

Marcus & Millichap  
TAG INDUSTRIAL GROUP

106 BIRDIE LANE

BROUSSARD, LA 70518

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# SECTION 1

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## INVESTMENT OVERVIEW

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- Brand New Absolute-Net Lease In Place with Confetti Momma, LLC.
  - New 7,500-Square-Foot Metal Building Built Circa 2020
  - Two Grade-Level Doors for Shipping and Receiving
  - Property Sits in Close Proximity to Highway 90 East
- Ability to Increase Cash Flow, and Capitalize as Area Expands and Market Rent Grows
  - Ability to Ask for Annual Sales Data from Tenant with Future Projections
    - 10-Ton Crane Capacity Within Building

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 106 Birdie Lane in Broussard, Louisiana, leased to Confetti Momma, LLC. The subject property consists of approximately 7,500 square feet of space and is situated on 0.55 acres of land. The newly built asset features metal construction, a 10-ton crane, and two grade-level doors for shipping and receiving. With close proximity to U.S. Highway 90 East, the property is well situated within the Lafayette market. As the area expands and market rent grows, the asset allows investors to increase future cash flow.

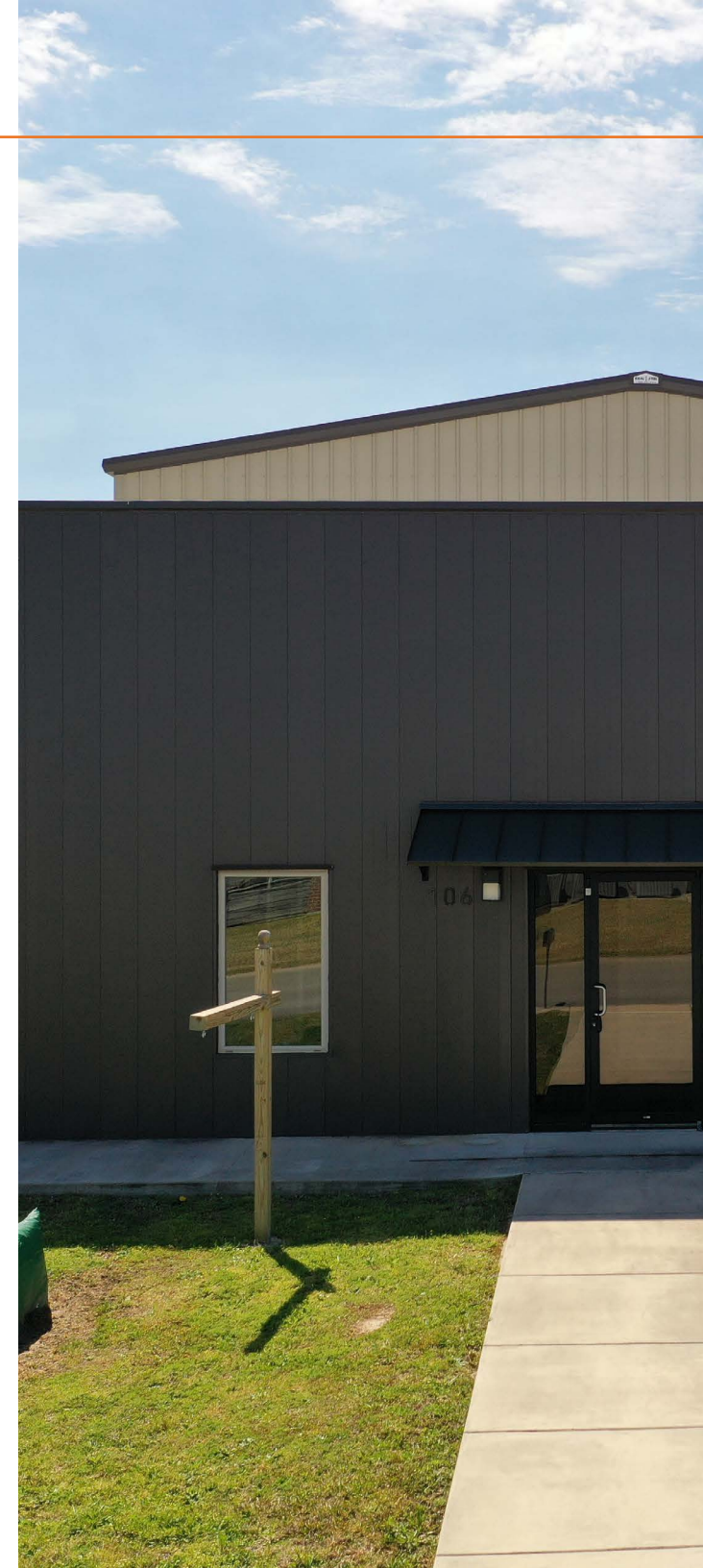
Confetti Momma recently signed a five-year absolute-net lease, and can provide annual sales data along with future projections. Since 2014, Confetti Momma Brands has offered handcrafted party decorations as a thriving e-commerce company. The company's vision is to provide affordable decorations that compare to popular concepts often found on Pinterest. In 2020, Inc. Magazine included Confetti Momma to its list of the fastest-growing companies in America.

