

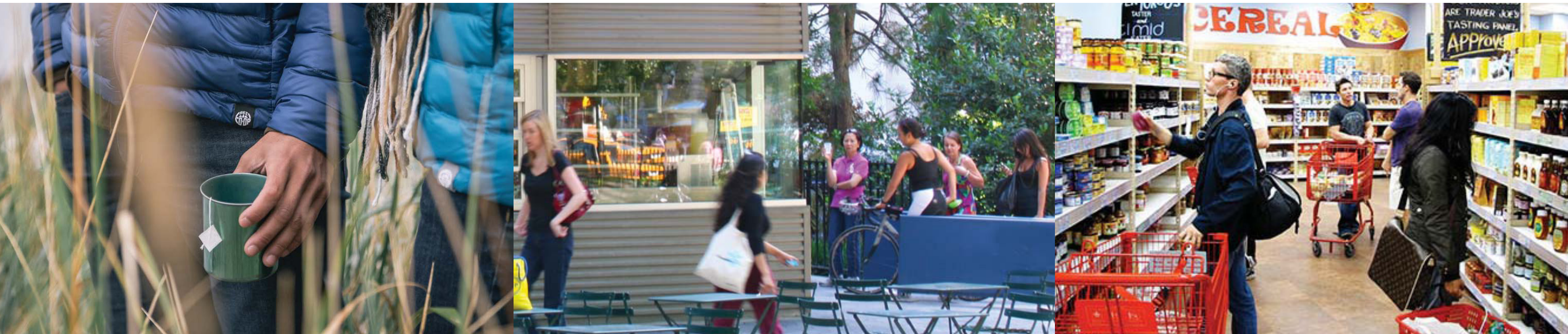
MARKET AND MAIN

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 affluent 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 2016.



