

CONFIDENTIAL
OFFERING MEMORANDUM

HANCOCK WHITNEY BANK

329 WEST PONT DES MOUTON
LAFAYETTE, LA

OCTOBER 2023

stirling
INVESTMENT ADVISORS



HANCOCK WHITNEY BANK

329 WEST PONT DES MOUTON LAFAYETTE, LA

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DISCLAIMER /
CONFIDENTIALITY

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/ EXECUTIVE SUMMARY /

TRANSACTION SUMMARY

Purchase Price	\$3,023,402
Cap Rate	6.10%
Net Operating Income (NOI)	\$184,428

LEASE SUMMARY

Tenant	Hancock Whitney Bank (Nasdaq: HWC)
Lease Type	NNN
Landlord Responsibilities	Roof & Structure
Initial Lease Term	15 Years
Rent Commencement	November 13, 2018
Lease Expiration	November 13, 2033
Options to Renew	Two, 5-Year

Rent Increases

In year 11 and in every option period thereafter, rent will increase by CPI with a cap of 3%

PROPERTY SPECIFICATIONS

Location	329 W. Pont Des Mouton Rd. Lafayette, LA
Building Size	1,829 SF
Land Size	1.49 Acres
Year Built	2018



West of I-49, this location averages more than 11,800 vehicles per day. The property has excellent visibility with two points ingress/egress.



Property located in front 125 acre Traditional Neighborhood Development, The Reserve at Couret Farms.



Located among other national tenants including Target, Academy Sports + Outdoors, Ross Dress for Less, PetCo, Walgreens, and Planet Fitness.



More than 75,000 residents and 50,000 employees support the trade area.

/ABOUT THE TENANT/



PROPERTY SUMMARY

Hancock Whitney Corp. (HWC) operates as a bank holding company, which engages in the provision of financial services (personal & commercial). It also offers trust and investment management services to retirement plans, corporations, individuals, brokerage services, annuity products, life insurance, general insurance and agency services, including life, title insurance and consumer financing service.

