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# EXECUTIVE SUMMARY

the offering investment summary investment highlights





EXECUTIVE SUMMARY

# LOWE'S GLOBAL **TECHNOLOGY CENTER**

Jones Lang LaSalle, Inc. ("JLL") has been retained as the exclusive sales representative for Lowe's Global Technology Center, a newly constructed 357,526 square foot trophy office tower located within the heart of Charlotte's booming South End submarket. The building is 100% leased to Lowe's Companies, Inc. (#31 on the Fortune 50 list) through October 2036 and will serve as the company's global technology and e-commerce hub. Lowe's Global Technology Center is appointed with a 950-space parking deck that will serve as dedicated parking for Lowe's employees along with 228 income generating parking spaces.

This is a generational core offering, and a truly unique opportunity to obtain Charlotte's most coveted new office development in one of the fastest growing submarkets in the entire country. Investors will benefit from the longterm stability of an internationally recognized, investment grade credit rated tenant, paired with immense future upside through the adjoining parking deck revenue.

#### OFFERING DETAILS

ADDRESS	100 WEST WORTHINGTON AVENUE, CHARLOTTE, NC 28203		
RENTABLE SQUARE FOOTAGE:	357,526 SF		
% LEASED:	100%		
TENANT:	LOWE'S COMPANIES, INC.		
LEASE TERM:	15 YEARS		
LEASE STRUCTURE:	NNN		
TERMINATION OPTIONS / GIVEBACK:	NONE		
PARKING:	722 - LOWE'S DEDICATED SPACES 228 - INCOME GENERATING, TRANSIENT SPACES		

PARKING:

950 - TOTAL DECK SPACES



BRAND NEW CONSTRUCTION, TROPHY OFFICE DEVELOPMENT WITH RESILIENT DESIGN ELEMENTS



15 YEAR NNN LEASE

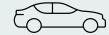


CREDIT TENANCY LOWE'S: BAA1 (MOODY'S)



UNMATCHED LIVE-WORK-PLAY LOCATION

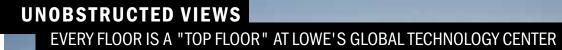




IMMENSE UPSIDE THROUGH PARKING REVENUE



SEEKING LEED SILVER CERTIFICATION





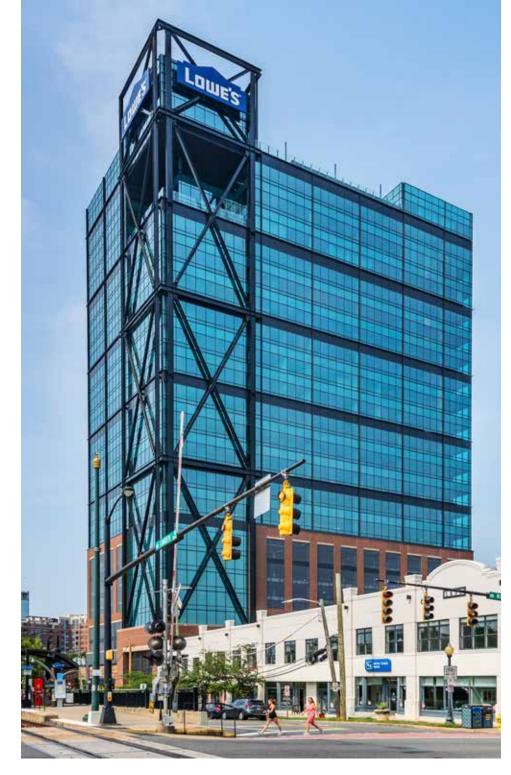


#### NEWLY CONSTRUCTED, BEST-IN-CLASS TROPHY OFFICE TOWER

Lowe's Global Technology Center is truly a best-in-class new construction trophy office tower that has redefined Charlotte's skyline and stands prominently within South End, Charlotte's most vibrant live-work-play district. The state-ofthe-art 23-story tower is the tallest planned development in the submarket, offering unmatched recognition and unobstructed views in every direction.

