

ASPEN DENTAL & STANTON OPTICAL

Lafayette, LA



PALOMAR

Legal Conditions

THIS IS A CONFIDENTIAL MEMORANDUM intended solely for the limited use in considering whether to pursue negotiations to acquire Aspen Dental & Stanton Optical (the “Property”) located in Lafayette, LA and is not intended to be an offer for the sale of the Property.

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If the Recipient does not wish to pursue negotiations leading to this acquisition, or if in the future the Recipient discontinues such negotiations, Recipient agrees to return this confidential memorandum to The Palomar Group.

THIS CONFIDENTIAL MEMORANDUM SHALL NOT BE DEEMED A REPRESENTATION OF THE STATE OF AFFAIRS OF THE PROPERTY OR CONSTITUTE AN INDICATION THAT THERE HAS BEEN NO CHANGE IN THE BUSINESS OR AFFAIRS OF THE PROPERTY SINCE THE DATE OF PREPARATION OF THIS MEMORANDUM.

THE PALOMAR GROUP (BROKER) MAKES THE DISCLOSURE THAT ITS ROLE IS EXCLUSIVELY REPRESENTING THE SELLER, NOT THE BUYER AND AS SUCH, BROKERS MUST WORK TO OBTAIN FOR SELLER THE BEST PRICE AND TERMS AVAILABLE. NEITHER SELLING BROKER OR SELLER ARE RESPONSIBLE FOR ANY COMPENSATION TO ANY OTHER PARTY IN CONNECTION WITH THE SALE OF THE PROPERTY.

THIS PROPERTY IS BEING SOLD AS AN “AS IS, WHERE IS” SALE.

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The Palomar Group is a full-service commercial Investment Sales firm. The Investment Sales Team specializes in well positioned anchored or unanchored retail properties throughout the country. Their proven track record on both the acquisition and disposition sides are a direct result of their understanding of the marketplace, appropriate asset valuation based off current market conditions, and the alignment of assets to the most suitable and qualified Buyer/ Seller. The Team has worked on over 10 million square feet of retail, office and multifamily, having a hand in over \$1 billion in transactions across 15 states.

Executive Summary





Asking CAP Rate
6.00%



Asking Price
\$5,735,000



Price Per SF
\$731 PSF



Acquisition NOI
\$344,100



Square Footage
7,844 SF



Acreage
1.12 acres



Occupancy
100%



Year Built
2017





Address
5540 Johnston St
Lafayette, LA 70503



Parcel Number
6051814



Gross Leasable Area
7,844 square feet



Land Area
1.12 AC



Year Built / Renovated
2017



Acquisition NOI
\$344,100



Asking Cap Rate
6.00%



Asking Price
\$5,735,000 (\$731 PSF)



Occupancy
100%



Summary of Anchor Tenant

	<u>Size</u>	<u>Expiration</u>	<u>Renewal Opt</u>
AspenDental	3,500	12/31/2027	3, 5-Year
Stanton OPTICAL	4,344	10/31/2027	2, 5-Year
Billboard	0	2/28/2032	2, 5-Year

THE ASSET

- **Net Lease**
- **Corporately guarantee**
- **10 Year** Initial Term through 2027
- Aspen Dental operates **1,000 locations**
- Stanton Optical operates **185+ locations**
- Aspen Dental is one of the **largest Healthcare Retailers** in the country
- Stanton Optical is an **industry leader in eye care service**
- **10%** Rent escalations in years 6 – 10 of each of the leases
- **Landlord Responsibilities:**
 - Roof, Structure (further outline on page 6)
- **Three 5-year options**
 - **10%** Rent escalations in every renewal

THE FUNDAMENTALS

- **Excellent visibility** from both Johnston St and Ambassador Caffery Pkwy
- Combined **traffic counts at the intersection are 79,269 ADT**
- Center is located at the hard corner of the submarket
- **Multiple access points** to both corridors and adjacent property
- **Area retailers include** Sams, Hobby Lobby, Best Buy, and the Acadiana Mall
- **Constructed** in 2017
- Market rents in the submarket have **grown by 5.5% in the past 12 months**
- **Vacancies in the MSA are currently under the five-year average**



