



Representative Image

LONGHORN STEAKHOUSE
(Ground Lease | Corporate Sale Leaseback)
6571 Bluebonnet Boulevard
Baton Rouge, LA 70836



TABLE OF CONTENTS

I. Executive Profile

- Executive Summary
- Investment Highlights
- Property Overview

II. Location Overview

- Actual Renderings
- Aerials
- Site Plan
- Map

III. Market & Tenant Overview

- Demographic Report
- Market Overview
- Tenant Overview



**DISCLAIMER
STATEMENT:**

The information contained in the following Offering Memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from The Boulder Group and should not be made available to any other person or entity without the written consent of The Boulder Group.

This Offering Memorandum has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. The Boulder Group has not made any investigation, and makes no warranty or representation.

The information contained in this Offering Memorandum has been obtained from sources we believe to be reliable; however, The Boulder Group has not verified, and will not verify, any of the information contained herein, nor has The Boulder Group conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.



EXECUTIVE SUMMARY:

The Boulder Group and Lee & Associates are pleased to exclusively market for sale a single tenant LongHorn Steakhouse ground lease sale leaseback opportunity located in Baton Rouge, Louisiana. The property is an outparcel to Mall of Louisiana, the largest mall in the state, offering over 1.5 million square feet of commercial space and featuring retailers such as Dillard's, JCPenney, Macy's and Apple, to name a few. The ground lease will have an initial primary term of fifteen years upon close of escrow. The absolute net lease will feature 1% annual rental escalations. LongHorn Steakhouse is known for a "Passion for Grilling" fresh, tender, juicy steaks and offers guests the widest variety of cuts and numerous preparations, including its signature bone-in Outlaw Ribeye, all served in a relaxed, warm atmosphere inspired by a rancher's home. LongHorn Steakhouse has more than 480 restaurants across 40 states. The tenant will be RARE Hospitality International, Inc., a wholly owned subsidiary of Darden Restaurants, Inc., doing business as LongHorn Steakhouse. Darden Restaurants, Inc. is publicly traded (NYSE: DRI) with a market capitalization in excess of \$10* billion and is an investment grade rated company (Standard & Poor's: BBB)*.

The 1.49 acre LongHorn Steakhouse property is strategically located in a dominant regional retail corridor along Bluebonnet Boulevard. Bluebonnet Boulevard is the primary north-south thoroughfare in the area that experiences traffic counts in excess of 48,000 vehicles per day. The LongHorn Steakhouse is an outparcel to Mall of Louisiana, a 1.5 million square foot mall with over 175 stores. Retailers located within the mall include Dillard's, JCPenney, Macy's, Apple, Banana Republic, Forever 21, GAP, Jos. A. Bank, Sears and Victoria's Secret to name a few. Additional retailers in the immediate area include AMC Theaters, Dick's Sporting Goods, Nordstrom Rack, Pier 1 Imports and Best Buy. Across the street from the property are a number of medical facilities and campus' include Our Lady of the Lake Regional Medical Center, one of the largest private Medical Centers in Louisiana with 1,020 Beds. There are over 69,500 people living within a three mile radius of the property earning an average household income of roughly \$95,120 per year.

There will be fifteen years on the corporately guaranteed LongHorn Steakhouse ground lease upon close of escrow. The lease will feature 1% annual rental escalations and require no landlord responsibilities. Additionally, there will be five 5-year renewal option periods. The tenant will be RARE Hospitality International, Inc., a wholly owned subsidiary of Darden Restaurants, Inc. Darden Restaurants, Inc. (NYSE: DRI) is a multi-brand restaurant operator.

**As of August 24, 2017*

**INVESTMENT
HIGHLIGHTS:**

- Rare 15 Year corporate sale-leaseback ground lease
- Brand new construction
- 1% annual rental escalations
- No landlord responsibilities
- Corporate lease
- Positioned along Bluebonnet Boulevard which experiences traffic counts in excess of 43,000 vehicles per day
- Immediately off of Interstate 10 (99,400 VPD)
- Outparcel to Mall of Louisiana, a 1,500,000 square foot lifestyle center that features Dillard's, Macy's, JCPenney, Sears, Apple and many other national retailers
- Additional retailers in the immediate area include AMC Theaters, Dick's Sporting Goods, Nordstrom Rack, Pier 1 Imports and Best Buy
- Over 69,500 people living within a three mile radius of the property earning an average household income of \$95,120 per year
- Near Our Lady of the Lake Regional Medical Center (1,020 Beds)

**PROPERTY
OVERVIEW:**

Price:	\$2,995,000
Cap Rate:	4.84%
Net Operating Income:	\$145,000
Rental Escalations:	1% Annually
Renewal Options:	1-3: 5-Year (1% Annually) 4: 5-Year (FMV with 1% Annually) 5: 5-Year (1% Annually)
Lease Commencement Date:	Upon Close of Escrow
Lease Term:	15 Years
Tenant:	RARE Hospitality Management D/B/A LongHorn Steakhouse (Wholly owned subsidiary of Darden Restaurants, Inc.)
Year Built:	2017
Lease Type:	Ground Lease - No Landlord Responsibilities
Parking:	108 Spaces
Building Size:	5,842 SF
Land Size:	1.49 Acres
Property Address:	6571 Bluebonnet Boulevard, Baton Rouge, LA 70836



