

# MARKET AND MAIN

Shopping, Dining, Offices, Entertainment, Wellness  
LEASING BROCHURE

# MARKET AND MAIN

BEDFORD, NEW HAMPSHIRE



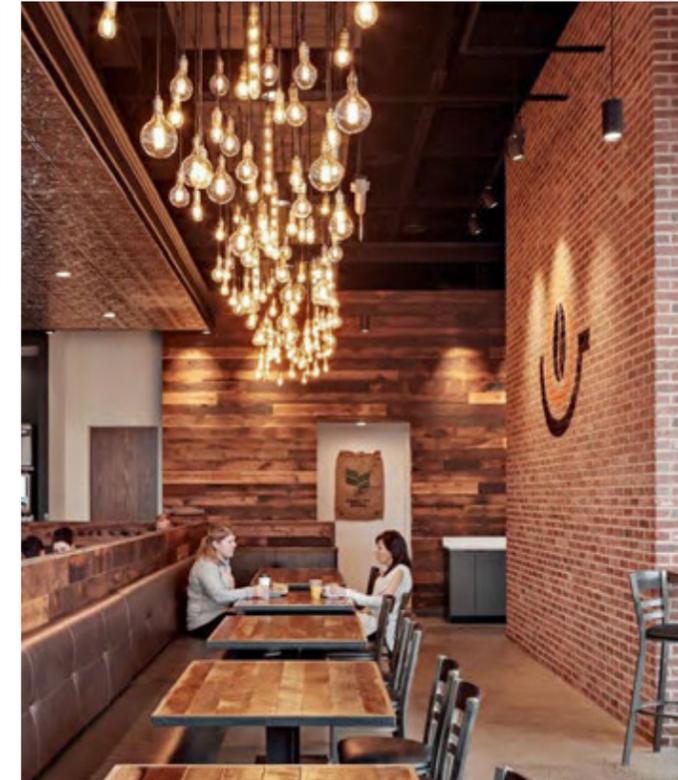
shopping | dining | office | entertainment | wellness

# WELCOME

TO MARKET AND MAIN



Market and Main is a 16+ acre high-density Class A mixed-use development located in the town of Bedford, New Hampshire. The development will consist of fashion, recreation, fitness, dining, and office space conveniently located on South River Road, in the heart of New Hampshire's retail and business hub. The new Whole Foods, contiguous to this site, opened in the spring of 2017, while Trader Joe's and Friendly Toast are set to open in the spring of 2019.



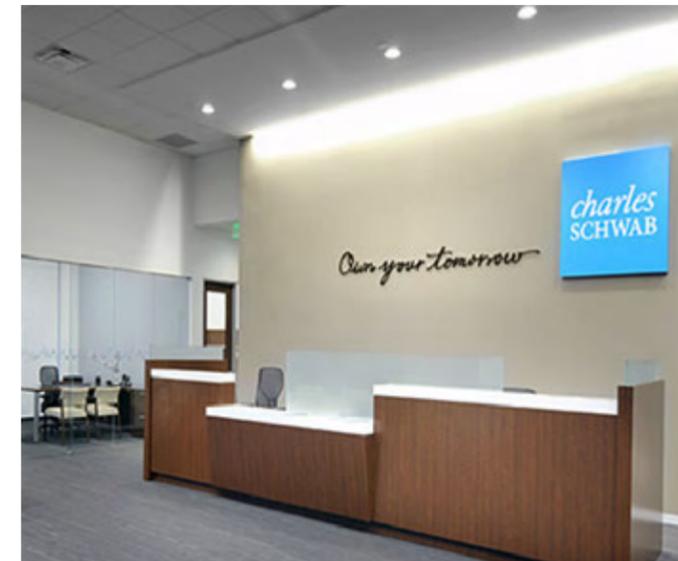
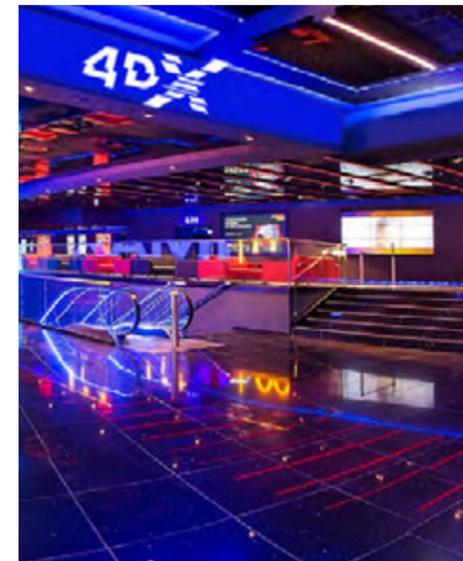
Ranked #2 School District in the U.S.  
- *Forbes Magazine 2013*

