# SECURE NET LEASE

(\$1mil+ in Renovations)

à a s à s a à

\$5,712,000 | 5.75% CAP 4104 Central Avenue, Hot Springs, AR 71913



# Chipotle-Whataburger Retail Center

- Vewly Renovated Property 100% Leased New 15yr Leases
- Located on Central Avenue (32,067+ VPD), Across from Walmart Supercenter
- Located in a Dense Retail Corridor with Strong Occupancy Rate
- Located Within Close Proximity to a Variety of Demand Generators, Fueled by Tourism
- Hot Springs, AR has been Ranked by Forbes as One of the Top Small Places for Business and Careers in the US



Chipotle Mexican Grill is a longtime leader and innovator in the food industry and one of the top fast casual restaurant operators in the country with over 3,500 restaurants and over 116,000

SECURE NET LEASE

employees.

INTRO



Whataburger, a Texas Favorite fast food restaurant chain, is headquartered and based in San Antonio, TX. Whataburger now operates 1,000 locations with 740 of those locations in Texas.

Subject Property

# **INVESTMENT OVERVIEW CHIPOTLE-WHATABURGER CENTER** HOT SPRINGS, AR



#### **CONTACT FOR DETAILS**

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**AR Broker of Record: Henry Kelley** License #: EB00005649

naging Partner 522-7210 @securenetlease.com

### Moorhead

# \$5,712,0005.75% CAP

NO

\$328,

Building

±6,549

Land

±1.65

Year B

2006 /

Lease

NET LE

Occupa

100

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

	<b>Newly Renovated Retail Center -</b> 1 15-year leases with scheduled rent Corporate Chipotle Lease and Expe			
,400	Whataburger Franchisee (15 Unit C			
g Area	<b>Excellent Visibility and Strong Tra</b> Central Avenue (32,067+ VPD) acro Central Avenue is the main thoroug provides convenient access to U.S.			
9 SF	<b>Located in a Dense Retail Corridor</b> – Over 100 National Retailers locat Retailers include Wal-Mart, Lowe's,			
Area	Club, Best Buy, Dick's Sporting Goo PetSmart, Hobby Lobby and many			
5 AC	<b>Site is Located Within Close Proxim</b> <b>Demand Generators Including:</b> Hor famous for its historic thermal bath			
Built	tranquil retreat perfect for boating Woodland Gardens, Oaklawn Raci more.			
2024	Hot Springs, AR has been Ranked Small Places for Business and Car economy is characterized by growt			
Туре	region has experienced a transform into a thriving business hub with a			
EASE*	<b>Chipotle Mexican Grill, Inc. Is the Restaurant Chain in the U.S.</b> with 3 15.3% year over year, & operating not worldwide.			
ancy	Whataburger is One of the Fastest			
)%	<b>U.S.,</b> the company has seen syste to \$3.34 billion, with average unit v than \$2.6 million.			
	*LL responsible for roof, structure a reimburse prorata share of taxes, in			

#### 100% leased, tenants on new t increases in primary terms erienced Multi-Unit Operator)

affic Counts - Located on oss from Walmart Supercenter. ighfare through Hot Springs and S. Highway 270 (44,165+ VPD).

#### or with Strong Occupancy Rate ated in the immediate area. , TJ Maxx, Old Navy, Sam's ods, Bed Bath & Beyond, / more.

#### kimity to a Variety of Other ot Springs National Park, th, Lake Ouchita State Park, a , fishing & hiking, Garvan ng Casino Resort, and much

### d by Forbes as One of the Top

areers in the US. Arkansas th and diversification. This mation in recent years, evolving a growing entrepreneurial scene.

#### Largest Fast-Casual \$9.87 billion in revenue, up more than 3,500 locations

st Growing QSR Chains in the m sales expand in recent years, volumes topping out at more

& parking lot; tenants insurance, CAM and mgt. fee





# **MULTI-INCOME EXPENSE** — CHIPOTLE-WHATABURGER CENTER HOT SPRINGS, AR

**Sale Price** 

**Capitalization Rate** 

**Total Rentable (Square Feet)** 

Scheduled Base Rental Revenue

Real Estate Tax Reimbursement (Estimated)

Insurance Reimbursement (Estimated)

CAM + Mgt. Fee Reimbursement (Estimated)

**TOTAL NNN REIMBURSEMENT** 

**Effective Gross Revenue** 

**OPERATING EXPENSES** 

Real Estate Taxes (Estimated)

