



WEST HURLEY, NY
KINGSTON/WOODSTOCK REGION

EXECUTIVE SUMMARY



ADDRESS



GOING TO WORK SIGNALLED CORNER!
EASY ACCESS TO DRIVE THRU



21K VPD



10% INCREASES
EVERY 5 YEARS



LEASE TYPE

THE OFFERING

Price	\$1,709,402
Cap	5.85%
GLA	940
Lot Size	0.50 Acres
Year Built	2024
Lease Type	NNN Ground Lease
Rent Commencement	1/10/2025
Lease Expiration	1/31/2045
Increases	10% Every 5 Years
Options	Five; Five-Year Terms
Credit	180 Unit Operator (65 Dunkin' & 115 Taco Bell)

ANNUALIZED OPERATING DATA	ANNUAL RENT	% INCREASE
Years 1 - 5	\$100,000	
Years 6 - 10	\$110,000	10.00%
Years 11 - 15	\$121,000	10.00%
Years 16 - 20	\$133,100	10.00%
Option 1 (Years 21 - 25)	\$146,410	10.00%
Option 2 (Years 26 - 30)	\$161,051	10.00%
Option 3 (Years 31 - 35)	\$177,156	10.00%
Option 4 (Years 36 - 40)	\$194,872	10.00%
Option 5 (Years 41 - 45)	\$214,359	10.00%

INVESTMENT HIGHLIGHTS

20-YEAR GROUND LEASE WITH 10% INCREASES EVERY 5 YEARS

STRONG AND PROVEN FRANCHISEE WITH ~180 DUNKIN' AND TACO BELL UNITS

SIGNALIZED CORNER PARCEL TO 21,585 VPD ON THE "GOING-TO-WORK" DIRECTION

HISTORIC HUDSON VALLEY SUBMARKET; RESTRICTIVE TO NEW COMMERCIAL DEVELOPMENTS

20-YEAR GROUND LEASE WITH 10% INCREASES – The Tenant is subject to a new 20-year NNN ground lease that commenced in January of 2025. The lease features rental increases of 10 percent every five years during the base term and five, five-year option periods, providing an excellent hedge against inflation. Dunkin' will operate in a 940-square-foot drive-thru only location at the signaled intersection of Route 28 and Route 375. The property has full movement access along Route 375 and right-in/right-out access along Route 28. These two heavily traveled roads average a total of 21,585 vehicles per day.