Founded: 1899

Headquartered: Gulfport, MS

Locations: 237 in MS, AL, LA, FL, & TX

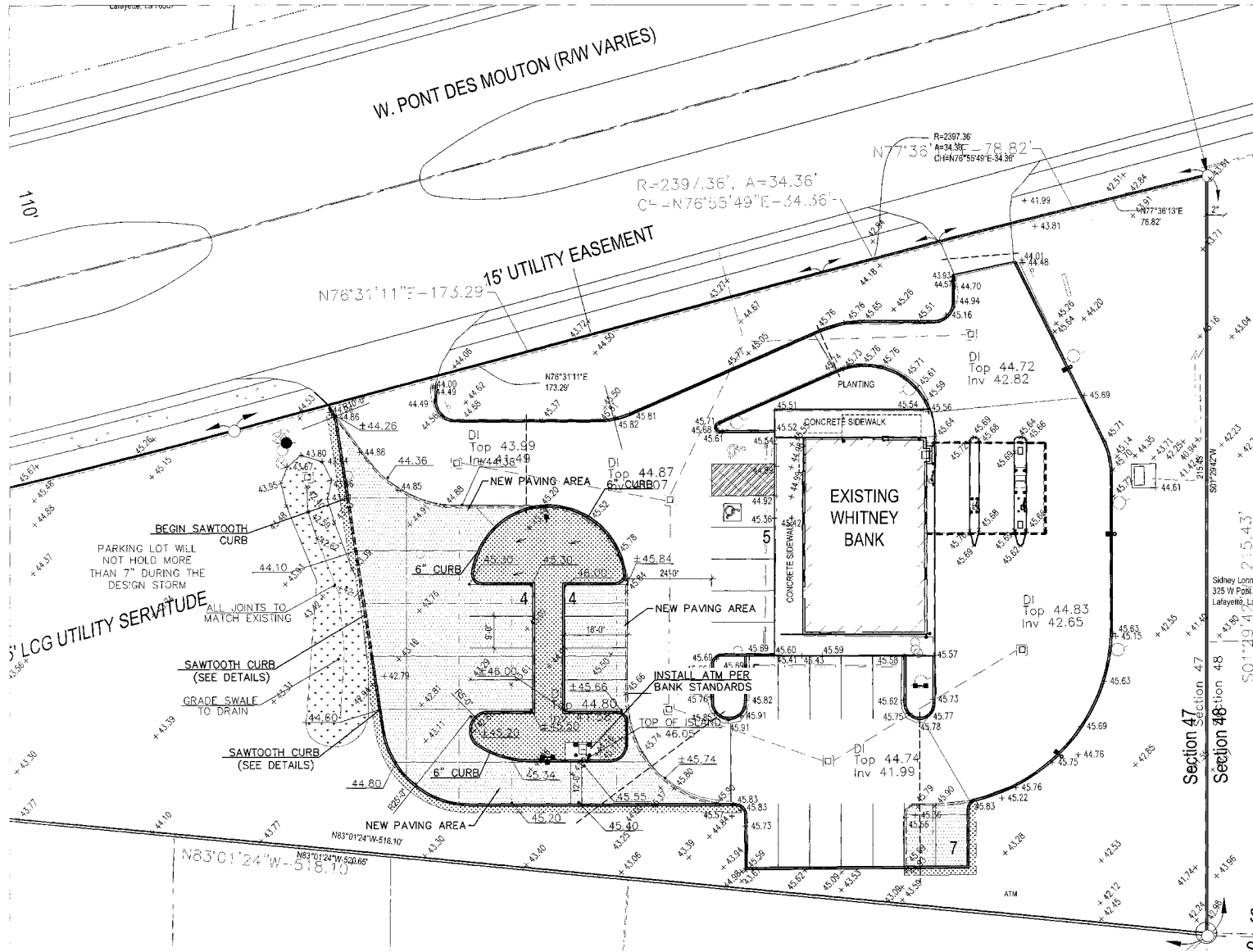
Employees: 3,627

Anticipated Revenue 2023: \$1.47 B

Nasdaq: HWC

/PROPERTY SUMMARY/

SITE PLAN



- LEGEND**
- PROPOSED SAWTOOTH CURB
 - PROPOSED SAWCUT
 - 36" 4000 PSI REINFORCED CONCRETE PAVEMENT ON SCARIFY AND COMPACTED SUBGRADE TO 95% MODIFIED PROCTOR TEST
 - 6" 3000 PSI REINFORCED CONCRETE PAVEMENT ON SCARIFY AND COMPACTED SUBGRADE TO 95% MODIFIED PROCTOR TEST
 - PROPOSED SODDING
 - PROPOSED SWALE TO MEET GREEN INFRASTRUCTURE REQUIREMENTS



/ AREA OVERVIEW /



ADT 2022
11,883

ADT 2022
84,581

Stirling Lafayette Shopping Center

- target
- ROSS DRESS FOR LESS
- Chick-fil-A
- CVS pharmacy
- petco
- McDonald's
- Academy SPORTS + OUTFITTERS

6 BAYMONT
LAQUINTA
Howard Johnson BY WYNDHAM

BW | Best Western Hotels & Resorts | Fairfield BY HAMMOTT | Quality | WAFFLE HOUSE

77 HANCOCK WHITNEY BANK

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/ AREA OVERVIEW /

2023 DEMOGRAPHICS

5 MINUTE DRIVE-TIME

10 MINUTE DRIVE-TIME

15 MINUTE DRIVE-TIME

KEY FACTS

 **16,816**
POPULATION

35.5
MEDIAN AGE

 **58,322**
POPULATION

36.4
MEDIAN AGE

 **97,929**
POPULATION

36.5
MEDIAN AGE

 **6,748**
HOUSEHOLDS

\$67,386
MEDIAN HOUSEHOLD
INCOME


 **23,030**
HOUSEHOLDS

\$64,505
MEDIAN HOUSEHOLD
INCOME


 **40,160**
HOUSEHOLDS


\$69,992
MEDIAN HOUSEHOLD
INCOME


EDUCATION


 **41.4%**
HIGH SCHOOL
GRADUATE


 **20%**
SOME
COLLEGE


 **18.8%**
BACHELOR'S/GRAD/
PROF DEGREE


 **37.6%**
HIGH SCHOOL
GRADUATE

 **18.7%**
SOME
COLLEGE

 **21.1%**
BACHELOR'S/GRAD/
PROF DEGREE

 **34.5%**
HIGH SCHOOL
GRADUATE

 **18.6%**
SOME
COLLEGE

 **25.9%**
BACHELOR'S/GRAD/
PROF DEGREE

BUSINESS

 **725**
TOTAL
BUSINESSES

 **7,091**
TOTAL EMPLOYEES

 **3,044**
TOTAL
BUSINESSES

 **28,325**
TOTAL EMPLOYEES

 **6,434**
TOTAL
BUSINESSES

 **66,506**
TOTAL EMPLOYEES

/ AREA OVERVIEW /

LAFAYETTE ECONOMIC HIGHLIGHTS

The region's legendary joie de vivre and Cajun and Creole cultures are known around the globe, creating a unique environment for work and play. But Lafayette is also home to a world-class workforce, an integrated transportation network, a diversified business base, preeminent high-tech infrastructure, and a metropolitan appeal.

The intersection of Interstates 10 and 49 is a strategic advantage in transportation and accessibility into and out of the parish. Additionally, Lafayette can be easily reached by the Union Pacific and Burlington Northern Santa Fe Railways, the Lafayette Regional Airport, and the Intercoastal Waterway. The ports of West St. Mary, Vermilion, Iberia, Greater Baton Rouge and the Twin Parish Port are also within 50 miles of Lafayette.

The Lafayette MSA has a civilian labor force of more than 248,000 individuals. A highly educated workforce is emerging as more students are enrolling and graduating from Louisiana's second-largest college, University of Louisiana at Lafayette and well as local community colleges.

Local museums, community events, and festivals provide modern-day arts and culture with a southern flair. The subtropical climate of the "Sportsman's Paradise" is enjoyable in dozens of parks and recreational facilities around Lafayette Parish. Lafayette serves as a hospitable, safe and family-friendly center for retail, education, recreation, and health care.



