

*Relocation  
From Adjacent  
Shopping  
Center; Under  
Construction*

Offering Memorandum

# PANERA BREAD

## Grand Haven, MI



*Brand New, 15-Year, Triple  
Net Ground Lease With  
10% Rent Increases Every  
Five Years*



*Brand New Location With  
Drive-Thru; Relocation  
From Adjacent Shopping  
Center*



*Located on Beacon  
Boulevard With a Daily  
Traffic Count of More Than  
43,000 Vehicles*



*Strong Franchisee; Owns  
and Operates More  
Than 130 Panera Bread  
Locations*

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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.

**Marcus & Millichap**

## Overview

1001 South Beacon Blvd, Grand Haven, Michigan 49417

<b>Price:</b>	<b>\$2,700,000</b>
<b>Cap Rate:</b>	<b>5.00%</b>
Rentable Square Feet:	4,000
Annual Rent:	\$135,000
Price PSF:	\$675.00
Land Area:	0.64 Acres
Year Built:	2019

## Investment Highlights

- Brand New, 15-Year, Triple Net (NNN) Ground Lease
- Three, Five-Year Renewal Options with 10 Percent Rental Increases Every Five Years Throughout Base Term and Option Periods
- Brand New Location with Drive Thru
- Relocation Store from Adjacent Shopping Center, Anchored by Anytime Fitness and Rent-A-Center
- Located on Beacon Boulevard With a Daily Traffic Count of More Than 43,000 Vehicles
- Part of a Major Retail Area in Grand Haven
- Surrounding National Retailers Include Walmart Supercenter, Home Depot, Staples, Advance Auto Parts, Anytime Fitness, Planet Fitness, Dollar Tree, GNC, Walgreens, Starbucks, Taco Bell, KFC, McDonald's, Applebee's, PNC Bank, and Many More
- 2.5 Miles from Grand Haven Memorial Airpark
- Four Miles from Muskegon Community College - Grand Haven
- Strong Franchisee; Owns and Operates More Than 130 Panera Bread Locations Throughout the Country



## Lease Summary

Tenant:	Panera Bread (Bread of Life, LLC)
Website:	<a href="http://www.PaneraBread.com">www.PaneraBread.com</a>
Lease Guarantor:	Manna Development Group
Lease Type:	NNN Ground Lease
Lease Term:	15 Years
Option Periods:	3, 5-Year Options
Rental Increases:	10% Every 5 Years
Roof & Structure:	Tenant
Rent Commencement:	December 1, 2019 est
Lease Expiration:	November 30, 2034 est

Base Term	Annual	Rent PSF	Cap Rate
Lease Years 1-5:	\$135,000	\$33.75	5.00%
Lease Years 6-10:	\$148,500	\$37.13	5.50%
Lease Years 11-15:	\$163,350	\$40.84	6.05%

Option Periods	Annual	Rent PSF	Cap Rate
Option 1, Years 16-20:	\$179,685	\$44.92	6.66%
Option 2, Years 21-25:	\$197,650	\$49.41	7.32%
Option 3, Years 26-30:	\$217,420	\$54.36	8.05%