interactiv

The meticulously designed tower was thoughtfully constructed to promote collaboration, community, and creativity through experience-rich office space. Lowe's Global Technology Center features numerous distinctive design elements that create a one-of-a-kind work environment for employees and visitors, including two sky terraces, a striking steel monumental staircase spanning multiple floors, an expansive interior auditorium with a breathtaking backdrop of the Charlotte skyline, and touchless design features throughout. **ABOVE ALL, THE BUILDING TOWERS ABOVE EVERY OTHER DEVELOPMENT IN THE AREA GIVING USERS "TOP FLOOR" VIEWS FROM EVERY FLOOR.** 













# RARE 15-YEAR NNN LEASE WITH CREDIT TENANCY

ANALASA ANALAS

Lowe's Global Technology Center is 100% leased to Lowe's Companies, Inc. (NYSE: LOW) and features a rare 15-year NNN lease with 2.25% annual escalations. Lowe's Companies, Inc. boasts investment grade credit (Moody's: Baa1; S&P: BBB+) offering prospective investors unmatched long-term stability with an internationally recognized company.

Lowe's Companies, Inc. is a home improvement company that operates home improvement and hardware stores across the United States and Canada. Headquartered in the Charlotte Metro area, the company employs 300,000 associates across its more than 2,200 retail centers in the United States and Canada. With **\$90B IN ANNUAL REVENUE** in 2020, Lowe's Companies, Inc. currently ranks **NUMBER 31** on the Fortune 50 list. Focus on online business and technology advancement is the key pillar of Lowe's new "Total Home" Strategy\*, and Lowe's Global Technology Center is the epicenter for their execution.

Lowe's is hiring 2,000 employees with an average salary of \$114,000 at the Global Technology Center and plans to invest \$500 Million in 2021 on Technology and E-Commerce enhancements.

# \*CLICK HERE TO LEARN MORE ABOUT LOWE'S AND THE TOTAL HOME STRATEGY

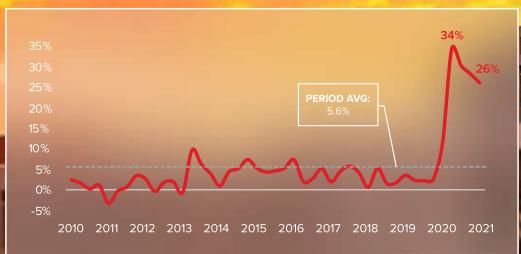
## WELL-TIMED INVESTMENT IN ITS TECHNOLOGY AND DIGITAL INFRASTRUCTURE

## POSITIONED LOWE'S TO EXCEL IN 2020 AND BEYOND

REVENUE / OPERATING MARGIN



#### SAME-STORE SALES GROWTH



# NO. 31 FORTUNE 500 LIST (FORTUNE, 2021) TOD 50 WORLD'S MOST ADMIRED COMPANIES (FORTUNE, 2021)

AMERICA'S MOST RESPONSIBLE COMPANIES (NEWSWEEK, 2021)

# No. 7

BEST RETAIL BRANDS (BRAND FINANCE, 2021)



TOP GLOBAL RETAILERS (NATIONAL RETAIL FEDERATION, 2021)



MOST VALUABLE GLOBAL BRANDS (KANTAR, 2021)

#### 15 1. 1865 in the second 1. 1944 DELIBERATELY CHOSEN LOCATION lin: e -in i T -11 . -T 12 MA 1 H 188 in the second 1 III 113 - + Bael 100 Anne 11 144 10 **(()) JLL** 10 | EXECUTIVE SUMMARY

### **LOWE'S GLOBAL TECHNOLOGY CENTER** THE EPICENTER FOR LOWE'S TECHNOLOGY EVOLUTION

Lowe's Global Technology Center was announced in June 2019 and will soon become home to nearly 2,000 technology professionals with high-paying roles that include software and infrastructure engineers, data scientists, analysts, architects, UX & UI professionals, artificial intelligence engineers, and more. This dedicated technology center serves as the epicenter for the Fortune 50 company's technology transformation through the modernization of their technology systems and future retail experiences.

The space will feature 357,526 square feet of urban, experience-rich, creative office space highlighting the company's unique work-focused amenity strategy that includes outdoor space, highly functional work environments, and collaborative meeting areas. Additionally, the property's rooftop terrace will serve as entertainment space for company events, as well as a striking showpiece for visitors and clients.

