

Mission Critical Facility • 100% Leased • 10-Year NNN Lease to Shutterfly Inc. with 2.5% Annual Escalations • 237,000 SF • Dallas/Fort Worth, TX



Los Rios Blvd.

14th Street



JLL is pleased to exclusively offer the opportunity to acquire DFW’s Shutterfly Build-to-Suit (the “Property”), a 237,000-square foot industrial building that is leased to Shutterfly Inc. for 10 years on a NNN basis. The Property is located in one of the nation’s fastest growing markets, Plano, where numerous Fortune 500 companies have opened expansive regional campuses including Toyota, JPMorgan, Liberty Mutual and State Farm. The Property, located just one mile from President George Bush Turnpike (SH-161) (165,000 vehicles per day), is primed to take full advantage of its accessible location and access to skilled workers.

## BUILD-TO-SUIT INDUSTRIAL OPPORTUNITY

### Mission Critical Facility

- » One of four manufacturing & customer care facilities in the United States
- » Only facility in South-Central United States region

### High Barriers to Entry

- » Plano development has slowed recently with the previous 12-month building deliveries down 14% year over year
- » Shutterfly BTS is situated in an infill location close to residential neighborhoods
- » High submarket demand with occupancy staying above 93% each quarter since 2014

### Highly Desirable Last Mile Location

- » With a population over 250,000 and an average household income over \$110,000 within a 5-mile radius the Property is primed to take advantage of its convenient last mile location

### Access to Talented Workforce (Within 5-Mile Radius)

- » 257,262 population
- » \$113,346 average household income
- » 29.5% College Educated
- » \$254,574 Median Home Value

### Convenient Access to Major Highways

- » Less than 1 mile from the George Bush Turnpike (SH-161)
- » 2.5-miles to US-75

