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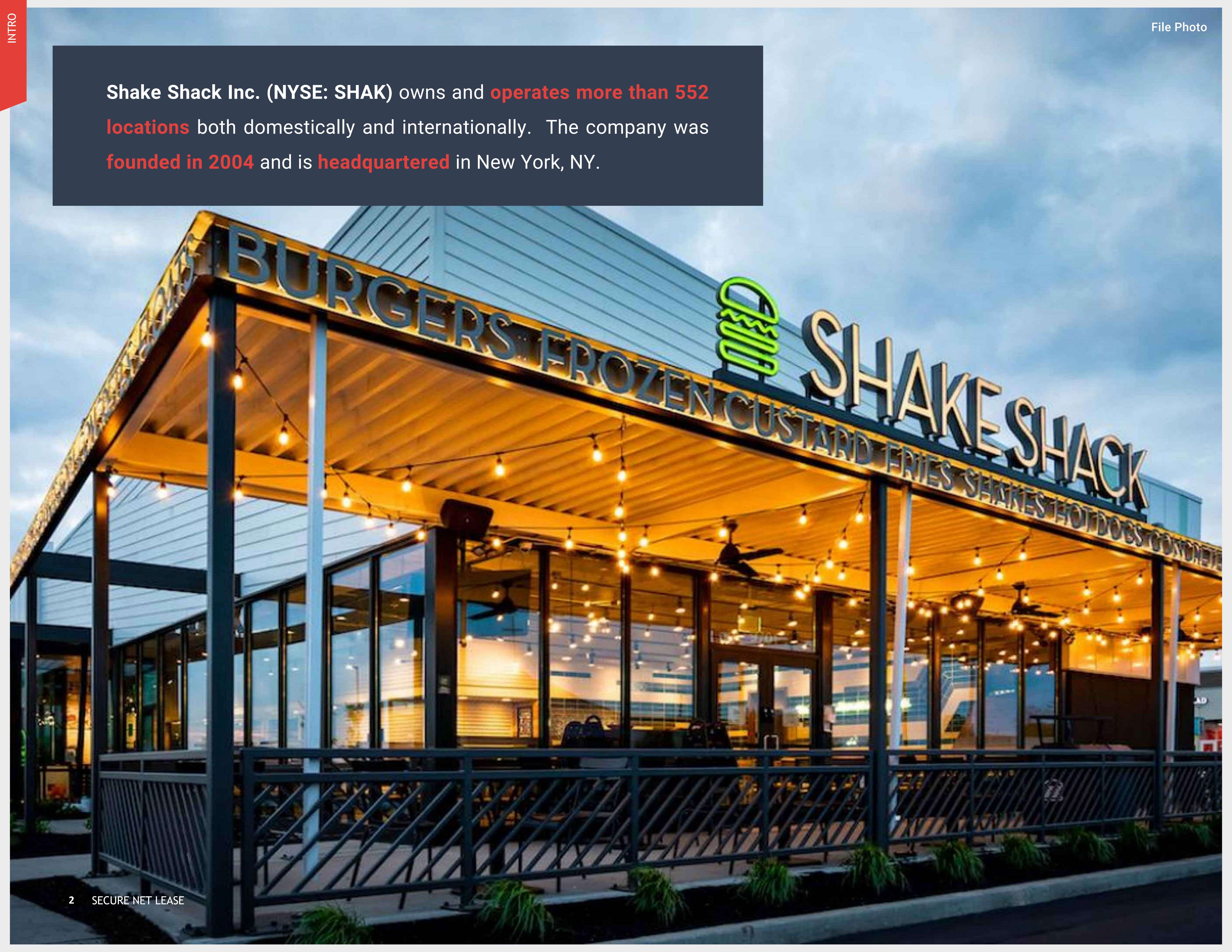
Shake Shack

No LL Responsibilities / 10% Rent Increases Every 5 Years

\$5,457,000 | 5.00% CAP

7900 Gateway Promenade Place, Gainesville, VA 20155 (Washington DC)

- Rent Commencement: February 2025
- Brand New 15-Year Corporate Ground Lease w/ 10% Rental Increases Every 5 Years
- Subject Property is Located on Gateway Promenade PI, Right off Linton Hall Rd (38,800+ VPD) and Wellington Rd (18,200+ VPD).
- ✓ 112,520+ Residents Living Within a 5-Mile Radius That Have an Average Household Income of \$177,262.
- Shake Shack has Been One of the Fastest-Growing Food Chains in the US with Over 552 Locations Globally