5540 Johnston St
Lafayette, LA 70503



183,685

Total Households
Lafayette, LA MSA



490,220

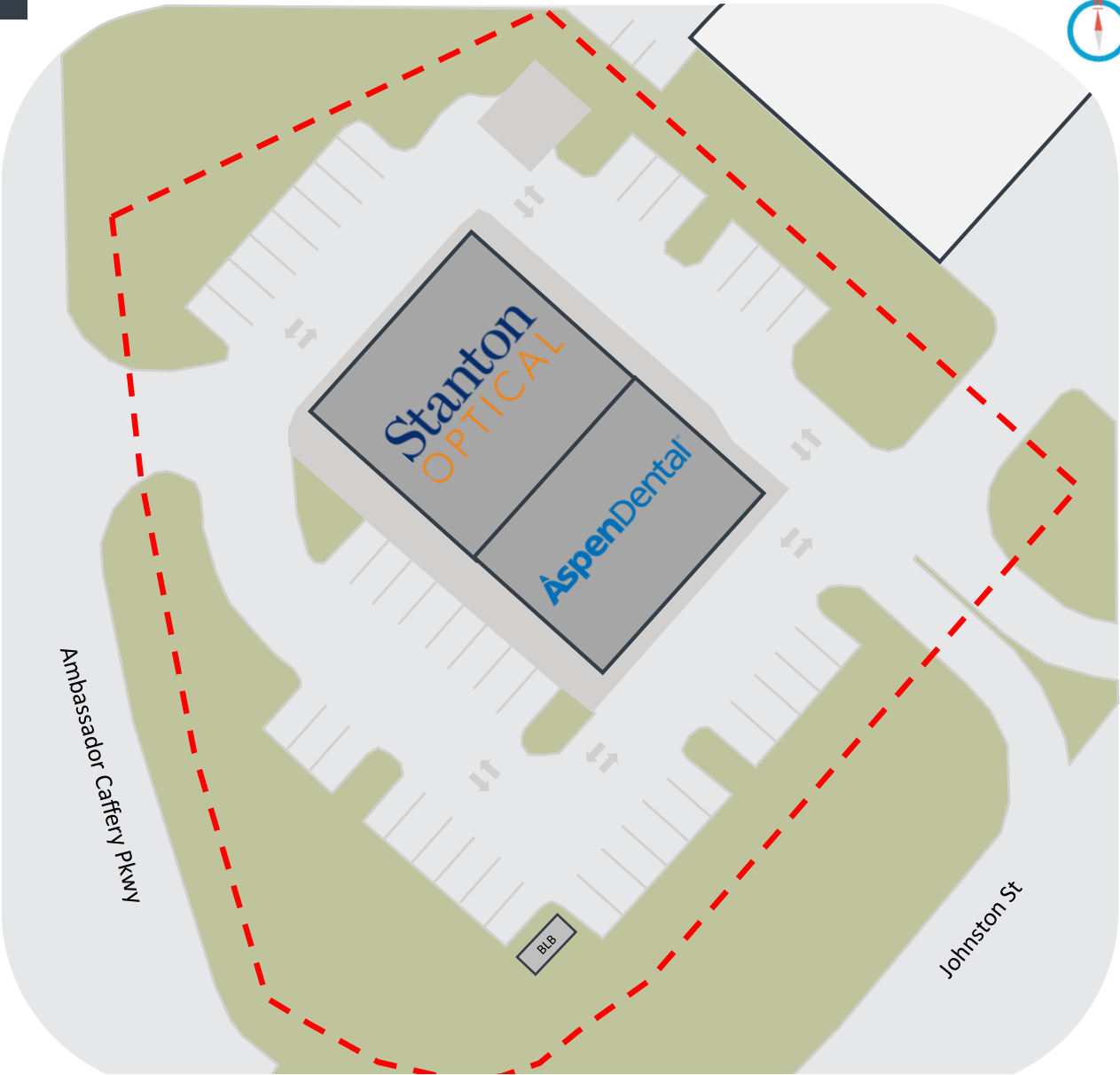
Total Population
Lafayette, LA MSA



\$52,827

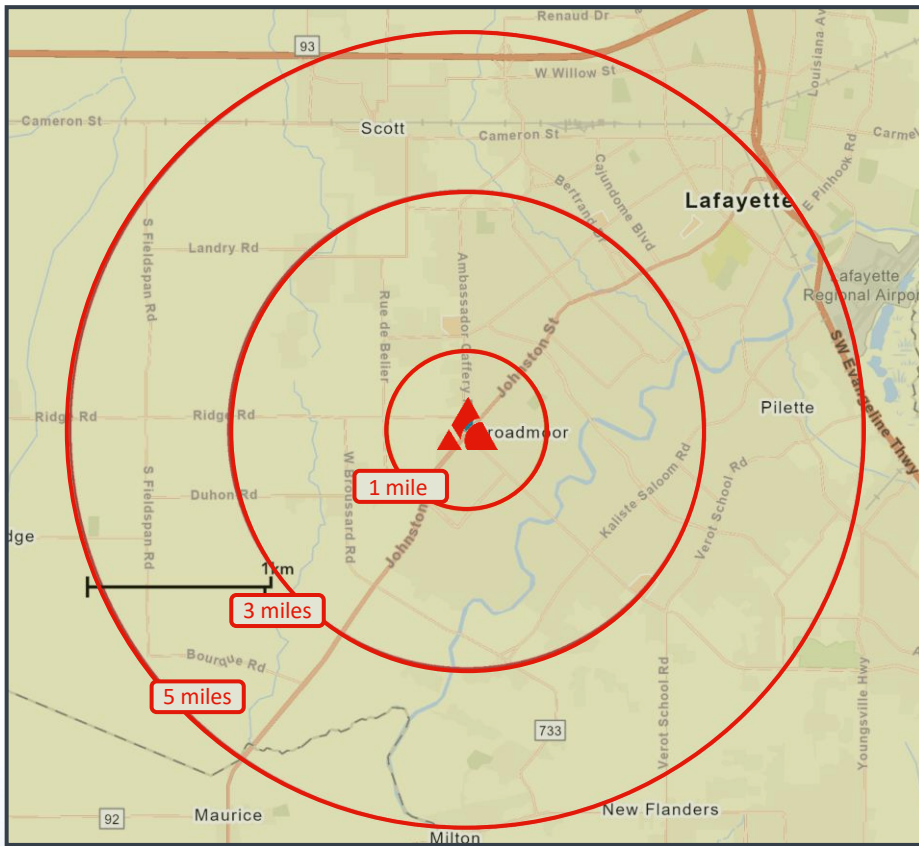
Median HH Income
Lafayette, LA MSA

SUITE	TENANT	SQ. FT.
100	Stanton Optical	4,344 SF
101	Aspen Dental	3,500 SF
BLB	Bass, Ltd.	
TOTAL		7,844 SF









Property Fundamentals

Trade Area

Aspen Dental & Stanton Optical features 7,844 square feet of retail space located at the signalized intersection of Johnston St and Ambassador Caffery Pkwy. In addition to the center, the area boasts a large concentration of national retailers in the market including Hobby Lobby, Dollar Tree, Michaels, Office Depot and more.

Access

The site benefits from 4 total access points. There are two points of ingress / egress on Johnston St, and two points of ingress / egress on Ambassador Caffery Pkwy.

Signage

Aspen Dental & Stanton Optical has one monument sign and is located at the main entrance to the center on Johnston St.

Parking

The site consists of approximately 40 parking spaces and a total parking ratio of 5.10 spaces per 1,000 sf.