Metro Lafayette is a quickly growing area with a population of nearly 500,000. Known as the epicenter for Cajun culture, the local economy is anchored by the oil industry. Lafayette is home to Stuller, the world's largest jewelry and setting manufacturer. The metro area also houses the state's second-largest college, University of Louisiana at Lafayette. Adjacent to the city of Lafayette lies Broussard, Louisiana, a city that boasts a rapidly growing economic climate along with charming southern hospitality.

## PROPERTY DETAILS

106 BIRDIE LANE,  
BROUSSARD, LA 70518

Number of Suites	1
Number of Buildings	1
Total Square Feet	7,500
Warehouse Square Feet	5,850
Office Square Feet	1,650
Office Ratio	22%
Year Built	2020
Lot Size	0.55 Acres
Type of Ownership	Fee Simple
Clear Height	22' Eave Height
Parking Surface	Concrete
Building Class	B
Tenancy	Single
Grade Level Doors	2
Construction	Metal
Power	3 Phase Power/480 Amps
Roof Type	Metal
Age/Condition of Roofs	2020
HVAC Units	4-Five Ton Units
Age/Condition of HVAC	2020







## 106 BIRDIE LANE

BROUSSARD, LA 70518

OFFERING PRICE  
**\$1,070,000**

CAP RATE  
**7.01%**

Offering Price	\$1,070,000
Cap Rate	7.01%
Price/SF	\$142.67
Total Square Feet	7,500
Rental Rate	\$10.00
Tenancy	Single
Occupancy	100.00%

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2022 Marcus & Millichap. All rights reserved. (Activity ID: ZAD0370187)

# RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Lease Type
				Comm.	Exp.					
Confetti Momma, LLC.	Suite 1	7,500	100.0%	3/15/22	3/14/27	\$10.00	\$6,250	\$75,000	\$75,000	NNN
Total		7,500				\$10.00	\$6,250	\$75,000	\$75,000	
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%		
Total Current Rents: \$6,250						Occupied Current Rents: \$6,250		Unoccupied Current Rents: \$0		