INVESTMENT OVERVIEW

SHAKE SHACK GAINESVILLE, VA



CONTACT FOR DETAILS

Matthew Scow

Executive Vice President (214) 915-8888

mscow@securenetlease.com

Bob Moorhead

Managing Partner (214) 522-7210

bob@securenetlease.com

VA Broker of Record: Hunt Gunter License #: 22516590

\$5,457,000

5.00% CAP

NOI

\$272,870

Building Area

±3,086 SF

Land Area

±0.11 AC

Year Built

2025

Lease Type

Ground Lease

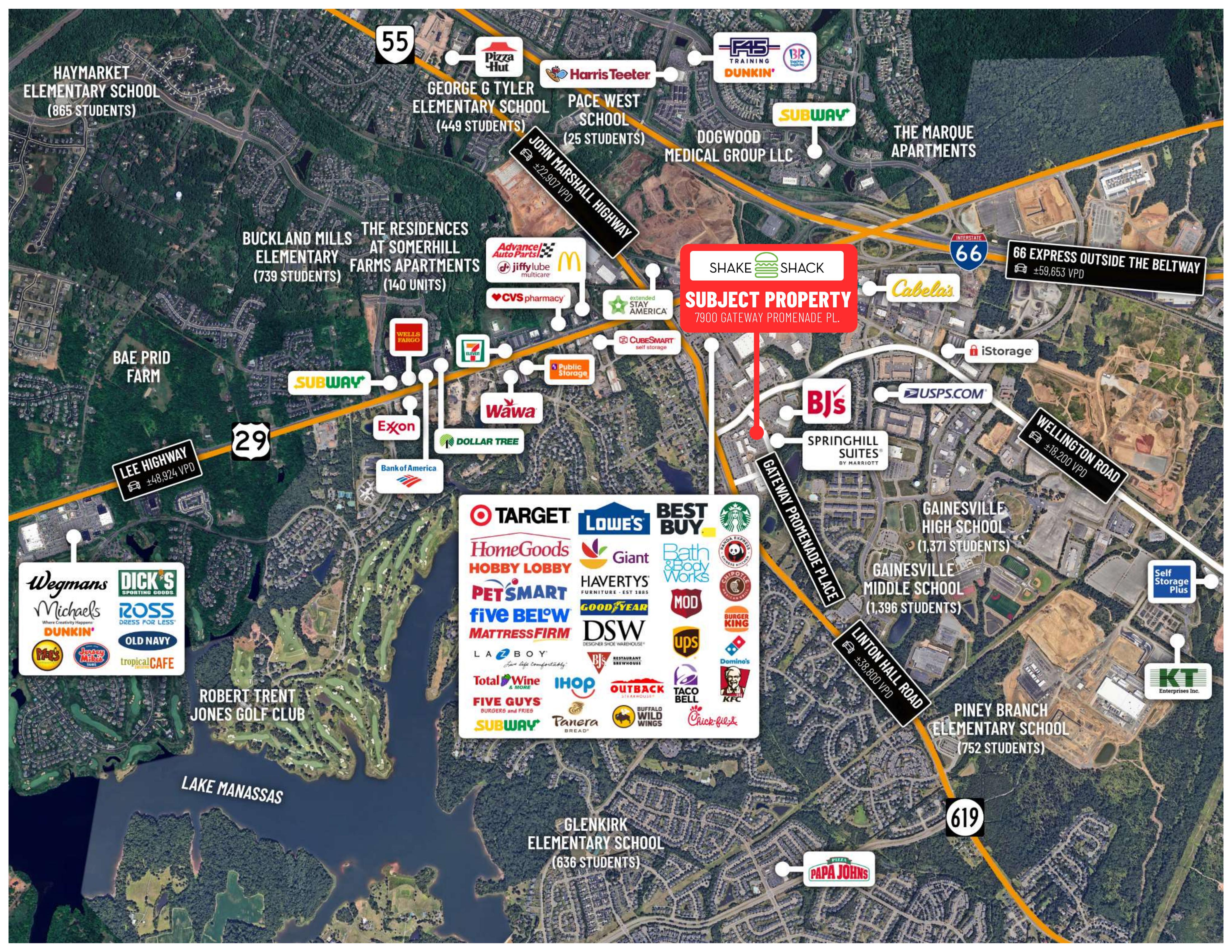
Occupancy

100%

- Rent Commencement: February 2025
- Brand New 15-Year Ground Lease with 10% rental increases every 5 years, including options periods.
- Subject Property is Located on Gateway Promenade PI, right off Linton Hall Rd (38,800+ VPD) and Wellington Rd (18,200+ VPD). It is half a mile down the road from Highway 29/Lee Highway (52,100+ VPD).
- **Excellent Demographics -** There are 112,520+ residents living within a 5-mile radius of the property that have an average household income of \$177,262.
- Located in a Dense Retail Corridor Near Several Nationally Recognized Tenants: Target, Walgreens, Chick-fil-A, Panera Bread, CAVA, Taco Bell, and many more.
- Gainesville, Virginia is Only 30 Miles from Washington, D.C., 60 miles from Baltimore, Maryland, and 75 miles from Richmond, VA. Gainesville offers a small-town vibe while not being too far from large metro areas.
- Shake Shack has Been One of the Fastest-Growing Food Chains in the US with over 552 locations globally. The company's System Wide Sales for 2023 was over \$1.7 B which is 23.5% increase over 2022.

