

VERIZON

4724 CALUMET AVENUE, MANITOWOC, WI



OFFERING MEMORANDUM

Marcus & Millichap



MANITOWOC
COUNTY
AIRPORT

LINCOLN
PARK ZOO

Lowe's

Kohl's

TJ-maxx

Panda Express

Arby's

Mattress Firm

Batteries + Bulbs

Qdoba Mexican Grill

AW All American Food

Aldi

Starbucks

Jimmy John's

Cousins Subs

menchie's frozen yogurt

Buffalo Wild Wings

Taco Bell

Pick n Save

maurices

planet fitness

Dollar Tree

Hobby Lobby

DOWNTOWN
MANITOWOC

MANITOWOC COUNTY
EXPO CENTER
& FAIRGROUNDS

verizon

Walmart Supercenter

OfficeMax

festival

Culver's

BUICK

Sherwin Williams

Motor Harley-Davidson Cycles

McDonald's

goodwill

Applebee's Grill + Bar

Perkins Restaurant & Bakery

Wendy's

AMC Theatres

Quality Inn

Holiday Inn

The information in this package has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2013 Marcus Millichap. ACT ID ZAA0070307

Executive Summary

FINANCIAL SUMMARY

Price	\$1,754,000
Down Payment	100% \$1,754,000
Cap Rate	6.50%
Building SF	3,000 SF
Net Cash Flow	6.50% \$114,000
Year Built	2019
Land/Lot Size	.65 Acres

LEASE SUMMARY

Lease Type	Double-Net (NN) Lease
Tenant	Cellular Sales of Wisconsin, LLC
Lease Guarantor	Cellular Sales of Knoxville, Inc. (550+ Locations)
Roof & Structure	Landlord Responsible
Lease Commencement Date	September 16, 2019
Lease Expiration Date	August 31, 2029
Lease Term Remaining	10 Years
Rental Increases	10% Every 5 Years
Renewal Options	4, 5 Year Options

ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
1 - 5	\$114,000	6.50%
6 - 10	\$125,400	7.15%
Lease Years	Annual Rent	Cap Rate
Option 1	\$137,940	7.86%
Option 2	\$151,734	8.65%
Option 3	\$160,907	9.17%
Option 4	\$183,598	10.47%

Base Rent	\$114,000
Net Operating Income	\$114,000
Total Return	6.50% \$114,000

The Verizon logo, consisting of the word "verizon" in a bold, black, sans-serif font, followed by a red checkmark symbol.