DOWNTOWN LAFAYETTE, LA



UNIVERSITY OF LOUISIANA AT LAFAYETTE (ULL)



AMBASSADOR TOWN CENTER SHOPPING CENTER



INTERCOASTAL WATERWAY



AMAZON FULFILLMENT FACILITY, CARENCRO, LA

/COMPANY OVERVIEW/

ABOUT STIRLING INVESTMENT ADVISORS

Evolution in the commercial real estate industry is creating rapid change, increasing the need for professional real estate guidance for investors and property owners. This new landscape is impacting real estate values— presenting both problems and opportunities in the market.

Stirling Investment Advisors has the depth and breadth of experience to help solve problems and maximize the potential of your investment assets. With a core focus on the Gulf South market, our team brings a myriad of services to the table along with an in-depth understanding of real estate cycles and complexities. We will assess the risk and rewards of any investment and guide our clients through difficult decisions.

Stirling Investment Advisors represent a wide range of client types, including private owners, institutional investors, and private equity firms, totaling more than \$1.64 billion in commercial volume in the last five years.

SERVICES



Retail, Multifamily,
Office, Medical,
Industrial



Single Asset/
Portfolio
Dispositions



Net Lease
Investments



1031 Tax Deferred
Exchanges



Capital Markets
Debt Placement



Financial &
Investment
Analysis



Market
Research



Valuation
Services

stirling

INVESTMENT ADVISORS

OFFERING UNPARALLELED MARKET
KNOWLEDGE AND PRODUCT DIVERSITY,
SIA IS COMMITTED TO PROVIDING THE
BEST POSSIBLE SERVICE TO NAVIGATE
CONSTANTLY CHANGING LOCAL MARKETS.

/ COMPANY OVERVIEW /

ABOUT THE TEAM



JUSTIN LANGLOIS, CCIM
Regional Vice President
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Justin Langlois, CCIM serves as Regional Vice President with Stirling Properties in Baton Rouge, Louisiana. He specializes in investment sales, primarily in retail, office and healthcare. His skill set includes commercial real estate sales and leasing, landlord and tenant representation, sublease representation, REO and bank foreclosures, sale/leaseback, lease negotiation, real estate investment analysis and financial feasibility, as well as site selection.

Justin has been actively involved in the commercial real estate industry for over a decade. He earned the prestigious CCIM designation in 2010. He previously served as the managing director with SVNI Graham, Langlois & Legendre commercial real estate firm in Baton Rouge, which he founded with partners Ben Graham, and Steve Legendre.

Justin is a member of the board of directors for the Baton Rouge Growth Coalition and serves as secretary for the organization. He also supports various organizations including The Chapel on the Campus (LSU), Campus Crusade for Christ (CRU), Mary Bird Perkins – Investors Collective, and Volunteers of America.

Justin is married to Dodi Langlois. He is the proud father of three daughters, Harper, Eliza and Remy, and a son, Max. Justin was born and raised in Baton Rouge, graduated in 1999 from Louisiana State University Lab School and earned a B.A. in English from Millsaps College (2003) in Jackson, MS.



BEEZIE LANDRY
Vice President of Investment Advisors
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Beezie Landry was recently promoted to Vice President of Investment Advisors, where he oversees Stirling Properties newly created Investment Advisors Division. Over the last few years, he has been responsible for the acquisition and disposition of nearly \$500 million dollars' worth of investment assets in Louisiana and Mississippi, focusing on single and multi-tenant retail and medical office space. He has represented a wide range of client types including private and institutional investors. He has completed transactions with REITs such as Weingarten Realty Investors, General Growth, VEREIT, Realty Income and AEI Funds.

Beezie has also worked closely with the Stirling Properties Development Committee to coordinate the financing, refinancing, development, redevelopment and acquisition of retail and office properties. In addition, he has extensive experience in landlord representation in leasing new developments and existing shopping centers.

/DISCLAIMER & CONFIDENTIALITY/

DISCLAIMER

The information provided in this Offering Memorandum has been derived from sources deemed reliable. However, it is subject to errors, omissions, price change and/or withdrawal, and no warranty is made as to the accuracy. Further, no warranties or representation shall be made by Stirling or its agents, representatives or affiliates regarding oral statements that have been made in the discussion of the property. This presentation prepared by Stirling Properties was sent to the recipient under the assumption that s/he is a buying principal. Any potential purchaser is advised that s/he should either have the abstract covering the real estate which is the subject of the contract examined by an attorney of his/her selection or be furnished a policy of title insurance.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Stirling Properties, LLC or any of the affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or cause of action relating to this solicitation process or the marketing or sale of the Property.

CONFIDENTIALITY

This Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purchase or made available to any other person without the written consent of Seller or Stirling Properties, LLC.

By acknowledging your receipt of the Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential.
2. The information contained herein shall be held and treated with the strictest of confidence.
3. Whether directly or indirectly, you will not disclose this Offering Memorandum in a manner detrimental to the interest of the Seller.

Should you elect to not pursue negotiations in the acquisition of the Property or in the future you discontinue such negotiations, you then agree to purge all materials relating to this Property including this Offering Memorandum.

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