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 US
- *WalletHub 2016*

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





RETAIL TENANT

CINEMA

ATHLETA

RESTAURANT

TRADER JOE'S

red hot

STORE



TRADER JOE'S

MARKET AND MAIN
SUNFORD, NH

Red Lobster
ATHLETA
RETAIL/RESTAURANT TENANT
RETAIL/RESTAURANT TENANT
RETAIL/RESTAURANT TENANT
RETAIL/RESTAURANT TENANT

RETAIL TENANT

Red Lobster

MM

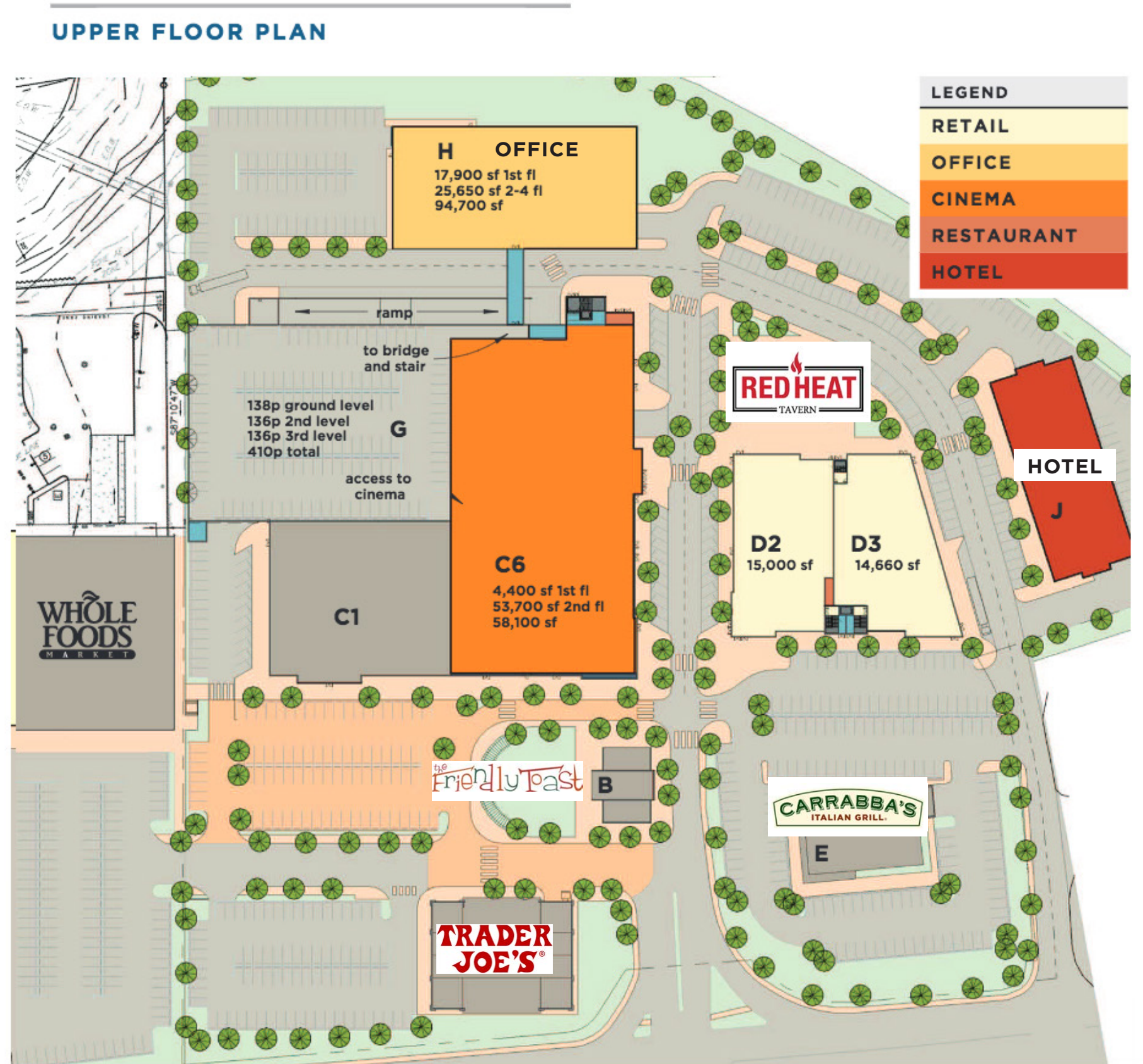
IDENTITY AND IMAGE

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. Architectural details reoccur throughout the site connecting the site as a whole. Variety of materials at the storefronts add texture and detail to the sidewalk experience. Professional, eye-catching glazed displays put the tenant's image forward. 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 to the exterior. A variety of sign types with over site by our signage standards ensures high quality and allows tenants to tell their story. A holistically coordinated signage and a directory program with a distinct color palette and detail 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”





Red Heat Tavern



Whole Foods (Opened April 8, 2016)

TRANSFORMATION & GREAT ANCHORS

Like much of southeastern New Hampshire, Bedford had grown rapidly over the last number of decades. With wisdom, you have developed a Master Plan reflective of that growth and potential growth for years to come. Within the Master Plan the desire for a pedestrian oriented mixed use center was a focus of attention for the site known as the Macy's site. Over the last year, residents in Bedford have seen the old shopping concept, Macy's torn down with the hope of what is to come. Anchored by a cinema, high end sporting retailer, a variety of restaurants, hotel and office space, it is 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, a place to meet and a place to enjoy.



Trader Joe's



Carrabba's Italian Grill



Friendly Toast

CONCEPT IMAGERY

“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

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.

