



Stillwater, OK

HOME OF



Representative Photo



OFFERING MEMORANDUM

1890 North Perkins Road  
Stillwater, OK 74075

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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.

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# Table of Contents

Investment Highlights	4
Investment Overview	5
Financial Analysis	6
Tenant Overview	7-8
Surrounding Area	9
Location Overview	10
Property Photos	11
Maps	12-13
Demographics	14





# Investment Highlights

PRICE: \$3,389,920 | CAP: 6.25% | RENT: \$211,870



## About the Investment

- ✓ Approximately 10 Years Remaining on an Original 20-Year Triple-Net (NNN) Lease
- ✓ Strong Private Credit – 177<sup>th</sup> Largest Private Company
- ✓ 1.5% Annual Rental Increases
- ✓ Four (4), Five (5) Year Tenant Renewal Options
- ✓ Eligible for Bonus Depreciation

## About the Location

- ✓ Major Retailers in Surrounding Area Include: Walmart, Lowe's, Red Lobster, Starbucks, Chick-fil-A, Staples, JCPenney, Best Buy, Ross, Pier 1 Imports, Petco, Academy Sports + Outdoors, Olive Garden, Panda Express, Texas Roadhouse, Buffalo Wild Wings, Chipotle
- ✓ Over 51,000 Individuals Within a Five-Mile Radius
- ✓ Strategic Positioning – Traffic Counts of Over 21,700 Vehicles on U.S. Interstate 271 and Over 35,000 Vehicles on Ohio Route 8
- ✓ In Close Proximity to Oklahoma State University – 26,000+ Students Enrolled

## About the Tenant/Brand

- ✓ Revenues Exceeding \$2.4 Billion in 2017
- ✓ 28<sup>th</sup> Largest Convenience Store Operator in the United States
- ✓ More Than 400 Locations in 11 States Including Iowa, Missouri, Arkansas, Oklahoma, Nebraska, North Dakota, South Dakota, Minnesota, Montana, Colorado, and Wyoming.
- ✓ Ranked the 177<sup>th</sup> Largest Private Company by Forbes





# INVESTMENT OVERVIEW



Marcus & Millichap is pleased to present the exclusive listing for Kum & Go property located at 1890 North Perkins Road in Stillwater, Oklahoma. Built in 2008, the property consists of a 5,118 square foot building, and sits on 1.659 acres of land.

This Kum & Go property has approximately 10 years remaining on its original 20-year triple-net (NNN) lease. The current rent is \$211,870 and is subject to 1.5% annual rental increases.

Kum & Go is a convenience store chain primarily located in the Midwestern United States. The company, based in Des Moines, Iowa, operates over 400 stores in 11 states.





# Financial Analysis



PRICE: \$3,389,920 | CAP: 6.25% | RENT: \$211,870

## Property Description

Property	Kum & Go
Property Address	1890 North Perkins Road
City, State, ZIP	Stillwater, Oklahoma 74075
Year Built / Renovated	2008
Building Size	5,118 Square Feet
Lot Size	+/- 1.659 Acre
Type of Ownership	Fee Simple

## The Offering

Annual Rent	\$211,870
CAP Rate	6.25%
Purchase Price	\$3,389,920

## Lease Summary

Property Type	Net Leased Gas Station & C-Store
Tenant / Guarantor	Kum and Go, L.C.
Ownership Type	Corporate
Original Lease Term	20 Years
Lease Commencement	July 15 <sup>th</sup> , 2010
Rent Commencement	July 15 <sup>th</sup> , 2010
Lease Expiration	July 30 <sup>th</sup> , 2030
Lease Term Remaining	10 Years
Lease Type	Absolute Triple-Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	1.5% Annually
Renewal Options	Four, (4), Five (5)-Year Options

