

**MARKET AND MAIN**  
LEASING BROCHURE



# MARKET AND MAIN

BEDFORD, NEW HAMPSHIRE



shopping | dining | entertainment | wellness

# WELCOME

TO MARKET AND MAIN

Market and Main is a Class A mixed-use development located in the town of Bedford, New Hampshire. The development will consist of fashion, entertainment, fitness, and dining, conveniently located on South River Road, in the heart of New Hampshire's retail and business hub. The location boasts a new Whole Foods, contiguous to this site, and current tenants include Trader Joe's and Friendly Toast.

#1 in Best Suburbs to Live in New Hampshire  
- *Niche.com 2019*





## MIXED USE COMMUNITY

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

## 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.



## AVAILABLE SPACES

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



**SKI & LAKE TRAFFIC PASSING BY MARKET AND MAIN  
ALONG  /  /  CORRIDOR**

VISITOR TRIPS:	18.37M
VISITOR SPENDING:	\$2.60B
RETAIL SPENDING:	\$646.2M
ALPINE & CROSS COUNTRY SKI RESORTS:	33
LAKES:	~1,000



# NEW HAMPSHIRE & VERMONT SKI & LAKE TRAFFIC

“The things you regret most in life are the risks you didn’t take.” - Lewis Carroll



## HIGHWAY PERSPECTIVE

“Success occurs when opportunity meets preparation.” - Zig Ziglar



# TRADER JOE'S®

# SHOPPING





## 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.



Residential & Retail Inspiration - Portsmouth, New Hampshire



## STREETSCAPE INSPIRATION

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



## MAIN STREET

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



# DINING



## AVERAGE HOUSEHOLD INCOME

Bedford's average household income of \$99,165 is the highest in the country.\*

## THRIVING ECONOMY

Job growth is strong and the poverty rate is low. There is **no income tax, no general sales tax, no capital gains tax**, and only a 5% tax on certain interest and dividends. New Hampshire is the only state that does not mandate automobile liability insurance or charge a fee for being uninsured.\*\*

## TAX BURDEN

New Hampshire offers the #2 lowest tax burden 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.\*\*\*

## RANKED BEST STATE TO LIVE IN THE U.S.

New Hampshire was ranked in the top five best states to live by U.S. News and World Report. That ranking is due to their unique quality of life, low tax burden, growing tourism, booming business opportunities and a highly skilled and educated workforce.\*\*\*

## #12 BEST CITY IN THE U.S. TO START A BUSINESS IN

The Manchester-Bedford area came in at number 12 on Business Insider's 2021 list of the 25 best cities to start a business in.\*\*\*\*

## CLOSE PROXIMITY TO SEVERAL STATES

Retailers benefit from proximity to several states (ME, VT, MA, and CT), with shoppers spending in New Hampshire to benefit from the lack of sales tax.\*\*

## HOUSING

The Manchester-Bedford area has the hottest real estate market in the country, according to Realtor.com, thanks to their proximity to Boston (where median home prices are \$280,000 higher), plus New Hampshire's mountains and beaches.\*\*

## GREAT EDUCATION

Ranked #2 for Pre-K-12 education, the state has some of the best schools in the country, with active home school networks.\*\*