FRONT ELEVATION



RIGHT ELEVATION



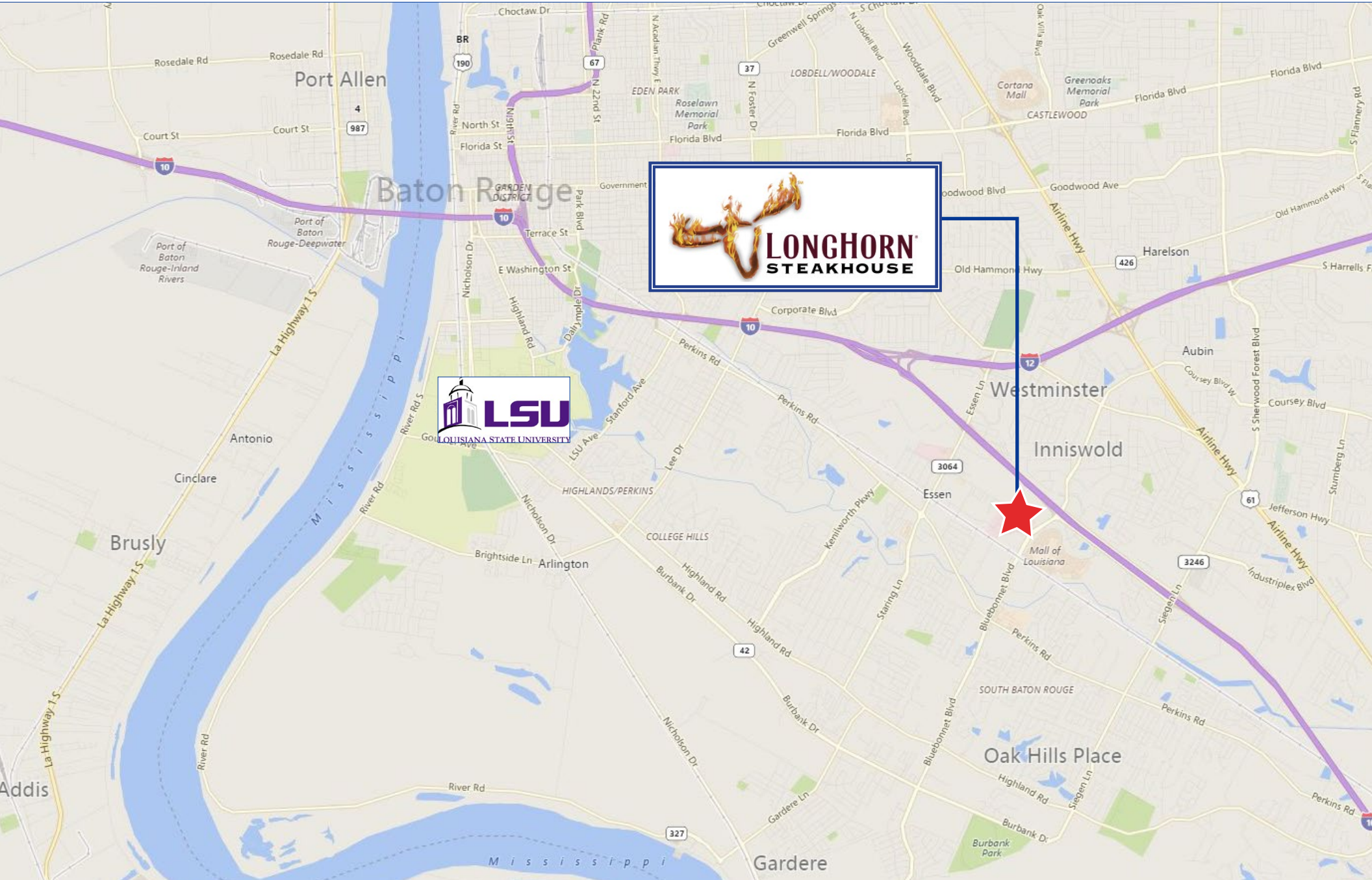
REAR ELEVATION



LEFT ELEVATION







DEMOGRAPHIC REPORT:

Population	1-Mile	3-Mile	5-Mile
------------	--------	--------	--------

Total Population	4,709	69,501	172,634
Total Households	2,489	30,308	73,843

Income	1-Mile	3-Mile	5-Mile
--------	--------	--------	--------

Median Household Income	\$52,261	\$66,980	\$60,650
Average Household Income	\$71,255	\$95,120	\$89,245



**MARKET
OVERVIEW:**

Baton Rouge, Louisiana

Baton Rouge is the capital of Louisiana and its second-largest city. The seat of East Baton Rouge Parish, the city is located on the eastern bank of the Mississippi River.