Roof

Roof is approximately 5 years old and under warranty through January 31, 2038 (15.5 years remaining)



Financials & Tenant Overview

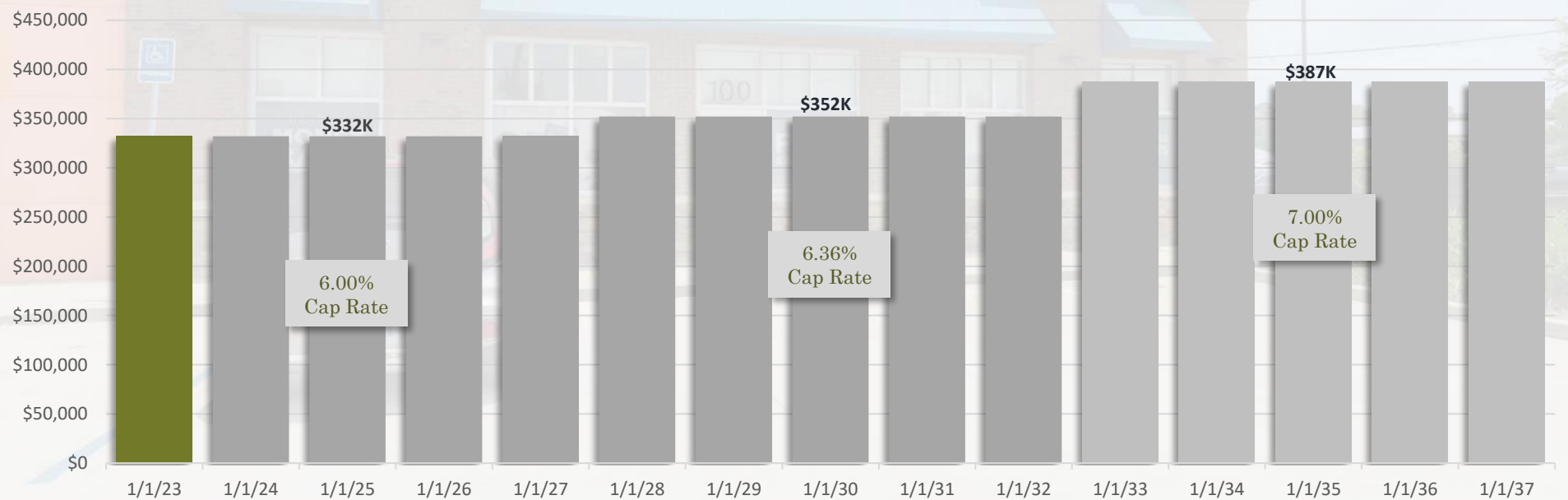


LEASE TERMS

TENANT	Aspen Dental & Stanton Optical	TENANT	START DATE	EXPIRATION	RENT	NOTES
LEASE TYPE	NN Lease	ASPEN DENTAL	12/21/2017	12/31/2027	\$147,000	10% Increase on 1/1/2023
LEASE TERM	10 Years (6 remaining)	STANTON OPTICAL	10/1/2018	9/30/2028	\$144,000	10% Increase on 10/1/2023
OPTION PERIOD	Aspen: 3, 5-Year Options Stanton: 2, 5-Year Options					

RENT SCHEDULE

DATE RANGE	MONTHLY RENT	ANNUAL RENT	% INCREASE	DATE RANGE	MONTHLY RENT	ANNUAL RENT	% INCREASE
2023-2027	\$24,250.00	\$291,000		2033-2037	\$29,342.50	\$352,110	10.00%
2028-2032	\$26,675.00	\$332,100	10%	2038-2042	\$32,276.17	\$387,314	10.00%



**Aspen Dental**Website: www.aspendental.com

Type: Subsidiary

Headquarters: East Syracuse, New York, U.S.

Locations: 1,000

Revenue: \$2.2M

Employees: 5,500

Lease Start: 12/21/2017

Lease End: 12/31/2027

Rent: \$147,000

Escalations: 10% every 5 years

Options: 3, 5-Years

Aspen Dental Management, Inc. (ADMI) is a dental support organization (DSO), a dental practice management corporation that provides business support and administrative services in the US. Its headquarters is in DeWitt, New York. Aspen Dental Management, Inc. (ADMI) was founded in 1994 by Robert Fontana, who is chief executive. It was a founding member of the Association of Dental Support Organizations (ADSO). After predecessor company Upstate Dental merged with East Coast Dental in December 1997, the resulting firm was launched in 1994 as Aspen Dental Management, Inc. There were more than 50 Aspen Dental offices within five years of ADMI's establishment. By April 2007, there were 106 branded practices in Arizona, Connecticut, Indiana, Maine, Massachusetts, New Hampshire, New York, Ohio, Pennsylvania, and Rhode Island. The company was initially headquartered in Salina, New York but moved to a new headquarters near Syracuse in DeWitt in 2006. The new headquarters includes a training center to cater to Aspen Dental employees and other firms' training events. Aspen's services are aimed at individuals who do not have an established dental routine or regular dental provider.

