



## OFFERING MEMORANDUM

HILTON GARDEN INN SHREVEPORT | HAMPTON INN & SUITES NATCHEZ

# Hilton Garden Inn

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In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

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# EXECUTIVE SUMMARY

HGI SHREVEPORT & HAMPTON NATCHEZ



## OVERVIEW

Bull Realty, Inc. is pleased to offer the opportunity to acquire the fee-simple interest in the 86-key Hampton Inn & Suites in Natchez, MS and the 135-key Hilton Garden Inn in Shreveport, LA (referred to herein as the “Property(s),” “Asset(s),” or “Hotel(s)” both unencumbered of management. Both assets require significant PIPs, offering investors renovation upside, as well as, management upside. The properties are located on the main east-west arteries of their respective markets, nearby to primary market drivers. Both properties are offered unpriced, the seller is encouraging investors to make offers as these properties will be sold to the highest bidder.

# PROPERTY HIGHLIGHTS

HGI SHREVEPORT & HAMPTON NATCHEZ



## HAMPTON INN & SUITES NATCHEZ HIGHLIGHTS

- Directly off U.S.-425 (25,000 ADT)
- Antebellum tourist destination
- Natchez Pilgrimage Tours
- Situated on bluffs overlooking Mississippi River
- Possible docking location for Viking Cruise Lines
- Natchez Convention Center
- Magnolia Bluffs Casino
- Merit Health Natchez
- Port of Natchez
- Correction Corporation of America
- Grand Village of Natchez Native Americans
- Emerald Mound

# PROPERTY HIGHLIGHTS

HGI SHREVEPORT & HAMPTON NATCHEZ



## HILTON GARDEN INN SHREVEPORT

- Directly off I-20 (70,525 ADT)
- Shreveport Regional Airport
- Barksdale Air Force Base
- Cyber Innovation Center
- Air Force Global Strike Command
- LSU Health Sciences Center
- VA Hospital
- Casinos
- 51 Annual Festivals
- #4 film industry in the nation

# HAMPTON INN & SUITES NATCHEZ

HGI SHREVEPORT & HAMPTON NATCHEZ

Address:	627 S Canal Street, Natchez, MS 39120
County:	Natchez-Adams
Site Size:	2.27 AC
Building Size:	55,467 SF
Zoning:	Commercial
Year Built:	2008; Renovated 2013
Number Of Stories:	4
Number Of Keys:	86
Framing:	Stick
Exterior:	Stucco
Roof:	PTO
HVAC:	PTAC/Central
Room Mix:	King Studio: 31 King Study Sofa-bed: 9 King ADA: 3 King ADA Suite: 1 Double Queen: 39 Double Queen ADA: 3
Amenities:	Free hot breakfast, outdoor pool, fitness room, business center, meeting space





# HILTON GARDEN INN SHREVEPORT

HGI SHREVEPORT & HAMPTON NATCHEZ

Property Address:	5971 Financial Plaza, Shreveport, LA 71129
Parish:	Caddo
Site Size:	3.21 AC
Building Size:	91,440 SF
Zoning:	B-3
Year Built:	2008; 2012
Number Of Stories:	4
Number Of Keys:	135
Framing:	Stick
Exterior:	Stucco
Roof:	Pitched Shingles
HVAC:	PTAC/Central
Room Mix:	King: 70
	King Suite: 24
	Double Queen: 31
	Double Queen Accessible: 4
	King Accessible: 4
Amenities:	King Suite Accessible: 2
	Restaurant, bar/lounge, indoor pool, fitness room, business center, meeting space





# PROPERTY IMPROVEMENT PLAN

HGI SHREVEPORT & HAMPTON NATCHEZ



## HAMPTON INN & SUITES NATCHEZ

The Hampton Inn & Suites Natchez requires a PIP to the Forever Young Initiative upon change of ownership. Current ownership has already begun the PIP this past November 2019, starting with the 4th floor rooms by replacing carpets and painting all the rooms. The PIP cost is estimated at \$20,000/key for 86 keys, totaling \$1.7 million.

Another capital expenditure item that will need to be addressed is a sink hole in the rear parking lot. It is assumed the sink hole is the result of deficient soil compacting on the outer borders of the plat the structure was constructed. It is estimated, the costs will be roughly \$100,000 to repair and replace the section that is damaged.

## HILTON GARDEN INN SHREVEPORT

There is a change of ownership PIP in hand for the Hilton Garden Inn Shreveport from July of 2019. The PIP was submitted to Curve Hospitality for a bid. Curve estimated costs before labor, freight, materials storage, and room demolition, and design to be \$532,626. After reviewing the state of the property, a conservative estimate of costs is assumed to be \$2,128,950.

# ASSUMABLE CMBS FINANCING

HGI SHREVEPORT & HAMPTON NATCHEZ

## ASSUMABLE FINANCING

The Hampton Inn & Suites Natchez and Hilton Garden Inn Shreveport are currently cross collateralized and encumbered by CMBS financing; the current balance is about \$12.4M, at a 5.975% interest rate, maturing in June 2023. Assumption should be considered due to the large Change of Ownership PIP's required on both properties. Completion of the PIPs and relaunching properties will correlate closely with the CMBS balloon payment and a new loan with a lower interest rate could be obtained.