Insurance (Estimated)

CAM + Mgt. Fee (Estimated)

**TOTAL OPERATING EXPENSES** 

**Net Operating Income** 

5.75% ±6,549 \$328,400.000 \$23,856.000

\$5,712,000

\$16,999.92

\$47,655.84

\$376,055.84

\$23,856.00

\$6,799.92

\$16,999.92

\$47,655.84

\$328,400.00





# **MULTI-RENT ROLL** — CHIPOTLE-WHATABURGER CENTER HOT SPRINGS, AR

Tenant	SF	%GLA	LEASE TERM BEGIN	END	TERM	RENT MONTHLY	PSF	RENT ANNUALLY	PSF	LEASE TYPE
Chipotle	2,549	38.92%	9/30/24	9/30/39	Years 1-5 Years 6-10 Years 11-15	\$12,366.67 \$13,603.33 \$14,963.67	\$5.32 \$5.85 \$6.44	\$148,400 \$163,240 \$179,564	\$63.83 \$70.21 \$77.23	Net*
Whataburger	4,000	61.08%	11/5/24**	11/30/39	Years 1-5 Years 6-10 Years 11-15	\$15,000.00 \$16,000.00 \$17,000.00	\$3.75 \$4.00 \$4.25	\$180,000.00 \$192,000.00 \$204,000.00	\$45.00 \$48.00 \$51.00	Net*
TOTALS	6,549	100%			Current	\$27,366.67		\$328,400.00		

\*Landlord responsibilities include roof, structure, and parking lot. Tenant reimburses Landlord for taxes, insurance, CAM and mgt. fee (based on proportionate share of building) \*\*Projected opening date

ΡE	OPTIONS / NOTES	
	Four 5-Year Renewal Options	
	Three 5-Year Renewal Options	

### **TENANT OVERVIEW** HOT SPRINGS, AR **CHIPOTLE-WHATABURGER CENTER**



STOCK TICKER CMG

LOCATIONS 3,500+



chipotle.com

# Chipotle

Chipotle Mexican Grill, Inc. (NYSE: CMG) is cultivating a better world by serving responsibly sourced, classically-cooked, real food with wholesome ingredients without artificial colors, flavors or preservatives.

Chipotle had over **3,250 restaurants** as of **June 30, 2023,** in the United States, Canada, the United Kingdom, France and Germany and is the only restaurant company of its size that owns and operates all its restaurants in North America and Europe.

Chipotle is ranked on the Fortune 500 and is recognized on the 2023 list for Fortune's Most Admired Companies and Time Magazine's Most Influential Companies. With over 110,000 employees passionate about providing a great guest experience, Chipotle is a longtime leader and innovator in the food industry. Chipotle is committed to making its food more accessible to everyone while continuing to be a **brand with a demonstrated purpose** as it leads the way in digital, technology and sustainable business practices.





## IN THE NEWS

#### **CHIPOTLE-WHATABURGER CENTER** HOT SPRINGS, AR

# Faster service drove Chipotle's instore traffic in Q1

ALICIA KELSO, APRIL 25, 2024 (NATION'S RESTAURANT NEWS)

turning in a plus-5% increase in transactions.

Credit Chicken Al Pastor, barbacoa, and improved throughput to meet demand for both.

In addition to focusing on operations, Chipotle also tweaked its barbacoa promotion, renaming it braised beef barbacoa, which drove incremental transactions and spend.

The company also generated 7% comp sales growth, while system sales grew 15% to reach **\$2.7 billion.** CEO Brian Niccol said in-store sales were up by nearly **20%** as throughput reached its **highest level** in **four years**. That throughput improvement has stemmed from the company's Project Square One, first put into place during the summer of 2022 to prioritize a **focus on** operational fundamentals for a workforce that largely dissipated during the pandemic. The company **improved** its throughput by nearly **two entrees** during its **peak 15-minute** timeframe versus last year, with sequential improvements each month. Niccol said its operations initiative focuses on four areas, including expediting the bagging and payment process and ensuring the manager supplies both lines with food to avoid interruption.

"We're in the early innings of consistently executing the four pillars, but when we do, it creates a flywheel effect in our restaurants," Niccol said. "Restaurants run more smoothly as our teams are **properly trained** and deployed, which allows them to keep up with demand without stress. This leads to more stability."