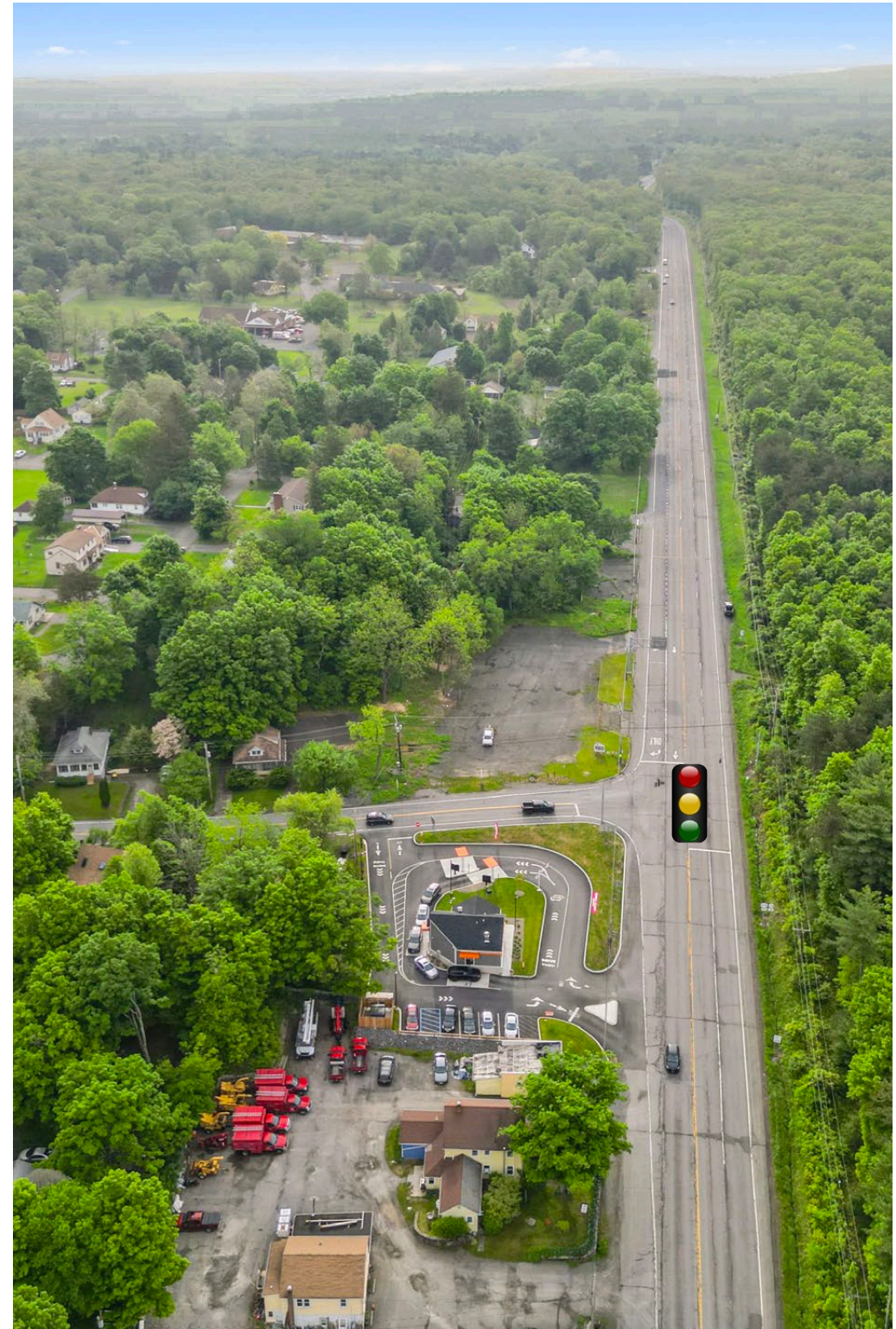
180-UNIT FRANCHISEE ESTABLISHED IN THE HUDSON VALLEY – The franchisee, Southpaw, is a leading QSR owner and operator with approximately 65 Dunkin' and 115 Taco Bell restaurants in eight states and sales of more than \$300 million annually. The company was established in the Hudson Valley, where they purchased 11 Dunkin' locations in 2010, and later began to develop their first Taco Bell locations. The operator is focused on aggressively growing its network through both acquisitions and new store development. Its goal is to double its unit count in five years within the Dunkin' and Taco Bell systems.

HIGH BARRIER MARKET WITH LIMITED COMPETITION – This site required more than four years of work, and two court decisions, to receive final approval from the town planning board. The planning board had previously voted to disapprove this project before later approving it. As evidenced, this market presents significant barriers to entry despite its rather rural nature. The nearest Dunkin' locations are 9 miles southeast in Kingston, 14 miles northeast in Saugerties, and 14 miles south in Stone Ridge. Hurley is a town that sees strong commuter traffic, as Route 375 provides access to Woodstock, and Route 28 runs from Kingston to southern Warren County. Dunkin' will capitalize on this "going-to-work" commuter traffic along with Hurley's everyday residents.

HISTORIC HUDSON VALLEY SUBMARKET – Hurley is a town in the historic Hudson Valley, ideally situated between the Hudson River and the Catskill Mountains. The Hudson Valley is a region in New York state that stretches along the Hudson River from Westchester County to Albany. Renowned for its historic landmarks, outdoor sculpture parks, and exclusive retreats, the region is also a leader in the farm-to-table movement and home to sustainable-food champion Stone Barns Center for Food and Agriculture. The five-mile trade area has 11,295 residents and an average household income of \$115,834. The area is only a short drive from the New York City Metro which is 105 miles southeast.

ESTEEMED LEADING COFFEE AND DONUT BRAND - Dunkin' is the world's leading baked goods and coffee chain, serving more than 3 million customers each day. Founded in 1950, the Company has more than 13,200 restaurants in nearly 40 global markets. Dunkin' was acquired by Inspire Brands in 2020. Inspire Brands is the second-largest Restaurant Company in the U.S. with over 32,600 restaurants in 57 Global Markets with \$32.5B billion in global system sales.

\$127,000 AHHI IN 5 MILES!