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.















TENANT OVERVIEW

SHAKE SHACK GAINESVILLE, VA

Shake Shack

Lessee: Shake Shack Virginia, LLC Guarantor: SSE Holdings, LLC

\$1.09 B

STOCK TICKER

SHAK

552+

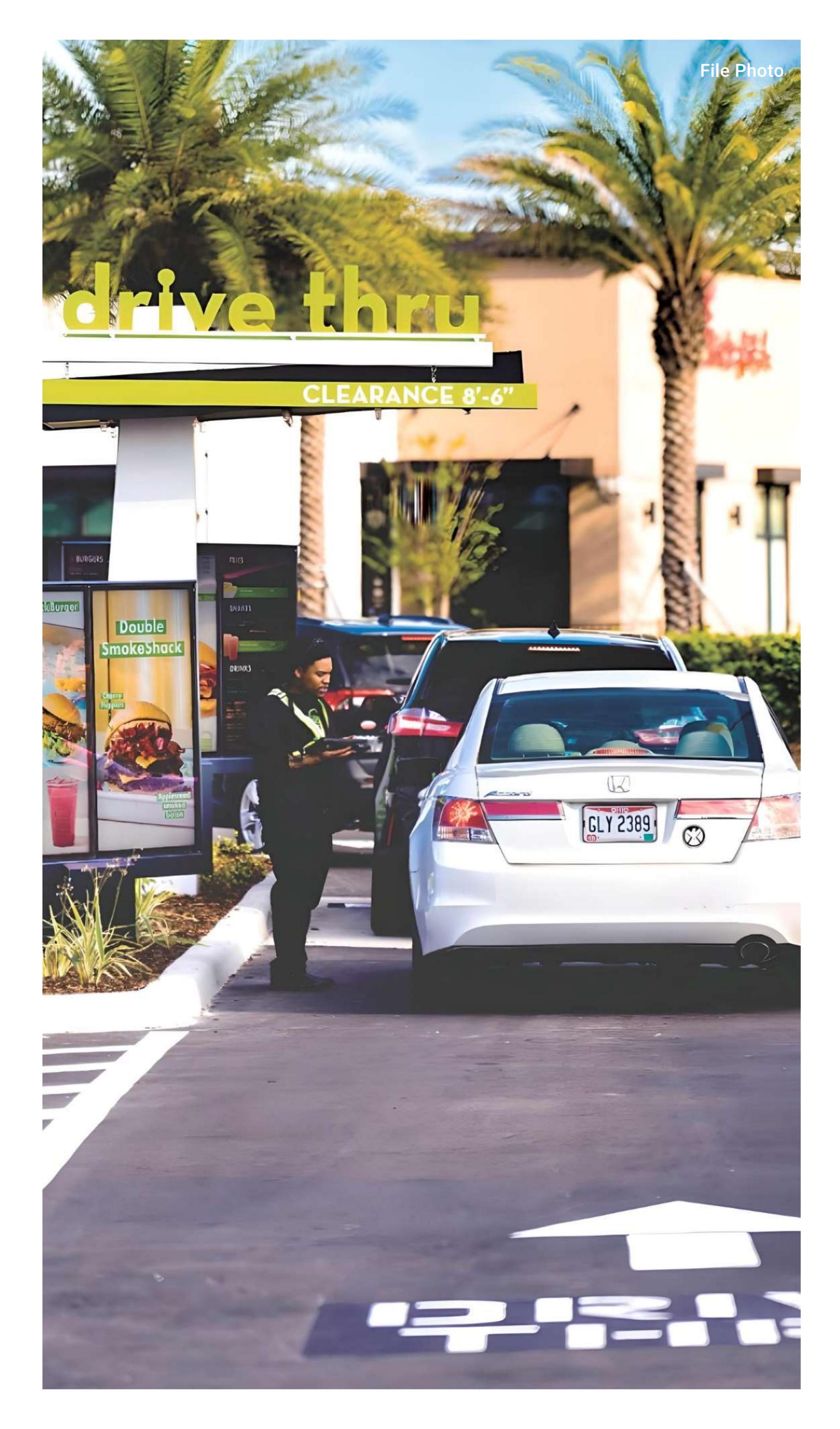


shakeshack.com

Shake Shack serves elevated versions of American classics using only the best ingredients. It's known for its delicious made-to-order Angus beef burgers, crispy chicken, hand-spun milkshakes, house-made lemonades, beer, wine, and more.

With its high-quality food at a great value, warm hospitality, and a commitment to crafting uplifting experiences, Shake Shack quickly became a cult-brand with widespread appeal. Shake Shack's purpose is to Stand For Something Good®, from its premium ingredients and employee development, to its inspiring designs and deep community investment.