## SITE PLAN

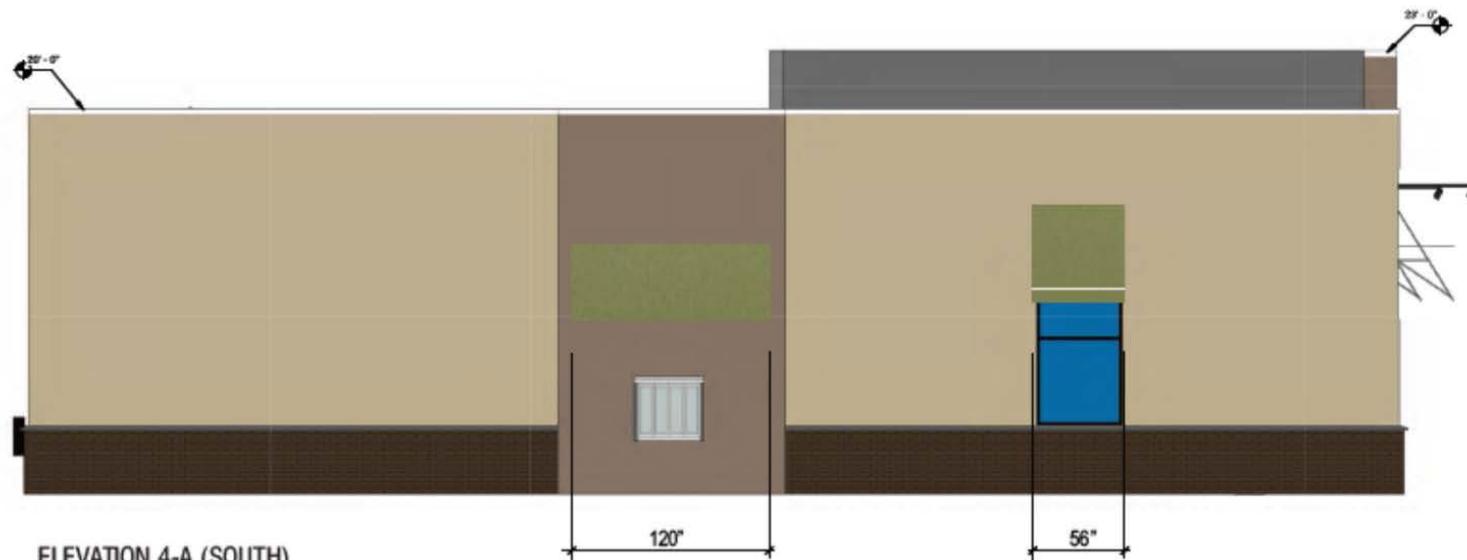
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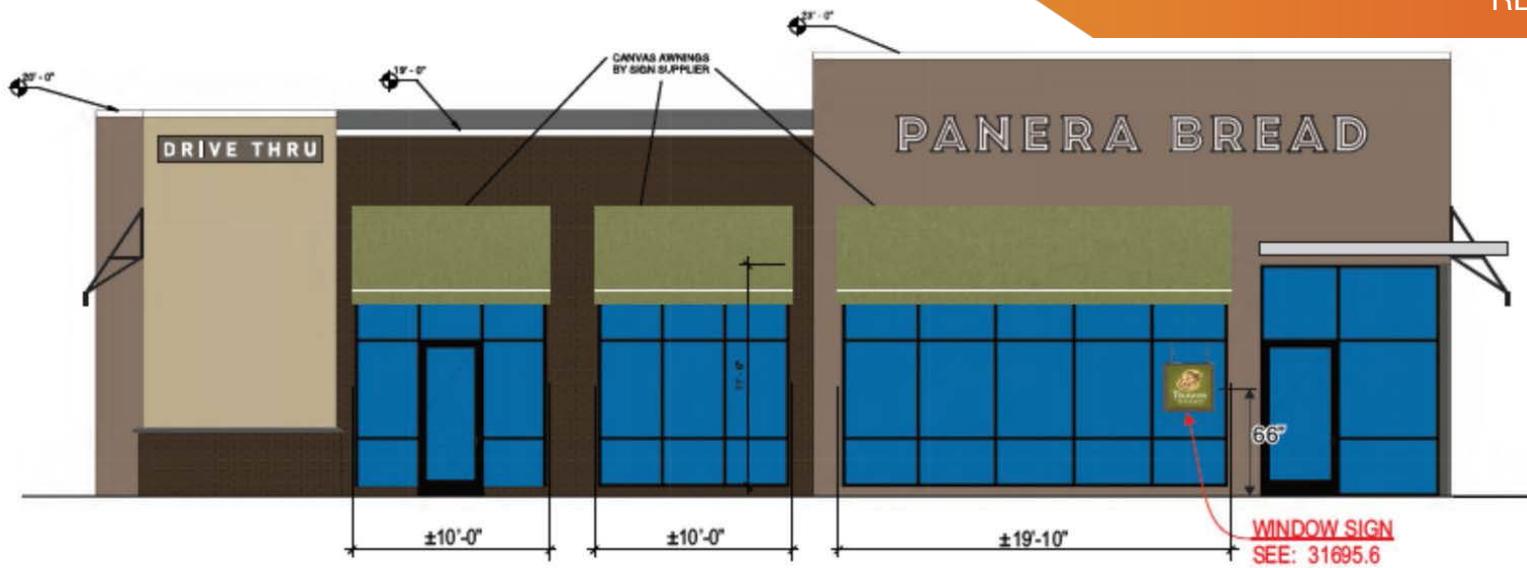
ELEVATION 2-A (NORTH)