**EXPLORE ARTICLE** 

## Chipotle reported first quarter results after market close Wednesday and the company once again bucked the industry's declining traffic trends,



ALICIA KELSO, JUNE 26, 2023 (NATION'S RESTAURANT NEWS)

### What does Chipotle have in common with Kim Kardashian?



What does it mean? Well, Time first launched this project in **2021 to highlight** "businesses and leaders shaping our future." To curate, Time solicited nominations across sectors and polled its **global network** of contributors and correspondents, as well as outside experts, then evaluated each company based on several factors such as "impact" and "success." What does it mean for Chipotle and Taco Bell, specifically? For starters, the list was **developed from a global** network and both companies have a nominal international presence, so their "influence" as defined by this measure is deeply domestic. Additionally, the only other restaurant company to appear on Time's list since its inception is Yum China, in 2021, though several adjacent companies have appeared, including Beyond Meat, Impossible Foods and DoorDash.

# Taco Bell, Chipotle named two of the most influential companies in the world

More than you might think. Both are listed on the **Time100 Most Influential Companies** list, which is broken down into **five categories:** leaders, disruptors, innovators, titans and pioneers. Chipotle (and Kardashian) are **both** on the leaders list. Taco Bell, meanwhile, is also on the list, identified as an innovator.

Taco Bell and Chipotle are the only two restaurant companies on Time's top 100 list, and just the third since its inception in 2021.

How Chipotle is 'thinking outside the box' to achieve **ESG goals** 

EXPLORE ARTICLE

# **TENANT OVERVIEW CHIPOTLE-WHATABURGER CENTER** HOT SPRINGS, AR

REVENUE \$3.34 B

LOCATIONS 1,000+



### whataburger.com



Whataburger Restaurants has focused on its fresh, made-to-order burgers and friendly customer service since 1950 when Harmon Dobson opened the first Whataburger as a small roadside burger stand in Corpus Cristi, Texas.

Dobson had a **bold idea:** to serve a burger so **big** that it took **two hands** to hold, and so good that after a single bite customers couldn't help but exclaim, "What a burger!" He named his humble burger stand, located on Ayers Street in Corpus Christi, Texas, "Whataburger."

Over six decades later, today the company is headquartered in San Antonio and has more than **880 locations** across **12 States**. Approximately **600** locations are company owned. Over 30 new Whataburger locations are opening in Kansas, Missouri, and Tennessee in 2022. Whataburger has 50,000 'Family Members,' aka employees, and more than 60 million customers who like to customize their Whataburgers just the way they like it. A variety of burgers and sandwiches, fries, breakfast foods, salads, shakes, drinks, desserts, and snacks are served 7 days a week, 24 hours a day. Whataburger has more than \$3.34 billion in systemwide sales on average unit volumes of **\$2.76 million.** In 2019, private equity firm BDT Capital Partners acquired a majority interest in the company. Since then, Whataburger has worked to grow its franchised locations into new markets more aggressively as well as re-design its outlets.

# Whataburger



## IN THE NEWS

#### **CHIPOTLE-WHATABURGER CENTER** HOT SPRINGS, AR

# How Whataburger Maintains its Enduring Legacy

BEN COLEY, SEPTEMBER 27, 2024 (QSR MAGAZINE)

#### Whataburger chief administrative officer Alex Ivannikov traveled to Laredo, Texas, to visit Kathy Andrews Reese, the daughter of Joe Andrews, the chain's first franchisee.

With well over **1,000 restaurants**—and now growing via company-owned stores— Whataburger is among the top 10 largest burger chains in America. Last year, those restaurants earned an AUV of \$3.96 million; only Chick-fil-A, Raising Cane's, and McDonald's had better figures in this year's QSR 50.

"So very proud of that continuity of bringing a high-quality product with great hospitality to our communities for 74 years. And crossing our fingers for another 74 ahead of us."

The chain was **family-owned** until 2019 when BDT Capital Partners acquired a majority stake. Ed Nelson became CEO in 2020. After 20 years with the company, he will retire at the end of 2024 and COO Debbie Stroud will take his place.

According to Ivannikov, Whataburger's iconic status starts with the name itself. The vision of founder Harmon Dobson led to **generous portions** that set the chain apart from competitors.

"When our founder started the company, he wanted a burger so big, he would have to hold it with both hands," the executive said.

"We don't make tiny burgers," he added.

Ivannikov also pointed toward the **brand's commitment** to fresh ingredients. Whataburger's meat is never frozen and moves quickly from processing plants to kitchens without using modified atmosphere packaging. These have been key principles **since 1950**.