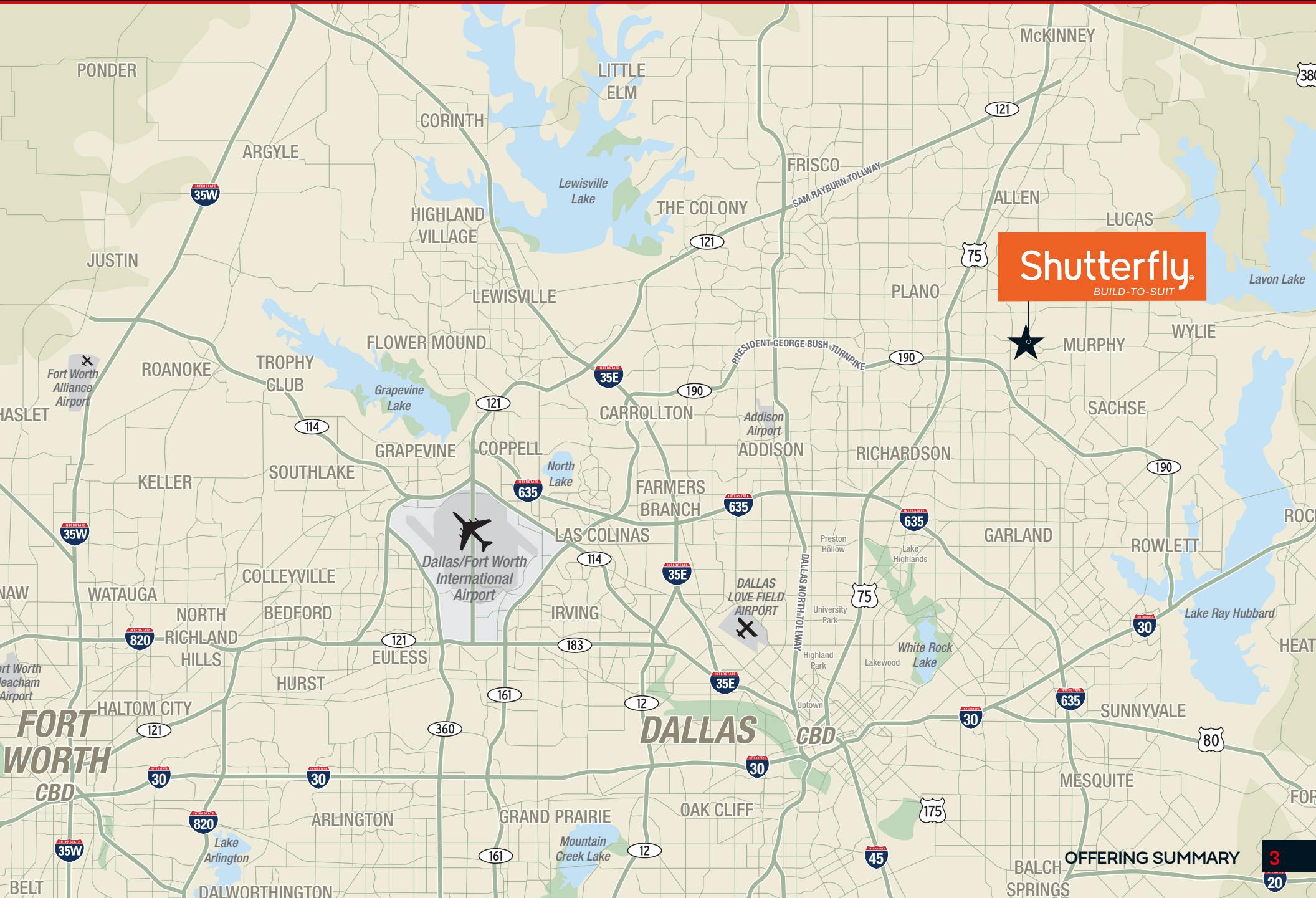
## PROPERTY OVERVIEW

PROPERTY ADDRESS	4012 14th Street Plano, TX 75074
YEAR BUILT	Est. Delivery January 2020
TOTAL BUILDING SIZE	237,000 SF, includes 30,000 SF Mezzanine
% LEASED	100%
LEASE TERM	10 Years
TENANT CREDIT	B
RENTAL RATE	\$10.60 PSF (2.5% Annual Escalations)
SITE AREA	13.49 acres
COVERAGE RATIO	40%
CLEAR HEIGHT	28' (Maximum)
TYPICAL COLUMN SPACING	50' X 50'
OFFICE FINISH-OUT	+/- 25%
WAREHOUSE HVAC FINISH	100%
TRUCK COURT	135'
CAR PARKING	635 Spaces 2.7:1000 SF
LOADING DOORS	Eleven (11) Dock High (9'x10') One (1) Drive-In (14'x16') Four (4) Trash/Recycle Doors
BUILDING DIMENSIONS	460' (depth) x 450' (width)



# LOCATION

# Shutterfly



OFFERING SUMMARY

3  
20



# TENANT OVERVIEW

Shutterfly, Inc. is a leading retailer and manufacturing platform for personalized products and communications. Founded in 1999, Shutterfly, Inc. has three divisions: Shutterfly Consumer, Lifetouch, and Shutterfly Business Solutions. Shutterfly Consumer and Lifetouch help consumers capture, preserve, and share life's important moments through professional and personal photography, and personalized products. The Shutterfly brand brings photos to life in photo books, gifts, home decor, and cards and stationery.

- » Mission Critical Location
  - > First and only facility in the South-Central United States region
  - > One of only four manufacturing and customer care operations facilities in the country
- » Manufacturing and customer care operations facility
- » 350+ anticipated employees at this location

## SHUTTERFLY INC. OVERVIEW

COMPANY TYPE:	Private
YEAR FOUNDED:	1999
HEADQUARTERS:	Redwood City, CA
MARKET CAP:	\$1.752 Billion
2018 REVENUE:	\$1.96 Billion
2018 NET INCOME:	\$50.4 Million
CURRENT EMPLOYEES:	7,094
DEBT RATING (STANDARD & POOR'S):	B
DEBT RATING (MOODY'S):	B2





## SHUTTERFLY BTS LOCATION DRIVERS

- » CITYLINE DEVELOPMENT – 186-acre mixed-use development with a tenant mix comprised of State Farm, Raytheon, AT&T, The University of Texas at Dallas, Blue Cross & Blue Shield, Cisco Systems, and Verizon Business.
- » PLANO CORPORATE PRESENCE – Bank of America, Toyota, Keurig Dr Pepper, PepsiCo, State Farm, Fannie Mae, JPMorgan Chase, Cigna, GEICO, AT&T, USAA, Raytheon, Capital One, Liberty Mutual
- » COLLIN CREEK MALL REDEVELOPMENT – \$1 billion plan to redevelop the mall into a mixed-use project consisting of 3,000 apartments, 500 townhomes, 450,000 square feet of retail space, and over 1 million square feet of office space.
- » INNOVATION DISTRICT – Over 25 million square feet of office space and over 130,000 jobs
- » THE UNIVERSITY OF TEXAS AT DALLAS – Current enrollment of 27,000 students



**Shutterfly**  
BUILD-TO-SUIT®

AVAILABLE 67,570 SF  
VACANT SHELL

### PROXIMITY TO MAJOR HIGHWAY

	Miles
Highway 161	0.9
Highway 75	2.4
Interstate 635	8.2
Dallas North Tollway	9.5
Interstate 30	13.5
Interstate 35	16.8