Since the original Shack opened in 2004 in NYC's Madison Square Park, the Company has expanded to over 552 locations system-wide, including 352 in 34 U.S. States and the District of Columbia, and over 200 international locations.



SHAKE SHACK Q4 2024 HIGHLIGHTS

SHAKE SHACK GAINESVILLE, VA

Shake Shack Provides Fourth Quarter 2024 Business Update and Long-Term Targets

Preliminary Unaudited Results for the Fourth Quarter and Fiscal Year Ended December 25, 2024:

- Total revenue of \$328.7 million in 4Q24 and \$1.3 billion in FY24.
- Shack sales of \$316.6 million in 4Q24 and \$1.2 billion in FY24.
- Licensing revenue of \$12.1 million in 4Q24 and \$45.0 million in FY24.
- System-wide sales of \$500.7 million in 4Q24 and \$1.9 billion in FY24.
- Same-Shack sales up 4.3% versus 2023 in 4Q24 and 3.6% versus 2023 in FY24.
- Restaurant-level profit margin⁽²⁾ expected to be approximately 22.7% of Shack sales in 4Q24 and approximately 21.4% of Shack sales in FY24.
- Adjusted EBITDA⁽²⁾ of \$46.5 million in 4Q24 and \$175.4 million in FY24.
- Opened 43 new Company-operated Shacks in FY24, 19 of which opened in 4Q24. Opened 33 new licensed Shacks in FY24, nine of which opened in 4Q24.

Initial 2025 Financial Guidance:

- Total revenue of \$1.45 billion \$1.48 billion .
 - Licensing revenue of \$49.0 million \$51.0 million.
- Same-Shack sales growth of approximately 3%.
- Restaurant-level profit margin to be approximately 22.0% of Shack sales.
- General and administrative expenses to be approximately 11.5% of Total revenue.
- Equity-based compensation to be approximately \$22.0 million.
- Depreciation and amortization expense to be \$108.0 million \$112.0 million.
- Pre-opening costs to be approximately \$17.0 million.
- Net income to be \$45.0 million \$60.0 million.
- Adjusted EBITDA to be \$200.0 million \$210.0 million.
- Adjusted Pro Forma Tax Rate to be approximately 24.0% 25.0%.
- Company-operated openings to be approximately 45.
- Licensed openings to be approximately 35 40.

Targets:

- Total addressable market of 1,500+ Company-operated Shacks.
- Target unit economics:
- Average unit volume in the range of \$2.8 million \$4.0 million.
- Restaurant-level profit margin in the range of 18% 24%.
- Net build costs in the range of \$1.5 million \$3.0 million.
- Cash-on-cash returns in the range of at least 30% 33%.
- Three-year financial growth targets:
 - Total revenue growth low-teens %.
- System-wide unit growth low-teens %.
- Restaurant-level profit margin⁽²⁾ at least approximately 22%.
- Adjusted EBITDA growth in the range of low to mid-teens %.

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IN THE NEWS

SHAKE SHACK GAINESVILLE, VA

Shake Shack Soars 12% Following Impressive Q3 Earnings Report and Analyst Upgrades

FEBRUARY 11, 2024 (MEDIA PRESS DESK)

Investors and analysts alike are celebrating Shake Shack's (SHAK) stellar performance in its most recent quarterly report, resulting in a significant surge in the company's stock price. Over the past week, the popular hamburger chain has witnessed a remarkable 12% increase, primarily driven by robust third-quarter results and a flurry of target price upgrades from several analysts.

The company reported a year-over-year **revenue growth of 15%,** reaching \$317 million, thanks to the opening of new restaurants and a same-restaurant sales increase of over 4%.

Even more noteworthy was Shake Shack's ability to enhance its "pro forma" metrics, or non-GAAP (Generally Accepted Accounting Principles) results, with net income soaring by 48% to \$11.1 million, translating to more than \$0.25 per share. Analysts had anticipated lower figures, estimating revenue at \$316 million and adjusted earnings at \$0.19 per share.

In the wake of these impressive earnings, many analysts quickly adjusted their outlook on Shake Shack. By the close of the market on Friday, at least seven analysts had **raised their price targets for the stock**, bolstering positive sentiment around the company.

Among the notable upgrades was from Jake Bartlett of Truist Securities, who increased his fair value estimate from \$127 to \$144 per share while maintaining a "Buy" recommendation. In his research note, Bartlett highlighted the management's effectiveness in navigating the value dynamics and praised the marketing strategies and service enhancements implemented in the company's restaurants.

With investor enthusiasm at an **all-time high,** Shake Shack's impressive quarterly results and subsequent analyst support mark a promising chapter for the beloved burger chain. As it attracts **further interest in the market,** the company's trajectory suggests a bright future for both the brand and its shareholders.