Voted One of the "Best Places to Live 2015"  
- *Money Magazine 2015*

Ranked #8 for Fastest Growing City in America  
- *WalletHub 2016*

Ranked #2 Best Real Estate Market in the U.S.  
- *WalletHub 2016*

#5 on The 10 Most Successful Cities in America  
- *Zippia.com 2016*





RETAIL TENANT

ATHLETA

REGAL

TRADER JOE'S

## NEW ENGLAND STYLE PLACEMAKING

The success of a streetscape shopping, dining and entertaining complex is in its layers. From lush landscaping to carefully crafted building details, to plentiful public amenities, to enduring materials, Market and Main is defined by high standards. Market and Main is a collection of buildings designed as a contemporary expression of traditional retail architecture. Individual retail and restaurant identities enliven the buildings to form a cohesive and exciting whole. Market and Main will be grounded in many of New England's historic traditions that are familiar and comfortable, while simultaneously being combined with a contemporary approach to design that is expressive, fun and eclectic. Market and Main - the name is descriptive of what this place is. Main, a place to be and see. Market, a place to shop and enjoy. The two combined let know where you are and why you are there.



## GROUND FLOOR PLAN

A place to see and be seen, spend time with friends, and interact with strangers.



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PRESSED  
CAFE

AVAILABLE

CARRABBA'S  
ITALIAN GRILL

## IDENTITY AND IMAGE

Market and Main will be constructed with a selection of enduring materials. Brick, granite, stone-like cast masonry, painted wood and metal in a palette of authentic materials and historic colors, reflecting both the past and the present. Certain architectural details are repeated throughout the center, visually connecting the site as a whole. A variety of materials at the storefronts add texture and detail to the sidewalk experience. Professional, eye-catching glazed displays effortlessly promote the tenant's image. At night the street remains lit and lively. Colorful awnings and canopies extend past the facade, enhance and shelter the experience of the shopper on the sidewalk, and invite the customer in. Seated outdoor patio areas blend the interior with the exterior. A variety of sign types with guidance from our signage standards ensures high quality while allowing tenants to tell their story. A holistically coordinated signage and a directory program with a distinct color palette further enlivens the streetscape. People go where people are. People stay where they are comfortable and feel welcome.



## UPPER FLOOR PLAN

“The success of a streetscape shopping, dining and entertaining complex is in its layers.”



Pressed Cafe



Whole Foods (Open)



Trader Joe's (Open)

### TRANSFORMATION & GREAT ANCHORS

Like much of southeastern New Hampshire, Bedford has grown rapidly over the last few decades, and it is expected to continue expanding for several more years. With this knowledge in mind, a master plan for a pedestrian-oriented, mixed-use center was created for this beautiful town. Residents witnessed the removal of an old shopping development as the Market and Main concept began to take root. Anchored by a cinema, a high-end recreational equipment retailer, a variety of restaurants, hotel and office space, it is becoming a true mixed-use center. Market and Main will become what many have wanted: a place to work, a place to shop, a place to dine, and a place to enjoy with friends.



Carrabba's Italian Grill (Open)



Friendly Toast (Open)

## AREA DEMOGRAPHICS

“A satisfied customer is the best business strategy of all.” - Michael LeBoeuf

## DISPOSABLE INCOME

New Hampshire's household disposable income is the highest in the country.\*

## MEDIAN HOUSEHOLD INCOME

New Hampshire's median household income of \$71,322 is the highest in the country.\*\*

## RETAIL BENEFITS

Retail businesses benefit from proximity to Maine, Vermont, Massachusetts, Connecticut, and Canada as residents shop in New Hampshire to benefit from the lack of sales tax.\*\*\*

## TAX BURDEN

New Hampshire offers one of the lowest tax burdens as a percentage of gross income in the country.\*\*\*\*

## LOWEST PERCENTAGE OF POVERTY

New Hampshire has the lowest percentage of residents and children living in poverty in the country.

## FREE TRADE ZONES

New Hampshire offers five Free Trade Zones, including those at Manchester Airport and the Port of New Hampshire.

## FERTILE BUSINESS CLIMATE

Early FSP movers have taken advantage of the tremendous business climate in NH by starting a number of successful businesses, including bars/restaurants, a microbrewery, alternative currencies, construction companies, HVAC contractor/reseller, real estate practice, freedom-oriented bookstore, computer consulting, web hosting, radio/TV shows, and non-profit organizations.

## SMALL BUSINESS

New Hampshire is friendly to small businesses and entrepreneurs. New Hampshire is frequently among the top 5 in nationwide rankings of business-friendly states.

## CHEAPEST CITIES TO LIVE IN

The Manchester-Nashua metro area ranks 1st on the Forbes List of America's 100 Cheapest Places To Live.

## NEW HAMPSHIRE JOB MARKET

New Hampshire has one of the lowest unemployment rates out of 372 metropolitan areas in the U.S. and thus is among the "30 Best Markets to Find a Job."

## HOUSING

New Hampshire is the best state to find a home, based on housing availability and housing affordability.