Lowe's deliberately selected their South End location with the goal of recruiting from the growing millennial population in Charlotte, especially in South End. It was clear to the company that providing a one-of-a-kind creative workplace located within the Southeast's most vibrant live-work-play setting is key to attracting and retaining the best talent possible.

"THE MILLENNIAL POPULATION IS INTERESTED IN LIVING IN DENSE AREAS CLOSE TO PUBLIC TRANSPORTATION LIKE THE LIGHT RAIL. THE ABILITY TO WALK, BIKE OR SCOOTER TO WORK IS A PLUS, TOO. SOUTH END, FOR US, IS JUST PERFECT. IT GIVES US ALL OF THOSE THINGS."

- MARVIN ELLISON (CEO, LOWE'S)

# **SOUTH END** FASTEST GROWING SUBMARKET IN THE SOUTHEAST

#### THE EPICENTER OF ACTIVITY

Predominantly a warehouse district less than 20 years ago, today South End is a rapidly densifying, urban neighborhood ripe with a mix of both historic adaptive reuse projects and brand-new mixed use and transit-oriented residential, office, and retail developments. South End has quickly transformed into a 24/7 urban lifestyle destination and is the epicenter of Charlotte's dining, shopping, and entertainment environment.

South End, which is located directly adjacent to Charlotte's CBD, is Charlotte's most walkable neighborhood, and is the preferred destination of people relocating from larger metro areas. The density of high-end residential housing, restaurants, retailers, employers, and entertainment offerings provide a highly desired urban lifestyle that rivals any major gateway market. As such, South End has experienced booming population growth of 186% over the last decade. This rapid growth is largely driven by a younger generation of residents and workers that flock to the unmatched urban lifestyle that South End provides.

South End is connected by the LYNX Light Rail and South End's popular Rail Trail, offering a transit-oriented location that draws an influx of talent. As a result of the submarket's concentration of millennial talent, South End has become the preferred location for corporate expansions and relocations and is viewed as an extension of Charlotte's CBD. Recent major corporate announcements in the submarket include LendingTree (175k SF), Allstate (148k SF), Ernst & Young (EY), USAA (90k SF), Dimensional Fund Advisors (256K SF), Arrival (45k SF), and more.









1421

LIVE



**54%** 

OF SOUTH END RESIDENTS ARE BETWEEN 20-39 YEARS OLD

No. 6

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BEST PLACES TO LIVE IN THE US (US NEWS RANKINGS, 2020)

8,300+

EXISTING MULTIFAMILY UNITS

# 3,409

MULTIFAMILY UNITS UNDER CONSTRUCTION OR PLANNED

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66%
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OF SOUTH END RESIDENTS MOVED FROM ANOTHER CITY

# **85**%

OF WORKERS VIEW HAVING A SOUTH END LOCATION AS A BENEFIT OF THEIR JOB

17,180+

WORKERS IN SOUTH END

# 4.2MM+

SF OF EXISTING OFFICE INVENTORY

# 1.4MM+

SF OF OFFICE UNDER CONSTRUCTION

# No. 1

LARGE MARKET FOR TECH TALENT GROWTH SINCE 2015 FROM ANOTHER CITY





# WORK







# PLAY





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# SHOP





85

RESTAURANTS

**58** 

SERVICE RETAILERS (SALON, SPA, CLEANERS, COWORKING, ETC.)