SCALE: 1/8" = 1'-0"

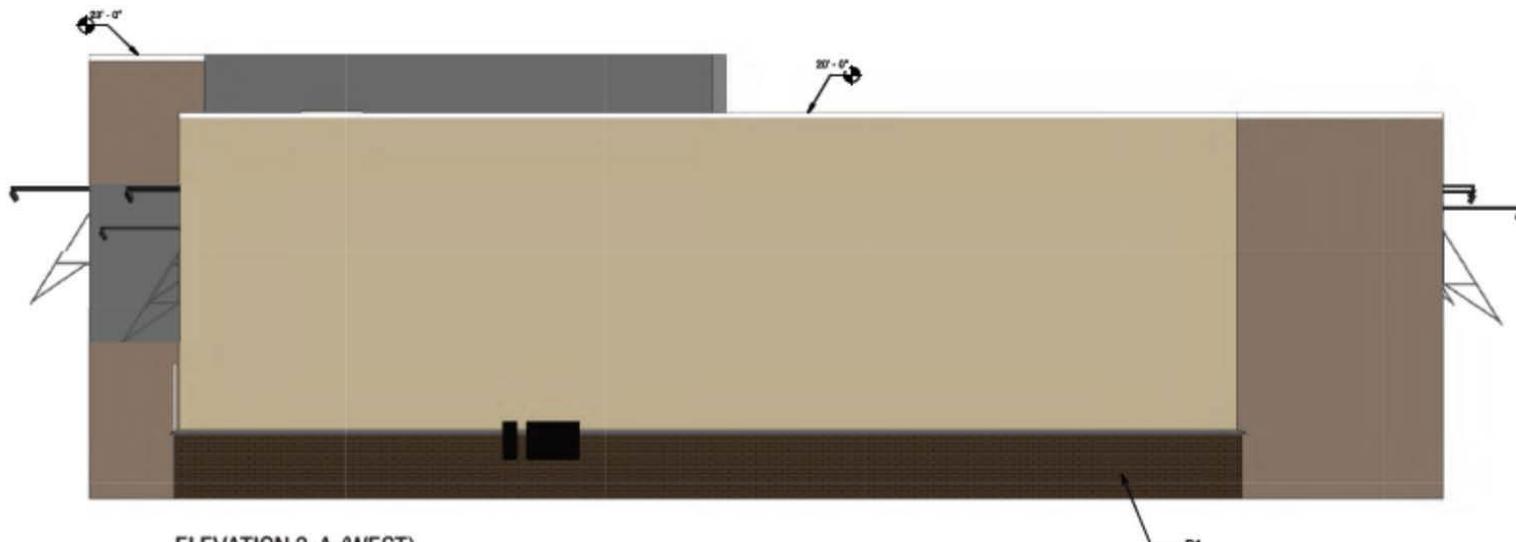


ELEVATION 4-A (SOUTH)

SCALE: 1/8" = 1'-0"



ELEVATION 1-A (EAST)  
SCALE: 1/8" = 1'-0"



ELEVATION 3-A (WEST)  
SCALE: 1/8" = 1'-0"



Thirty years ago, at a time when quick service meant low quality, Panera Bread set out to challenge this expectation. They believed that food that was good and that you could feel good about, served in a warm and welcoming environment by people who cared, could bring out the best in all of us. To them, that is food as it should be and that is why they exist. So they began with a simple commitment: to bake fresh bread every day in their bakery-cafes. No short cuts, just bakers with simple ingredients and hot ovens. Each night, any unsold bread and baked goods were shared with neighbors in need.