### ASSUMABLE LOAN DETAILS

Lender	Rialto Mortgage Finance
Servicer	LNR Partners, Inc. / Wells Fargo
Loan Number	300571016
Current Principal Balance	\$12,400,000
Current Interest Rate	5.975%
Monthly Payment	\$90,920
Amortization	25 years
FF&E Reserve	4% of Gross Revenues

# HAMPTON INN & SUITES NATCHEZ

HGI SHREVEPORT & HAMPTON NATCHEZ





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# HAMPTON INN & SUITES NATCHEZ

HGI SHREVEPORT & HAMPTON NATCHEZ





# HILTON GARDEN INN SHREVEPORT

HGI SHREVEPORT & HAMPTON NATCHEZ





# HILTON GARDEN INN SHREVEPORT

HGI SHREVEPORT & HAMPTON NATCHEZ



# HILTON GARDEN INN SHREVEPORT

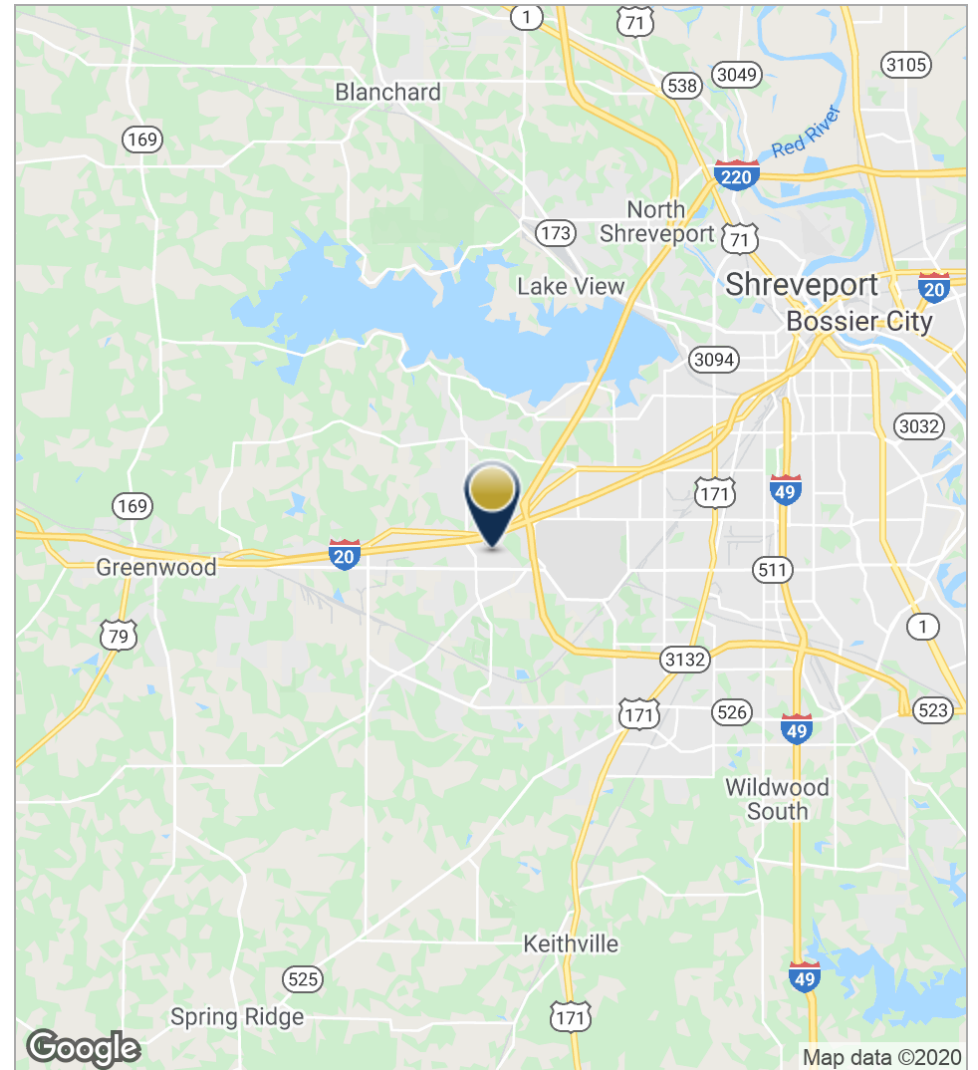
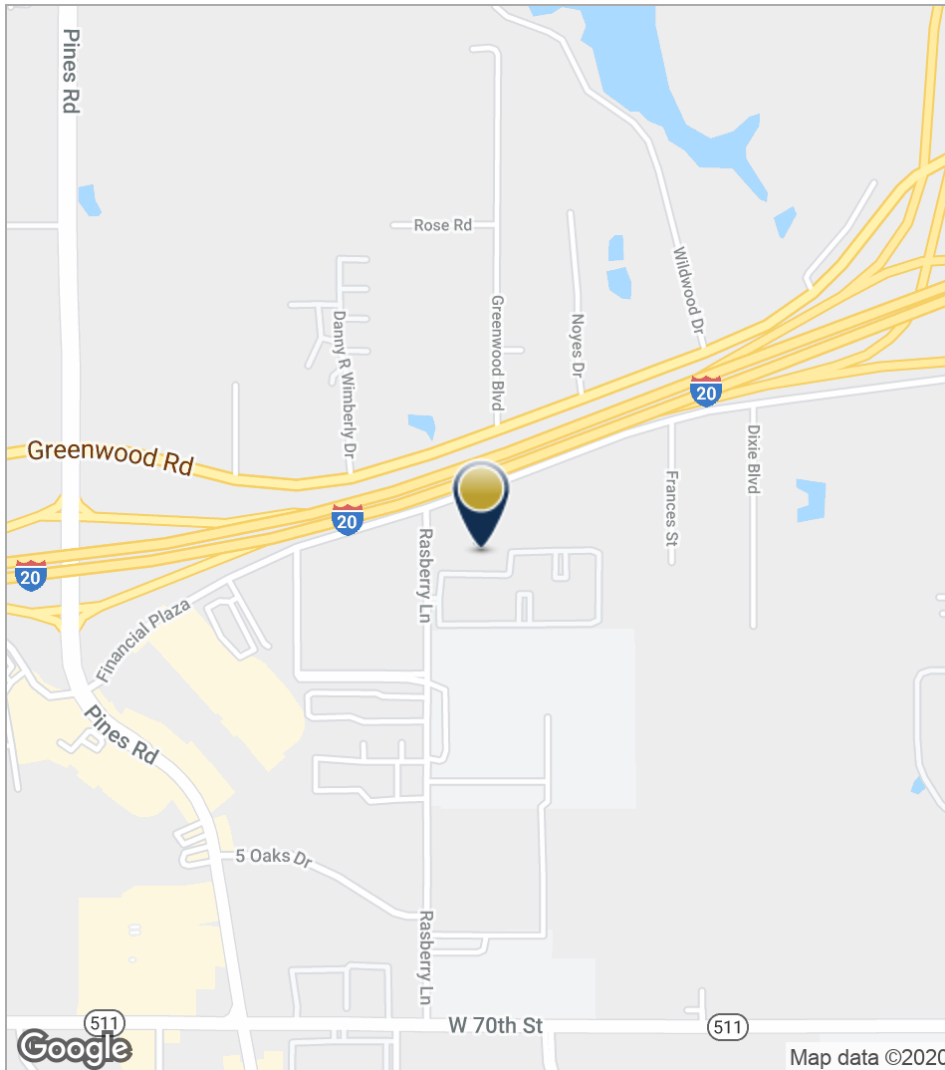
HGI SHREVEPORT & HAMPTON NATCHEZ