REGIONAL MAP

\$127K

Within a 5-mile radius, the average household income is \$127,862

21K

An average of 21,213 vehicles per day drive by NY-375 and NY-28

79K

Within a 10-mile radius, the population density is 79,757

ROUTE 28 IS A STATE HIGHWAY IN THE SHAPE OF A "C" BETWEEN KINGSTON AND SOUTHERN WARREN COUNTY, INTERSECTING WITH SEVERAL MAJOR ROUTES, INCLUDING I-88, US ROUTE 20, AND THE NEW YORK STATE THRUWAY, ALLOWING FOR ACCESS AROUND THE REGION.



THERE ARE NO DUNKIN'S IN THIS REGION

DUNKIN'



DOLLAR GENERAL

28

28

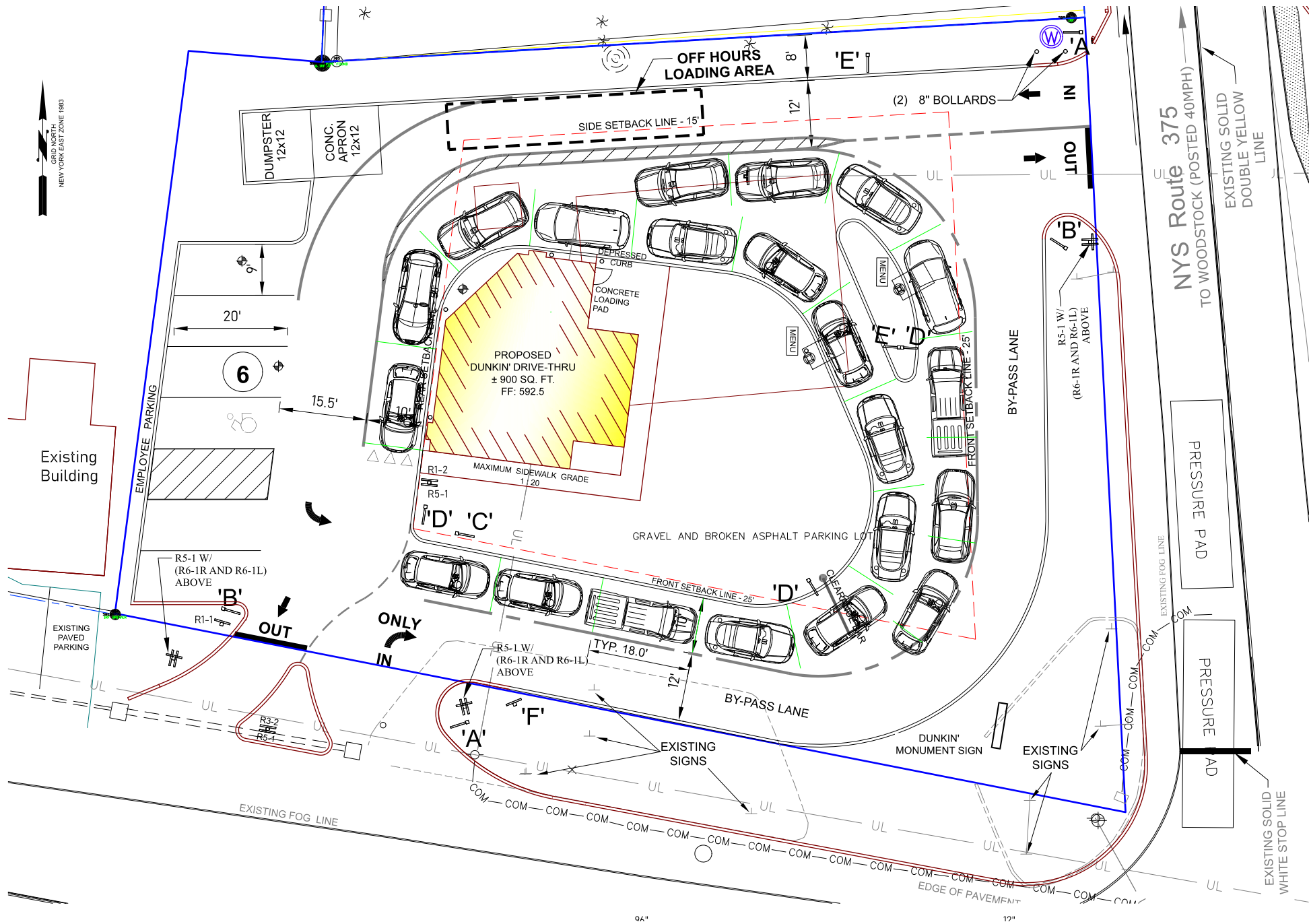
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SITE PLAN

21-CAR STACKING!



