# OFFERING MEMORANDUM

# Popeyes 20 Year NNN Sale Leaseback | Strong Franchisee Guarantee







# **INVESTMENT OVERVIEW**

Marcus & Millichap is pleased to present for sale this Popeye's Louisiana Kitchen Restaurant located at 2201 Paramount Boulevard in Amarillo, Texas. Amarillo is a city in Texas and the Seat of Potter County and the 14th most populous city in Texas and the largest city in the Texas Panhandle with a population over 199,371 and part of the Amarillo metro Area with a population over 269,447. Amarillo is considered the regional economic center for the Texas Panhandle as well as for Eastern New Mexico and the Oklahoma Panhandle with major employers including Tyson Foods, BWXT and United Supermarkets.

Located just 13 minutes from this Popeye's restaurant is The Rick Husband Amarillo International Airport with 3,457 acres and over 68,367 airport operations each year and over 187 per day. Also a few minutes from the property is The Amarillo Botanical Gardens with the newly constructed Mary E. Bivins Conservatory Building.

Amarillo College is just minutes from the property and has a current enrollment of over 10,000 Students. Many Motels and Hotels surround this Popeye's including Super 8 by Wyndham, Atrea Inn Hotel, Extend-A-Suites, and Motel 6.

Numerous new home communities are also in close proximity including Betenbrough Homes, Tradewinds Devy Homes by Lyons, Omega Homes and New Life Homes.

Many National retailers are also a few minutes from the property including Walmart Supercenter, Burlington Coat Factory, Walgreens and Hobby Lobby.

Popeye's Louisiana Kitchen, Inc., also known as Popeye's, is a famous American multinational chain of fried chicken fast food restaurants that was founded in 1972 in New Orleans and is today headquartered in Miami, Florida. As of 2020, Popeye's had 3,451 restaurants located in 36 states, The District of Columbia, Puerto Rico and 30 countries worldwide. Annual income for Popeye's Inc. exceeds 268.9 Million Dollars annually.

# **INVESTMENT HIGHLIGHTS**

- 20 Year Absolute NNN Sale Leaseback
- Strong 140+ Unit Franchisee Guarantee
- 7.55% Rent Increases every 5 Years during the Base Term and Options
- Popeye's Louisiana Kitchen Located in Amarillo, Texas Population 199,371 Largest City in Texas Panhandle
- Amarillo College Just Minutes to this Popeye's With 10,000 Enrolled Students
- Amarillo International Airport 13 Minutes From the Property With 3,457 Acres & 187 Flights Per Day & 68,367 Airport Operations each Year
- Numerous New Home Communities Surround This Popeye's including Betenbough Homes, Tradewinds Devy Homes by Lyons, Omega Homes & New Life Homes
- National Retailers in the Immediate Area Include Walmart Supercenter, Burlington Coat Factory, Walgreens and Hobby Lobby
- Numerous Hotels & Motels in Close Vicinity Super 8 By Wyndham, Atrea Inn Hotel, Motel 6 & Extend-a-Suite
- Popeye's has 3,451 restaurants in 36 States, District of Columbia, Puerto Rico and 30 Countries Worldwide

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### PRICING AND FINANCIAL ANALYSIS

### THE OFFERING

**Popeyes** 2201 Paramount Boulevard Amarillo, Texas 77035

POPEYES

#### **PROPERTY DETAILS**

Lot Size Rentable Square Feet Price/SF Year Built 30,056 SF (0.69 Acres) 2,431 SF \$1,394.46 1978

#### **FINANCIAL OVERVIEW**

| Price          | \$3,389,93        |  |
|----------------|-------------------|--|
| vn Payment     | 100% / \$3,389,93 |  |
| Rate           | 3.90              |  |
| e of Ownership | Fee Simp          |  |