# SHREVEPORT LOCATION MAPS

HGI SHREVEPORT & HAMPTON NATCHEZ



# SHREVEPORT MARKET OVERVIEW

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Shreveport Regional Airport



Downtown Shreveport

## LOCAL AREA

The Hilton Garden Inn Shreveport's four-story building is adjacent to Shreveport Regional Airport (SHV), the property is highly-visible off I-20's interstate providing strong connectivity to Texas Highway 220. It is strategically positioned to a strong mix of demand generators, including the Casinos, Red River, Barksdale Air Force Base, Shreveport Airport, Louisiana State University, local sporting venues and a number of corporate demand generators in the surrounding area.

## SHREVEPORT

Shreveport, the fourth-largest city in Louisiana, and the seat of Caddo Parish, extends along the Red River into neighboring Bossier Parish. The city serves as the financial, medical, commercial, industrial and cultural hub of the tri-state area where Arkansas, Louisiana and Texas meet. With nearly 200,000 residents, the city's trade area crosses the Red River and abuts Bossier City and benefits from its strategic location at the crossroads of three major interstate highways: I-20, I-49 and I-220. The Shreveport-Bossier City MSA is comprised of four parishes. The Shreveport-Bossier City MSA's population is roughly 441,000 and continues to grow at a very modest rate of 1.0% since 2010. Median household income in Shreveport-Bossier City MSA is \$40,445.