BUFFALO WILD WINGS
JIMMY JOHN'S
MATTRESS FIRM **GameStop**

ALDI

Walmart
Supercenter

festival

LOWE'S
KOHL'S
TJ-MAXX

BUICK

TACO BELL **AW**
AspenDental

OfficeMax

Culver's

KFC

goodwill

Wendy's

Applebee's
GRILL + BAR

Perkins
RESTAURANT & BAKERY

noodles
WORLD KITCHEN
COUSINS
- SUBS -

Qdoba
MEXICAN GRILL
menchie's
frozen yogurt
Batteries + Bulbs

PANDA EXPRESS
CHINESE KITCHEN

Panera
BREAD

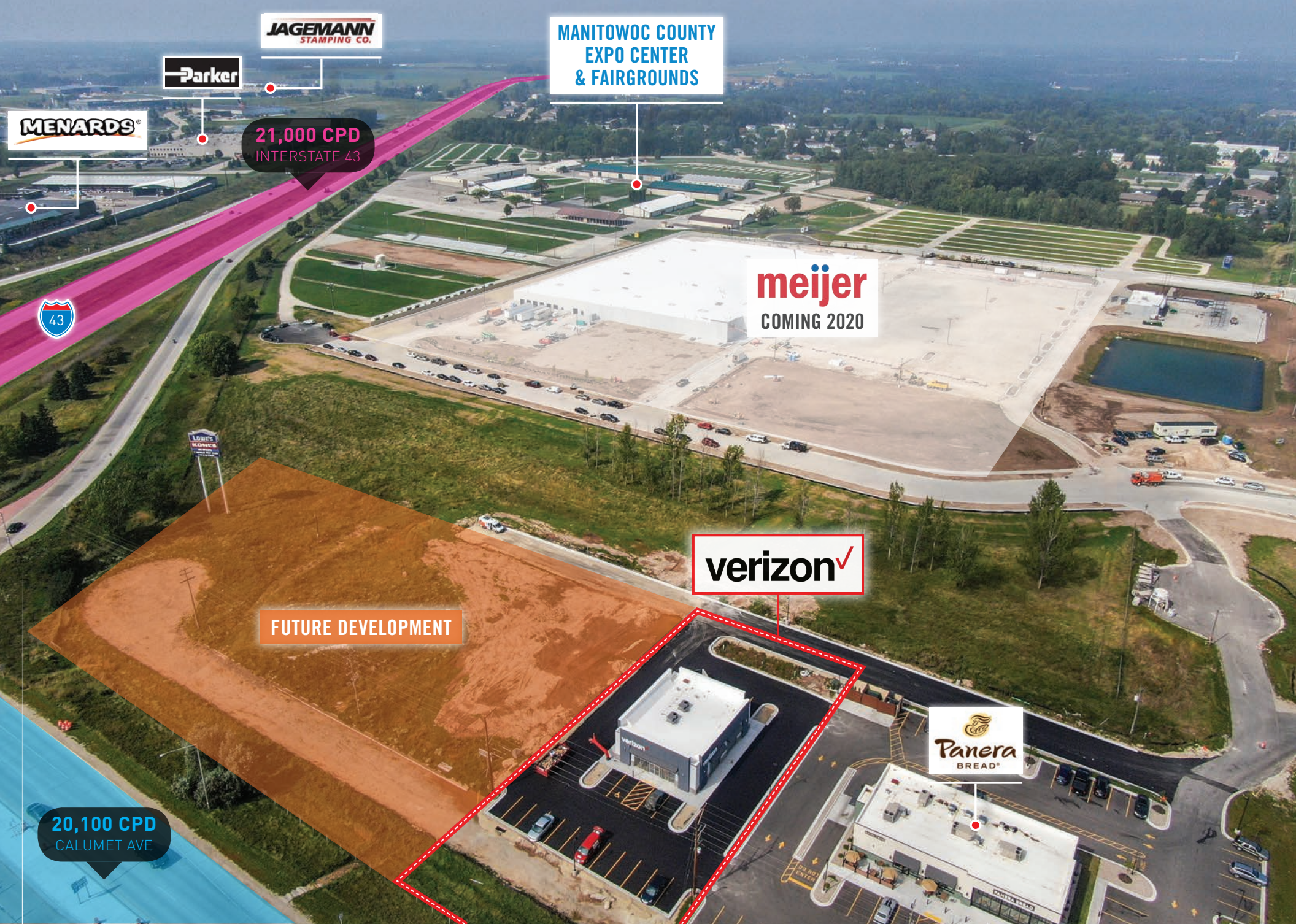
Holiday Inn

verizon

FUTURE DEVELOPMENT

20,100 CPD
CALUMET AVE

7,100 CPD
S RAPIDS RD



Parker

JAGEMANN
STAMPING CO.

MANITOWOC COUNTY
EXPO CENTER
& FAIRGROUNDS

MENARDS®

21,000 CPD
INTERSTATE 43

43

meijer
COMING 2020

verizon✓

FUTURE DEVELOPMENT

20,100 CPD
CALUMET AVE

Panera
BREAD®

Property Description



INVESTMENT HIGHLIGHTS

- » **Brand New 10-Year Lease with 550+ Unit Verizon Franchisee**
- » 10% Rental Increases Every 5 Years
- » **Brand New 2019 Construction**
- » 36,451 Residents in Growing Manitowoc Trade Area - Households Projected to Increase 7%+ in Immediate Area by 2023
- » **Visible to 20,100+ Cars/Day Along Calumet Avenue**
- » Adjacent to a Brand New Meijer Grocery Store, Coming 2020
- » **Situated in Manitowoc's Primary Retail Corridor** - Lowe's, Kohl's, Walmart Supercenter, Festival Foods, Office Max, Aldi, and More
- » **Directly Off the Interstate 43, Major Connector Between Milwaukee and Green Bay**
- » Average Household Income Exceeds \$63K within a 5-Mile Radius
- » **Close Proximity to Milwaukee's Expo Center and Fairgrounds**



DEMOGRAPHICS

1-mile

3-miles

5-miles

Population

2023 Projection	1,450	23,194	36,790
2018 Estimate	1,402	23,125	36,451
Growth 2018 – 2023	3.45%	0.30%	0.93%

Households

2023 Projection	662	9,789	15,727
2018 Estimate	618	9,639	15,398
Growth 2018 – 2023	7.09%	1.55%	2.14%

Income

2018 Est. Average Household Income	\$58,393	\$59,153	\$63,542
2018 Est. Median Household Income	\$47,649	\$45,403	\$47,984
2018 Est. Per Capita Income	\$25,820	\$24,888	\$27,087