\* <https://www.incomebyzipcode.com/newhampshire>

\*\* <https://www.fsp.org/nh/>

\*\*\* <https://peasedev.org/business/>

\*\*\*\* <https://york.ie/blog/manchester-new-hampshire-so-hot-right-now/>

# REASONS TO DO BUSINESS IN BEDFORD

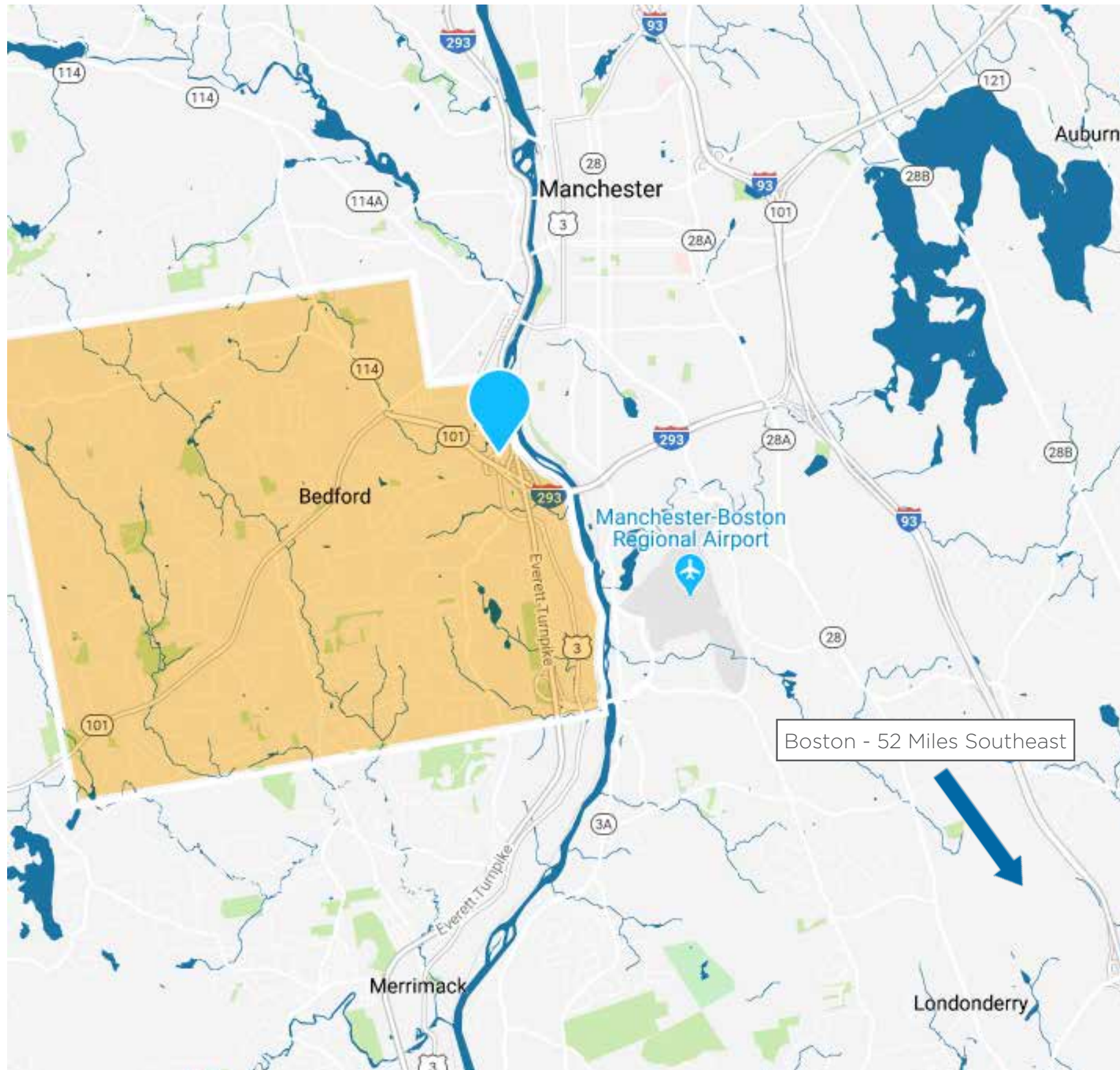
Household disposable income and median household income is the highest in the country.