Why Investors Were Gorging on Shake Shack Stock This Week

JERIC VOLKMAN, NOVEMBER 1, 2024 (YAHOO FINANCE)

This week's news from hamburger slinger Shake Shack (NYSE: SHAK) was overwhelmingly positive -- hence the stock's double-digit gain over the past five trading days. According to data compiled by S&P Global Market Intelligence, it ended the week more than 12% higher in price.

On Wednesday, Shake Shack served up a very tasty meal for investors in the form of its third-quarter results. Revenue rose a sturdy **15% year-over-year** to hit \$317 million, thanks to a combination of new restaurant openings and a more than 4% rise in same-restaurant sales.

More impressively, the company managed to increase its "pro forma," i.e., non-GAAP (generally accepted accounting principles), or adjusted net income by 48% to just over \$11.1 million, or \$0.25 per share.

On average, analysts tracking Shake Shack were modeling less than \$316 million on the top line, and \$0.19 per share for adjusted profitability.

Several of those pundits were quick to make **upward adjustments** on their Shake Shack takes following the earnings release. By my count, no less than seven raised their price targets on the stock by Friday market close, and these bullish moves helped boost sentiment on the company.

Among the raisers was Truist Securities' Jake Bartlett, who hiked his fair value assessment of the stock to \$144 per share from the previous \$127. In doing so, he maintained his buy recommendation. According to sources, Bartlett wrote in a new research note that management is being quite effective at finding the right price/value dynamic, and has done well with marketing and the speed of service in the company's restaurants.



LEASE OVERVIEW

SHAKE SHACK GAINESVILLE, VA

Initial Lease Term	15 Years, Plus Two, 5 - Year Options to Renew
Projected Rent Commencement	February 2025
Projected Lease Expiration	January 2040
Lease Type	Ground Lease
Rent Increases	10% Every 5-Years
Annual Rent Years 1-5	\$272,870
Annual Rent Years 6-10	\$300,157
Annual Rent Years 11-15	\$330,173
Option 1	\$363,190
Option 2	\$399,509

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.



SITE OVERVIEW

SHAKE SHACK GAINESVILLE, VA

Year Built 2025

Building Area ±3,086 SF

Land Area ±0.11 AC

NEIGHBORING RETAILERS

- Target
- Lowe's
- Best Buy
- Hobby Lobby
- Old Navy
- HomeGoods
- Five Below
- · Chico's
- Bath & Body Works
- Ross Dress For Less