ANDREA GUZMÁN, JANUARY 16, 2024 (CHRON)

"Side by side, we are stepping into the future of this great brand together, and I'm already starting the countdown for 2,000," Whataburger President and CEO Ed Nelson said in a press release.

Whataburger completed the feat Tuesday with the opening of locations in Atlanta, Georgia, and Yukon, Oklahoma.

The Atlanta location is corporate-owned while the **Yukon one is owned** and operated by a **franchise partner** known as **Vibe Restaurants**. The site serves as Vibe's second Whataburger location in Oklahoma after the partner brought the chain to Weatherford in the fall 2023. Whataburger says the decision to have both the Atlanta and Yukon locations share the honor as the 1,000th location is a symbolic gesture to recognize the contributions of franchise partners in its growth strategy.

But noticeably, neither location is in Texas. The San Antonio-based fast food restaurant has furthered its ties out of state for decades now. Its first out-of-state location came with Whataburger 21 in Pensacola, Florida in 1959. In 2019, it was announced that a Chicago-based investment firm acquired a majority stake in Whataburger, prompting outcry from Texans including J.J. Watt, who joked about Texans teaming up to buy it back.

# Milestone 1,000th Whataburger opens

#### The burger chain decided to mark the occasion at two new spots in Atlanta, Georgia, and Yukon, Oklahoma.

After humble beginnings as a chain exclusive to Texas, Whataburger is now taking a victory lap for **reaching 1,000 locations**.

**EXPLORE ARTICLE** 



BUSINESS



 STATE-OF-THE-ART PRACTICE FACILITIES AND CLUBHOUSE OPEN TO MEMBERS AND GUESTS WITH STUNNING VIEWS OF THE

(72 UNITS)