37

BREWERIES, COCKTAIL BARS, AND BOTTLE SHOPS

10

COFFEE SHOPS

10

PET SERVICES

14

FITNESS STUDIOS

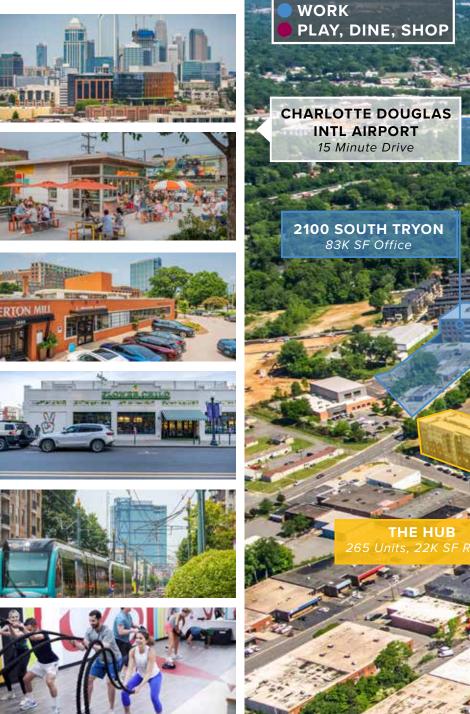
5 ART GALLERIES



LOWE'S GLOBAL TECHNOLOGY CENTER | 15



LIVE WORK DINE SHOP PLAY **SLEEP** REPEAT



LIVE



**THREE30FIVE** 43K SF Office (Tenant: Arrival) THREE30FIVE 16K SF Retail

**THREE30FIVE** 

**APARTMENTS** 

164 Units

HE PENROSE 350 Units

**JUNCTION 1504** APARTMENTS



Future: 300 Units, 25K SF Retail

PUBLIX GROCERY

SILVERLAKE RAMEN

CAMDEN SOUTHLINE

LOWE'S HOME **IMPROVEMENT STORE** 2 Minutes from Design Center

# ABUNDANCE OF AMENITIES AT LOWE'S DOORSTEP

South End has rapidly shaped itself into the shopping, dining, and entertainment epicenter of the Carolinas, anchored by The Design Center, Atherton Mill, and the incoming retail on the street level of Lowe's. Lowe's Global Technology Center offers an unmatched number of amenities at its doorstep and within a short walk, as well as the most central and convenient parking location for visitors driving in from all parts of Charlotte.

Lowe's Global Technology Center features 20,846 SF of street level retail beneath the building (not included in the offering). Asana Partners, who is headquartered in South End and the visionaries behind much of the retail revitalization of South End, has carefully curated a vibrant group of retail tenants at the building. All retail spaces are accounted for, with the most recent announcement coming from Reid's Fine Foods, a Charlotte staple that will offer restaurant seating and serve healthy and freshly prepared breakfast, lunch, and dinner items. Other incoming retailers include Allbirds, a fresh seafood market, a high-end fitness apparel retailer, and a med spa.



Street level retail at Lowe's Global Technology Center is not included in the offering.

#### ATHERTON MILL



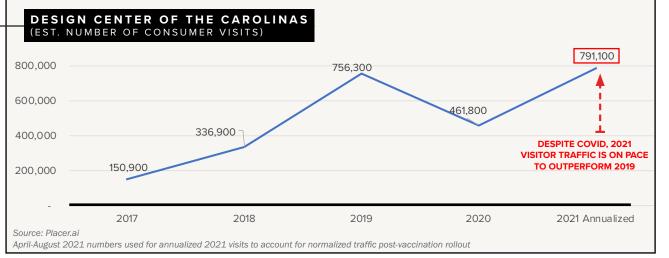






# **LOWE'S PARKING DECK SITS AT THE CENTER OF ACTIVITY** IDEALLY POSITIONED TO ABSORB THE INSATIABLE PARKING DEMAND IN SOUTH END

South End's entertainment and dining landscape is anchored by The Design Center, which sits at Lowe's doorsteps. This hotspot will soon be expanded upon with the incoming retail on the ground floor of Lowe's Global Technology Center. The Design Center and the immediate retail node surrounding Lowe's have experienced tremendous visitor growth in the last few years. Despite COVID, the retail at Lowe's doorsteps maintained strong visitor traffic throughout 2020 and is now on track to surpass visitor counts from 2019.



110 MINUTES Average retail visitor's length of stay 2.1 MILLION Retail visitors since 2017 965 BUSINESSES within a 10 minute walk from Lowe's \$184.9 MILLION Annual consumer spending on Apparel, Entertainment, Restaraunts, and Households Goods within 1 mile of Lowe's

## IMMENSE UPSIDE THROUGH PARKING

#### THE BEST LOCATED PARKING DECK IN THE MARKET

Lowe's Global Technology Center offers investors immense upside and value creation through its 228 income-generating transient parking spaces. The podium-style, adjoined parking deck is at the epicenter of South End's most popular dining, retail, and entertainment options. South End's vibrant and rapidly densifying mixed-use district is the preeminent lifestyle destination for visitors driving in from all parts of Charlotte, and Lowe's Global Technology Center's parking deck is ideally positioned to absorb the growing demand. Investors will benefit from the unlimited upside through the income generated from these owner-controlled parking spaces.