CONSTRUCTION PROGRESS AS OF FEBRUARY 6, 2025

SHAKE SHACK GAINESVILLE, VA



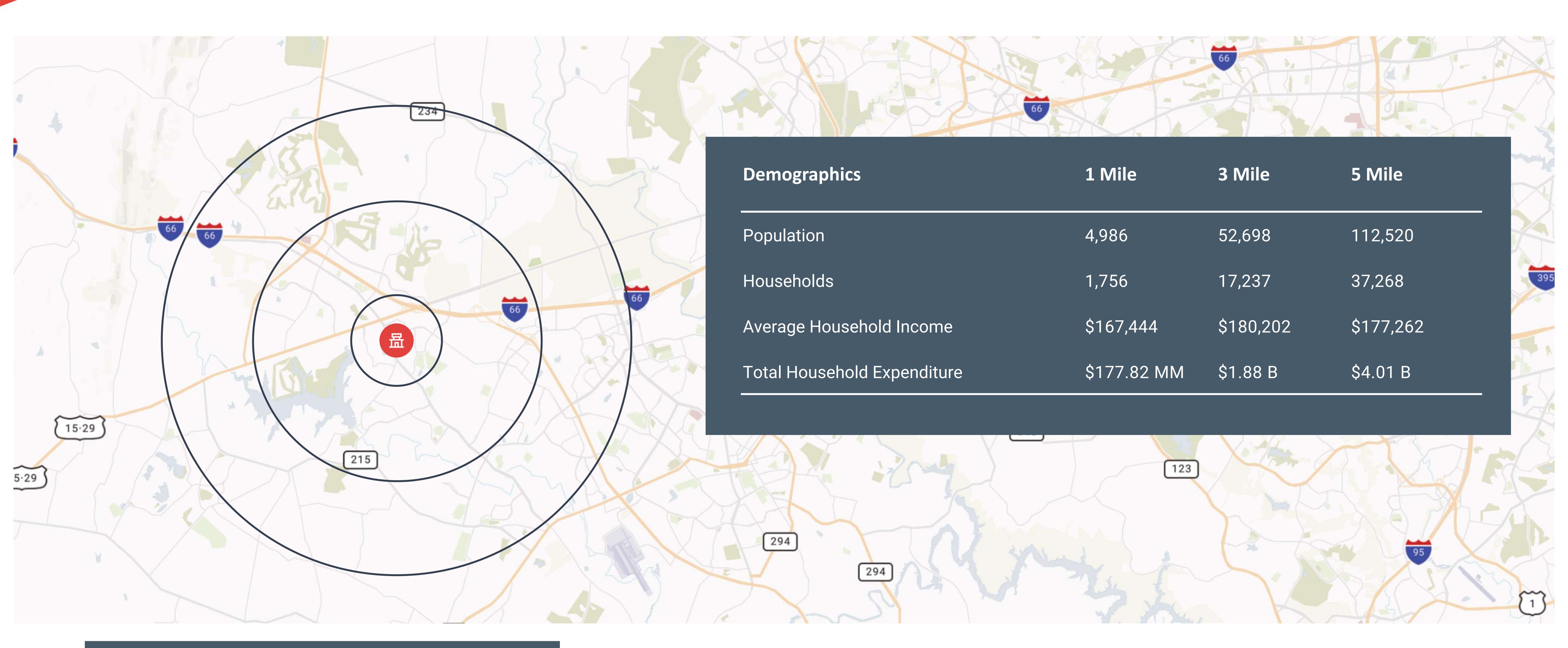






LOCATION OVERVIEW

SHAKE SHACK GAINESVILLE, VA



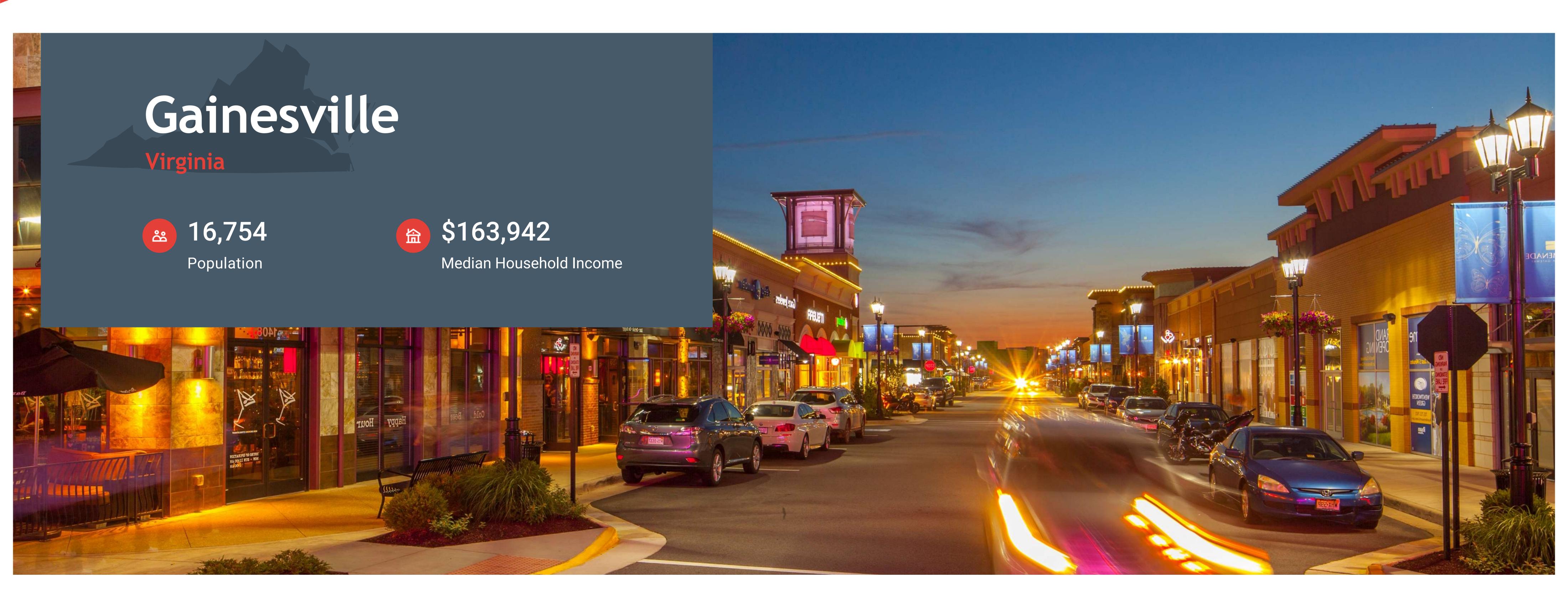
VIRGINIA ECONOMIC DRIVERS

- 1. U.S. Department of Defense
- 2. Wal-Mart
- 3. Fairfax County Public Schools
- 4. Sentara Healthcare
- 5. Huntington Ingalls Industries, Inc
- 6. University of Virginia / Blue Ridge Hospital

- 7. Amazon Fulfillment Services Inc.
- 8. Inova Health System
- 9. Capital One Bank
- 10. Food Lion

LOCATION OVERVIEW

SHAKE SHACK GAINESVILLE, VA



Gainesville is just a Short
Drive from Washington
D.C.

30 MILES

Gainesville is about an Hour from Baltimore,
Maryland

60 MILES

Gainesville is a census-designated place in western Prince William County, Virginia, United States.

Gainesville is a vibrant suburban district home to major shopping, dining, and entertainment choices.