FULL-SERVICE RESTAURANT AND BANQUET FACILITIES FOR





# SITE OVERVIEW — CHIPOTLE-WHATABURGER CENTER HOT SPRINGS, AR

	Year Built	2006 /
	Building Area	±6,549
A	Land Area	±1.65

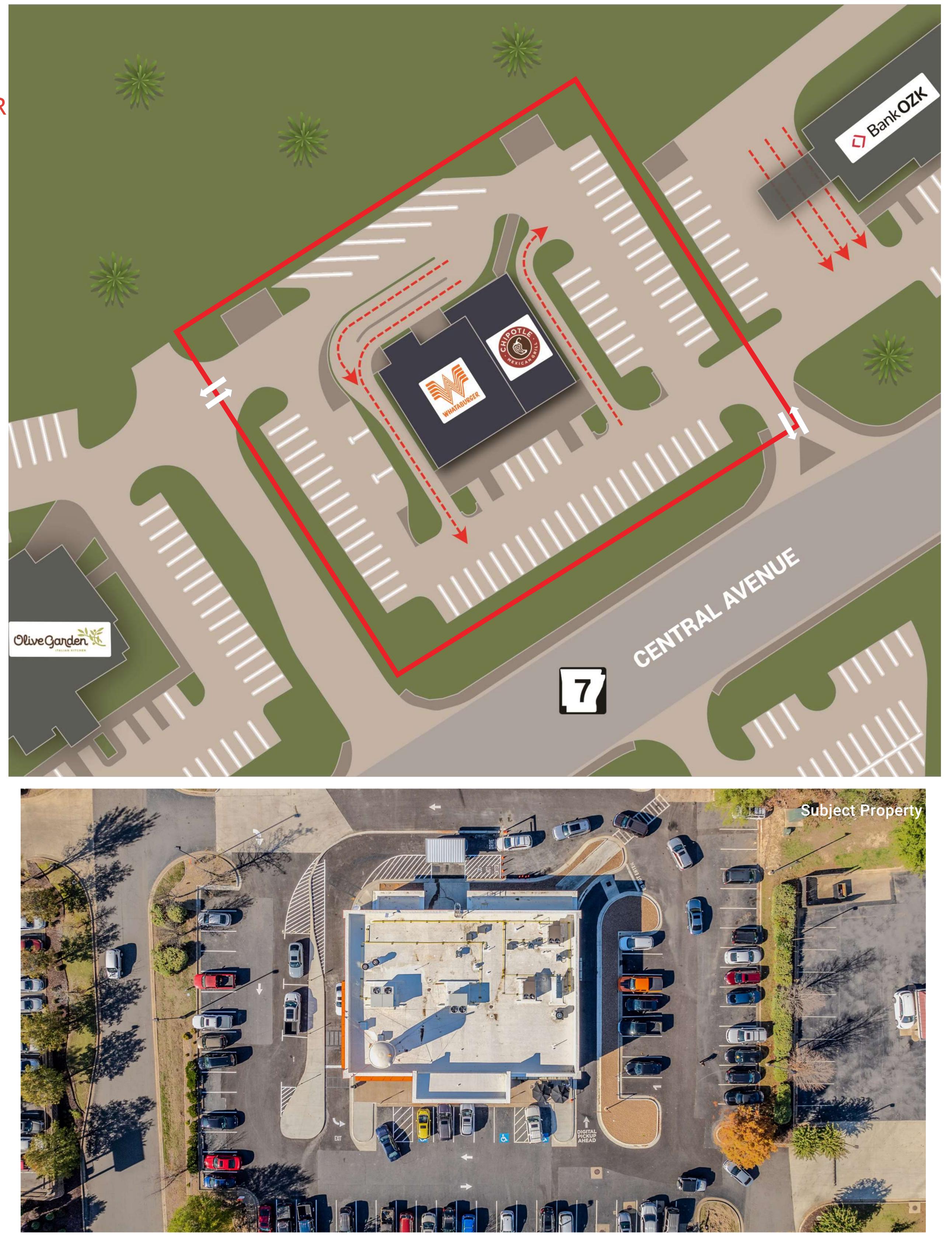
NEIGHBORING RETAILERS

- Walmart Supercenter
- Kroger
- Best Buy
- Dick's Sporting Goods
- Burlington
- Lowe's
- Big Lots
- Michaels
- Sam's Club
- Hobby Lobby