These traditions carry on today, as they have continued to find ways to be an ally to its guests. That means crafting a menu of soups, salads and sandwiches that they are proud to feed their families. Like poultry and pork raised without antibiotics on our salads and sandwiches. A commitment to transparency and options that empower their guests to eat the way they want. Seasonal flavors and whole grains. And a commitment to removing artificial additives (flavors, sweeteners, preservatives and colors from artificial sources) from the food in its bakery-cafes. Why? Because they think that simpler is better and they believe in serving food as it should be. The company is also focused on improving quality and convenience. With investments in technology and operations, they now offer new ways to enjoy your Panera favorites -- like mobile ordering and Rapid PickUp for to-go orders -- all designed to make things easier for its guests.

As of April 2019, there are more than 2,360 bakery-cafes in 46 states and in Ontario, Canada operating under the Panera Bread, Saint Louis Bread Co. or Paradise Bakery & Cafe names.



Manna Development Group, LLC was started in San Diego in 2003 by Paul Saber and Patrick Rogers. Paul was a former McDonald's Franchisee and Patrick a former executive with Ford Motor Company. Together they started with a single bakery cafe and now operate 133 Panera Bread locations throughout southern California, Oregon, Washington, Michigan, Indiana and Colorado.

#### **Company Timeline:**

- 2003 - Manna Development Group founded in San Diego, CA. Currently operating 21 cafes in this original market.
- 2007 - Acquired existing cafes in the San Fernando Valley and greater Los Angeles market and now operate 13 cafes in this area under the name Risen Bread, LLC.
- 2009 - Acquired existing cafes in Orange County and formed Our Daily Bread, LLC now operating 15 cafes in this market.
- 2011 - 16 cafes were acquired in West Michigan when Bread of Life, LLC was established and 7 new locations have been developed since taking the total market to 23 cafes.
- 2012 - Manna Construction was started as a part of the business to handle new café construction & remodels.
- 2014 - 7 more existing cafes were acquired in the Los Angeles area and Manna LA, LLC was formed.
- 2016 - 15 additional cafes were acquired in Oregon and south Washington which created Manna NW, LLC.
- 2018 - 38 additional cafes were acquired in Colorado which created Manna CO, LLC.