Complete with a wide array of restaurants, cafes, and town events, the town brings together the perfect amount of Virginia charm without being too far from a large metro area. It provides the perfect balance of two very different worlds.

Major attractions include the shopping megapolis known as Virginia Gateway, and other attractions such as Tin Cannon Brewery, Regal Cinemas, Murlarkey Distillery and Cabela's.

Local attractions include historic sites like Rippon Lodge and Bull Run Regional Park where visitors can take part in all kinds of outdoor activities including hiking and biking trails or birdwatching. Virginia Gateway the premier shopping destination for the Gainesville and Haymarket area, with over 120 retail shops and restaurants, this exciting mixed-use development has over 1.3 million square feet of national, regional and local merchants in a convenient shopper-friendly environment. The Conway Robinson State Forest is "an urban oasis" - a beautiful forest in the midst of the most developed urban/suburban area in Virginia. Gainesville is served by Gainesville High, Gainesville Middle School, Bull Run Middle School, George G. Tyler Elementary School, Glenkirk Elementary School, Buckland Mills Elementary School. The nearest major airport is Washington Dulles International Airport (IAD / KIAD). This airport has international and domestic flights from Dulles, Virginia and is 21 miles from the center of Gainesville, VA.

IN THE NEWS

SHAKE SHACK GAINESVILLE, VA

Microsoft spends big on data center land near Gainesville

BEN PETERS, MARCH 1, 2024 (INSIDENOVA)

Microsoft Corp. recently acquired vacant property zoned for data centers in Gainesville for more than \$465 million, according to a Washington Business Journal report.

The properties were sold for \$465.5 million by 41992 John Marshall Highway LLC, an entity closely associated with JK Land Holdings LLC, a land acquisition firm managed by Loudoun-based logistics and data center mogul Chuck Kuhn, according to the Washington Business Journal.

The publication reports the property comprises about 124 acres across two parcels at 13490 University Blvd. and 5941 Wellington Road, directly south of Conway Robinson State Forest and Manassas National Battlefield Park, near where the contentious PW Digital Gateway data center corridor is primed for development.

A spokesperson with JK Land Holdings verified the legitimacy of the sale but otherwise declined to comment. Microsoft could not be immediately reached for comment .Both parcels' existing **heavy industrial** zoning designation already accommodates **data center development**. But a rezoning application submitted to Prince William County last year for the University Boulevard site is seeking an allowance for up to nearly **4 million** square feet of data centers and a new electric substation.

County documents show the Wellington Road parcel sits on land that was previously home to the Atlantic Research Corporation, which operated a rocket and **missile production** and testing facility under contract with the **U.S. Department of Defense** until 2005 when it was decommissioned. The **University Boulevard** site is nearby.



The Cordish Cos. to codevelop \$1.4B mixed-use gaming development in Virginia

APRIL 15, 2024 (THE DAILY RECORD)

Bruce Smith Enterprise and Baltimore-based The Cordish Companies have responded to a request for proposal issued by the City of Petersburg, Virginia, with plans to codevelop a \$1.4 billion Live Gaming & Entertainment District, anchored by Live Casino & Hotel Virginia.

The Live Casino & Hotel will generate \$2.8 billion in economic stimulus to the region, \$504 million in tax revenues including \$240 million to the city of Petersburg, \$802 million in economic benefits during construction, \$201 million in annual economic benefits each year after opening and more than 7,500 new construction and permanent jobs.

Upon completion, the project will have more than 400,000 square feet of gaming, hotel and dining space. It will include 35,000 square feet of meeting and convention space, an upscale 200-room hotel featuring 20 suites, resort pool and fitness center, 1,600 slot machines, 46 live action table games, including a 15-table poker room, high limit slot and table areas and a sportsbook, a 3,000-seat entertainment venue for talent from across Virginia and the greater region, as well as for meetings, conventions and social gatherings as well as eight food and entertainment options.

The Cordish Companies is **one of the largest**, developer-operators of upscale **mixed-use**, **entertainment** and casino resort destinations in the United States. For more than a century, The Cordish Companies **has built a portfolio** of **world-class destinations** and projects that span across several platforms including casino resorts, restaurants, hotels, sports-anchored entertainment districts, **mixed-use developments**, concert venues, luxury residential communities, coworking spaces, and **more**.



IN THE NEWS

SHAKE SHACK GAINESVILLE, VA

Key Data Center Developments Coming to Prince William County

Gainesville Crossing Data Campus (GCDC):

- A 130-acre project, the GCDC aims to house five data centers with a total power capacity of 306 MW. It includes an on-site substation and advanced cooling and energy efficiency features, targeting a Power Usage Effectiveness (PUE) ratio of less than 1.25. The first building became operational in 2023
- The campus is designed for hyperscale and enterprise tenants, with a focus on sustainability and security. It is strategically located about 20 miles southwest of Ashburn, VA, the central hub for data centers in the U.S.