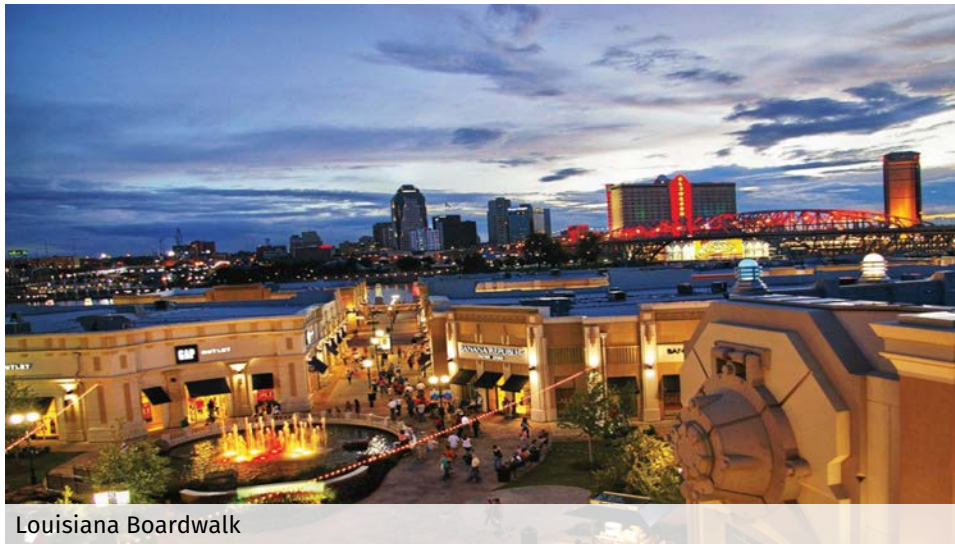


# SHREVEPORT MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Harrah's Louisiana Downs



Louisiana Boardwalk

## ECONOMY

Shreveport was once a major player in U.S. oil business and could even boast Standard Oil of Louisiana as a locally based company. Due to the downturn in petroleum employment, the Shreveport-Bossier City MSA has diversified their economic base.

Shreveport-Bossier City MSA is home to the Barksdale Air Force Base, which houses the Air Force Global Strike Command, Eighth Air Force and Second Bomb Wing. The Air Force Base strengthens the local economy with over 10,500 civilian and military personnel with an annual economic impact of \$813 million.

Since the mid-1990s, Shreveport, has been a major gambling center with an emphasis on the “Streetscape” project, which was a revitalization of the downtown river area. There are six riverboat casinos/hotels as well as Harrah’s Louisiana Downs, providing stable employment opportunities as well as an ample tourist population. In May 2005, the Louisiana Boardwalk, a 550,000 SF shopping and entertainment complex, opened in Bossier City across from Shreveport's Downtown. A 350,000 SF convention center was completed in the Shreveport Downtown Riverfront in June 2007.

Recently, this area was designated as a Qualified Opportunity Zone so additional revitalization due to re-investment is expected in this portion of the city.

# SHREVEPORT MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



LSU Health Sciences Center



Overton Brooks VA Medical Center

## EDUCATION

Shreveport boasts some of the highest-rated public schools in the state as well one of the best private colleges, Southern University at Shreveport. The Shreveport-Bossier City MSA is also home of the northern campus of Louisiana State University's (LSU) Health Sciences Center, the only medical school in northern Louisiana; Northwestern State University's School of Nursing, as well as, Northwest Louisiana Technical College, which provides the trade area with a diverse, well-educated workforce. Also based in Shreveport are Southern University at Shreveport (SUSLA), Louisiana Baptist University and Theological Seminary, Ayers Career College, and Virginia College.

## AIRPORTS

Shreveport is served by two airports. The larger is Shreveport Regional Airport (SHV) and is served by Allegiant Air, American, Delta and United. Shreveport Downtown Airport (DTN), the smaller airport, is located north of the Downtown Business District along the Red River. It is a general aviation/private airport but was originally Shreveport's commercial airport until 1952.

## HEALTHCARE

Shreveport-Bossier City is home to extensive healthcare systems which include a number of hospitals such as Willis-Knighton Health System, CHRISTUS Shreveport-Bossier Health System, Ochsner LSU Health Shreveport – Academic Medical Center, Overton Brooks VA Medical Center, Shriners Hospitals for Children and Specialist Hospital – Shreveport.

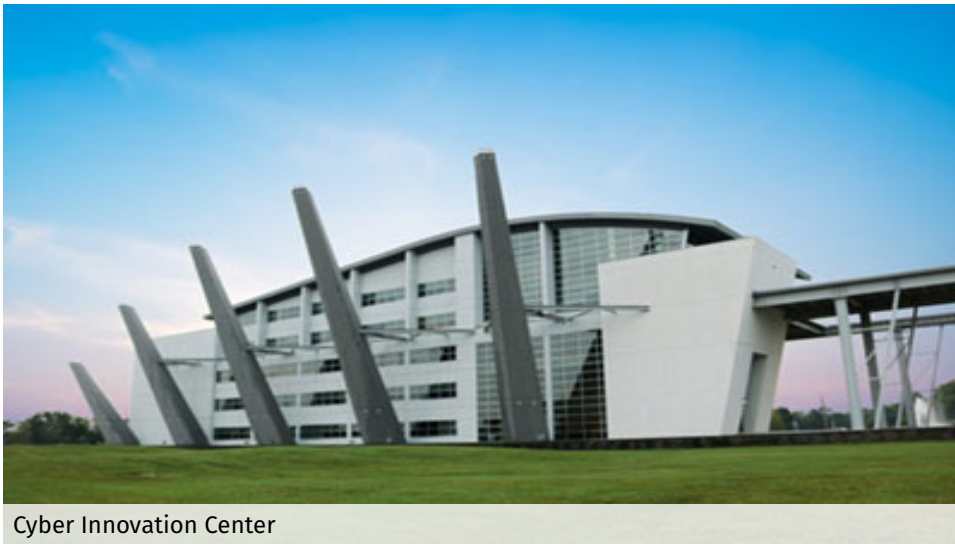


# SHREVEPORT MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Barksdale Air Force Base



Cyber Innovation Center

## AIR FORCE BASE

Barksdale Air Force Base (Barksdale AFB) is a United States Air Force base in northwest Louisiana, in Bossier Parish. It is contiguous to Bossier City along the base's western and northwestern edge. Barksdale Air Force Base occupies more than 22,000 acres east of Bossier City and along the southern edge of Interstate Highway 20. More than 8,000 active-duty and Air Force Reserve members serve at Barksdale.