Tenant Overview



Basking Ridge, New Jersey

Headquarters

NASDAQ: VZ

Stock Symbol

2,330+

Locations

www.verizonwireless.com

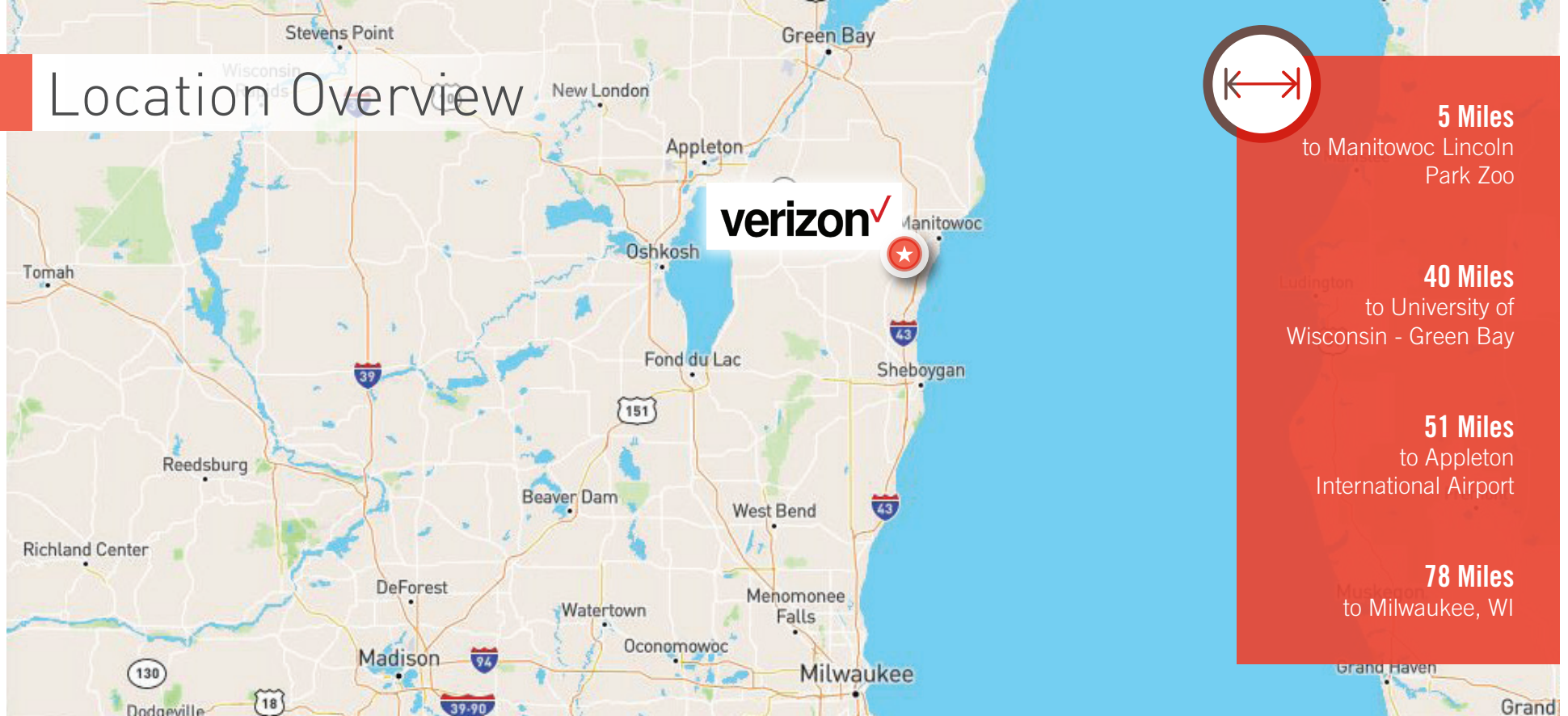
Website

Verizon is the largest wireless telecommunications provider in the United States. The company offers the largest 4G LTE network in America and the nation's largest high-speed 3G network. For residential customers, Verizon FiOS is America's largest 100% fiber-optic network to the home, providing the nation's fastest, most consistent and most reliable Internet service, as well as TV with the best picture quality. For large businesses, Verizon is a global IP leader, operating one of the worlds' most connected public Internet backbone networks, delivering solutions that let customers securely connect, communicate and collaborate

around the globe. Verizon operates a national 4G LTE network covering 98% of the U.S. population.