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66 and US 29 Technology Park:

• This 2.89 million square-foot proposed development includes up to six data center buildings on a 102-acre site. It requires rezoning for a portion of the property, reflecting ongoing efforts to expand data center zoning in Prince William County

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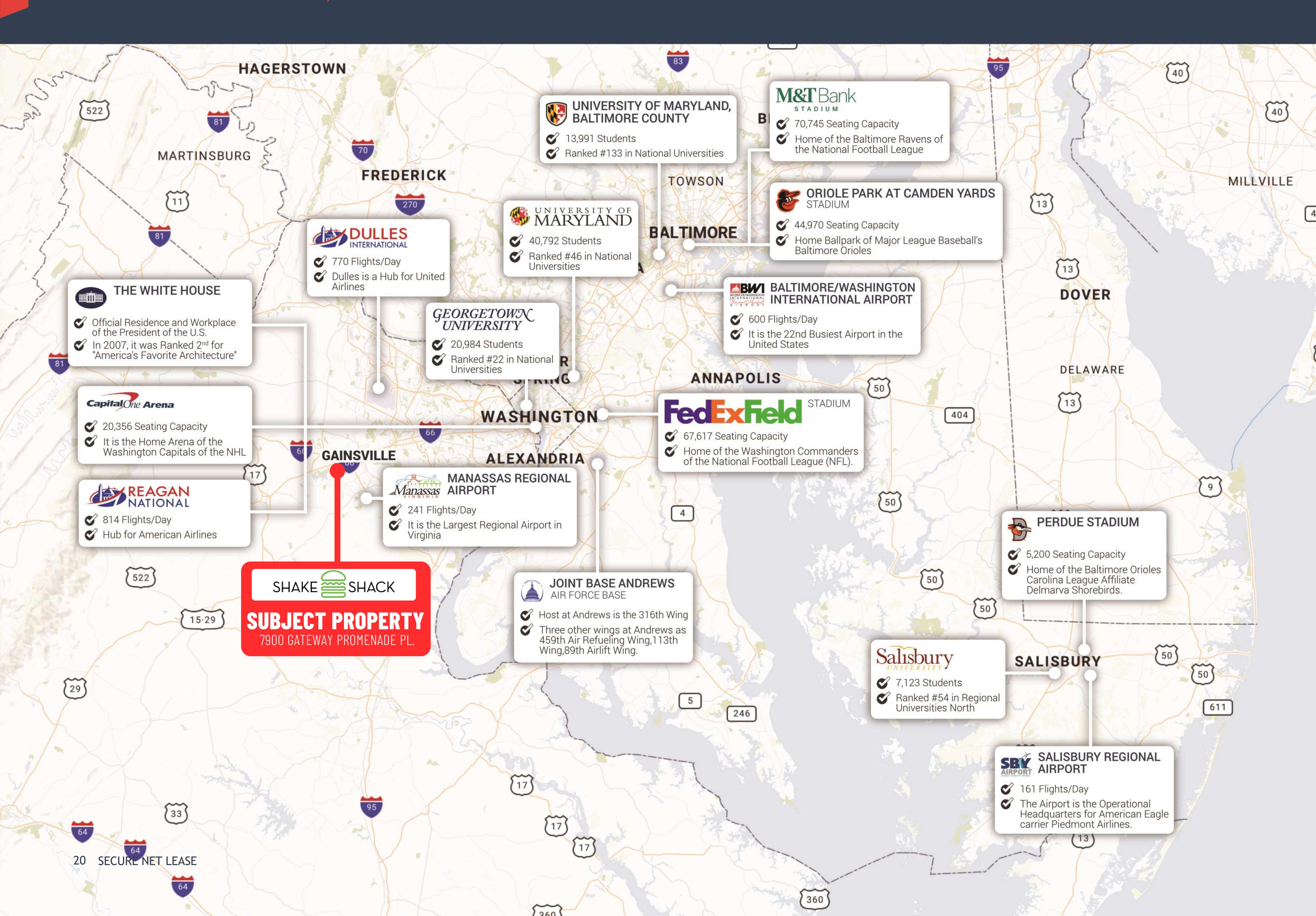
Broader Regional Trends:

- Prince William County, including Gainesville, is experiencing rapid growth in data center construction to meet rising demand. Recent approvals have expanded the county's Data Center Opportunity Zone, facilitating new developments Virginia Mercury
- These data center projects align with the region's strong position in technology and infrastructure, supported by proximity to major transportation hubs like Dulles International Airport and subsea cable landing stations in Virginia. The area's transformation reflects a shift towards a high-tech, energy-intensive economy.

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METRO AREA

SHAKE SHACK GAINESVILLE, VA





CALL FOR ADDITIONAL INFORMATION

Dallas

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Suite 200 Dallas, TX 75231

(214) 522-7200

Los Angeles

Office

123 Nevada Street El Segundo, CA 90245

(424) 320-2321

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