The host unit at Barksdale is the 2nd Bomb Wing (2 BW), the oldest bomb wing in the Air Force. It is assigned to the Air Force Global Strike Command's (AFGSC) Eighth Air Force (8 AF). Equipped with about 44 B-52H Stratofortress bombers, 2 BW provides flexible, responsive global combat capability and trains all Air Force Global Strike Command and Air Force Reserve Command Boeing B-52 Stratofortress crews.

The Cyber Innovation Center (CIC), located at the base, is the anchor of the 3,000 acre National Cyber Research Park and serves as the catalyst for the development and expansion of a knowledge-based workforce throughout the region. As a 501c3 not-for-profit corporation, the CIC fosters collaboration among its partners and accelerates technology, research, and development. One of its primary missions is to develop a sustainable knowledge-based workforce that can support the growing needs of government, industry, and academia.

# SHREVEPORT MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Eldorado Resort Casino Shreveport

## CASINOS

The Shreveport-Bossier City market has multiple casinos which include Sam's Town Hotel & Casino, El Dorado Resort Casino Shreveport, Horseshoe Casino & Hotel, Margaritaville Resort Casino, DiamondJacks Casino & Resort and Boomtown Casino & Hotel. Several casinos have recently introduced new guest amenities including restaurants, bars, and a wine and chocolate group experience. Horse racing is also an option as Harrah's Louisiana Downs. Louisiana Downs offers live thoroughbred racing, quarter horse racing, year-round simulcast as well as having a casino floor with over 1,300 slot machines.

## SPORTING EVENTS

Independence Stadium has traditionally hosted a couple college football games during the State Fair of Louisiana, an event currently dubbed the Red River State Fair Classic. Since 1976, Independence Stadium has served as host of college football's annual Independence Bowl.



Independence Bowl



# SHREVEPORT MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Bassmaster



Mardi Gras

## OUTDOOR RECREATION

Caddo and Bossier Parish's many lakes, bayous, river and parks give visitors a chance to soak up the natural beauty of the area while providing plenty of things to do. Outdoor enthusiasts can zip-line over alligators, hit a hole-in-one at a golf course, or fulfill a need for speed at a racetrack. Area parks provide a great place to retreat, too.

## FILM INDUSTRY

Tax incentives offered by the State make it the fourth largest film industry in the country, behind California, Georgia and New York. More than 25 films have been made in Shreveport since 2006. Facilities include sound stages, prop rental facilities, the Fairgrounds Complex, and the Louisiana Wave Studio, a computer-controlled outdoor wave pool.

## FESTIVALS

Shreveport plays host to over 51 festivals a year, another reason the city is a major tourist draw, such as Mardi Gras, Bass Master, Red River Revel, and Brew Festival.

# SHREVEPORT MAJOR EMPLOYERS

HGI SHREVEPORT & HAMPTON NATCHEZ

Company	Industry	Employees
Barksdale Air Force Base	Government - Federal	10,500
Willis-Knighton Medical Center	Hospitals	6,732
LSU Health- Shreveport	Education	2,762
University Health- Shreveport	Hospital	2,673
Horseshoe Bossier City	Amusement, Gambling & Recreation	2,532
Christus Schumpert Highland Hospital	Hospitals	1,800
United States Dept. of Veterans Affairs	Public Administration	1,682
Teleperformance, Inc.	Administrative and Support Services	1,623
Sam's Town Casino	Amusement, Gambling & Recreation	1,265
Eldorado Resort Casino	Amusement, Gambling & Recreation	1,214
DiamondJacks Casino & Resort	Amusement, Gambling & Recreation	1,200
State of Louisiana Civil Service	Government - State	1,200
State of Louisiana Civil Service	Government - State	1,180
Margaritaville Resort Casino	Amusement, Gambling & Recreation	1,052
Boomtown Bossier City	Amusement, Gambling & Recreation	800
Southwestern Electric Power Company	Utilities	732
Calumet Lubricants Company	Petroleum Refining	713
International Paper Company	Pulp & Paper	675
Kansas City Southern Railway (KCS)	Transportation - Rail	630
Frost Industries (ARC of Caddo-Bossier)	Educational Services	627
AT&T Services	Telecommunications	625
General Dynamics (formerly CSRA)	Information Technology	600
Libbey Glass	Manufacturing - Nonmetallic Mineral	582
Frymaster	Manufacturing - Machinery	550
Fibrebond Corporation	Masonry Contractors	550
Promise Hospital of Louisiana	Nursing and Residential Care Facilities	450
Northwest Supports and Services Center	Health Care	409
Isle of Capri Casinos	Amusement, Gambling & Recreation	401
Sabre Industries	Telecommunications	400
Brentwood Hospital	Hospitals	400
Minden Medical Center	Hospitals	390
Louisiana State University - Shreveport	Educational Services	375
WK Bossier Health Center	Hospitals	350
Lifecare Hospitals, Inc.	Hospitals	350
Foremost Dairy	Manufacturing - Food	330
Southern University at Shreveport (SUSLA)	Educational Services	325
Benteler Steel	Manufacturing - Primary Metal	315
Highland Clinic	Health Care and Social Assistance	312
Harrah's Louisiana Downs	Arts, Entertainment & Recreation	300
Calumet Shreveport Lubricants & Waxes	Manufacturing - Chemical	300
Enable Midstream (Formerly CenterPoint)	Utilities	300



# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Natchez Riverboat and US-425



Longwood Plantation

## AREA AMENITIES

The Hampton Inn & Suites Natchez, a four-story building, is visible from U.S. 425 with multiple area attractions close by. The property is located across from the Natchez Visitors Center and strategically positioned proximate to a mix of demand generators, including the Magnolia Bluffs Casino, Mississippi River, Port of Natchez, Adams County Correctional Center, Merit Health, local outdoor recreation areas and multiple tourist venues.

Natchez has thirteen National Historic Landmarks and over 1,000 structures on the National Register of Historic Places. A large number of those antebellum homes and buildings are within walking distance of Downtown.

## HISTORICAL SIGNIFICANCE

High on the bluffs overlooking the mighty Mississippi River, Natchez is a unique, and seamless blend of old and new and is the county seat and only city of Adams County, Mississippi. Located on the Mississippi River across from Vidalia in Concordia Parish, Louisiana, Natchez was a prominent city in the antebellum years, a center of cotton planters and Mississippi River trade. Established by French colonists in 1716, Natchez is one of the oldest and most important European settlements in the lower Mississippi River Valley. After the French lost the French and Indian War, they ceded Natchez and nearby territory to Spain in the Treaty of Paris of 1763.

# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Downtown Natchez



St. Mary's Basilica

## HISTORICAL SIGNIFICANCE

After the United States acquired this area from the British after the American Revolutionary War, the city served as the capital of the American Mississippi Territory and then of the state of Mississippi. It predates Jackson by more than a century; the latter replaced Natchez as the capital in 1822, as it was more centrally located in the developing state. The strategic location of Natchez, on a bluff overlooking the Mississippi River, ensured that it would be a pivotal center of trade and commerce; it held this position for two centuries after its founding.

In U.S. history, Natchez is recognized particularly for its role in the development of the Old Southwest during the first half of the nineteenth century. It was the southern terminus of the historic Natchez Trace, with the northern terminus being Nashville, Tennessee. After unloading their cargoes in Natchez or New Orleans, many pilots and crew of flatboats and keelboats traveled by the Trace overland to their homes in the Ohio River Valley. Given the strong current of the Mississippi River, it was not until steam-powered vessels were developed in the 1820s that travel northward on the river could be accomplished by large boats. The Natchez Trace also played an important role during the War of 1812. Today the modern Natchez Trace Parkway, which commemorates this route, still has its southern terminus in Natchez.



# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



King's Tavern



Rosalie Mansion

## HISTORICAL SIGNIFICANCE

In the middle of the nineteenth century, the city attracted wealthy southern planters as residents, who built mansions to fit their ambitions. Their plantations were vast tracts of land in the surrounding lowlands along the river fronts of Mississippi and Louisiana, where they grew large commodity crops of cotton and sugarcane using slave labor. Natchez became the principal port from which these crops were exported, both upriver to northern cities and downriver to New Orleans, where much of the cargo was exported to Europe. Many of the mansions built by planters before 1860 survive and form a major part of the city's architecture and identity.

Agriculture remained the primary economic base for the region until well into the twentieth century. After the American Civil War, the city's economy rapidly revived, mostly due to Natchez having been spared the destruction visited upon many other parts of the South. The vitality of the city and region and significant growth continued for the next the 80 years following the war.

During the twentieth century, the city's economy experienced a downturn, first due to the replacement of steamboat traffic on the Mississippi River by railroads in the early 1900s, some of which bypassed the river cities and drew away their commerce. Later in the 20th century, many local industries closed due to restructuring that reduced the number of jobs in the area. Natchez continues as a popular destination for heritage tourism because of well-preserved antebellum architecture. It remains the principal city of the Natchez, MS-LA Micropolitan Statistical Area.





Natchez Convention Center

## ECONOMY

The economy of Natchez-Adams is led by many strong sectors, including manufacturing, health care, banking, retail, the Port of Natchez and a growing tourism industry. Natchez-Adams County is in southwestern Mississippi, and companies benefit from favorable operating costs and low taxes. The Miss Lou Region has launched an initiative to become a certified "Work Ready Region," as conferred by ACT, Inc., a status nationally recognized as a powerful workforce and economic development tool. More than 50 local employers have already signed on to support the initiative. The Mississippi River means a thriving local economy which Michael Chapman wrote about in the song Ol' Man River. It has also played key roles in novels by William Faulkner, Herman Melville and Mark Twain, and today the mighty Mississippi is playing a key role in the economy of Natchez-Adams County.