AERIAL



AERIAL

Less Than  
One Mile  
North of  
the Subject  
Property



verizon wireless



Jimmy John's



Beacon Boulevard



43,000  
Daily



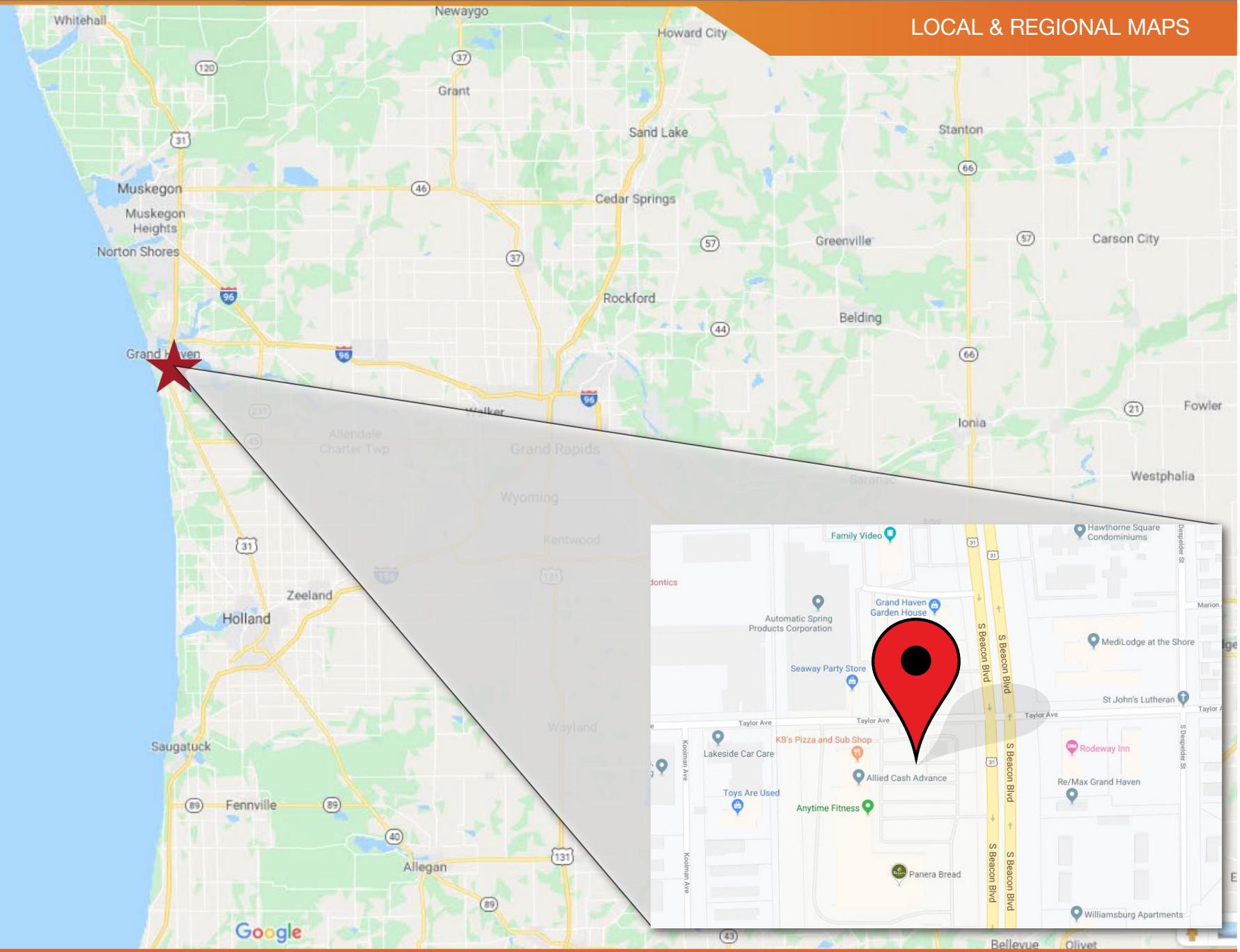
tropical CAFE

West Marine

STAPLES



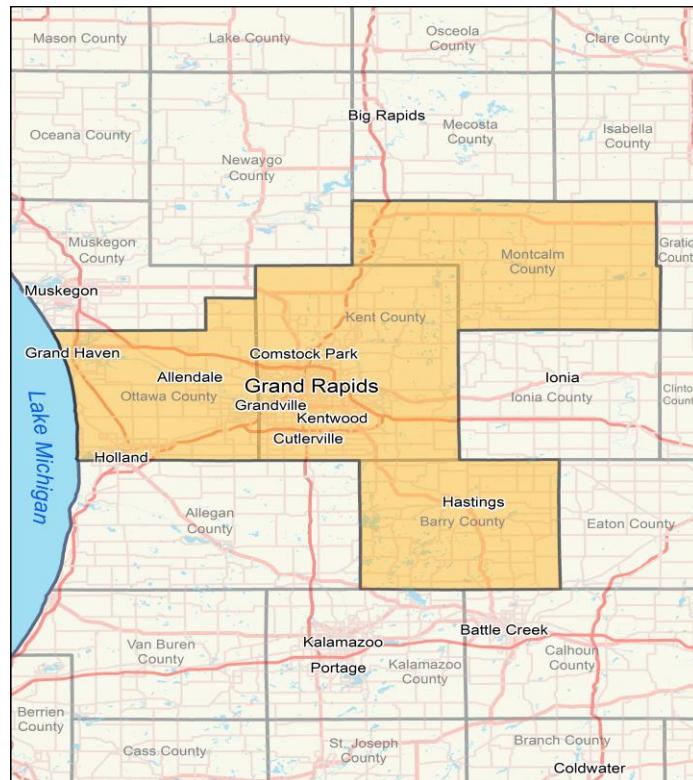
## LOCAL & REGIONAL MAPS



# GRAND RAPIDS

## OVERVIEW

Known for furniture making, the Grand Rapids metro is diversifying and now supports one of the fastest-growing economies in the nation while simultaneously ranking high on some “best places to live” lists. The market is home to roughly 1.1 million people, with growth of 40,000 residents expected over the next five years. The metro consists of Barry, Kent, Montcalm and Ottawa counties. It is roughly 160 miles west of Detroit, and Lake Michigan provides the western border.



### METRO HIGHLIGHTS

#### SMART MANUFACTURING

Accounting for 15 percent of all jobs in the region, smart manufacturing in metals, plastics, automotive, office furniture and medical devices occurs here.



#### RAPID LIFE-SCIENCES GROWTH

The life-sciences industry grew 38.7 percent in West Michigan over the past 10 years, 18 percentage points higher than the national average.



#### CYBERTESTING CENTER

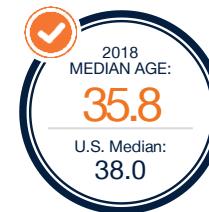
The state has more unclassified cyber nodes than any other state, providing a base for training, certification and commercial testing.



### ECONOMY

- Boosted by Herman Miller and Steelcase, a growing base of office furniture manufacturing provides more than 7,500 metro jobs in related supply chains and direct employment.
- GE Aviation, L-3, Precision Aerospace and Eaton Corp. lead a multitude of aviation and defense contractors, generating significant manufacturing and research and development positions.