\* <https://freestateproject.org/about/101-reasons-move-new-hampshire>

\*\*<http://www.advisorperspectives.com/dshort/updates/Household-Incomes-by-State.php>

\*\*\* <http://www.dailyfinance.com/2013/05/05/the-5-states-with-no-sales-tax/>

\*\*\*\*<https://freestateproject.org/about/101-reasons-move-new-hampshire>



**Building B Inspiration**



**Streetscape Inspiration**



**Streetscape Inspiration**

# REASONS TO DO BUSINESS IN BEDFORD, NH

Household disposable income and median household income is the highest in the country.



REGAL

the Friendly Toast

REGAL



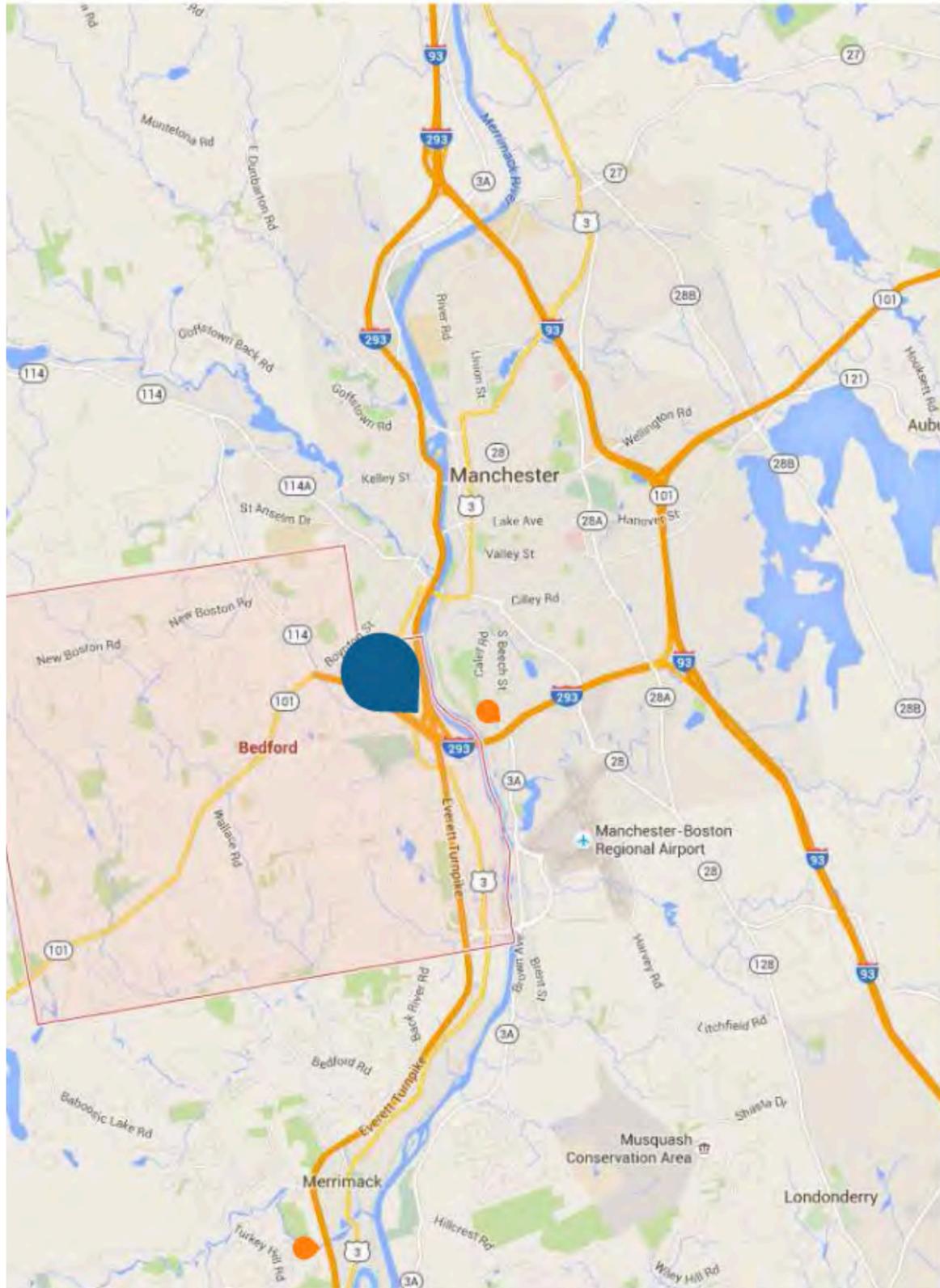
**TRADER  
JOE'S**



ATHLETA