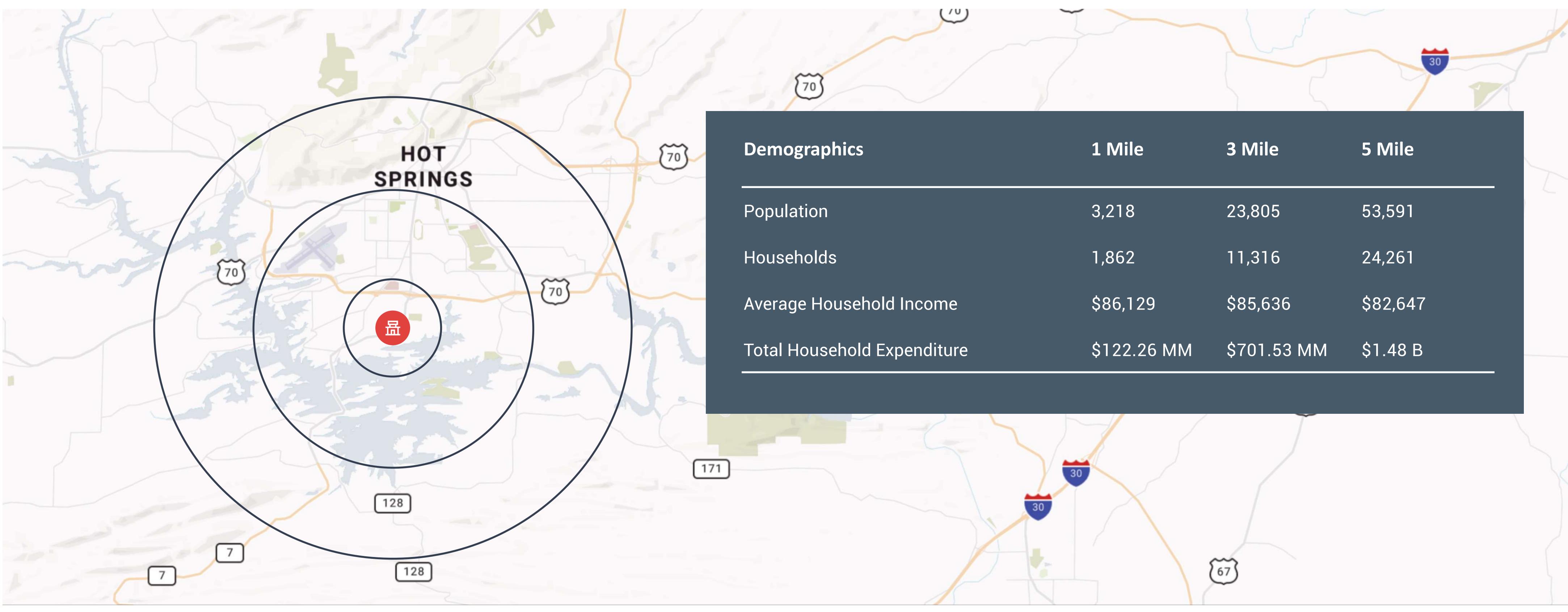
/2024

9 SF

AC



# **LOCATION OVERVIEW CHIPOTLE-WHATABURGER CENTER** HOT SPRINGS, AR



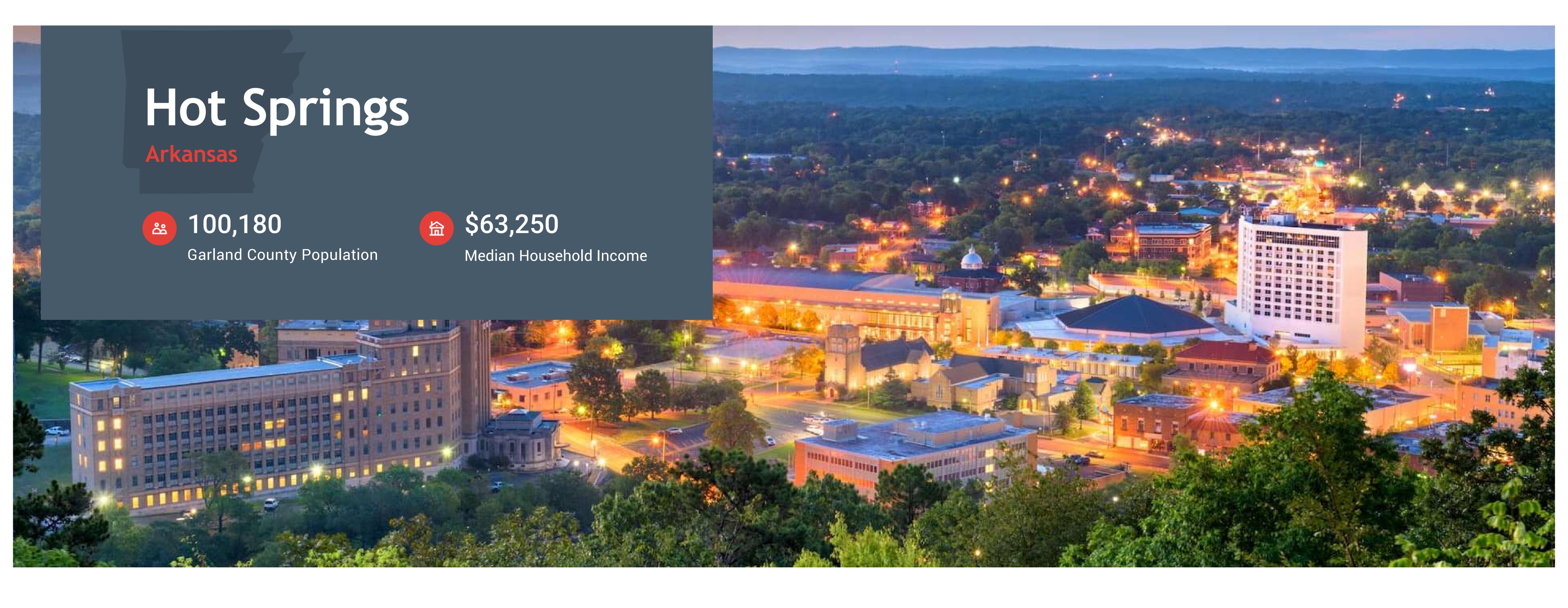
#### ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

- 1. Oaklawn Park (1,520)
- 2. CHI St. Vincent Hot Springs (1,258)
- **3.** National Park Medical Center (913)
- 4. Wal-Mart Stores (799)
- 5. City of Hot Springs (644)
- 6. Hot Springs School District (470)

- 7. Garland County (460)
- 8. National Park Community College (427)
- **9.** Xpress Boat (410)
- **10.Kroger's Stores (345)**

S	1 Mile	3 Mile
	3,218	23,805
	1,862	11,316
ehold Income	\$86,129	\$85,636
old Expenditure	\$122.26 MM	\$701.53

**LOCATION OVERVIEW** - CHIPOTLE-WHATABURGER CENTER



The Cost of Living is 10% Below National Average

### LOW COST OF LIVING

Known for National Parks, Natural Spring Water, & More

#### TOURISM

### Hot Springs. Arkansas, the boyhood home of former U.S. President Bill Clinton, is located in Garland County.

With tourism as its main industry, Hot Springs has several attractions for both visitors and locals to enjoy and explore.