REASONS TO DO BUSINESS IN BEDFORD, NH

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



Building B Inspiration



Streetscape Inspiration



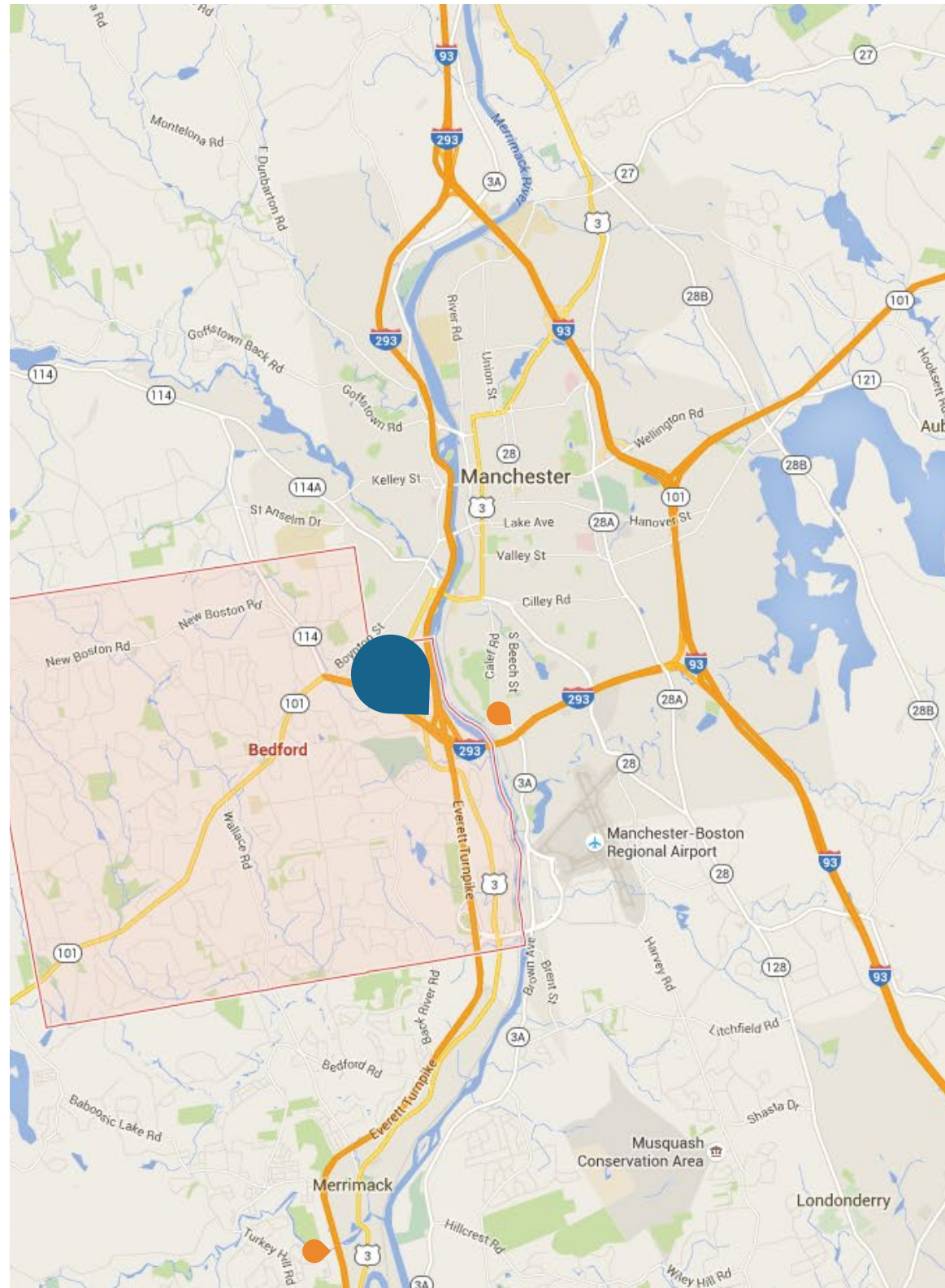
Streetscape Inspiration



TRADER JOE'S® SHOPPING

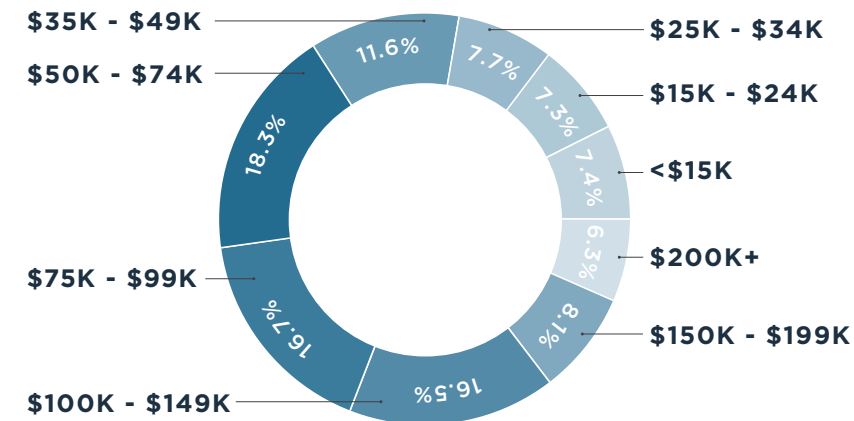


DEMOGRAPHIC AND INCOME PROFILE