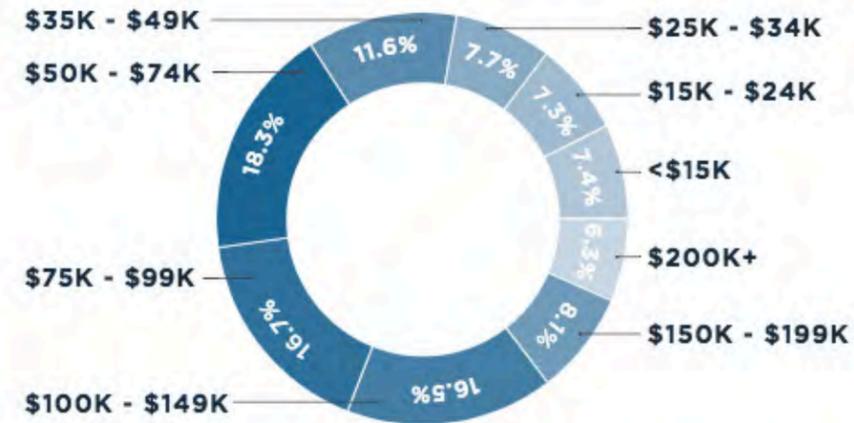
**SHOPPING**





SUMMARY	Census 2010	2015	2020
Population	540,608	550,400	563,544
Households	209,015	214,524	220,279
Families	140,625	143,624	147,042
Average Household Size	2.54	2.52	2.51
Owner Occupied Housing Units	140,909	141,218	145,059
Renter Occupied Housing Units	68,106	73,306	75,220
Median Age	39.4	40.5	

### 2015 HOUSEHOLD INCOME



### TRENDS 2015-2020



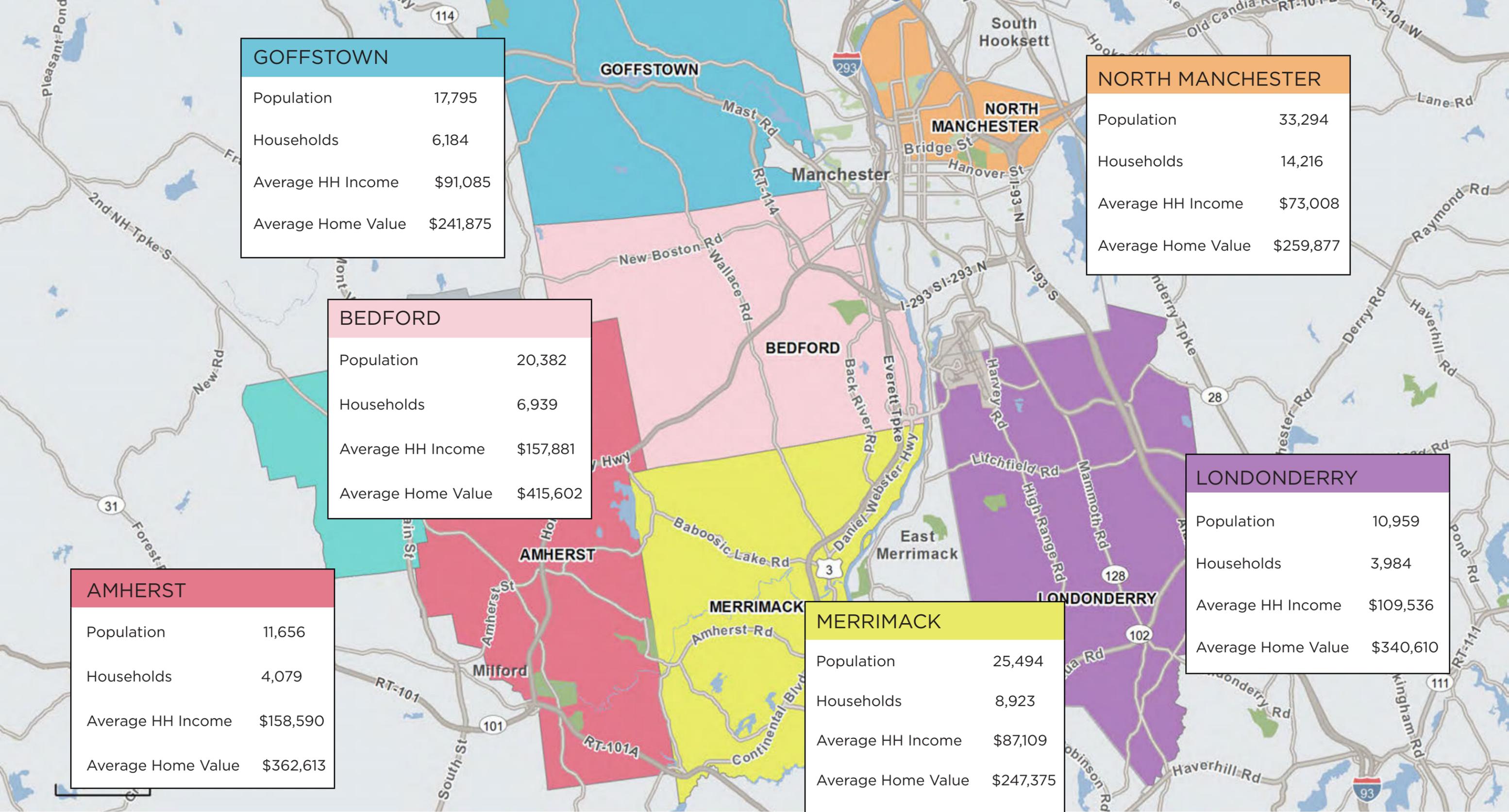
# AREA DEMOGRAPHICS

“What attracts people most, it would appear, is other people.” - William Whyte



AVAILABLE

HO



# AREA DEMOGRAPHICS

“You have everything you need to build something far bigger than yourself.” - Seth Godin