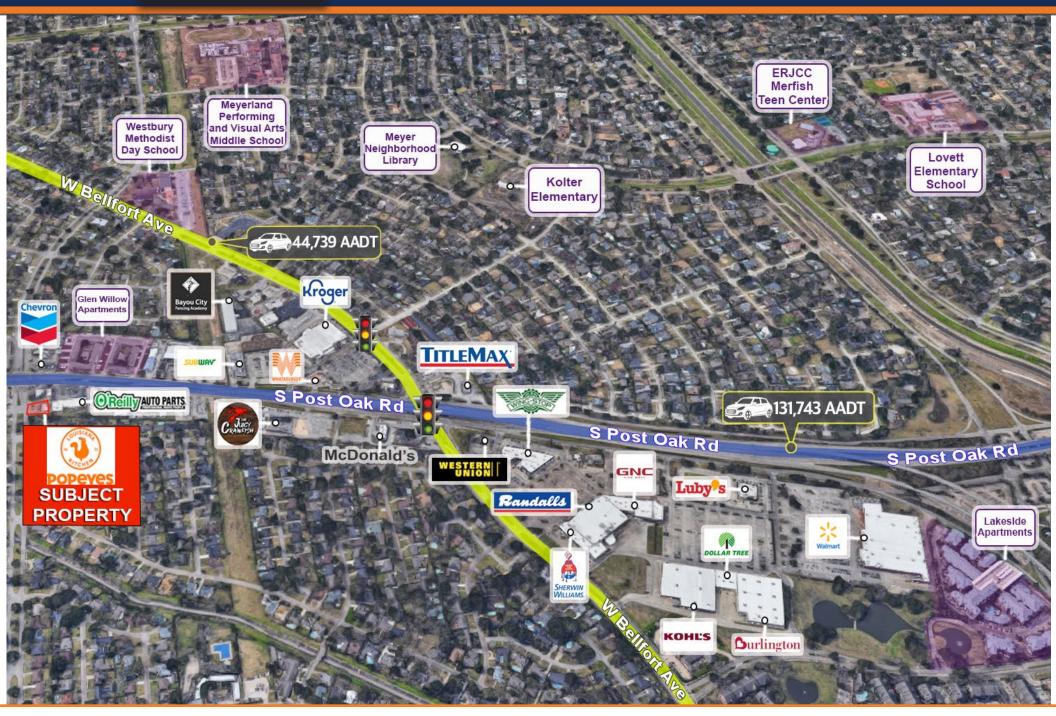
| PROPERTY RENT DATA       |                  | 100 - 10 - 10 - 10 - 10 - 10 - 10 - 10 |
|--------------------------|------------------|----------------------------------------|
| RENT INCREASES           | MONTHLY RENT     | ANNUAL RENT                            |
| Year 1 - 5 (Current)     | \$11,017         | \$132,207                              |
| Year 6 - 10              | \$11,849         | \$142,189                              |
| Year 11 - 15             | \$12,744         | \$152,924                              |
| Year 16 - 20             | \$13,706         | \$164,470                              |
| Year 21 - 25 (Option 1)  | \$14,741         | \$176,887                              |
| Year 26 - 30 (Option 2)  | \$15,854         | \$190,242                              |
| Year 31 - 35 (Option 3)  | \$17,050         | \$204,605                              |
| Year 36 - 40 (Option 4)  | \$18,338         | \$220,053                              |
| Year 41 - 45 (Option 5)  | \$19,722         | \$236,667                              |
| Base Rent (\$54.38 / SF) |                  | \$132,207                              |
| Net Operating Income     |                  | \$132,207.00                           |
| TOTAL ANNUAL RETURN      | CAP <b>3.90%</b> | \$132,207                              |
| Trank Barrow             | The ALE AND      | ALL Mode                               |

| LEASE ABSTRACT               |                                                           |
|------------------------------|-----------------------------------------------------------|
| Tenant Trade Name            | Popeyes                                                   |
| Tenant                       | Franchisee                                                |
| Ownership                    | Private                                                   |
| Guarantor                    | Franchisee Guarantee (140+ Units)                         |
| Lease Type                   | NNN                                                       |
| Lease Term                   | 20 Years                                                  |
| Lease Commencement Date      | COE                                                       |
| Rent Commencement Date       | COE                                                       |
| Expiration Date of Base Term | COE                                                       |
| Increases                    | 7.55% every Five Years on Base Term and on Option Periods |
| Options                      | Five 5-Year Options                                       |
| Term Remaining on Lease      | N/A                                                       |
| Property Type                | Net Leased Restaurant                                     |
| Landlord Responsibility      | None                                                      |
| Tenant Responsibility        | All                                                       |
| Right of First Refusal       | N/A                                                       |