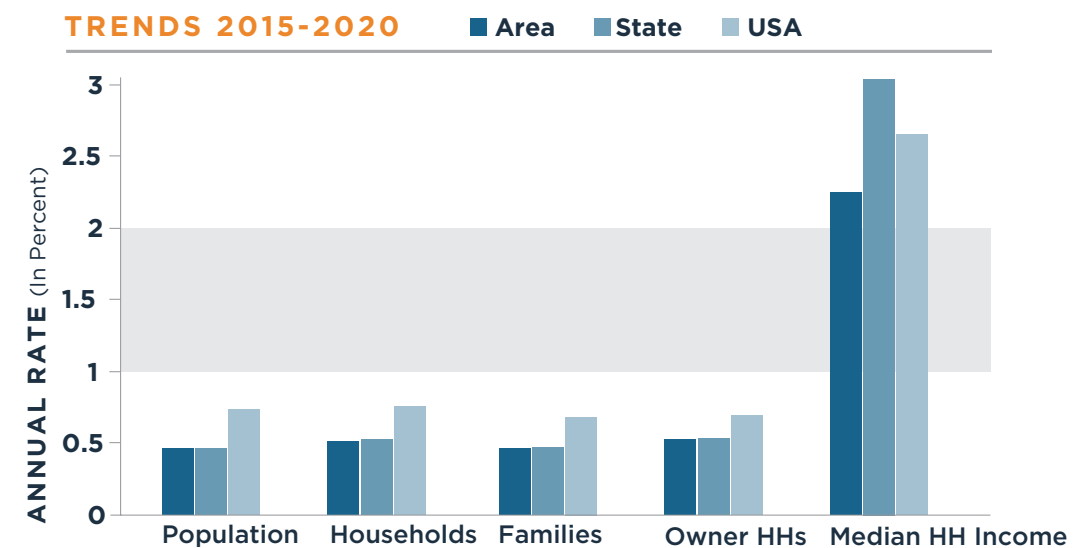


SUMMARY	Census 2010	2015	2020
Population	540,608	550,400	563,544
Households	209,015	214,524	220,279
Families	140,625	143,624	147,042
Average Household Size	2.54	2.52	2.51
Owner Occupied Housing Units	140,909	141,218	145,059
Renter Occupied Housing Units	68,106	73,306	75,220
Median Age	39.4	40.5	