**PRESSED**  
CAFE

# DINING



the  
**Friendly Toast**





## CONCEPT PLAN VIEW

“Don't be afraid to give up the good to go for the great.” - John D. Rockefeller

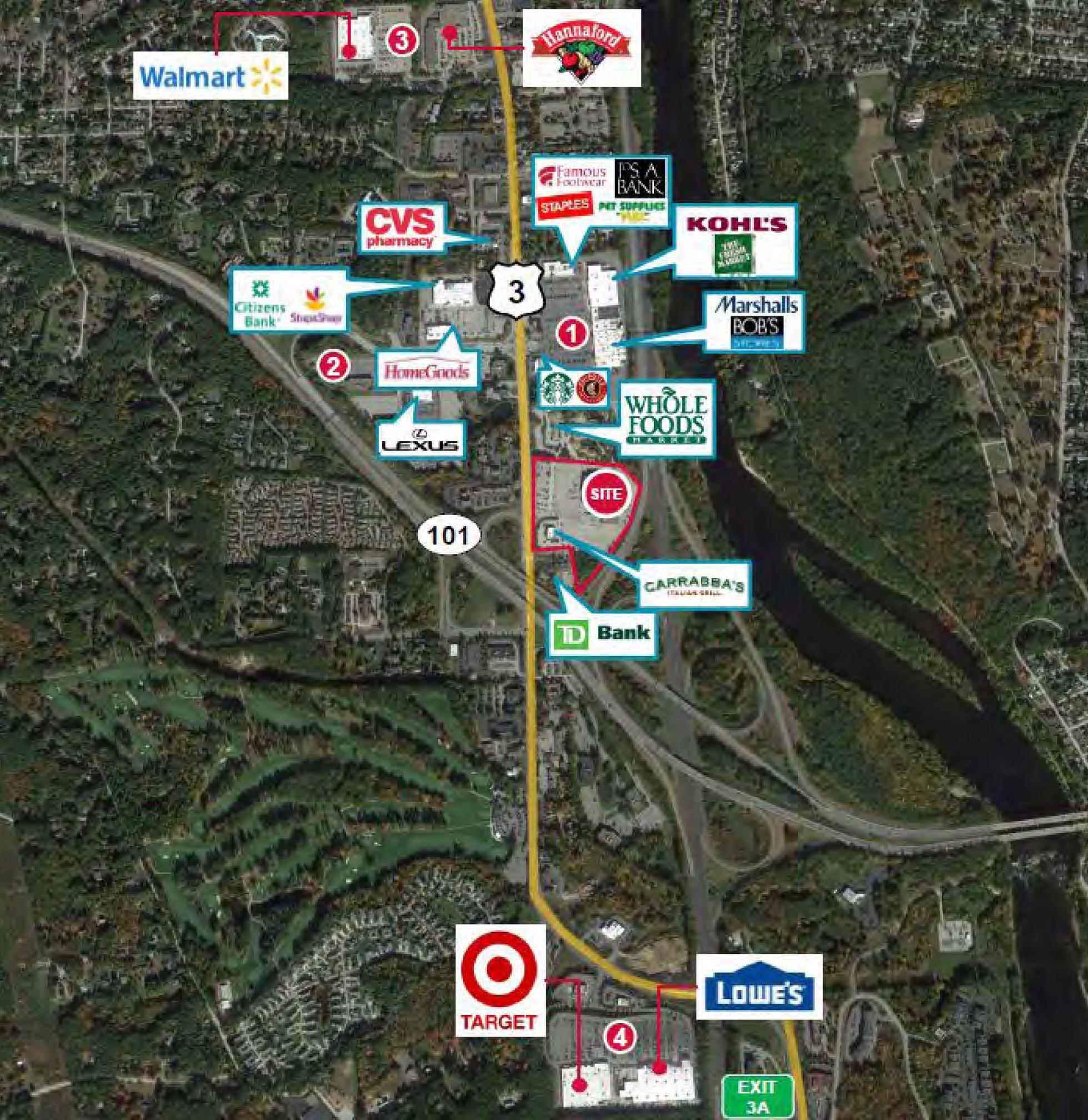
# PROJECT OVERVIEW

- Most visible location in New Hampshire with exposure to over 200,000 vehicles per day
- Most affluent town in New Hampshire with \$160K Average HH Income
- Highly accessible from all directions
- Close proximity to Manchester's South Willow Street Shopping District and Manchester Regional Airport
- Adjacent to Whole Foods which opened in Spring 2016



**THE SITE**  
Current Construction





## AREA RETAILERS

1 - *The Shoppes at Bedford Mall*  
 73 South River Road  
 GLA: 263,789  
 Tenants: Kohl's, The Fresh Market, Marshalls  
 Distance: 0.1 Mile