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#### RESEARCH LOCAL STREET AERIAL



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### RESEARCH SITE PLAN AERIAL



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### RESEARCH ABOUT

# DHANANI GROUP

#### **QSR Franchise Brands**

Starting in the gas and convenience store business in 1976, the Dhanani Group became a Burger King franchisee in 1994 with BK's first co-branded restaurant in Houston, Texas. Today, our Sugar Land, Texas-based company is now ranked one of the county's top QSR franchise owners for Burger King Corporation and Popeyes with a growing presence in casual and fine dining starting with La Madeleine franchise restaurants.

#### **Values and Vision**

To create a QSR franchise dynasty that is capable of producing year-after-year sales and profit growth. This is accomplished by operating great restaurants as an employer of choice within an environment that provides career opportunities.









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# DEMOGRAPHICS **POPULATION PROFILE**

|                               | 4 Mile | 2 Miles | E Mileo |
|-------------------------------|--------|---------|---------|
| POPULATION                    | 1 Mile | 3 Miles | 5 Miles |
| 2026 Projection               |        |         |         |
| Total Population              | 10,476 | 92,769  | 172,309 |
| 2021 Estimate                 |        |         |         |
| Total Population              | 10,623 | 92,089  | 168,100 |
| 2010 Census                   |        |         |         |
| Total Population              | 11,266 | 92,036  | 162,945 |
| 2000 Census                   |        |         |         |
| Total Population              | 11,265 | 91,829  | 149,798 |
| Daytime Population            |        |         |         |
| 2021 Estimate                 | 17,580 | 120,177 | 191,853 |
| HOUSEHOLDS                    | 1 Mile | 3 Miles | 5 Miles |
| 2026 Projection               |        |         |         |
| Total Households              | 4,707  | 39,679  | 69,575  |
| 2021 Estimate                 |        |         |         |
| Total Households              | 4,759  | 39,214  | 67,591  |
| Average (Mean) Household Size | 2.2    | 2.3     | 2.5     |
| 2010 Census                   |        |         |         |
| Total Households              | 5,002  | 38,891  | 64,907  |
| 2000 Census                   |        |         |         |
| Total Households              | 5,200  | 39,018  | 59,929  |
| HOUSING UNITS                 | 1 Mile | 3 Miles | 5 Miles |
| Occupied Units                |        |         |         |
| 2026 Projection               | 5,421  | 44,703  | 77,139  |
| 2021 Estimate                 | 5,448  | 43,969  | 74,716  |
|                               |        |         |         |

| HOUSEHOLDS BY INCOME     | 1 Mile      | 3 Miles  | 5 Miles   |
|--------------------------|-------------|----------|-----------|
| 2021 Estimate            |             |          |           |
| \$200,000 or More        | 4.4%        | 3.7%     | 4.5%      |
| \$150,000-\$199,999      | 2.9%        | 3.3%     | 4.6%      |
| \$100,000-\$149,999      | 12.4%       | 11.9%    | 14.9%     |
| \$75,000-\$99,999        | 10.4%       | 12.0%    | 12.9%     |
| \$50,000-\$74,999        | 18.9%       | 18.9%    | 18.1%     |
| \$35,000-\$49,999        | 14.2%       | 13.8%    | 12.8%     |
| \$25,000-\$34,999        | 13.1%       | 11.9%    | 10.8%     |
| \$15,000-\$24,999        | 11.9%       | 12.3%    | 10.7%     |
| Under \$15,000           | 11.8%       | 12.1%    | 10.6%     |
| Average Household Income | \$72,594    | \$70,904 | \$78,908  |
| Median Household Income  | \$48,448    | \$49,856 | \$56,075  |
| Per Capita Income        | \$32,522    | \$30,370 | \$31,840  |
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# **GEOGRAPHY: 5 MILE**