**INNOVATION DISTRICT**  
TEXAS INSTRUMENTS SAMSUNG  
REALPAGE metroPCS

**DFW** DALLAS FORT WORTH INTERNATIONAL AIRPORT  
30-Minutes

COLLIN CREEK MALL

**CITYLINE**  
186-Acre Mixed Use Development

PGBT TOLL

**State Farm**  
#36 on Fortune 500

UT DALLAS

75

**CISCO**  
#64 on Fortune 500

**Raytheon**  
#114 on Fortune 500

**Shutterfly**  
BUILD-TO-SUIT

**WITHIN 3 MILE RADIUS**  
+90,500 Population  
+\$126,000 Average Household Income

**Raytheon**  
#114 on Fortune 500

Los Rios Blvd.

AVAILABLE 67,570 SF VACANT SHELL

14th Street





## NATION LEADING INDUSTRIAL MARKET

Dallas/Fort Worth's strategic central location has driven one of the most impressive real estate markets in the United States. As such, the metro is home to some of the strongest industrial activity in the country, with consistently high occupancy and absorption, and well-supported rapid rent growth. The metro's industrial strength is attributable to its central location, business friendly environment, premier infrastructure, and highly skilled labor force.

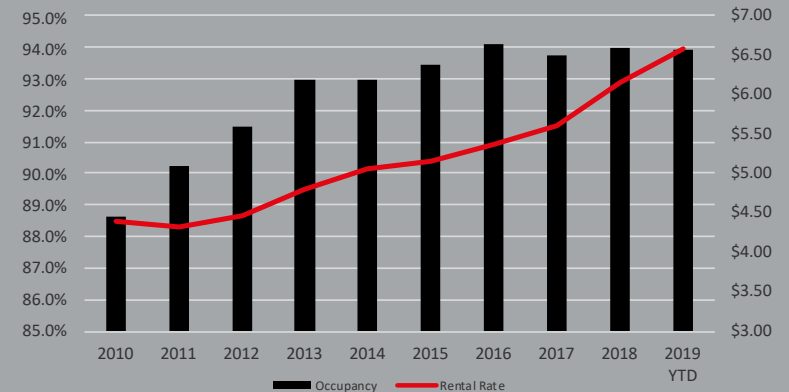
- » The Dallas/Fort Worth industrial market consists of 928.7 million square feet of industrial space that is 93.9% occupied, a 524-basis point increase since 2010.
- » The total industrial market ranked fourth in the country in net absorption in 2018 with a staggering 21.2 million square feet of positive net absorption.
- » Since 2010, the Dallas/Fort Worth total industrial market has absorbed over 166.9 million square feet, outpacing new construction deliveries by 21%.
- » Since 2010, average rental rates within the DFW industrial market have increased by more than 49% to a rate of \$6.56/SF.

## NORTHEAST DALLAS INDUSTRIAL MARKET

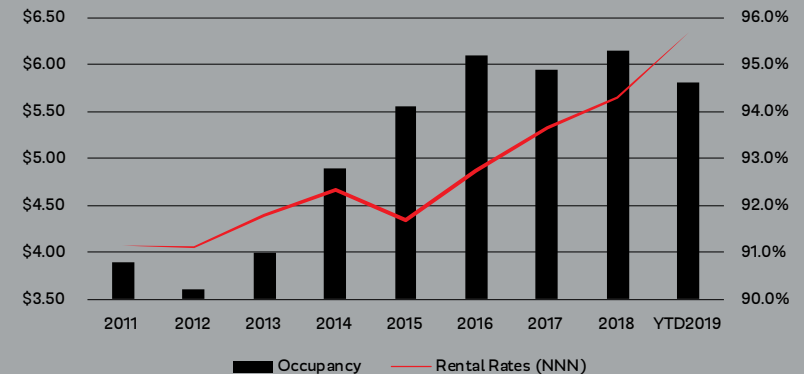
The Property's submarket, Northeast Dallas, has also seen astounding rental rate and occupancy growth in recent years. Two of the nation's fastest growing counties lie within the submarket. This has attracted tenants to the submarket due to access to a talented workforce. The Property has access to DFW International Airport and I-30 via the President George Bush Turnpike.

- » The Northeast Dallas industrial submarket consists of 122.9 million square feet of industrial space, the second largest industrial submarket in the metroplex. Out of largest eleven industrial markets in Dallas/Fort Worth, the Northeast Dallas submarket has the second highest rental rate.
- » The submarket has seen substantial rent growth over the past few years – since 2015, rental rates have increased 45% while still maintaining an occupancy greater than 93% over that period.
- » Over the same period, the submarket has absorbed 10.7 million square feet, out-pacing the 9.6 million square feet delivered.