As the “Capital City”, Baton Rouge is the political hub for Louisiana, and is the second-largest metropolitan city in the state, with a growing population of 228,590 people as of 2015. The metropolitan area surrounding the city, known as Greater Baton Rouge, has a population of 830,480 people as of 2015. The state capital, Baton Rouge is a thriving city that is home to both LSU and Southern University and numerous businesses and industrial facilities.



Baton Rouge enjoys a strong economy that has helped the city be ranked as one of the “Top 10 Places for Young Adults” in 2010 by Portfolio Magazine and one of the top 20 cities in North America for economic strength by Brookings. In 2009, the city was ranked as the 9th best place in the country to start a new business by CNN.

Baton Rouge is the furthest inland port on the Mississippi River that can accommodate ocean-going tankers and cargo carriers. The ships transfer their cargo (grain, crude, cars, containers) at Baton Rouge onto rails and pipelines (to travel east-west) or barges (to travel north).

Baton Rouge’s largest industry is petrochemical production and manufacturing. ExxonMobil’s Baton Rouge Refinery complex is the fourth-largest oil refinery in the country; it is the world’s tenth largest. Baton Rouge also has rail, highway, pipeline, and deep water access.

Through the years, Baton Rouge has been and continues to be shaped by a variety of cultural and environmental influences. The Baton Rouge area is not dependent on one industry for its success or failure. The economy has successfully diversified from the traditional chemical and gas industry core. The area’s 58,000+ businesses make it a center for finance, health care, education, manufacturing, research and development, renewable energy sources, transportation, construction, and distribution.



**TENANT
OVERVIEW:**

LongHorn Steakhouse

LongHorn Steakhouse is known for fresh, boldly seasoned and expertly grilled steaks – like the signature bone-in Outlaw Ribeye® – all served in a relaxed, warm atmosphere inspired by a rancher’s home. Founded in 1981 in Atlanta, Georgia, the restaurant began with one man’s passion for perfect steak but had very few guests to convince. Then a freak snowstorm hit Atlanta in 1982, stranding motorists and drawing them to one of the only hospitable places available - a restaurant then called LongHorn Steaks Restaurant & Saloon. Tales of expertly grilled steaks soon spread like wildfire, and the legend of LongHorn was born.

By 1990, the restaurant had spread throughout the East, Midwest and Southwest United States and Puerto Rico. In 2007, the restaurant, now called LongHorn Steakhouse, was purchased by Darden Restaurants, Inc. (NYSE: DRI). Today, LongHorn Steakhouse is headquartered in Orlando, Florida and has more than 480 restaurants across 40 states.

Website:	www.longhornsteakhouse.com
Number of Locations:	480+
Founded:	1981
Headquarters:	Orlando, Florida
Parent Company:	Darden Restaurants, Inc. (NYSE: DRI)



RARE Hospitality International, Inc. (RARE)

RARE Hospitality International, Inc. (RARE) is a wholly-owned subsidiary of Darden Restaurants, Inc. It owns and operates substantially all of Darden’s LongHorn Steakhouse and The Capital Grille restaurants, either directly, or through subsidiaries, including RARE Hospitality Management, Inc. (RHM), a wholly-owned subsidiary of RARE, and Capital Grille Holdings, Inc., a wholly-owned subsidiary of RHM. RARE has other direct and indirect subsidiaries that own and operate certain restaurants and were formed primarily for purposes of complying with state liquor licensing laws, for management of overhead and other corporate expenses.

**TENANT
OVERVIEW:**

Darden Restaurants, Inc.

Darden Restaurants, Inc. is the premier full-service restaurant company featuring a portfolio of category-leading brands that include Olive Garden, LongHorn Steakhouse, Bahama Breeze, Seasons 52, The Capital Grille, Eddie V's and Yard House. Each of its brands enjoys industry-leading average unit volumes that together generate approximately \$8 billion in annual sales across more than 1,500 locations. Headquartered in Orlando, Florida, Darden employs more than 200,000 team members who serve more than 320 million meals annually. Darden has been named to the FORTUNE "100 Best Companies to Work For" list on an annual basis.

Darden Restaurants, Inc. is a publicly traded company on the New York Stock Exchange using the symbol "DRI". The company is investment grade rated with a Standard & Poor's rating of BBB.

Website:	www.darden.com
Founded:	1938
Number of Locations:	1,500+
Stock Symbol:	DRI (NYSE)
Credit Rating (S&P):	BBB
Headquarters:	Orlando, Florida





THE
Boulder 
GROUP

Randy Blankstein

President

847.562.0003

randy@bouldergroup.com

666 Dundee Road, Suite 1801
Northbrook, IL 60062

www.bouldergroup.com

 **LEE &
ASSOCIATES**[®]
COMMERCIAL REAL ESTATE SERVICES

Daniel Barnes

Principal

314.400.4004

dbarnes@lee-associates.com

1986 Innerbelt Business Center Drive
St. Louis, MO 63114

www.lee-associates.com