**Stanton Optical**Website: www.stantonoptical.com

Type: Subsidiary

Headquarters: Palm Springs, FL

Locations: 185

Revenue: \$114M

Employees: 800

Lease Start: 10/1/2018

Lease End: 9/30/2028

Rent: \$144,000

Escalations: 10% every 5 years

Options: 2, 5-Years

Stanton Optical has been a leader in eye care for over a decade. Stanton Optical believes that quality eye health should be accessible and affordable to everyone. Working directly with eyewear manufacturers, they are able to provide exclusive styles without costly marked up prices. As experienced industry professionals, Stanton Optical prides themselves on ensuring satisfaction and treating their customers with the utmost honesty and respect. From your eye exam and frame selection to the moment you walk out with your new glasses, they guarantee that you will be satisfied with your whole experience. Stanton Optical was awarded the prestigious spot among the top 5,000 growing companies within the U.S. by Inc. Magazine in 2015. Stanton Optical placed within the top 50% claiming the 1,923 spot out of the 5,000 companies awarded. From 2015-2020, Stanton Optical experienced a 205% revenue growth.

Market Overview



Lafayette, LA

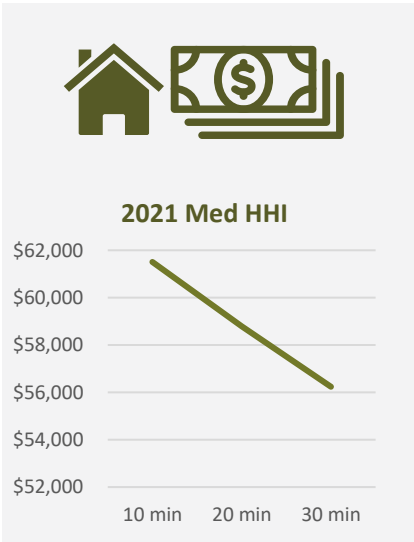
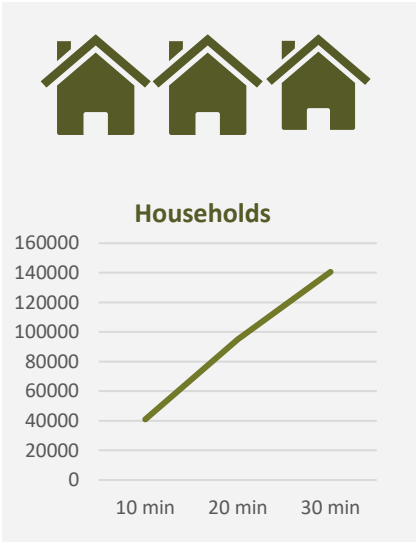
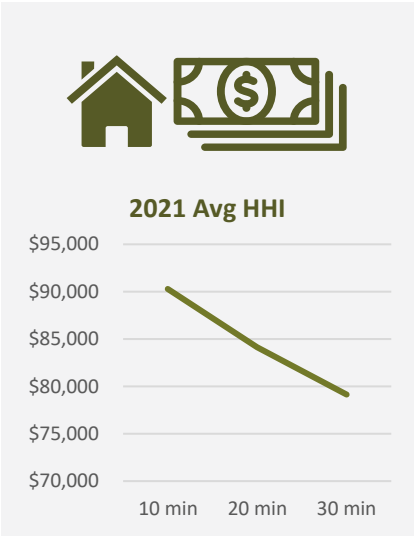
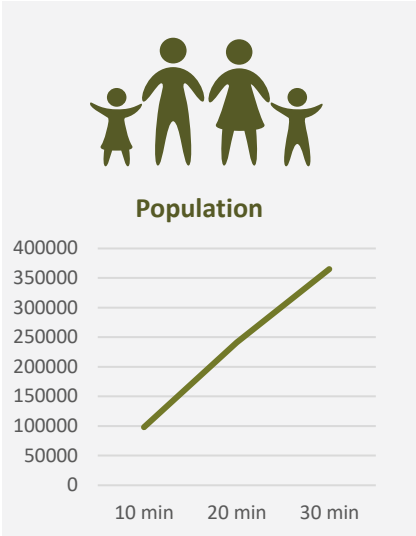
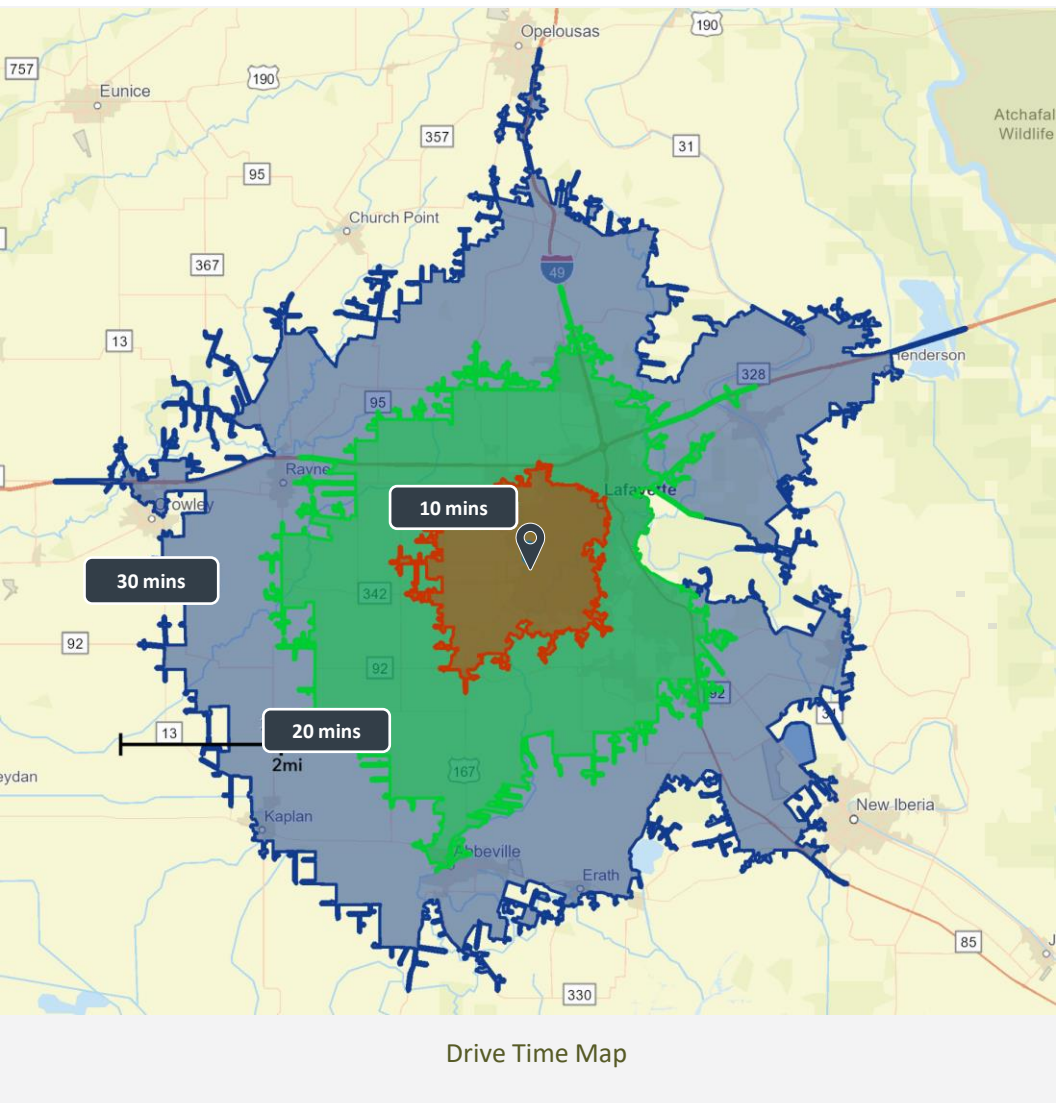
Largest Employers in the Area