## Rent Schedule

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
Year 1	\$185,300	\$15,442	-
Year 2	\$188,080	\$15,673	1.50%
Year 3	\$190,901	\$15,908	1.50%
Year 4	\$193,764	\$16,147	1.50%
Year 5	\$196,671	\$16,389	1.50%
Year 6	\$199,621	\$16,635	1.50%
Year 7	\$202,615	\$16,885	1.50%
Year 8	\$205,654	\$17,138	1.50%
Year 9	\$208,739	\$17,395	1.50%
Year 10	\$211,870	\$17,656	1.50%
Year 11	\$215,048	\$17,921	1.50%
Year 12	\$218,274	\$18,189	1.50%
Year 13	\$221,548	\$18,462	1.50%
Year 14	\$224,871	\$18,739	1.50%
Year 15	\$228,244	\$19,020	1.50%
Year 16	\$231,668	\$19,306	1.50%
Year 17	\$235,143	\$19,595	1.50%
Year 18	\$238,670	\$19,889	1.50%
Year 19	\$242,250	\$20,188	1.50%
Year 20	\$245,884	\$20,490	1.50%



# TENANT OVERVIEW



## Company Profile

Kum & Go is a convenience store chain primarily located in the Midwestern United States. The company, based in Des Moines, Iowa, operates over 400 stores in 11 states—primarily in its home state of Iowa. Other states include: Missouri, Arkansas, Oklahoma, Nebraska, North Dakota, South Dakota, Minnesota, Montana, Colorado, and Wyoming.

In 1959, William A. Krause and Tony S. Gentle created a convenience store concept where people could buy gas & groceries. But more than that, they pioneered a belief system. Whether it's keeping the store sparkling clean, treating every customer like a friend, or donating our time and money to great causes, we strive to make every day just a little bit better and brighter for all.

Today, Kum & Go is still a family-owned operation run by Kyle J. Krause, son and grandson of the original founders. We employ 5,000+ associates in more than 400 stores across 11 states throughout the Midwest. We pride ourselves on not being a "typical" convenience retailer. Sure, we provide the products and services that you'd expect to find... lots of drinks and snacks, fresh food to satisfy the cravings of our on-the-go customers, and a selection of quality fuel products. Yet what truly sets us apart from our competitors is our people.

## 28<sup>th</sup> Largest Convenience Store Operator in the Country

Since 1997, Kum & Go has been a leader in distributing biofuel to customers. We offer biofuel alternatives in a number of our more than 400 stores as part of our commitment to the environment. These biofuel alternatives are important because they are what customers want and because they are better for our environment and that's something we can all appreciate.

# TENANT OVERVIEW



## More Convenience

In 1959, William A. Krause and Tony S. Gentle created a convenience store concept where people could buy gas & groceries. But more than that, they pioneered a belief system. Whether it's keeping the store sparkling clean, treating every customer like a friend, or donating our time and money to great causes, we strive to make every day just a little bit better and brighter for all.



Your stores are some of the cleanest and well organized that I have ever been in and the staff are always professional and courteous.

**Chris**

## More Surprises

Every year, Kum & Go donates 10% of our profits to good causes in our communities. We build houses, provide food and clothing, support schools and do whatever else a good neighbor would. Because that's how we think of ourselves; we're neighbors in our communities and investing in that makes better places and better people. And better people make a better Kum & Go.