Verizon is currently leading the industry by becoming one of the first companies to develop a 5G network. The company built its own 5G technology to accelerate testing and drive the development of a worldwide 5G standard. With 5G, consumers will experience faster downloads and outstanding network reliability, making businesses more efficient and giving consumers access to more information faster than ever before.

Location Overview



The county seat of Wisconsin's Manitowoc County, Manitowoc is a thriving and prosperous community located on Lake Michigan at the mouth of the Manitowoc River. The city is known as Wisconsin's Maritime Capitol, as it is recognized worldwide as the manufacturer of spectacular yachts and is the sole Wisconsin port for the S.S. Badger, the only upscale passenger vessel still sailing on the Great Lakes.

Thirty miles of pristine coastline, thirteen beaches, and a seven-mile trail that parallels the lake connects the cities of Manitowoc and Two Rivers to create a coastal destination with a deep maritime history. Tourists flock to this region for the shops, restaurants, parks, and entertainment in Manitowoc's 8th Street Historic District. Residents and visitors alike enjoy exploring the Lincoln Park Zoo

and Big Red Barn Petting Zoo, weekly concerts at Washington Park, Thunder over the Lakeshore Airshow, Manitowoc County Fair, Sputnikfest, and more.

With its broad range of retail, manufacturing, wholesale, recreation, and dining businesses, Manitowoc and its surrounding areas enjoy a vibrant economy. More than 45,000 county residents are employed with area companies, keeping the unemployment numbers well below the national average. In addition, the Manitowoc County Expo boosts the economy with its numerous tourism events, trade shows, multifaceted groups, and the Manitowoc County Fair. The county recently invested \$1 million in new facilities at the Expo. The county also recently invested in the renovation at the University of Wisconsin - Manitowoc campus, a \$7 million project in education for the future children of the area.

DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the
2 following disclosure statement:

3 **DISCLOSURE TO CUSTOMERS** You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent
4 of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A
5 broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is
6 providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the
7 customer, the following duties:

8 (a) The duty to provide brokerage services to you fairly and honestly.

9 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.

10 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request
11 it, unless disclosure of the information is prohibited by law.

12 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the
13 information is prohibited by law (see lines 42-51).

14 (e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your
15 confidential information or the confidential information of other parties (see lines 23-41).

16 (f) The duty to safeguard trust funds and other property held by the Firm or its Agents.

17 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the
18 advantages and disadvantages of the proposals.

19 Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services,
20 but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home
21 inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a
22 plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.

23 **CONFIDENTIALITY NOTICE TO CUSTOMERS** The Firm and its Agents will keep confidential any information given to the
24 Firm or its Agents in confidence, or any information obtained by the Firm and its Agents that a reasonable person
25 would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to
26 disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the
27 Firm is no longer providing brokerage services to you.

28 The following information is required to be disclosed by law:

29 1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).

30 2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection
31 report on the property or real estate that is the subject of the transaction.

32 To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may
33 list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a
34 later time, you may also provide the Firm or its Agents with other Information you consider to be confidential.

35 **CONFIDENTIAL INFORMATION:** _____

36 _____

37 _____

38 **NON-CONFIDENTIAL INFORMATION** (the following information may be disclosed by the Firm and its Agents): _____

39 _____

40 _____

41 _____ (Insert information you authorize to be disclosed, such as financial qualification information.)

42 **DEFINITION OF MATERIAL ADVERSE FACTS**

43 A "Material Adverse Fact" is defined in Wis. Stat. § 452.01(5g) as an Adverse Fact that a party indicates is of such
44 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable
45 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction
46 or affects or would affect the party's decision about the terms of such a contract or agreement.

47 An "Adverse Fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee
48 generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural
49 integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
50 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a
51 contract or agreement made concerning the transaction.

52 **NOTICE ABOUT SEX OFFENDER REGISTRY** You may obtain information about the sex offender registry and persons
53 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at
54 <http://www.doc.wi.gov> or by telephone at 608-240-5830.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.
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NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

By accepting this Marketing Brochure, you agree to treat the information contained herein regarding the lease terms as confidential and proprietary and to only use such information to evaluate a potential purchase of this net leased property.

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs. Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

CONFIDENTIALITY AGREEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and it should not be made available to any other person or entity without the written consent of Marcus & Millichap. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to Marcus & Millichap.

This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT THE MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

Marcus & Millichap