Lafayette Parish School System *Lafayette General Health* *Wood Group Production Services* *WHC, Inc.*

University of Louisiana-Lafayette *Walmart Stores* *Our lady of Lourdes Medical Center* *Lafayette Government*

Lafayette, LA

- The Lafayette metropolitan area is Louisiana's third largest metropolitan statistical area with a population over 478,300 as of the 2020 census. Lafayette is located an hour drive west of Baton Rouge and a 2-hour drive northwest of New Orleans. Notable corporations with presences in the Lafayette area include Amazon, CGI, JP Morgan Chase, Ochsner Health Systems, and Petroleum Helicopters International. Lafayette is home to The University of Louisiana at Lafayette, South Louisiana Community College, and multiple vocational colleges including the Lafayette campus of the Academy of Interactive Entertainment.



Louisiana's unemployment rate hits record low in April

May 22, 2022

Louisiana's workforce has continued to grow over the last several months since the COVID-19 pandemic's effects began to wane, and now the state's unemployment rate has reached a historic low point. Louisiana's not seasonally adjusted unemployment rate in April was the lowest on record dating back to at least 1976, according to the Louisiana Workforce Commission. The seasonally adjusted rate was one of the three lowest monthly rates ever recorded.

The state's seasonally adjusted rate of 4.1% was middle-of-the-pack among all U.S. states, as well as Puerto Rico and the District of Columbia. The unemployment rate dropped by 0.1 percentage point from March, which was also on par with other states. Only a couple — Hawaii and Arkansas — saw their unemployment rates increase.

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Supreme Rice Invests \$16.2 Million to Create Parboil Facilities, Expand Product Line

May 25, 2022

Supreme Rice, one of the largest rice-milling operations in Louisiana, is investing \$16.2 million to develop parboil facilities in Crowley and Mermentau for a new line of ready-to-eat products. The expansion will create 20 direct new jobs, and LED estimates the project will result in 79 indirect jobs, for a total of nearly 100 new jobs in Acadia Parish. The company will retain 181 jobs at its current locations.

"As a processor of one of Louisiana's key crops, Supreme Rice is both a cultural ambassador and an agribusiness leader for our state," Gov. John Bel Edwards said. "This expansion and the new jobs it will generate in Acadiana will help to sustain the growing momentum of our rural revitalization efforts."

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Lafayette Parish population up 26.9%; Youngsville fastest-growing municipality in the state

August 12, 2021

Lafayette Parish was the only parish in the Acadiana region that grew in population in the past decade and the growth in some areas in the southern part of the parish are leading the state, census data shows.

Data released Thursday indicated Lafayette Parish had a 9% increase in population, going from 221,578 in 2010 to 241,753 in 2020. The parish grew by 26.9% since 2000, the sixth-highest growth rate among the state's 64 parishes in that span.

Lafayette is now the fifth-most populous parish in the state behind East Baton Rouge, Jefferson, Orleans and St. Tammany. It surpassed Caddo Parish, which had a 5% drop.

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Louisiana population shifts to southern, suburban parishes

August 12, 2021

Louisiana's northern and rural parishes continued to lose population over the last decade, as people moved to cities and suburbs across the southern reaches of the state, according to detailed demographic figures released Thursday by the U.S. Census Bureau.

Overall, Louisiana's population topped 4.6 million people, an anemic growth of only 2.7% from 2010 to 2020 that was well below the national average of 7.4% and behind nearly every other Southern state except Mississippi.

But within Louisiana, some areas saw large spikes in residents, particularly the New Orleans region, the suburban parishes surrounding Baton Rouge and southwestern Calcasieu Parish along the state's border with Texas.

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