## ENTRANCE/OUTDOOR THEATER

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



**SUMMARY**

**CENSUS 2020  
(COUNTY)**

Population	422,937
Median	\$83,626
Households	163,00
Average Household Size	2.51
Owner Occupied Housing Units	66%
Median Age	41

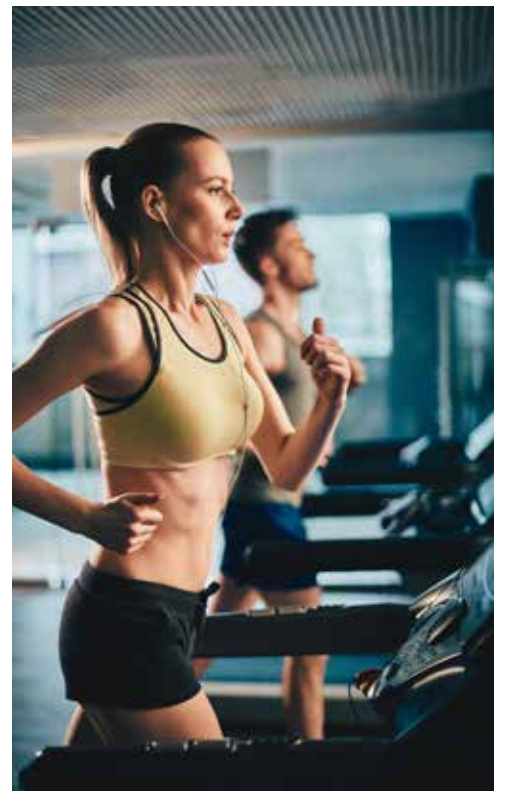
*Bedford's median household income is \$135,021.*