Hot Springs National Park is the oldest Federal Reserve in the U.S., and the tourist trade brought by the famous springs makes it a very successful spa town.

True to its name. Hot Springs is renowned for its thermal springs. Hot Springs National Park, and its hiking trails and bathing facilities, is the region's starring attraction. Hot Springs National Park is the smallest and oldest of the parks in the

### **ER** HOT SPRINGS, AR

National Park System. It dates back to 1832 when Congress established. 40 years ahead of Yellowstone, the first federally protected area in the nation's history. Hot Springs Reservation, which was renamed Hot Springs National Park in 1921, was created to protect the 47 naturally flowing thermal springs on the southwestern slope of Hot Springs Mountain. Along with the national park. Hot Springs is home base to live thoroughbred racing and gaming at Oaklawn. Magic Springs/Crystal Falls theme and water parks, the 210-acre Garvan Woodland Gardens, the Mid-America Science Museum, and a renowned arts community with plenty of gallery options. Hot Springs. Arkansas, is also known for many annual local events including the Hot Springs Music Festival. Hot Springs Documentary Film Festival. Valley of the Vapors Independent Music Festival. Hot Springs Jazz Festival, Hot Springs Blues Festival, the downtown Bathtub Races, and the World's Shortest St. Patrick's Day Parade.

## **IN THE NEWS**

### **CHIPOTLE-WHATABURGER CENTER** HOT SPRINGS, AR

# Arkansas Leads the Nation in Job Growth

JULY 23, 2024 (MALVERN)

# the nation in Seasonally Adjusted Nonfarm Payroll Job growth.

Month-over-month, Arkansas' total job numbers grew by 0.6%, topping national rankings for the **second time this year**. Arkansas now has more jobs than ever before, adding 5,000 jobs in June, for a state total of 1,381,400. Arkansas' unemployment rate declined to **3.3%**, while the national unemployment rate increased to 4.1%.

"The Arkansas economy continues to hit on all cylinders. With more Arkansans working than ever before, companies across a wide range of industries have the confidence to invest and grow in The Natural State," said Hugh McDonald, Secretary of Commerce.

"Pro-growth policies make a difference. Today's news confirms what Arkansans already know: when we cut taxes, slash red tape, and invest in our workforce, our economy can **lead the nation**," said Governor Sanders.

Governor Sanders cut taxes for the third time earlier this year, returning nearly half a billion dollars to Arkansas taxpayers. In total, she has reduced Arkansas' personal income tax rate to 3.9%, and of the Southern states that levy an income tax, Arkansas now has the lowest.

In recognition of Arkansas' strong economy, credit rating agency S&P just upgraded the state's outlook from "stable" to "positive," while Moody's, another credit rating firm, affirmed the state's Aa1 rating. Arkansas is one of only six states to receive a "positive" outlook rating from **S&P**.

**EXPLORE ARTICLE** 

The Arkansas Department of Commerce today announced that Arkansas leads

# U of A Provides \$3 Billion Annual **Economic Impact to State of** Arkansas

SEPTEMBER 10, 2024 (UNIVERSITY OF ARKANSAS)

#### Expanding economic opportunity across Arkansas is part of the land-grant mission of the University of Arkansas.

The university fuels Arkansas' economy through workforce development, applied research and innovation, student expenditures, visitor spending, construction and operations. The Center for Business and Economic Research in the Sam M. Walton **College of Business analyzed** the university's economic impact in **2009, 2014 and 2018**.

"The U of A prepares its graduates to join the Arkansas workforce, makes lifeimproving discoveries, and supports industry and small businesses alike," said Chancellor Charles Robinson. "I am excited to share the profound economic impact that the university has on the Natural State through efforts like these."

Its newest summary, released today, provides an updated view of the **positive effects** the university has on the state through its **unique land-grant mission** of teaching, research and service to Arkansas.