- Thanks to a vast supply of fresh water in nearby Lake Michigan, food manufacturers such as Kellogg's, Sara Lee and Nestle have significant operations in the metro.
- Covering nearly a square mile in downtown Grand Rapids, the Medical Mile has garnered more than \$2 billion in investment over the past 15 years, boosting job growth in healthcare and biotechnology.

### DEMOGRAPHICS



## DEMOGRAPHICS

POPULATION	3 MILES	5 MILES	10 MILES
2010 Population	26,398	42,207	86,390
2018 Population	27,781	44,801	90,599
2023 Population	28,706	46,680	94,342
2018 Male Population	13,337	21,721	44,531
2018 Female Population	14,445	23,080	46,068
2018 Median Age	43.8	43.5	43.3

RACE & ETHNICITY	3 MILES	5 MILES	10 MILES
American Indian, Eskimo	0.7%	0.6%	0.6%
Asian	1.0%	1.0%	1.2%
Black	0.5%	0.5%	2.6%
Hawaiian/Pacific Islander	0.1%	0.0%	0.0%
White	95.2%	95.2%	92.6%
Other	0.5%	0.6%	1.0%
Multi-Race	2.0%	2.0%	2.0%
Hispanic Ethnicity	2.5%	2.6%	3.6%
Not of Hispanic Ethnicity	97.5%	97.4%	96.4%

HOUSEHOLDS	3 MILES	5 MILES	10 MILES
2010 Households	11,291	17,241	34,384
2018 Households	12,105	18,588	36,437
2023 Households	12,609	19,525	38,341

HOUSEHOLD INCOME	3 MILES	5 MILES	10 MILES
2010 Avg Household Income	\$64,385	\$69,100	\$67,177
2018 Avg Household Income	\$81,559	\$87,801	\$81,430
2023 Avg Household Income	\$93,375	\$100,577	\$92,709
2010 Med. Household Income	\$46,130	\$49,389	\$50,398
2018 Med. Household Income	\$62,026	\$65,702	\$62,485
2023 Med. Household Income	\$72,742	\$77,478	\$72,231
2010 Per Capita Income	\$27,689	\$28,362	\$26,856
2018 Per Capita Income	\$35,685	\$36,562	\$32,866
2023 Per Capita Income	\$41,158	\$42,199	\$37,790