U.S. Census 2019

**AREA DEMOGRAPHICS**

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





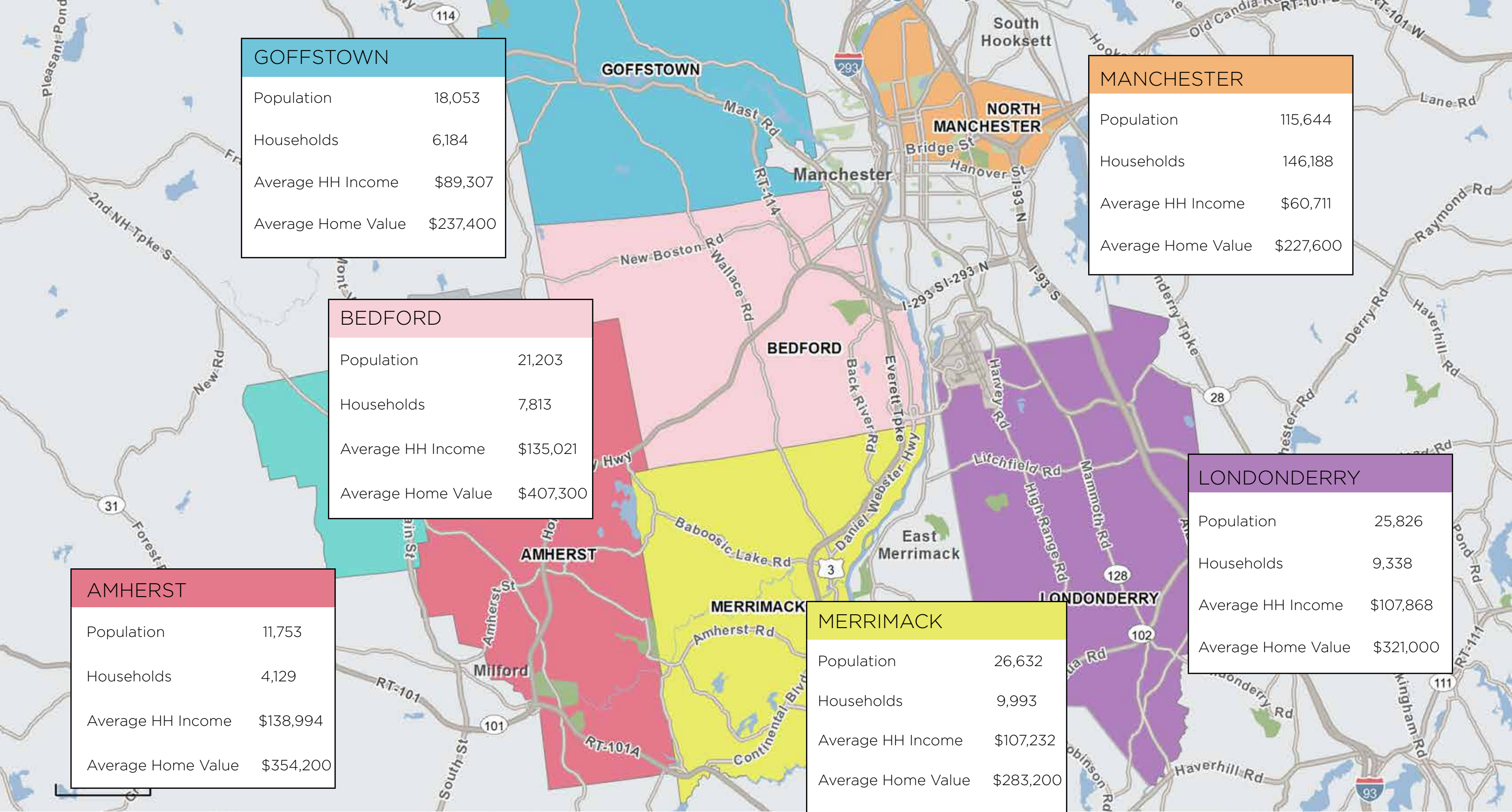
# WELLNESS



## STREETSCAPE SHOPPING

“Creativity is intelligence having fun.” - Albert Einstein





# 2020 U.S. CENSUS AREA DEMOGRAPHICS

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

## 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 and a variety of restaurants and retailers, 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.



Trader Joe's (Open)



Friendly Toast (Open)



Retail and Dining Streetscape Concept



Carrabba's Italian Grill (Open)



Whole Foods (Open)