2015 HOUSEHOLD INCOME

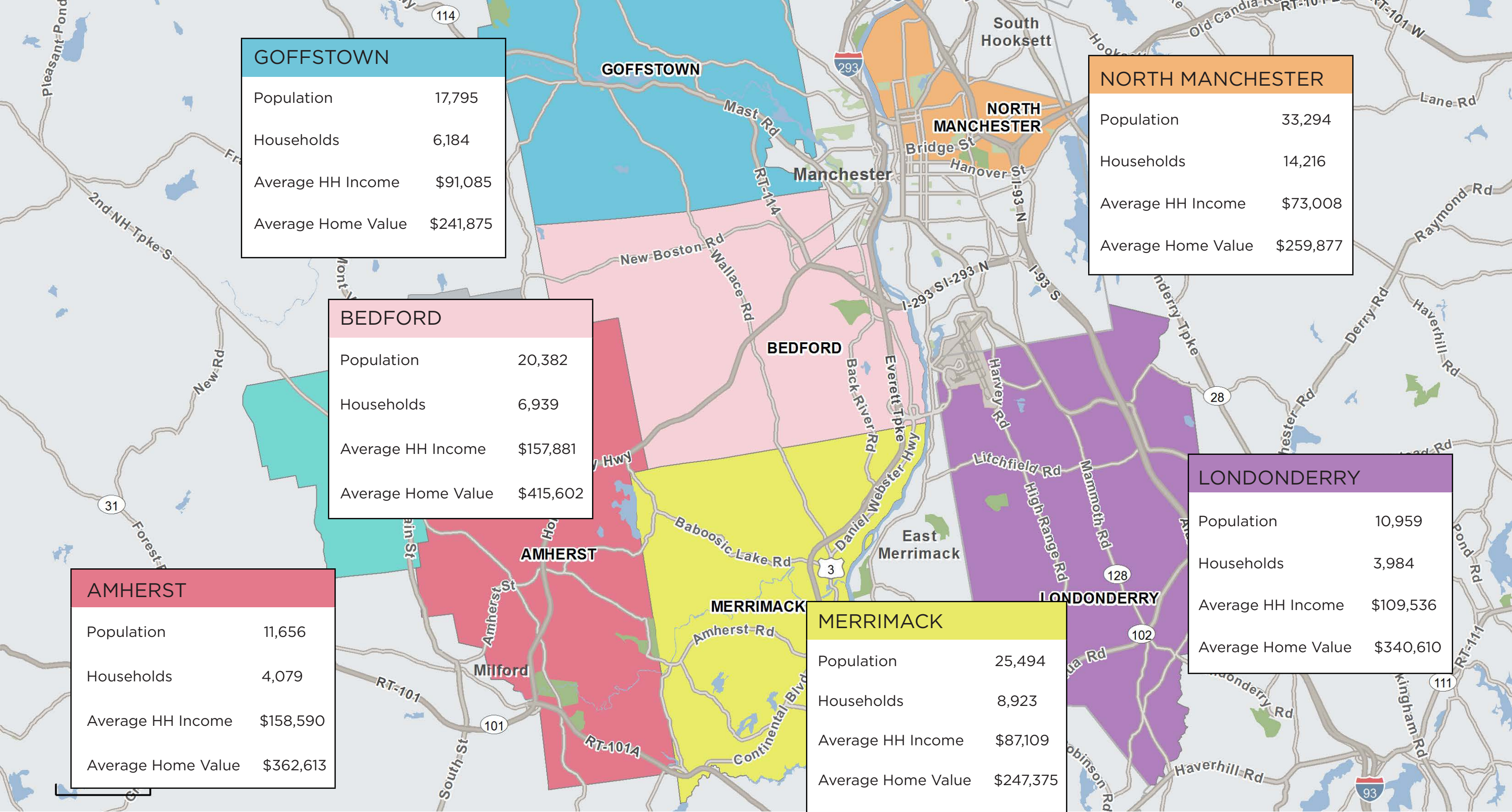


TRENDS 2015-2020



AREA DEMOGRAPHICS

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



AREA DEMOGRAPHICS

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

Rank	Tapestry Segment	2015 Households		2015 U.S. Households		Index
		Percent	Cumulative Percent	Percent	Cumulative Percent	
1	Savvy Suburbanites (1D)	14.4%	14.4%	3.0%	3.0%	485
2	Parks and Rec (5C)	9.5%	23.9%	2.0%	5.0%	469
3	Soccer Moms (4A)	8.7%	32.6%	2.8%	7.8%	311
4	Pleasantville (2B)	6.5%	39.1%	2.2%	10.0%	290
5	Green Acres (6A)	6.5%	45.6%	3.2%	13.2%	202
	Subtotal	45.6%		13.2%		
6	Front Porches (8E)	6.0%	51.6%	1.6%	14.8%	373
7	Bright Young Professionals (8C)	4.8%	56.4%	2.2%	17.0%	216
8	Professional Pride (1B)	4.7%	61.1%	1.6%	18.6%	295
9	Fresh Ambitions (13D)	3.7%	64.8%	0.6%	19.2%	567
10	City Lights (8A)	3.4%	68.2%	1.5%	20.7%	232
	Subtotal	22.6%		7.5%		

1. LifeMode Group: Affluent Estates

SAVVY SUBURBANITES

Households: 3,543,000
Average Household Size: 2.83
Median Age: 44.1
Median Household Income: \$104,000

2. LifeMode Group: Gen Xurban

PARKS AND REC

Households: 2,411,000
Average Household Size: 2.49
Median Age: 40.3
Median Household Income: \$55,000

3. LifeMode Group: Family Landscapes

SOCCER MOMS

Households: 3,327,000
Average Household Size: 2.96
Median Age: 36.6
Median Household Income: \$84,000

4. LifeMode Group: Upscale Avenues

PLEASANTVILLE

Households: 2,674,000
Average Household Size: 2.86
Median Age: 41.9
Median Household Income: \$85,000

5. LifeMode Group: Cozy Country Living

GREEN ACRES

Households: 3,794,000
Average Household Size: 2.69
Median Age: 43.0
Median Household Income: \$72,000

TAPESTRY SEGEMENTATION PROFILES

(primary and secondary trade areas)

Rank	Tapestry Segment	2015 Households		2015 U.S. Households		Index
		Percent	Cumulative Percent	Percent	Cumulative Percent	
1	Savvy Suburbanites (1D)	15.7%	15.7%	3.0%	3.0%	526
2	Parks and Rec (5C)	11.7%	27.4%	2.0%	5.0%	577
3	Soccer Moms (4A)	9.1%	36.5%	2.8%	7.8%	324
4	Front Porches (8E)	6.8%	43.3%	1.6%	9.4%	426
5	Bright Young Professionals (8C)	6.3%	49.6%	2.2%	11.6%	286
	Subtotal	49.6%		11.6%		
6	Green Acres (6A)	4.8%	54.4%	3.2%	14.8%	151
7	Set to Impress (11D)	4.6%	59.0%	1.4%	16.2%	334
8	Pleasantville (2B)	4.5%	63.5%	2.2%	18.4%	199
9	Professional Pride (1B)	4.3%	67.8%	1.6%	20.0%	273
10	Metro Fusion (11C)	3.7%	71.5%	1.4%	21.4%	265
	Subtotal	21.9%		9.8%		