2 - *Bedford Shopping Center*  
 7 Kilton Road  
 GLA: 97,000  
 Tenants: HomeGoods, Hannaford Supermarket  
 Distance: 0.1 Mile

3 - *Bedford Grove*  
 3-5 Colby Court  
 GLA: 216,941  
 Tenants: Walmart  
 Distance: 0.8 Mile

4 - *Bedford Highlands*  
 22 South River Road  
 GLA: 300,000  
 Tenants: Target  
 Distance: 2.5 Miles



# ENTERTAINMENT





Variety of Textures



Eye-catching Displays

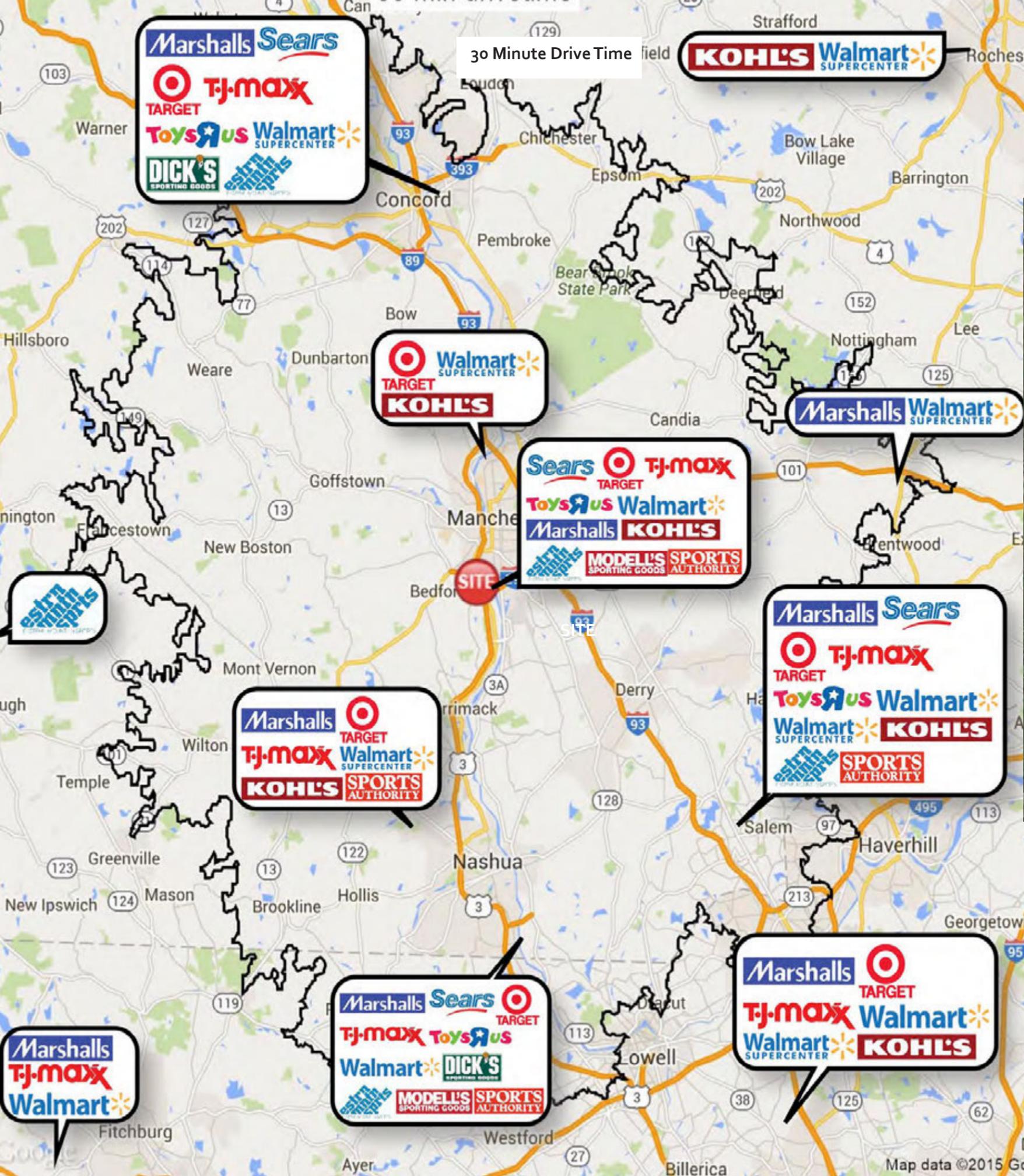


Seated Outdoor Patio Areas

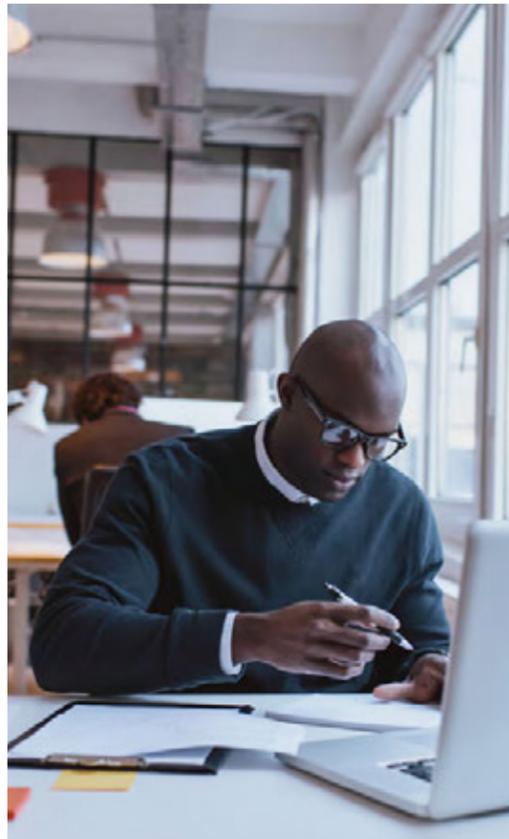
## TRAFFIC COUNTS

“ It is a true mixed use center. Market and Main will become what many have wanted.”

# REGIONAL RETAILERS



*Retail businesses benefit from proximity to Maine, Vermont, Massachusetts, Connecticut, and Canada as residents shop in New Hampshire to benefit from the lack of sales tax.*



# OFFICE

*charles* SCHWAB





## RETAIL BUILDING CONCEPT

“Quality is the best business plan.” - John Lasseter



## HIGHWAY PERSPECTIVE / OFFICE

“A business has to be involving, it has to be fun, and it has to exercise your creative instincts.”





## RESTAURANT CONCEPT

“If you can dream it, you can do it.” - Walt Disney



# WELLNESS



## MAIN STREET PERSPECTIVE

“Believe you can and you’re halfway there.” - Theodore Roosevelt



**Nic Barber | President, Encore Commercial**

Nic Barber joined Encore in 2000 as the director of development and acquisitions and has quickly become a key member of the executive management team. He has been responsible for many facets of Encore's real estate transaction operations, including management of the day-to-day sourcing of all of the company's future acquisition and development projects as well as overseeing Encore's financial analyst staffing and presenting projects for approval to the investment committee and board of directors. He has also been responsible for overseeing the due diligence, pre-development, acquisition and development processes, and assisting with sourcing and structuring of new debt and equity for approved projects. Since joining Encore, Mr. Barber has successfully closed over \$1.3 billion of real estate underwriting, negotiating, financing, and development transactions. In January 2008, Mr. Barber was named president of Encore's newly formed Retail division. In this role, he focuses on continuing the company's management philosophies to lead a dynamic portfolio growth strategy of developing and acquiring profitable retail properties. His experience in closing complicated real estate transactions with Encore Enterprises provides an added advantage in determining the proper deal structure and analyzing financing options that are available in the marketplace.