## VIBRANT TENANTS

“Always deliver more than expected.” - Larry Page

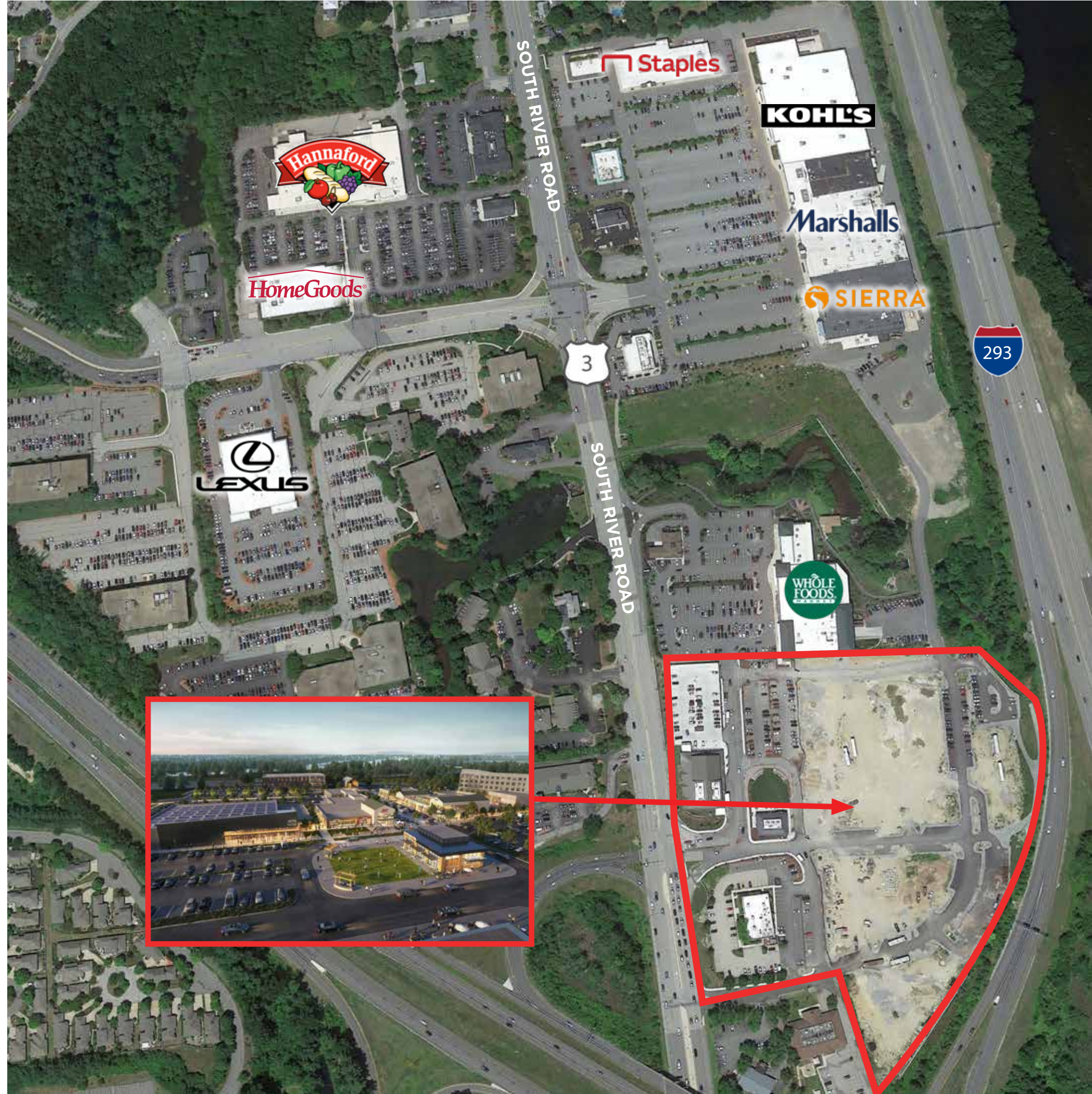


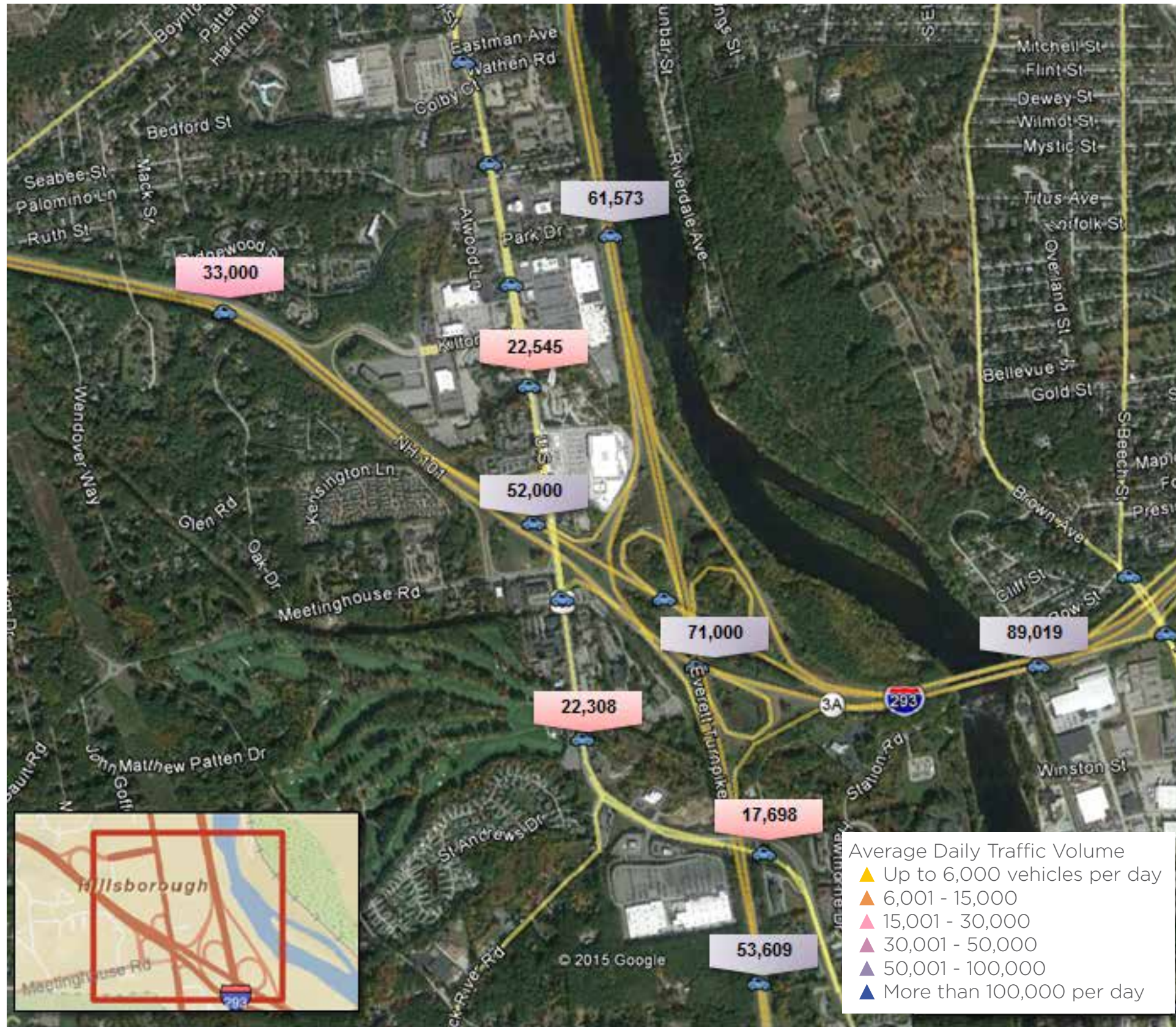
## STREETScape SHOPPING

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

# PROJECT OVERVIEW

- Most visible location in New Hampshire with exposure to over 200,000 vehicles per day
- Most affluent town in New Hampshire with \$135K Median 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 and Trader Joe's