- 1,700+ RESTAURANT SEATS IN THE IMMEDIATE VICINITY
- 1.1MM+ SF OF EXISTING RETAIL WITHIN 0.5 MILE OF PARKING DECK
- 20,846 SF OF NEW RETAIL ON THE STREET LEVEL OF LOWE'S GLOBAL TECHNOLOGY CENTER
- PREMIER RETAIL DESTINATION FOR THE CAROLINAS ( > )
- CHARLOTTE'S MOST VIBRANT RESTAURANT SCENE IS AT LOWE'S FRONT DOORSTEP
- 12,512 EMPLOYEES WITHIN A 15 MINUTE WALK FROM LOWE'S









#### STATE-OF-THE-ART, BEST-IN-CLASS PARKING FACILITY

- The only parking deck in South End with on-site parking staff 5
- capacity, and payment processing with AVI, proximity card, and Bluetooth entry
- Unmatched accessibility with two points of ingress & egress > on the block
- > Double helix design provides highly efficient flow and
- Fully outfitted facility with programable LED lighting, security cameras throughout, and air-conditioned elevator vestibules
- Electric vehicle charging bays



## LOWE'S GLOBAL TECHNOLOGY CENTER PARKING COMPETITIVE SET

**19.923 RESIDENTS** WITHIN 1 MI. RADIUS OF LOWE'S PARKING DECK



**12,512 EMPLOYEES** WITHIN A 15 MIN. WALK FROM LOWE'S

1,700+ RESTAURANT SEATS IN THE IMMEDIATE VICINITY

2,300+ DAILY VISITOR TRAFFIC AT THE DESIGN CENTER ALONE



#	PARKING FACILITY	ADDRESS	MONTHLY RATE	0.5 HOUR RATE	AFTER-HOURS /WEEKENDS
1	STEEL YARD	1910 S. Blvd	\$129.00	\$4.00	\$6.00
2	DESIGN CENTER DECK	240 Doggett	\$125.00	\$4.00	\$7.00
3	1616 CAMDEN	1616 Camden	\$109.00	\$3/First 1/2 Hr.,\$5/Add'l Hr.	\$5.00
4	VANTAGE SOUTH END	1220 S. Tryon	\$135.00	\$4.00	-
5	RAIL YARD PARKING DECK	1414 S Tryon	\$139.00	\$4.00	\$5.00
6	2132 HAWKINS	2132 Hawkins	-	\$6.00 (Daily)	\$5.00
7	1411 S. TRYON	1411 S Tryon	\$145.00	\$8.00 (Daily)	\$12.00
8	1426 S. TRYON	1426 S Tryon	-	\$8.00 (Hourly)	\$12.00
9	1435 S. TRYON	1435 S Tryon	-	\$8.00 (Daily)	\$12.00

## DESTINATION PARKING DEMANDING PREMIUM RATES

#### THE BEST LOCATED PARKING DECK IN THE MARKET

Lowe's Global Technology Center is the most centrally located, convenient, and technologically advanced paid parking facility in all of Charlotte and perhaps the broader Southeast. Lowe's location sits in the true center of South End, both in a geographic sense, as well as in the center of activity and commerce. With all of South End's most popular entertainment offerings, new office developments, and retail and restaurant announcements happening in Lowe's immediate vicinity, the parking deck is ideally positioned to meet the growing parking needs of transient visitors flocking the area.

The demand drivers of robust population growth, a rapidly expanding retail and commercial footprint, and an increasing influx of daytime and nighttime visitors, coupled with the premium location will allow Lowe's to charge outsized rates compared to its competitive set. Furthermore, the high-end retail and residential base will drive parking transactions from consumers who are less sensitive to rates and more sensitive to quality, convenience, and ease. These unmatched qualities will result in dedicated consumer base who routinely choose Lowe's Parking Deck over the inferior competitive set.











#### CHARLOTTE | SOUTH END

South End traces its roots back to a bustling industrial and manufacturing node which later transformed into a district appealing to startups and artists. Large tech companies and millennials soon followed because of the area's unique and authentic environment. Today, South End is home to countless multifamily developments, creative office projects, street and experiential retail, and is one of the most walkable mixed-use districts in the Southeast thanks to the Rail Trail, which provides pedestrian friendly access to all of South End. Furthermore, as the district matures, it is attracting an increasing number of corporate headquarters and large office hubs. This will ultimately make South End more resilient and sustainable, but will also further fuel long-term constraints of the existing parking inventory and drive additional transient parking usage within the district.