**Mike Nelson | Vice President and Director of Leasing, Encore Commercial**

Mike Nelson has over 25 years of commercial real estate experience and has a successful record of maximizing asset value for developers, owners and third party management firms. Mr. Nelson uses a consultive approach, emphasizing the development and implementation of a marketing and business plan for each asset as well as measuring performance for effective results-based management of the lease-up process, tenant retention, and value add strategies. Prior to joining Encore Retail, LLC, Mr. Nelson was the managing director for RM Crowe where he sourced new leasing and management assignments and focused on real estate solutions for national and international investors in the Southwest region. Prior to assuming leadership of this new division, Mr. Nelson was the chief operating officer of RM Crowe for five years where he was responsible for all aspects of operations, leasing, construction, client/lender relationships and investment research for 5.3 million square feet of commercial property across a multi-state region.



**Dwayne Rash | President, Encore Construction**

Dwayne Rash oversees all construction management for Encore. Mr. Rash has over 22 years of commercial and industrial construction experience ranging from project superintendent to president of operations. He is a licensed general contractor in all states where Encore currently conducts business. Mr. Rash is an experienced construction professional who has supervised the construction of over 10 million square feet of commercial and industrial projects including hotels, office buildings, electronics and semiconductor plants, telecommunications facilities, and distribution centers. He has served in the capacities of field superintendent, resident manager, construction manager, and vice president of construction operations and has successfully managed budgets for projects ranging from under \$1 million to \$200 million. Mr. Rash majored in business administration at Louisiana State University. He has also taken specialized courses in construction estimating, industrial management, and OSHA certification.



**Terry Robinson | Senior Construction Manager, Encore Construction**

As Senior Construction Manager, Terry Robinson will have oversight of this project. Mr. Robinson has over 17 years of commercial, residential and real estate development experience. His background includes design and construction management of large commercial projects including office, multifamily, restaurant, and retail space. He has served in the capacities of Field Superintendent, Project Manager, and Vice President and General Manger. Mr. Robinson is a graduate of the University of Mississippi, and is a licensed contractor in the state of Mississippi.