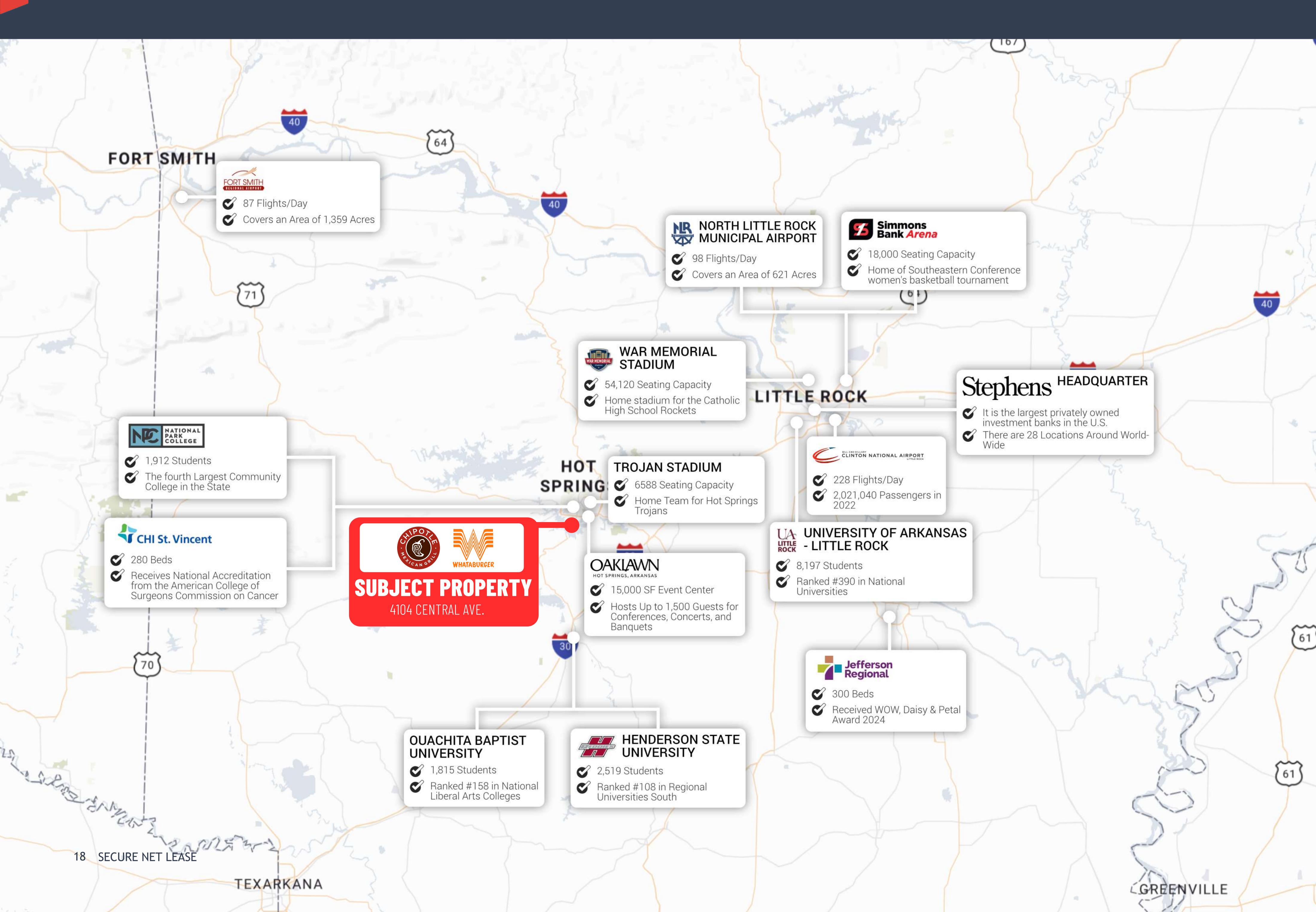
"The U of A is advancing economic prosperity for the state and its citizens," said Mike Malone, vice chancellor for economic development. "We're committed to developing the Arkansas workforce, deploying our **innovative technologies** and enhancing economic **opportunity** in every community in our state."

The state and federal funding that supports the university produces a tremendous return on investment. For example, The Economic Impact Report shows that in 2023, the \$220.3 **million** in state appropriations to the U of A, including the Division of Agriculture Experimental Station and the Arkansas Archaeological Survey, were leveraged 13.69 times - for each dollar of state funding, the university pumps **\$13.69 back** into the state economy.

**EXPLORE ARTICLE** 

# METRO AREA

### CHIPOTLE-WHATABURGER CENTER HOT SPRINGS, AR





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