# **POPULATION**

In 2021, the population in your selected geography is 168,100. The population has changed by 12.2 percent since 2000. It is estimated that the population in your area will be 172,309 five years from now, which represents a change of 2.5 percent from the current year. The current population is 48.7 percent male and 51.3 percent female. The median age of the population in your area is 35.1, compared with the U.S. average, which is 38.4. The population density in your area is 2,139 people per square mile.



### HOUSEHOLDS

There are currently 67,591 households in your selected geography. The number of households has changed by 12.8 percent since 2000. It is estimated that the number of households in your area will be 69,575 five years from now, which represents a change of 2.9 percent from the current year. The average household size in your area is 2.5 people.



### INCOME

In 2021, the median household income for your selected geography is \$56,075, compared with the U.S. average, which is currently \$65,694. The median household income for your area has changed by 59.9 percent since 2000. It is estimated that the median household income in your area will be \$56,749 five years from now, which represents a change of 1.2 percent from the current year.

The current year per capita income in your area is \$31,840, compared with the U.S. average, which is \$36,445. The current year's average household income in your area is \$78,908, compared with the U.S. average, which is \$94,822.

| JOBS |     |  |  |
|------|-----|--|--|
|      |     |  |  |
|      |     |  |  |
| _    | - 5 |  |  |

# **EMPLOYMENT**

In 2021, 94,179 people in your selected area were employed. The 2000 Census revealed that 61.3 percent of employees are in white-collar occupations in this geography, and 38.7 percent are in blue-collar occupations. In 2021, unemployment in this area was 4.0 percent. In 2000, the average time traveled to work was 15.4 minutes



# HOUSING

The median housing value in your area was \$150,719 in 2021, compared with the U.S. median of \$227,827. In 2000, there were 37,730 owner-occupied housing units and 22,199 renter-occupied housing units in your area. The median rent at the time was \$413.

**EDUCATION** 

The selected area in 2021 had a lower level of educational attainment when compared with the U.S averages. Only 8.2 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.0 percent, and 17.4 percent completed a bachelor's degree, compared with the national average of 19.5 percent.

The number of area residents with an associate degree was higher than the nation's at 8.5 percent vs. 8.3 percent, respectively.

The area had fewer high-school graduates, 25.4 percent vs. 27.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 26.2 percent in the selected area compared with the 20.5 percent in the U.S.

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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property. By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

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#### INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and w orks with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- · Put the interests of the client above all others, including the broker's ow n interests;
- · Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- · Treat all parties to a real estate transaction honestly and fairly.

#### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state w ho will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker w ho acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- · Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknow ledge receipt of this notice below and retain a copy for your records.

| Marcus& Millichap                                                  | 9002994     | tim.speck@marcusmillichap.com | 972-755-5200 |
|--------------------------------------------------------------------|-------------|-------------------------------|--------------|
| Licensed Broker /Broker Firm Name or Primary Assumed Business Name | License No. | Email                         | Phone        |
| Tim A. Speck                                                       | 432723      | tim.speck@marcusmillichap.com | 972-755-5200 |
| Designated Broker of Firm                                          | License No. | Email                         | Phone        |
|                                                                    |             |                               |              |
| Licensed Supervisor of Sales Agent/Associate                       | License No. | Email                         | Phone        |
|                                                                    |             |                               |              |
| SalesAgent/Associate'sName                                         | License No. | Email                         | Phone        |

Buyer/Tenant/Seller/Landlord Initials

Date

11-2-2015



### SPECIAL COVID-19 NOTICE

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.)



#### **EXCLUSIVELY LISTED BY:**

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