encourages every general manager in the hospitality industry to apply if they are interested in working for themselves. (To apply, please visit steaknshakefranchise.com)

Says Steak 'n Shake CEO Sardar Biglari, *“By paving the way for franchise partners to live the American Dream, we are providing them an opportunity to attain financial liberty. A salient point for those who become America’s ablest restaurant operators is that neither birth nor pedigree, ethnicity nor religion is an obstacle to success. A franchise partnership is a passport that cannot be purchased but only earned. It takes talent along with the passion to serve others, a rare combination that is woven into the character of each individual we accept.”*

He adds, *“Doubtless, a good number of our partners will become millionaires. But make no mistake: We are not minting millionaires but are merely providing the means—they are earning every penny.”*

“I made back my initial investment in the first month of being a franchise partner,” says Press McDonald of St. Louis. “It was the best investment of my life. Other franchises have such a high barrier to entry that, as an aspiring entrepreneur, it feels impossible. Steak 'n Shake gives people like me a chance, and today I earn in two months at Steak 'n Shake what I made in a year at my previous job.”

Steak 'n Shake is also investing significant sums to remodel all of its restaurants. Over the course of the last 12 months, the company has fixed its unit economics. As the originator of the Steakburger and a legendary milkshake, it is poised to grow throughout the United States. Steak 'n Shake owns much of its real estate and is aided by the inherent advantage of being owned by a strong parent company, Biglari Holdings.



TENANT SUMMARY

TENANT TRADE NAME:	Steak ‘n Shake
OPERATOR:	Steak N Shake Operations, Inc.
GUARANTY:	The Steak n Shake Company
TYPE OF OWNERSHIP:	Fee Simple
LEASE TYPE:	Absolute-Net
ROOF & STRUCTURE:	Tenant Responsible
LEASE COMMENCEMENT:	July 1st, 2008
LEASE EXPIRATION:	June 30th, 2026
TERM REMAINING:	5 Years, 5 Months
INCREASES:	1.75% Annually
OPTIONS:	Two, 10 Year

ANNUALIZED OPERATING DATA

	CURRENT RENT	MONTHLY RENT
July 1, 2020 - June 30, 2021	\$170,035.00	\$14,169.58
July 1, 2021 - June 30, 2022	\$173,010.61	\$14,417.55
July 1, 2022 - June 30, 2023	\$176,038.30	\$14,669.86
July 1, 2023 - June 30, 2024	\$179,118.97	\$14,926.58
July 1, 2024 - June 30, 2025	\$182,253.55	\$15,187.80
July 1, 2025 - June 30, 2026	\$185,442.99	\$15,453.58





Celebration Village Acworth
16.5 Acre Master Planned
Senior Living Community



Northwest Cobb Parkway
(33,000+ VPD)

Mister
CAR WASH



Capo's
NY PIZZA ITALIAN RESTORANTE



PARTY
AMERICA

DISCOUNT
TIRE

xfinity



PALM BEACH TAN

HIBBETT SPORTS
GAME TESTED ATHLETE APPROVED

Famous
Footwear

PNC
BANK



Northwest Cobb Parkway
(33,000+ VPD)





Firestone

Wendy's

theVitamin Shoppe

BEST BUY

PET SMART

Michael's
MAKE CREATIVITY HAPPEN

DOLLAR TREE

Chick-fil-A

Arby's

**AUTO BELL
CAR WASH**

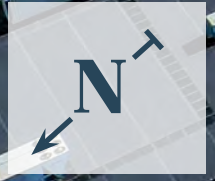
chili's

THE HOME DEPOT

SUBWAY **MATTRESS FIRM** **GameStop**

**FAMOUS FOR
Steak 'n Shake
STEAKBURGERS**

Northwest Cobb Parkway
(33,000+ VPD)



DISTANCE FROM SUBJECT PROPERTY

33 - MILES Atlanta, GA

88 - MILES Chattanooga, TN

136 - MILES Columbus, GA

146 - MILES Birmingham, AL

151 - MILES Huntsville, AL

178 - MILES Augusta, GA

190 - MILES Montgomery, AL



Acworth, GA

ATLANTA, GEORGIA

The Atlanta metro encompasses 29 counties in northwestern Georgia. With few natural barriers to limit development, tremendous population growth over the past decade expanded the metro’s borders and the region now has a population of roughly 5.9 million people. Over the next five years the region is expected to add approximately 293,300 residents. Meanwhile, Mercedes-Benz Stadium has been a catalyst for redevelopment in the urban core of Atlanta. New projects in the downtown and midtown sections of the city present a vast array of housing, entertainment and retail opportunities that are enticing residents back into the city and providing options for people moving to the metro.

MAJOR AREA EMPLOYERS

Delta Airlines
The Home Depot
AT&T
WellStar Health Systems
UPS
Northside Hospital
Piedmont Healthcare
Children’s Healthcare of Atlanta
Cox Enterprises
Bank of America



HEAVY CONCENTRATION OF CORPORATE HEADQUARTERS

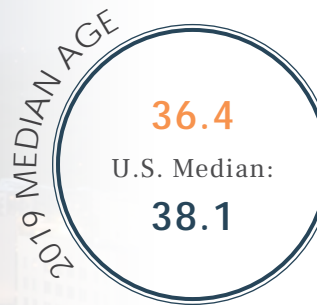
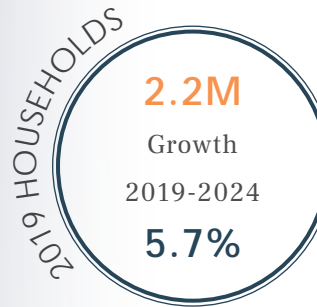
Atlanta ranks among the top 10 in the nation in the number of Fortune 500 headquarters with 15 firms, including UPS, Delta Airlines and Coca-Cola.

STRONG EMPLOYMENT GAINS

The metro places among the highest in the nation for job growth. More than 328,900 jobs were added in the last five years.

LOW COST OF LIVING & DOING BUSINESS ATTRACTS EMPLOYERS

A pro-business environment and affordability helped Atlanta lure new companies to the metro.



QUALITY OF LIFE

The Atlanta metro features a surging business environment and modern infrastructure while providing entertainment and attractions. Affordable housing in the outer perimeters has lowered the average cost of living. The metro has several acclaimed cultural institutions, including Zoo Atlanta and the High Museum of Art. More than 50 institutions of higher learning call Atlanta home, including Emory University, Georgia Institute of Technology and Spelman College. Outdoor and sports enthusiasts will find plenty to enjoy. Mild weather year-round allows residents to hike, paddle and bike on the many trails in and around Atlanta. Atlanta is home to professional sports franchises in the NFL, MLB, NBA and WNBA.

ECONOMY

- ✓ Gross metropolitan product (GMP) and retail sales progress above national levels.
- ✓ The area serves as an economic hub for the Southeast. Many of the country's largest corporations have selected the Atlanta metro for their headquarters.
- ✓ Atlanta is favored by businesses for its low corporate taxes, pro-business climate, and access to national and global markets. Among the numerous corporate headquarters are those for Home Depot, Pulte Group and Genuine Parts. Other major firms include NCR, Mercedes-Benz, Porsche and State Farm.

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All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

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