Variety of Textures



Eye-catching Displays



Seated Outdoor Patio Areas

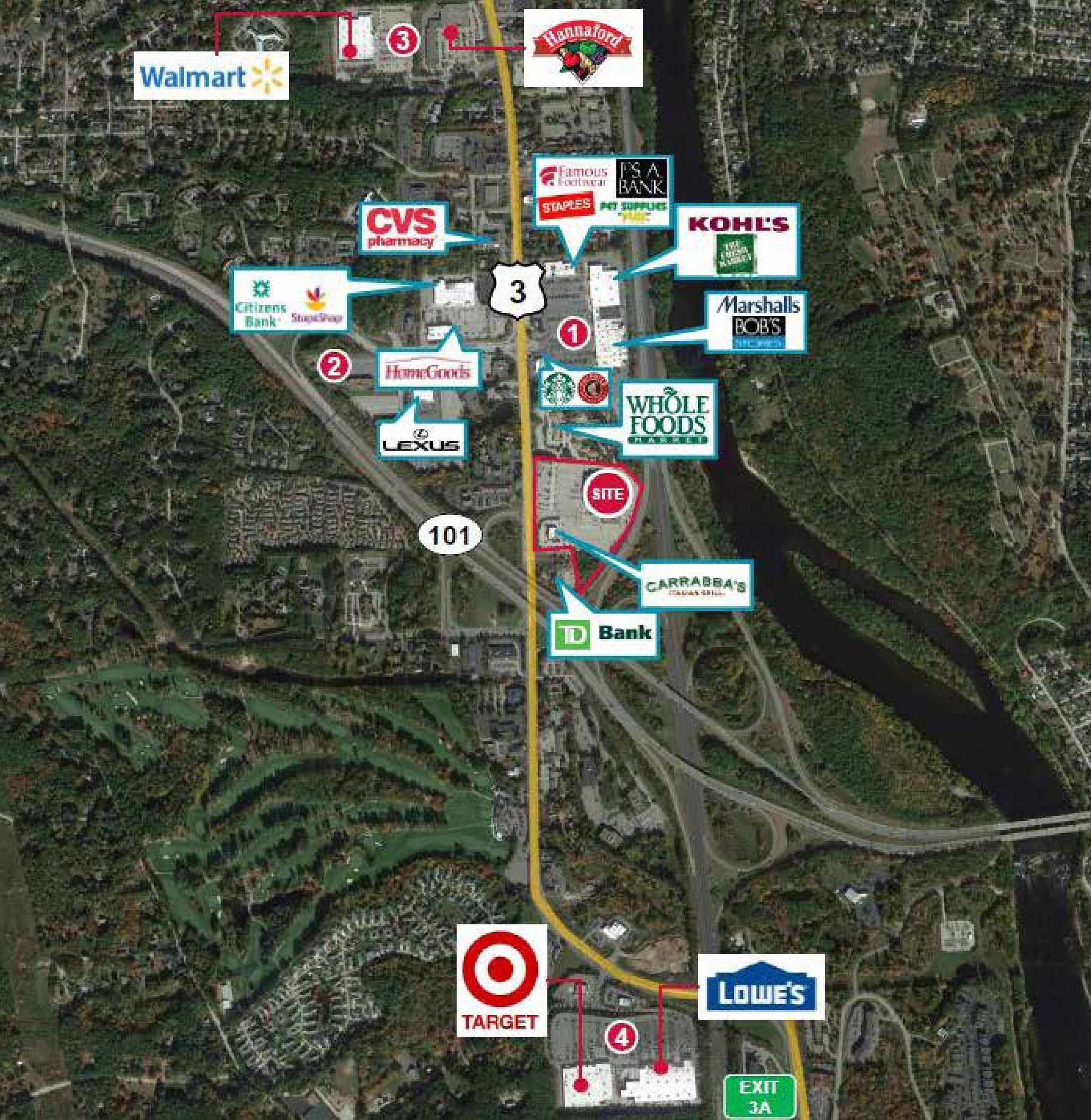
## TRAFFIC COUNTS

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



## STREETSCAPE SHOPPING

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



## 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



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.

## REGIONAL RETAILERS





## STREETScape SHOPPING

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

## DEVELOPMENT



**Mike Nelson | President, Encore Commercial**

Mike Nelson has a successful record of maximizing asset value for developers, owners, and third-party management firms, and is responsible for sourcing new lease deals, preparing lease proposals, evaluating tenants' qualifications, and negotiating leases with national and local tenants for company-owned properties. He has overseen 21 million square feet and \$2.3 billion in acquisition and development throughout his 30-year career. In his time with Encore, Mike has overseen the signing of more than 350 leases and is currently managing three development projects valued at \$140 million. Prior to joining Encore in 2000, Mike 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. Mike's commercial real estate career also includes serving as Senior Vice President of the Southwest region for PM Realty Group, and Regional Portfolio Manager for Cushman & Wakefield, where he oversaw their Houston. Mike has a B.S. in Political Science from Oregon State University.



**Laura Hart | Vice President of Property Management, Encore Commercial**

Laura Hart is a proven CRE management professional with over 25 years of experience managing commercial real estate investment assets. She is responsible for directing the day-to-day operations involved in the physical and financial performance of the office and retail properties. Prior to joining Encore, Laura managed the property management group of the Dallas regional office with Inland American Retail Management LLC, the management arm of the \$9.5 billion Inland American REIT. Laura possesses experience in managing more than 11 million square feet of primarily Class A retail properties in Texas, Oklahoma, Arkansas, New Mexico, Louisiana, Nevada, Colorado, California, Washington, Alabama, Mississippi, Georgia, South Carolina, Ohio, and New Hampshire, in addition to managing office towers in Texas and Colorado, mixed-use development in Texas, and student housing development in California. Laura is a graduate of University of Texas at Arlington and has a Bachelor's in Political Science and Criminology and Criminal Justice.

## LEASING



**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.

## EXECUTIVE BIOS

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



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[www.marketandmainbedford.com](http://www.marketandmainbedford.com)

**Mike Nelson, President, Encore Commercial**

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**Ted Chryssicas, Executive Managing Director, Retail Brokerage, NEWMARK**

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