1. LifeMode Group: Affluent Estates

SAVVY SUBURBANITES

Households: 3,543,000
Average Household Size: 2.83
Median Age: 44.1
Median Household Income: \$104,000

2. LifeMode Group: Gen Xurban

PARKS AND REC

Households: 2,411,000
Average Household Size: 2.49
Median Age: 40.3
Median Household Income: \$55,000

3. LifeMode Group: Family Landscapes

SOCCER MOMS

Households: 3,327,000
Average Household Size: 2.96
Median Age: 36.6
Median Household Income: \$84,000

4. LifeMode Group: Middle Ground

FRONT PORCHES

Households: 1,910,000
Average Household Size: 2.55
Median Age: 34.2
Median Household Income: \$39,000

5. LifeMode Group: Middle Ground

BRIGHT YOUNG PROFESSIONALS

Households: 2,613,000
Average Household Size: 2.40
Median Age: 32.2
Median Household Income: \$50,000

TAPESTRY SEGEMENTATION PROFILES

(primary trade areas)



the Friendly Toast

RED HEAT
TAVERN

DINING

real. food. fast
b. good

CARRABBA'S
ITALIAN GRILL



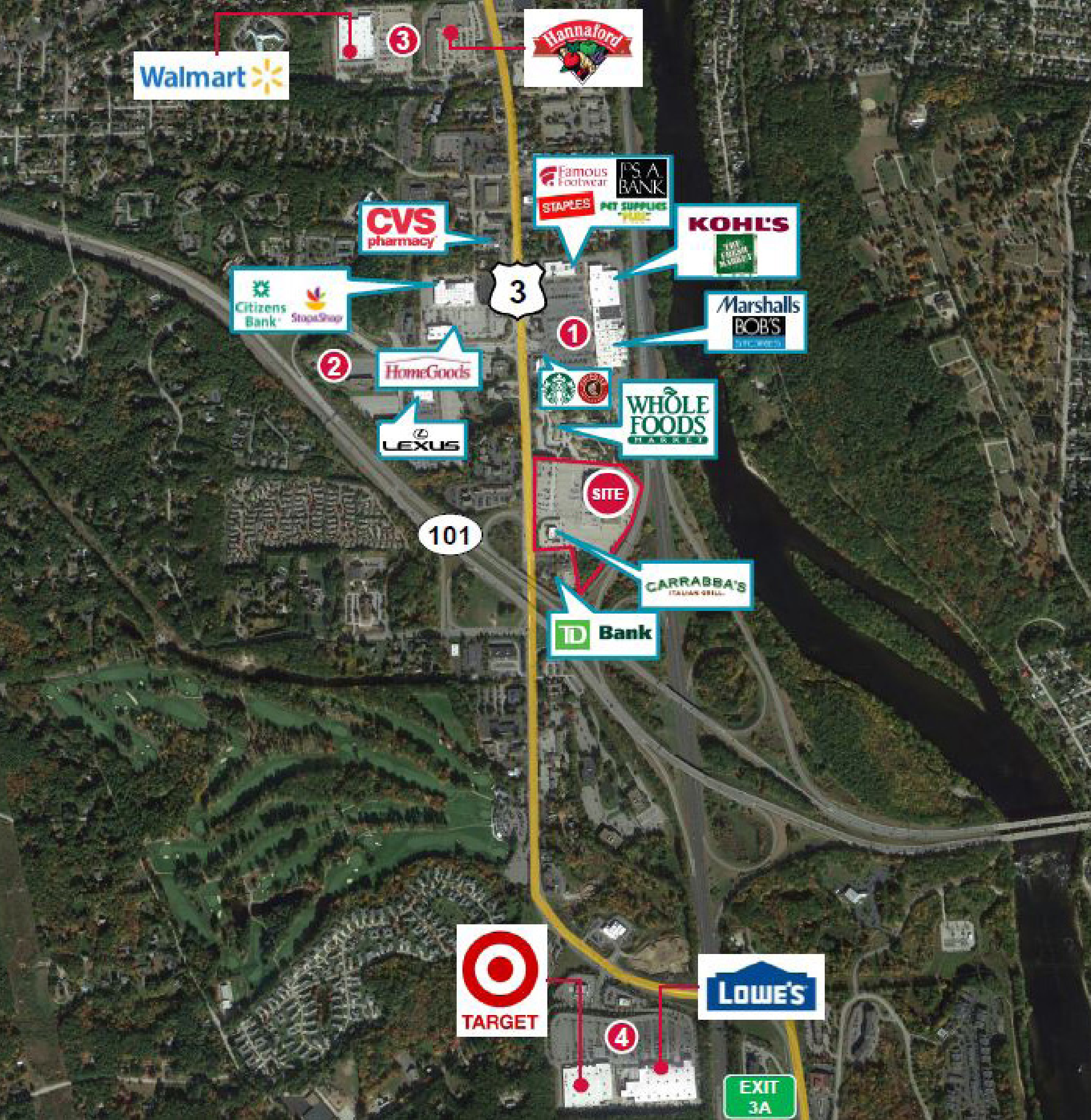
PROJECT OVERVIEW

- 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





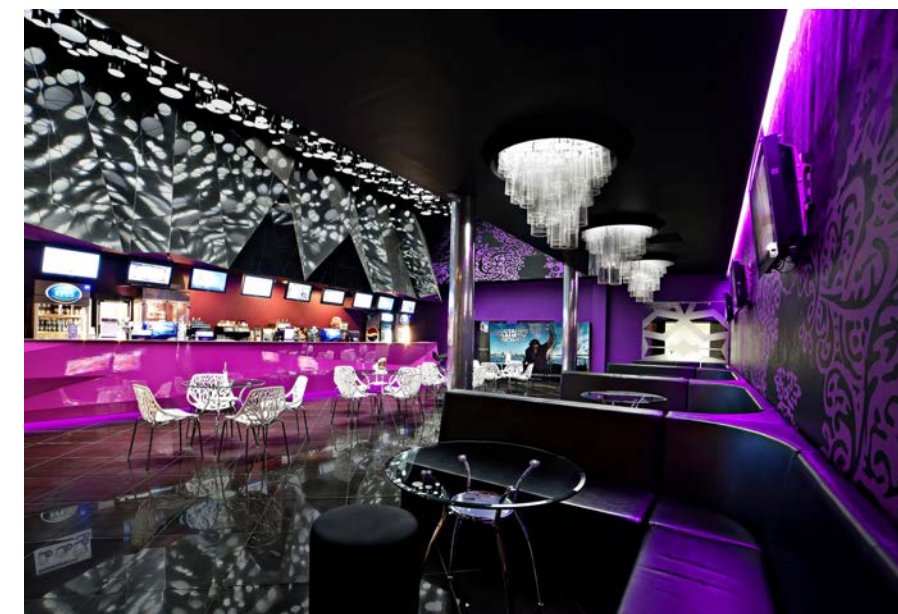
AREA RETAILERS

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

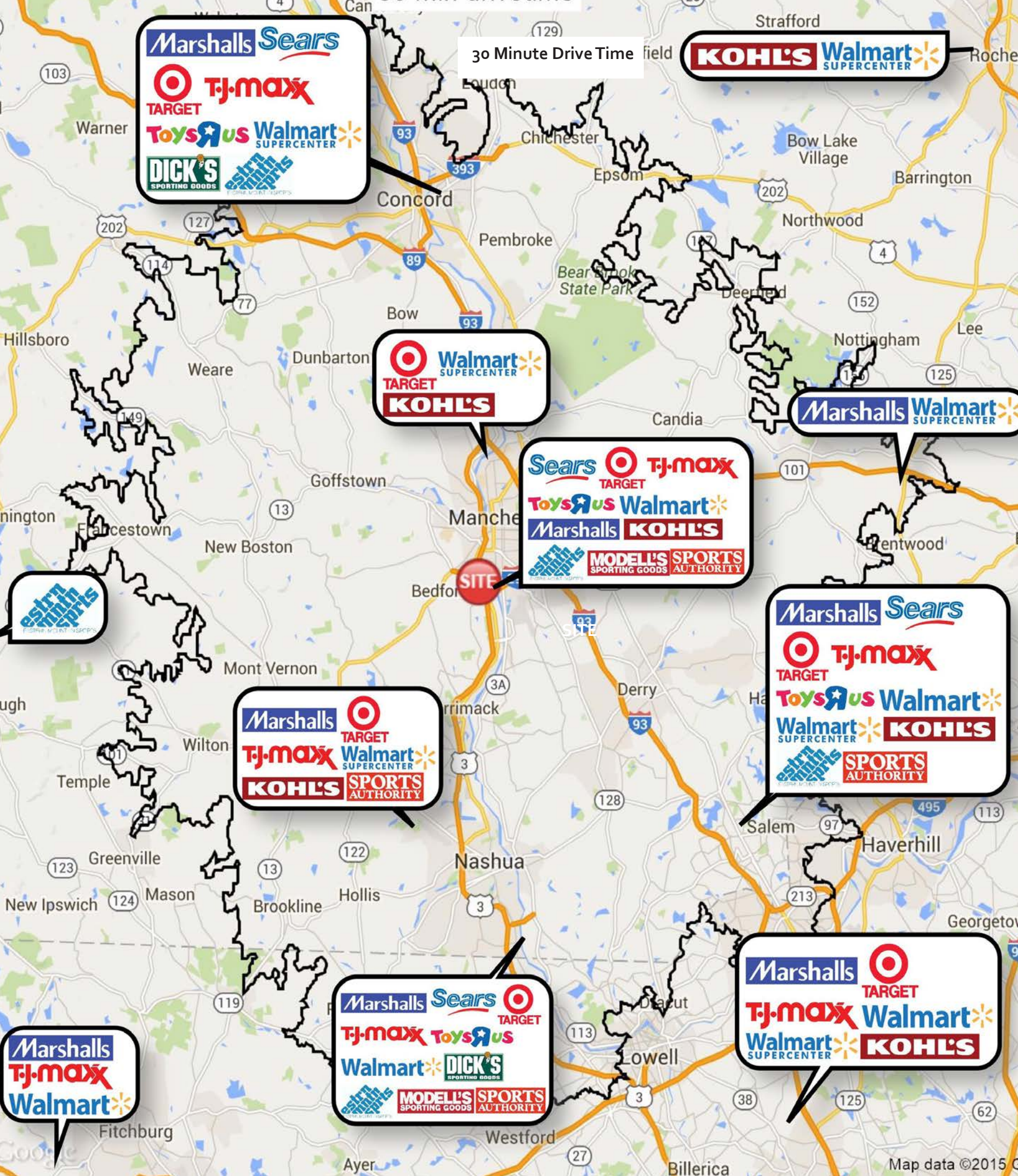


Seated Outdoor Patio Areas

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



CONCEPT PLAN VIEW