TENANT INFORMATION

Dunkin' is the world's leading baked goods and coffee chain, serving more than three (3) million customers per day. Founded in 1950, the Company has more than 13,200 restaurants in nearly 40 global markets. The quick-service restaurant offers 50+ varieties of donuts, but customers can also enjoy dozens of premium beverages, bagels, breakfast sandwiches, and other baked goods. Formerly known as Dunkin' Donuts, the chain began rebranding as a "beverage-led company" and was renamed Dunkin' in January 2019.

Inspire Brands was founded in February 2018 with a vision to invigorate great brands and supercharge their long-term growth. From guest experience to career development to community well-being, Inspire plays a role in the lives of millions of people every day. Inspire Brands is the second-largest Restaurant Company in the U.S. with over 32,000 restaurants in 70 Countries.

FRANCHISEE OVERVIEW: Founded in 2009, Southpaw is a leading owner and operator within the Quick Service Restaurants sector. The Company's portfolio is comprised of nearly 200 Dunkin' and Taco Bell restaurants across eight states. With approximately 5,000 employees and total sales of more than \$300 million annually, the company is focused on actively growing its network of locations through both acquisitions and new store development.

Judd and Erica Wishnow left their jobs in finance and decided to buy 11 Dunkin' stores in New York's Hudson Valley due to the chain's resilience and attractive business model. Southpaw hired operators early on to allow Judd and Erica to focus on growth opportunities – organically and via Mergers & Acquisitions. A few years later, when the franchisee was at roughly 23 Dunkin' shops, Judd began looking into acquiring Taco Bell locations. He was attracted to the Mexican chain because of its value-oriented business model and cult-like following aided by clever marketing. He saw the brand as a survivor of any environment, just like he did with Dunkin'. The fast-food operator entered Taco Bell's franchise community by building stores in the Hudson Valley. After opening their own locations, Taco Bell allowed Southpaw to acquire 24 corporate locations in the Louisville market in 2018. Southpaw then bought 34 Mid-Atlantic Taco Bell locations in December 2021, and in September 2023, with an investment from Balance Point Capital, acquired 39 Taco Bell units in the Atlanta metro area. The company is building its pipeline aggressively. As of June 2023, they estimated around 25-30 units were somewhere in the development process. Given the current base of stores, the company's ideal growth rate is 5-10 percent per year.