# **CENTRALLY LOCATED** TRANSIT-ORIENTED DESTINATION

#### LYNX BLUE LINE LIGHT RAIL

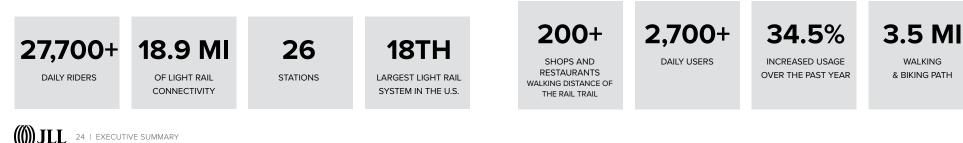
Developed in 2007, the LYNX Blue Line Light Rail is the Charlotte region's first light rail service. It is 18.9 miles long and operates from I-485 to UNC Charlotte's main campus in University City. With 26 stations, the LYNX Blue Line provides a congestion free commute and seven day a week operations. The development of the LYNX Light Rail was paramount in the evolution of South End and created the transit oriented, highly connected mixed-use district that young professionals, corporations, and inbound new residents flock to today.

#### CHARLOTTE'S RAIL TRAIL

The Rail Trail is a 3.5 mile walking and biking path that runs alongside the LYNX Blue Line Light Rail. The Rail Trail has become an important part of Charlotte's urban fabric and connects thousands of South End residents that live and work within a stone's throw of the path. The trail is the pride of South End and provides access to walking, cycling, dining, drinking, and shopping, all positioned along the trail that is animated with public plazas and works of art.

WALKING

& BIKING PATH





# **BELOW MARKET STORY** WITH EMBEDDED UPSIDE

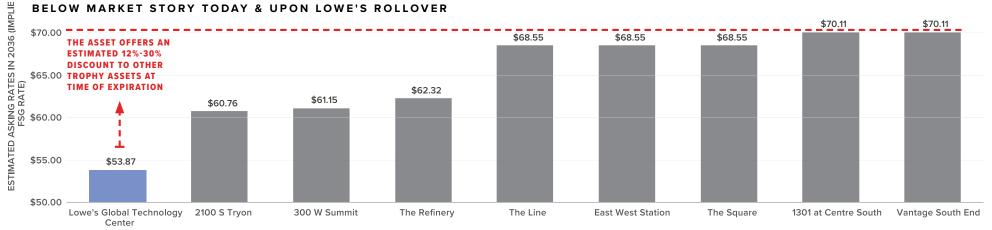
Lowe's Global Technology Center provides investors with a significantly below market story today, as well as at expiration when compared to other new office developments in South End. With asking rates for new construction projects in South End soon to breach the mid-\$40 per square foot mark, Lowe's Global Technology Center offers investors embedded upside at the end of Lowe's term. Additionally, market growth is on track to significantly outpace Lowe's 2.25% annual escalations over the next 15 years.

#### CERTAINTY OF RETENTION

Lowe's has invested a significant amount above their tenant allowance into the buildout of their space, showing their dedication to the location and plans for long-term tenancy.

As Lowe's focus on technology and e-commerce only continues to grow, the Global Technology Center will further cement itself as the foundation for the company's future growth. Their showpiece office tower will serve as a mission-critical hub for collaboration, creativity, and advancement for years to come.

The South End location was deliberately chosen by Lowe's executives due to its distinguished identity, exceptional transportation access, and unmatched retail ambiance which drives talent retention and employee satisfaction.



#### **BELOW MARKET STORY TODAY & UPON LOWE'S ROLLOVER**

#### **RESIDUAL SUPPORT CONSIDERATIONS**

In-place lease is backed by Lowe's credit (Moody's: Baa1) with no termination options or outs. Additionally, the Global Technology Center was thoughtfully constructed to allow for future multi-tenant conversion, leaving investors at ease. The asset was purposefully designed with open floor plates and no interior structural columns. These elements, paired with the breathtaking "top floor" views from every floor, make the asset a premier candidate for multi-tenant use if there were ever a need to do so.







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