**Amy Dunaway | Director of Marketing, Encore Enterprises**

Amy Dunaway oversees all marketing, public relations, and communications for Encore Enterprises and its divisions. She has more than 10 years of marketing experience, including five years in the area of commercial real estate development. Ms. Dunaway has a strong background in the execution and management of corporate branding, public relations, corporate communications, graphic and web design, social media, search engine optimization, and event planning. Previously, Ms. Dunaway served for two years as the marketing manager of Garfield Traub Development, a Dallas-based commercial real estate development company. She served as the company's primary person responsible for various marketing tasks such as proposal creation and submission, internal and external communications, public relations, and overall marketing planning and implementation.

# EXECUTIVE BIOS

“Leadership is the challenge to be something more than average.” - Jim Rohn



## RETAIL



### **Ted Chryssicas | Executive Managing Director, Newmark Grubb Knight Frank**

Ted Chryssicas joined Newmark Grubb Knight Frank as an executive managing director in 2015, bringing with him a wealth of knowledge from nearly 30 years in the retail industry. Mr. Chryssicas has represented numerous national, regional and local tenants and landlords in the leasing, acquisition and disposition of retail space throughout eastern New England. He has completed more than 1,500 lease and sale assignments not only within the Boston metropolitan area but in 33 states across the country, for clients as small as Peet's Coffee and as large as IKEA. Additionally, Mr. Chryssicas has significant development experience that includes the permitting, design, construction and leasing of many lifestyle centers including Brookside Shops in Acton, Massachusetts, and Eaglewood Shops in North Andover, Massachusetts. Prior to joining Newmark Grubb Knight Frank, Mr. Chryssicas worked at Colliers International, where he headed the Retail Services team and became a shareholder in 2004. He previously was a retail specialist for CB Richard Ellis Group in Boston and a leasing manager for Bierbrier Realty Development in Lexington, Massachusetts.



### **Todd Alexander | Managing Director, Newmark Grubb Knight Frank**

Todd Alexander joined Newmark Grubb Knight Frank in 2015 as a managing director with the firm's Boston-based retail services team. Mr. Alexander previously was a vice president at Colliers International's brokerage group, where he focused on leasing, financial analysis and strategic planning for clients within the Boston metropolitan area and throughout the United States. Prior to Colliers International, Mr. Alexander was an asset manager with Carruth Capital in Westborough, Massachusetts, where he managed a portfolio of 1.2 million square feet and was responsible for leasing, construction and property management. Mr. Alexander was also a senior acquisitions analyst for more than seven years at Fidelity Investments, where he was involved in property acquisitions as well as negotiating new leases, expansions and renewals for Fidelity's field offices and Retail Investor Centers.

## HOTEL



### **Shane Vahey | Director of Real Estate, New England Hotel Realty**

As a Director of Real Estate, Shane Vahey brings an extensive and comprehensive knowledge of both transactional and consultative real estate to New England Hotel Realty. He has over 15 years of experience effectively representing sellers throughout the Northeast and is a trusted real estate advisor to many investment groups as well as individual investors. Mr. Vahey can assist those thinking about selling, by providing a customized suite of market-based analytical reports for their decision-making. He will also provide a complimentary opinion of value estimating what your hotel might bring in today's marketplace and assist in developing a strategic disposition plan. Mr. Vahey will introduce your investment opportunity to NEHR's roster of New England and Mid-Atlantic investors. Mr. Vahey also assists those looking to purchase a hospitality investment property by presenting NEHR's extensive roster of hotels available for sale, or in locating additional properties that fulfill a buyer's exact specifications.

## OFFICE



### **James Lipscomb | Executive Vice President, Jones Lang LaSalle**

Jamey Lipscomb joined JLL in February of 2018. Serving as Executive Vice President on the Boston North advisory team, his primary expertise is the representation of tenants and landlords on real estate related matters throughout Greater Boston with an emphasis north of the city. Prior to joining JLL, Jamey served as a Partner at Transwestern/Richards Barry Joyce & Partners where he spent 15 years representing both landlords and tenants in a variety of leasing and sale assignments.



### **Brian Tisbert | Managing Director, Jones Lang LaSalle**

Brian Tisbert is a Managing Director within the Boston North advisory team, specializing in representing tenants in the Greater Boston Area. Brian specializes in assisting users and owners in the leasing and sale of real estate. Prior to joining JLL in 2012, Brian was Vice President at Colliers International and Vice President at Brookwood Financial Partners, a boutique private real estate equity firm.



### **Deane Navaroli | Principal, William & Reeves**

Deane W. Navaroli, Principal of William & Reeves has enjoyed more than 29 years in commercial real estate in varying capacities and disciplines. Specializing in asset management services and brokerage, his core competencies including asset evaluation and analysis and the representation of investors, tenants and landlords of industrial, office and retail real estate. Prior to founding William & Reeves, Deane served as Vice President of Asset Management for NPV Direct Invest, a Boston based 1031 Tenant-in-Common (TIC) sponsor, responsible for the asset management and general oversight of real estate operations for the

22 asset, 3.9 million square foot office, industrial and warehouse portfolio located throughout the Northeast and Mid-Atlantic states.

# EXECUTIVE BIOS

“The truth is that teamwork is at the heart of great achievement.” - John C. Maxwell





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