HEADQUARTERS
Canton, MA



NO. OF EMPLOYEES
295,000



NO. OF LOCATIONS
13,200+



YEAR FOUNDED
1950



WEBSITE
dunkindonuts.com

LEASE ABSTRACT

Legal Tenant Name	Southpaw ABDD LLC, a Delaware limited liability company
Notification Period to Exercise Options	One (1) Year
Landlord Obligations	None
Tenant Obligations	Tenant shall, at its sole cost and expense, maintain the entire Premises, including, but not limited to, the Building and any other improvements now or hereafter existing therein or thereon, in good condition, reasonable wear and tear excepted. Tenant's obligation to maintain and repair includes specifically, but is not to be limited to, the maintenance and repair and/or replacement of the following: roof, structure, exterior and interior walls, fixtures, facilities or equipment contained inside the Premises, the heating, air-conditioning, plumbing from sewer into the Premises, electrical systems; exterior and interior doors; windows and glass; gazebo, storage area(s), parking area, landscaped areas and any signs or other equipment installed and used by Tenant.
Assignment & Subletting	Tenant shall have the right, with thirty (30) days' prior notice to Landlord but without Landlord's consent, without charge, and without Landlord having any recapture right, to assign this Lease: (i) to any entity owned more than fifty percent (50%) by Tenant or any of Tenant's owners or affiliates; (ii) in connection with the sale of all or substantially all of Tenant's assets provided such sale is not only of this location; (iii) to Franchisor, or (iv) to any other Dunkin' franchisee (each, a "Permitted Transfer"). If the Lease is assigned under any Permitted Transfer, then, so long as the new tenant has a minimum tangible of net worth of not less than Three Million Dollars (\$3,000,000.00) on the date of the assignment, as verified by Landlord in its reasonable discretion. So long as all defaults have been cured prior to the assignment date, Tenant shall be released from all obligations under the Lease. Any other assignment of this Lease shall require Landlord's prior consent, which shall not be unreasonably withheld, conditioned or delayed. In such event, Tenant shall remain fully responsible and liable for Tenant's obligations under this Lease.
Purpose and Use	The Premises may be used, on a twenty-four (24) hour per day, seven (7) day per week basis (subject to compliance with Applicable Law) for the operation of a Dunkin' restaurant, including, without limitation, the manufacture and sale, on or off the Premises, at wholesale or retail, of donuts, bagels, pastry, bakery products, coffee, beverages, ice cream, soup, salads, breakfast sandwiches, p.m. sandwiches, and related items and other products and merchandise from time to time sold in other Dunkin' restaurants with drive through and outdoor seating (the "Permitted Use"), or any other national brand quick service restaurant, subject to Landlord's prior written consent, not to be unreasonably withheld, conditioned or delayed.
Exclusive	Landlord covenants and agrees to hold any land now or hereafter owned or controlled by Landlord or any of Landlord's owners, members, managers or affiliated entities or any of Landlord's successors within a radius of one (1) mile of the Premises (the "Radius") subject to the following restrictions (collectively, "Tenant's Exclusive") for the benefit of Tenant and the Premises and to include such restriction in all future leases or sales of the land; namely, (i) no part of such land shall be leased to a Coffee Competitor, or used in the manufacture or sale of coffee, donuts, bagels, pastry or bakery products, except that the manufacture and sale of coffee, donuts, bagels, pastry or bakery products at retail may be made in connection with the operation of a supermarket, restaurants, or any other business in Di minimis Amounts, and (ii) so long as (and from and after) any portion of the Premises are used for the operation of a Baskin-Robbins shop, no part of such land shall be leased to or used in the sale of machine-dispensed or hand-packed ice cream, frozen yogurt, ices, sherbets, frozen desserts or frozen beverages, including sales in bulk and individual portions, except that the forgoing shall not limit the sale by a supermarket of any of such items, or the sale of any of the restricted items by a restaurant for consumption on premises or as part of a takeout or catering operation, or by any other business in Di minimis Amounts. "Di Minimis Amounts" means less than ten percent (10%) of a business' gross sales, and "Coffee Competitor" shall mean Starbucks, Krispy Kreme, Tim Hortons, Caribou Coffee, or any similar national branded coffee chain.

DEMOGRAPHIC SUMMARY

POPULATION	3-MILES	5-MILES	10-MILES
2028 Projection	5,233	11,391	81,115
2023 Estimate	5,240	11,331	79,757
2020 Census	5,271	11,455	79,324
2010 Census	5,287	11,185	79,134

HOUSEHOLD INCOME	3-MILES	5-MILES	10-MILES
Average	\$130,377	\$127,862	\$103,472
Median	\$91,136	\$89,511	\$72,225
Per Capita	\$62,642	\$61,867	\$46,014

HOUSEHOLDS	3-MILES	5-MILES	10-MILES
2028 Projection	2,516	5,517	35,836
2023 Estimate	2,513	5,473	35,184
2020 Census	2,513	5,452	34,744
2010 Census	2,458	5,227	33,721

HOUSING	3-MILES	5-MILES	10-MILES
Median Home Value	\$347,087	\$354,954	\$292,475

EMPLOYMENT	3-MILES	5-MILES	10-MILES
2023 Daytime Population	3,855	8,740	75,532
2023 Unemployment	2.65%	2.68%	2.92%
Average Time Traveled (Minutes)	29	29	27

EDUCATIONAL ATTAINMENT	3-MILES	5-MILES	10-MILES
High School Graduate (12)	19.12%	20.13%	27.64%
Some College (13-15)	16.66%	17.37%	18.94%
Associate Degree Only	8.54%	9.04%	10.74%
Bachelor's Degree Only	26.65%	25.25%	17.93%
Graduate Degree	24.54%	23.11%	15.79%



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