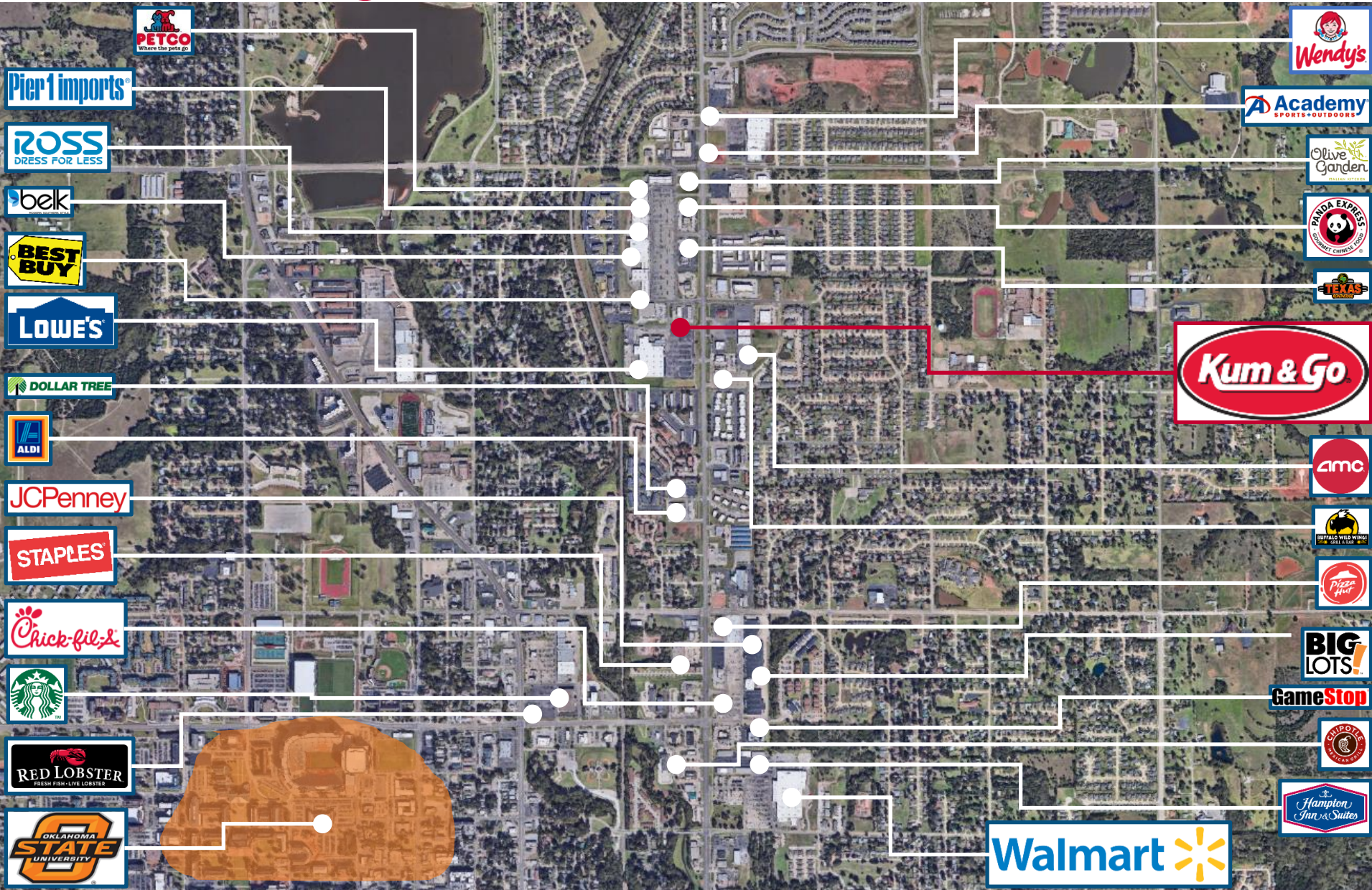


## More Service

Everything about a Kum & Go store is designed to make things better for you. We test the arrangement of our stores for maximum convenience. You'll see that the associates at Kum & Go deliver excellent customer service, day in and day out. Whether it's keeping the store sparkling clean or treating every customer like a friend, our associates are dedicated to making your Kum & Go experience legendary.



# Surrounding Area







# Location Overview



## SURROUNDING RETAIL & POINTS OF INTEREST

This Kum & Go property is located at 1890 North Perkins Road in Stillwater, Oklahoma. Stillwater is the county seat of Payne County. Stillwater is located 60 miles northeast of Oklahoma City and 63 miles west of Tulsa.