**Notes:**

\*\*Tenant Responsible for Upkeep and Maintenance of A/C\*\*

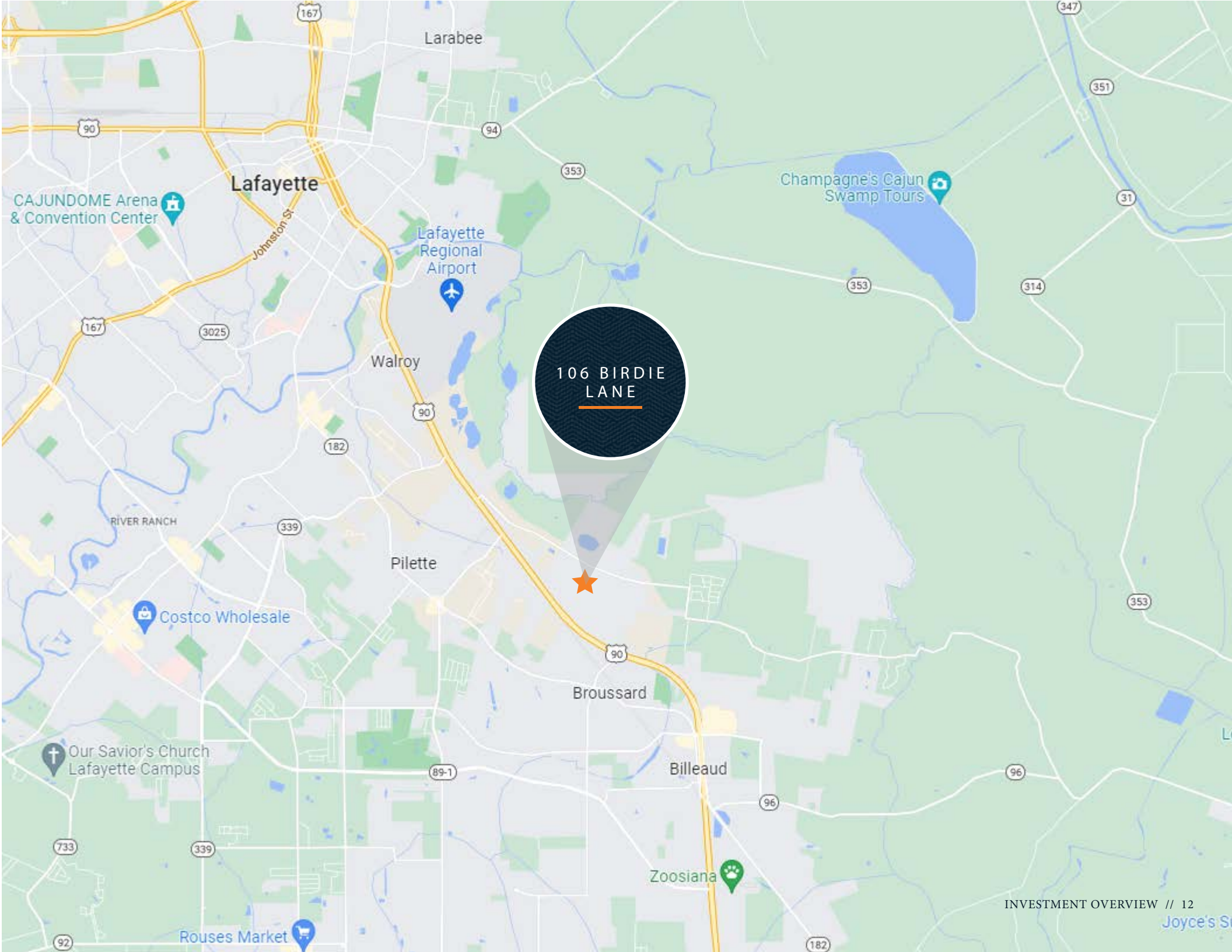
\*\*Tenant Responsible for Roof and Structure (Absolute Net)\*\*

## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	75,000	10.00	75,000	10.00
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	6,000	0.80	6,000	0.80
Real estate Taxes	4,716	0.63	4,716	0.63
Total Reimbursement Income	\$10,716	100.0%	\$10,716	100.0%
Effective Gross Revenue	\$85,716	\$11.43	\$85,716	\$11.43

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	6,000	0.80	6,000	0.80
Real Estate Taxes	4,716	0.63	4,716	0.63
Total Expenses	\$10,716	\$1.43	\$10,716	\$1.43
Expenses as % of EGR	12.5%		12.5%	
Net Operating Income	\$75,000	\$10.00	\$75,000	\$10.00