These references to the river aid in keeping tourism strong in the region. Today, Natchez is seeing a resurgence in its economy that includes renewed business investment in the river, as evidenced by the Natchez-Adams County Port. Cargo from Natchez is shipped to South America, Europe, the Middle East, Asia and Middle America via the Mississippi River, with commodities such as lumber, plywood, steel, cotton, liquid petroleum products, grain and machinery components. Natchez has maintained its traditional grain and aggregate business while largely increasing the movement of liquid goods like petroleum and petroleum products.

# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Port of Natchez & Great River Industries



Alcorn State Univeristy - School of Nursing

## ECONOMY

Things will only get better for the port with the continued development of the nearby Tuscaloosa Marine Shale (oil drilling) project. Over the last three years, the Natchez economy has been bolstered by more than \$1 billion in new construction initiatives, including expansions or new projects at companies such as Genesis Energy, Elevance Renewable Sciences, Enersteel and Von Drehle.

## EDUCATION

Natchez is home to Alcorn State University's Natchez Campus, which offers the School of Nursing, the School of Business, and graduate business programs. The School of Business offers Master of Business Administration (MBA) degrees and other business classes. The MBA program attracts students from a wide range of academic disciplines and preparation from the Southwest Mississippi area and beyond offering concentrations in general business, gaming management and hospitality management. Both schools in the Natchez campus provide skills which has enabled community students to have an important impact on the economic opportunities of people in Southwest Mississippi. The Copiah-Lincoln Community College Natchez campus offers Associate of Arts and Associate of Applied Science degrees, as well as a variety of career and technical programs, and continuing education classes. Comprehensive post-secondary vocational-technical education and training is also available at Copiah-Lincoln Community College.



# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Natchez-Adams County Airport



Stanton Hall

## TRANSPORTATION

Natchez port, railways, roads, airport and available sites are strategically located in Southwest Mississippi on the banks of the beautiful Mississippi River with easy access to regional metropolitan areas.

## AIRPORTS

The Natchez-Adams County Airport is primarily a general aviation airport that is capable of handling air carrier charter flights in addition to corporate and business traffic. The airport has two hard-surfaced lighted runways at 6,500 feet and 5,000 feet long with air freight and jet capability. Commercial Air Service is available in Jackson, Mississippi and Baton Rouge, Louisiana, both 90 minutes away.

## HIGHWAYS

U.S. Highways 61, 84 and 98 intersect in Natchez, connect directly with Memphis, Baton Rouge, New Orleans and Mobile. Natchez Trace Parkway, scenic National Historic Site, originates in Natchez and terminates in Nashville.

# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Natchez-Adams County Port

## MISSISSIPPI RIVER

Located at mile 360 on the Mississippi River, the Natchez-Adams County Port has provided dependable service to destinations throughout the world for over 30 years. From the port, cargo can be shipped directly to Europe, Latin America and the far east via LASH barge in both high and low water conditions, as well as all destinations along the Mississippi River and the United States.

## RAIL

Natchez is served by a mainline of Canadian National Illinois Central Railroad, which starts in New Orleans and continues to Chicago, Illinois.

## HEALTHCARE

Adams County is served by two hospitals with 306 beds: Natchez Regional Medical Center and Natchez Community Hospital. The county is also served by four nursing homes: Adams County Nursing Home, Glenburney Nursing Home, Magnolia House, and Trace Haven Nursing Home.



Merit Health Natchez



# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Magnolia Bluffs Casino



Magnolia Bluffs Casino

## CASINOS

Natchez was once infamous for its gambling at Natchez Under-the-Hill, where debauchery was as unwavering as the current of the Mississippi River. Visitors to Natchez can still get in on the action in Natchez's riverfront casino, Magnolia Bluffs Casino, a replica of a 19th century sawmill. The subject hotel is a mile from the casino. Mississippi had 28 state-licensed casinos in 2018, including 12 on the Mississippi Gulf Coast, nine in the Northern Region (Tunica and Coahoma counties) and seven in the Central Region (Greenville, Washington County, Natchez and Vicksburg).

Total Fiscal Year 2017 state-licensed casino gross gaming revenues were \$2.09 billion, with \$1.395 billion, or 66.8%, as the estimated net traveler/visitor share. The estimated net traveler/visitor share of gross gaming revenue made up 22 percent of the \$6.343 billion in statewide travel and tourism expenditures by travelers.

## EVENTS

Natchez hosts numerous annual events such as the Festival of Music, the Great Mississippi River Balloon Race, and Mardi Gras. The variety, quality and number of arts and culture events in Natchez contribute in many ways to the whole community's vibrancy.

# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Bluff Park



Port of Natchez-Adams County

## OUTDOOR RECREATION

Abundant Recreation - including lakes, woodlands and wildlife - make outdoor recreation a favorable element in Natchez. Hunting and fishing are excellent, as are golfing, paddling, bicycling, jogging, swimming, tennis, baseball, football, soccer and other sports. Much of this activity takes place in Natchez's parks, including city-owned parks, such as the 200-acre Duncan Park. Smaller city parks are Bluff Park along the river, Memorial Park on Main Street, Natchez National Historical Park, Natchez State Park and the Natchez Trace Parkway.

## PORT OF NATCHEZ

The Port specializes in handling heavy containers and pallets of commodities ranging from automobiles to zucchini, and it offers the ability to ship to all destinations along the Mississippi River, as well as Europe, Latin America and the far east. Located at the port is Natchez Railroad that connects with Canadian National Railroad, while truck drivers have easy access to U.S. Highways 61, 84 and 98 that connect with Interstates 10, 20 and 55.



# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Viking Cruise Lines - Europe

## VIKING CRUISE LINES

According to The Natchez Democrat, the City of Natchez recently signed and submitted an agreement to lease property on the Mississippi River to Viking USA LLC for a new docking facility. The Natchez Mayor and Board of Aldermen unanimously agreed to apply for approximately \$9 million from a U.S. Department of Transportation Build Grant with a local match of approximately \$1.9 million to fund constructing the ramp facility on the Natchez riverfront. Viking's desire to dock in Natchez could mean growth for the businesses Under the Hill, a mile from the Property, and ultimately economic growth for the city.

Viking will conduct surveys of the property to determine where they will build the docks. The ramp could be located just south of Magnolia Bluffs Casino and accommodate up to three of American Cruise Line's vessels. The first of Viking's three boats is expected to be completed in 2021 and the second boat in 2023, and each boat is expected to accommodate approximately 390 passengers. The agreement states a docking lease — which would be signed subsequently to the agreement the Board of Aldermen approved — would last for 20 years from the day the first Viking vessel docks in Natchez.

# NATCHEZ MARKET OVERVIEW

HGI SHREVEPORT & HAMPTON NATCHEZ



Natchez Trace

## NATCHEZ TRACE

The Natchez Trace Parkway is a 444-mile recreational road and scenic drive through three states. It roughly follows the "Old Natchez Trace" a historic travel corridor used by American Indians, "Kaintucks," European settlers, slave traders, soldiers and future presidents. Today, people can enjoy not only a scenic drive but also hiking, biking, horseback riding and camping along the parkway. To the south, Grand Village of the Natchez Indians is home to a reconstructed Natchez house and three ceremonial mounds.

## TOURISM

Natchez, Mississippi is a quaint town located on the Mississippi River border with Louisiana. The history of Natchez, along with the casinos located on the River, bring in thousands of tourists every year. In the fiscal year 2017, Travel and Tourism was 4th in direct non-farm establishment based employment, behind manufacturing, healthcare, and retail trade. Most of the direct FY 2017 statewide travel and tourism jobs – 85,365 of 87,335, or 97.7% – were private sector careers, including hotels/motels, restaurants, casinos and retail. The other 1,970, or 2.3%, were staff in state parks, federal parks, outdoor recreation, airports, historic sites, state/local tourism offices, museums, performing arts centers and spectator sports sites.



Grand Village of the Natchez Indians



# NATCHEZ MAJOR EMPLOYERS

HGI SHREVEPORT & HAMPTON NATCHEZ

Company	Industry	Employees
Natchez-Adams School District	Educational Services	620
Merit Health - Natchez	Hospitals	475
Corrections Corporation of America	Public Administration	380
City of Natchez	Government - City	275
Magnolia Bluffs Casino	Amusement, Gambling & Recreation	252
Jordan Carriers	Transportation - Trucking	250
Adams County Government	Government - County	220
Supermarket Operations	Trade - Retail	200
Energy Drilling	Energy	200
Great River Industries	Manufacturing - Steel	200
WT Drilling	Energy	104
Von Drehle Corporation	Manufacturing - Paper	100

# TEAM PROFILE

HGI SHREVEPORT & HAMPTON NATCHEZ



**Michael Bull, CCIM**  
Broker  
Michael@BullRealty.com  
404-876-1640 x101



**Aubri Lienemann**  
Marketing



**Carine Davis**  
Marketing



**Scott Jackson**  
Analyst



# CONFIDENTIALITY AGREEMENT

HGI SHREVEPORT & HAMPTON NATCHEZ

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker"). Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

## I. Confidential Information:

Receiving Party will receive confidential information regarding properties referred to as 627 S Canal Street, Natchez, MS 39120 & 5971 Financial Plaza, Shreveport, LA 71129. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

## II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working as an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Bull Realty, Incorporated is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

## III. Governing Law

This Agreement shall be governed and construed in accordance with the laws of the States of Mississippi & Louisiana.

If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to \_\_\_ / \_\_\_ / \_\_\_

Receiving Party

Signature

Printed Name

Title

Company Name

Address

Email

Phone

Fax

**Michael Bull**

**404-876-1640 x101**

**Michael@BullRealty.com**

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