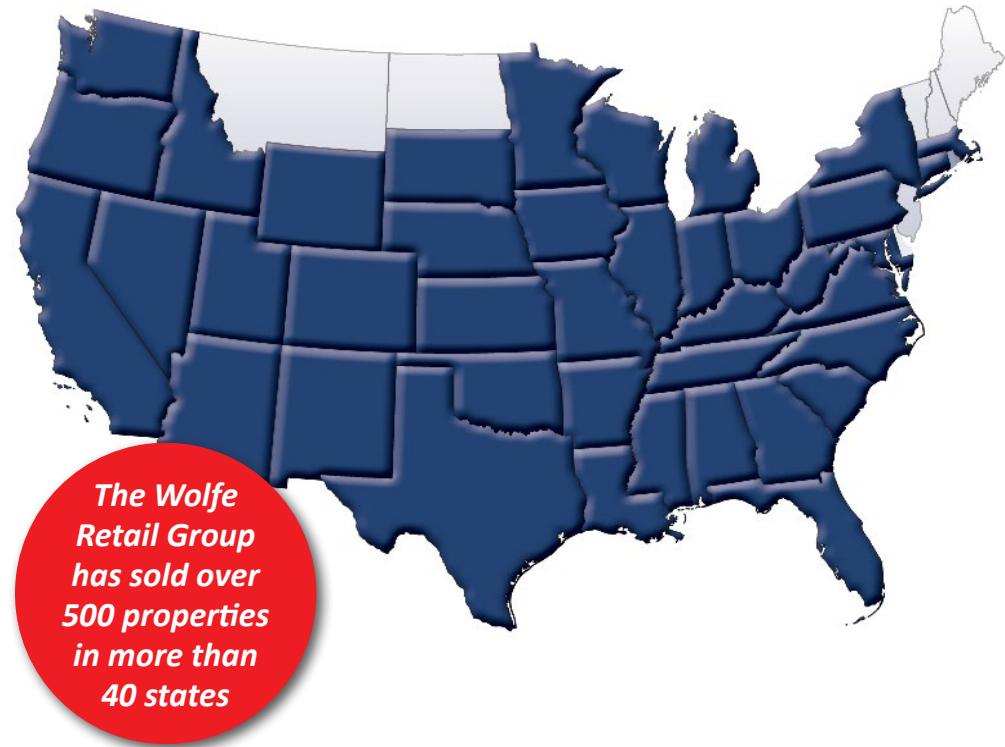


# Marcus & Millichap

The Wolfe Retail Group of Marcus & Millichap specializes in the sale of single-tenant properties and shopping centers and has successfully assisted clients in selling over 500 separate commercial properties with a market value exceeding \$1.45 billion. Having closed sales in more than 40 states, our track record is evidence that we are one of the premier brokerage teams in the United States.

With our experience and background in various fields such as law and finance, we have proved to be invaluable to our clients, earning their trust and exceeding their expectations while best assisting them in their real estate transactions.

For more about the Wolfe Retail Group or to view all of our available listings, visit [www.WolfeRetailGroup.com](http://www.WolfeRetailGroup.com)



## About Marcus & Millichap

With nearly 2,000 investment professionals located throughout the U.S. and Canada, Marcus & Millichap (NYSE: MMI) is a leading specialist in commercial real estate investment sales, financing, research and advisory services. The firm closed more than 9,400 transactions in 2018 with a value of approximately \$46.3 billion.

Marcus & Millichap has been a pioneer in the real estate investment industry and has established a reputation for maximizing value for its clients while fostering long-term relationships built on integrity, trust and service. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. Marcus & Millichap also offers clients access to the most competitive real estate financing through Marcus & Millichap Capital Corporation (MMCC), which maintains relationships with the industry's leading national, regional and local lenders.

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