106 BIRDIE  
LANE



106 BIRDIE LANE

Dairy Ln  
Dairy Ln  
Dairy Ln

Cardinal Mass  
& Bodyworks

Dart Aerospace



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# TENANT SUMMARY

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## *Boutique Party Essentials*

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TENANT

**Confetti Momma, LLC.**

HEADQUARTERS

**Broussard, LA**

DATE FOUNDED

**2014**

EMPLOYEES

**21**

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**[www.confettimomma.com](http://www.confettimomma.com)**



Confetti Momma Brands is a thriving e-commerce company that provides handcrafted party decorations. The company was founded in 2014 by Courtney LeCompte after she discovered a knack for designing party decorations when planning baby showers and birthday parties for her friends and family members. Courtney's vision was to provide customers with affordable decorations that compare to popular concepts often found on Pinterest. In just six months, Confetti Momma became so successful that Courtney's husband, Tyler, quit his full-time job to join the venture. The company's team of local artisans carefully tailor each individual order to meet the specific personalization requests of the customer, creating a one-of-a-kind, unique gifting experience.

In 2020, Confetti Momma Brands added a new brand, Established Co., to offer gifts that celebrate meaningful milestones. During that same year, Inc. Magazine included Confetti Momma to its list of the fastest-growing companies in America. Confetti Momma has also been featured on WDSU News, New Orleans' local NBC affiliate station.

## CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,943 debt and equity financings in 2020



National platform operating within the firm's brokerage offices



\$7.67 billion total national volume in 2020



Access to more capital sources than any other firm in the industry

# WHY MMCC?

Optimum financing solutions to enhance value

Enhanced control through MMCC's ability to qualify investor finance contingencies

Enhanced control through quickly identifying potential debt/equity sources, processing, and closing buyer's finance alternatives

Enhanced control through MMCC's ability to monitor investor/due diligence and underwriting to ensure timely, predictable closings





## SECTION 2

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### MARKET OVERVIEW

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# LAFAYETTE LOUISIANA

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Lafayette is situated in southwestern Louisiana and considered the epicenter of Cajun culture. The largest and most populous portion of French Louisiana's Acadiana region, the metro is known for its Cajun and Creole cuisine, entertainment and Zydeco music. A hub for in-state trade, Lafayette lies an hour west of Baton Rouge and roughly 120 miles from New Orleans. Metro population growth of 24,100 residents is expected in the next five years, spread between the parishes of Acadia, Iberia, Lafayette, St. Martin and Vermilion.



FRENCH CONNECTION



RAGIN' CAJUNS



ENERGY INDUSTRY

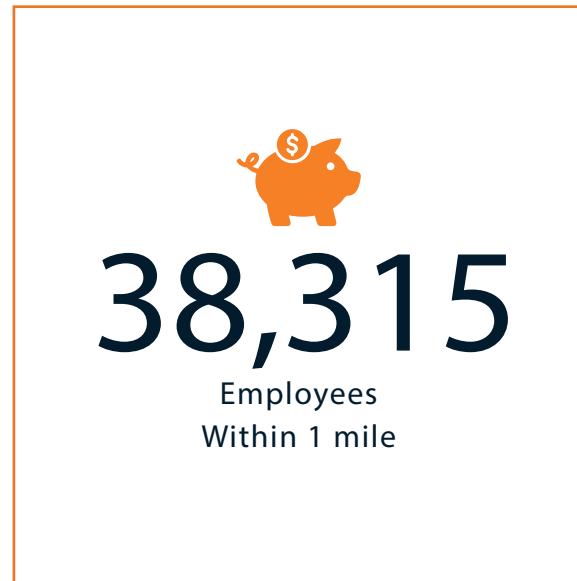
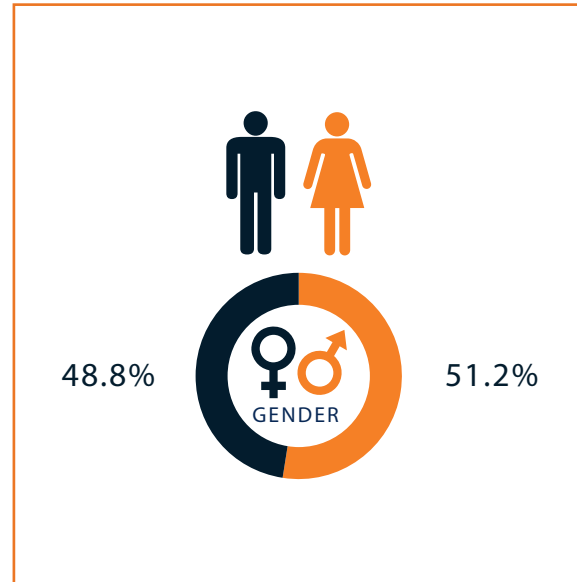
# METROPLEX GROWTH