DFW OCCUPANCY VS. RENTAL RATE



DFW ABSORPTION VS. DELIVERIES





\*Building A (67,570 SF) available for purchase





Unemployment rate of 3.3%, adding over 115,800 jobs in the last 12 months

Number one in projected population growth with more than 610,500 projected new residents by 2024.

ULI and PWC named the DFW metroplex as the top market in the country for overall real estate growth, prospects, and liquidity.

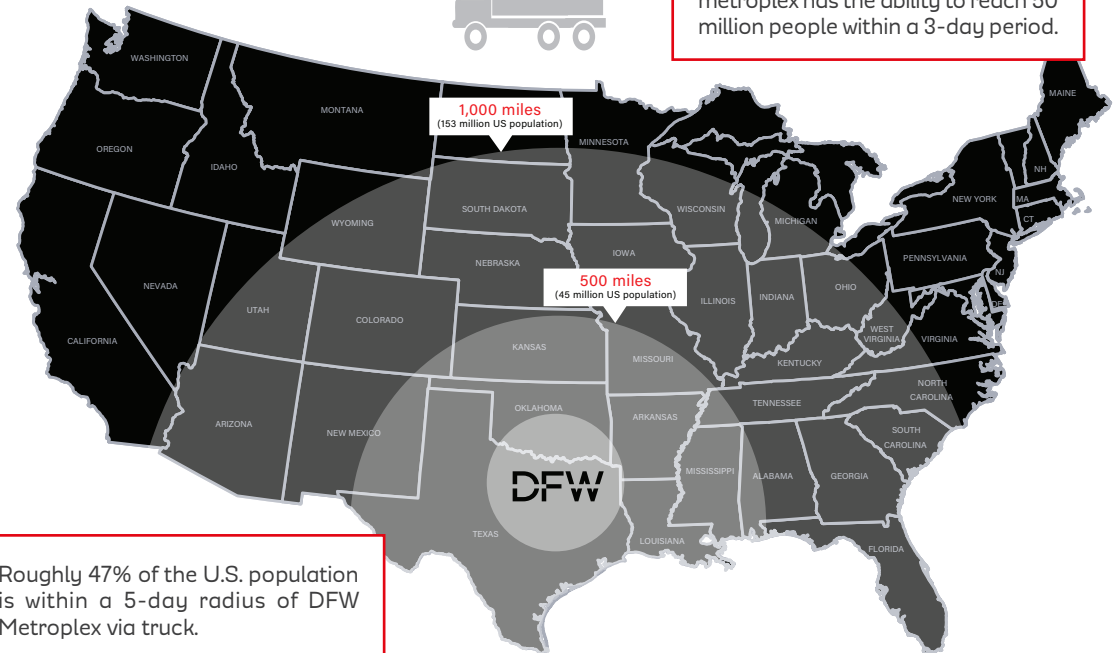
One of the largest concentrations of corporate headquarters in the country with 144 corporate relocations to DFW since 2010.

Forbes recently ranked Texas #1 in Economic Climate out of all 50 states.

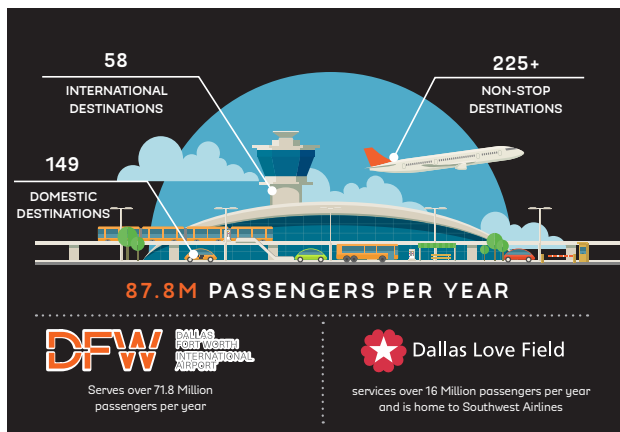
## FREIGHT CAPABILITIES



Freight cargo leaving the DFW metroplex has the ability to reach 50 million people within a 3-day period.



Roughly 47% of the U.S. population is within a 5-day radius of DFW Metroplex via truck.

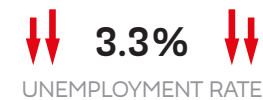


## BUSINESS ENVIRONMENT



#1 in Economic Climate

**Forbes**



**2<sup>nd</sup>** LARGEST WORKFORCE IN AMERICA

**185** Companies ranked in the INC. 5000 fastest-growing private companies that call Dallas/Fort Worth home.

**0%**

STATE & LOCAL INCOME TAX RATE

**8,010,700**

Projected population of the region by 2022



## ADDITIONAL INFORMATION

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