“Don't be afraid to give up the good to go for the great.”
- John D. Rockefeller, Founder of Standard Oil (Exxon)



HIGHWAY PERSPECTIVE NORTH BOUND

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



HIGHWAY PERSPECTIVE SOUTH BOUND

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




CYCLEBAR
WELLNESS



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 Manager. Mr. Robinson is a graduate of the University of Mississippi, and is a licensed contractor in the state of Mississippi.



Amy Upton Dunaway | Director of Marketing, Encore Enterprises

Amy Upton 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. Amy 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, Amy 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

“Market and Main is defined by high standards.”





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.



Robert Roher | Managing Director, Colliers International

Bob Rohrer has been a professional in the commercial real estate industry for over 25 years. He began his career in 1989 with Landsman Development Corporation of Rochester, NY, where he held several positions, including Director of Sales and Marketing, Commercial Division. Currently, Bob is a Principal and the Managing Director Brokerage at Colliers International, with offices in Manchester and Portsmouth, New Hampshire. He specializes in corporate services, development, investment, office (particularly medical office) and industrial leasing and sales, representing owners and tenants. While at Colliers, Bob has been involved in

development projects totaling more than two million square feet and involved in transactions in excess of \$200 million. Additionally, he has worked with several Fortune 500 companies, large

nonprofit organizations and private companies, providing the highest level of service per client’s demand, from complete real estate outsourcing services to brokerage and consulting services.

Prior to his commercial real estate career, Bob worked for Xerox Corporation as a marketing executive. He is an attorney, licensed (but not practicing) in Massachusetts. Additionally, Bob is an active supporter of the Boys and Girls Club, Easter Seals, Habitat for Humanity and The Moore Center.

Current and past corporate service clients include: Autodesk, Catholic Medical Center, Crane Corporation, Dartmouth-Hitchcock, Liberty Companies and Pegasystems.

EXECUTIVE BIOS

“Market and Main is defined by high standards.”





shopping | dining | office | entertainment | wellness
5005 LBJ Freeway Suite 1200 Dallas, TX 75244
(800) 951-3754



**Newmark Grubb
Knight Frank**



www.encore.bz