## ECONOMY

Oil-field service companies maintain a sizable local presence despite recent job cuts. Frank's International, Island Operating Co., WHC, Schlumberger and Baker Hughes all maintain payrolls between 700 and 1,000 workers. Lafayette is home to Stuller, the world's largest jewelry and setting manufacturer. The company employs more than 1,200 people. Education and healthcare employment supported the metro's economy while the oil industry struggled. Lafayette General Health and Lafayette Parish School System account for a large portion of the jobs.



## DEMOGRAPHICS



# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Population	1,642	21,410	78,385
<b>2021 Estimate</b>			
Total Population	1,492	19,572	71,966
<b>2010 Census</b>			
Total Population	1,251	16,599	61,461
<b>2000 Census</b>			
Total Population	1,124	14,320	50,016
<b>Daytime Population</b>			
2021 Estimate	4,366	29,850	106,055
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Households	670	9,033	31,478
<b>2021 Estimate</b>			
Total Households	602	8,214	28,721
Average (Mean) Household Size	2.4	2.4	2.4
<b>2010 Census</b>			
Total Households	495	6,903	24,362
<b>2000 Census</b>			
Total Households	438	5,848	19,325

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2021 Estimate</b>			
\$200,000 or More	9.2%	7.0%	9.8%
\$150,000-\$199,999	5.6%	6.0%	7.6%
\$100,000-\$149,999	18.5%	17.0%	16.5%
\$75,000-\$99,999	13.8%	14.3%	13.1%
\$50,000-\$74,999	22.1%	18.2%	16.1%
\$35,000-\$49,999	7.6%	11.7%	10.2%
\$25,000-\$34,999	6.1%	9.1%	8.0%
\$15,000-\$24,999	10.2%	8.2%	8.2%
Under \$15,000	6.9%	8.6%	10.6%
Average Household Income	\$103,343	\$93,113	\$104,341
Median Household Income	\$71,407	\$67,582	\$70,464
Per Capita Income	\$41,796	\$39,186	\$41,940
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2021 Estimate Total Population	1,492	19,572	71,966
Under 20	26.0%	25.2%	26.0%
20 to 34 Years	22.1%	22.8%	22.8%
35 to 39 Years	9.0%	8.5%	7.7%
40 to 49 Years	13.6%	13.0%	12.2%
50 to 64 Years	19.6%	18.8%	18.0%
Age 65+	9.8%	11.7%	13.3%
Median Age	36.0	36.1	35.8
<b>Population 25+ by Education Level</b>			
2021 Estimate Population Age 25+	1,037	13,710	48,419
Elementary (0-8)	2.5%	2.1%	2.9%
Some High School (9-11)	4.5%	6.2%	5.2%
High School Graduate (12)	29.4%	29.9%	25.3%
Some College (13-15)	20.3%	22.4%	20.7%
Associate Degree Only	10.2%	5.7%	4.8%
Bachelor's Degree Only	27.2%	25.6%	28.8%
Graduate Degree	5.9%	8.0%	12.1%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	25.0	23.0	24.0

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