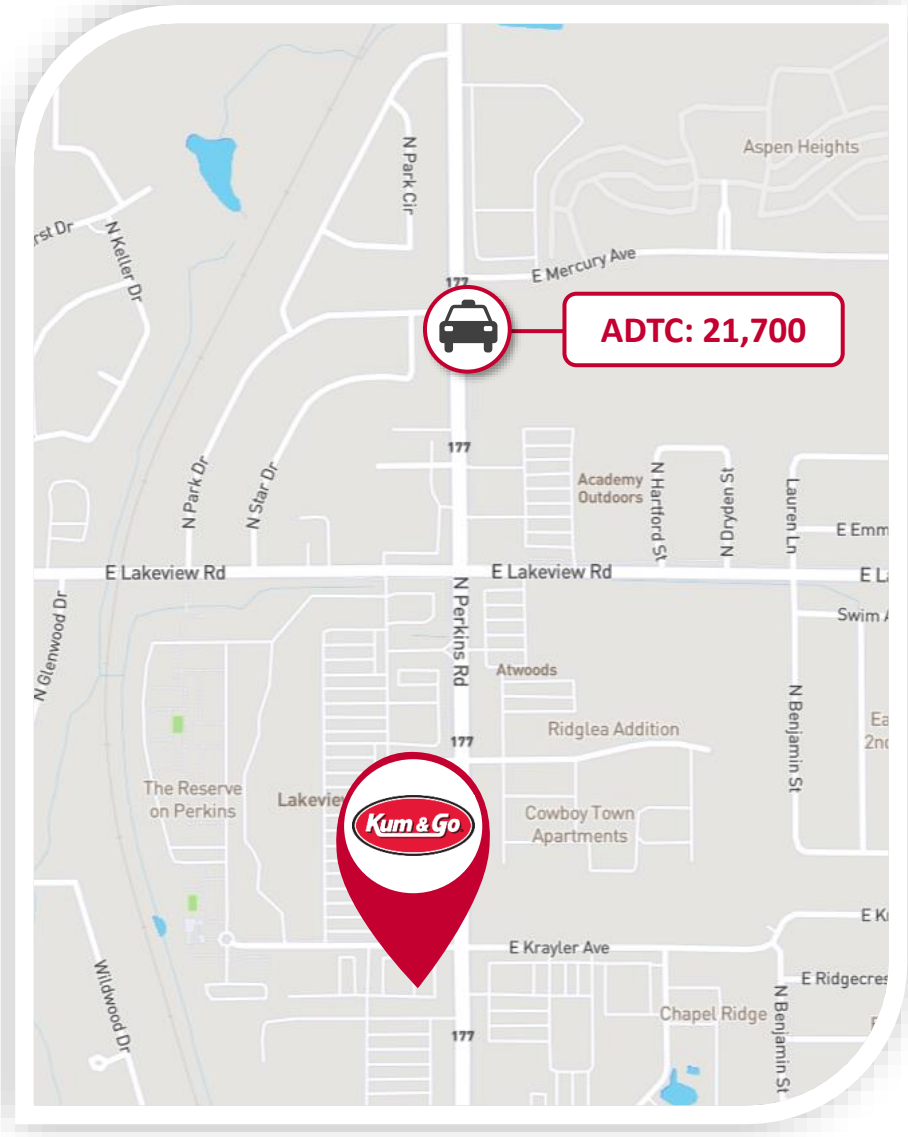
The subject property is well-positioned, benefiting from its proximity to many major national and local retailers. Major national retailers in the area include: Walmart, Lowe's, Red Lobster, Starbucks, Chick-fil-A, Staples, JCPenney, Best Buy, Ross, Pier 1 Imports, Petco, Academy Sports + Outdoors, Olive Garden, Panda Express, Texas Roadhouse, Buffalo Wild Wing, Chipotle, as well as many others. The subject property is located less than three miles from Oklahoma State University. The total enrollment of the University is approximately 26,000 students. Stillwater Medical Center, a 117-bed acute care general hospital, is located less than five miles from the subject property. The subject property is located less than three miles from Stillwater Regional Airport. The airport averages 80,000 aircraft operations per year.

## TRAFFIC COUNTS & DEMOGRAPHICS

Stillwater has approximately 41,290 individuals residing within a three-mile radius of the property and more than 52,503 within a five-mile radius. This Kum & Go property is located on North Perkins Road, which has average daily traffic counts of 21,700 vehicles.

## MARKET OVERVIEW

Stillwater is home to a diverse mix of business and industry, from manufacturing to advanced technology. Among its export industries are printing and publishing, floor covering, wire products, software, food and kindred products, and research. Stillwater has the following economic clusters: aerospace, agribusiness, biotechnology, optoelectronics, printing and publishing, software and standard manufacturing. Oklahoma State University plays a significant part of Stillwater's overall economy with more than 26,000 students, 5,500 personnel and a focus on research and technology. Stillwater is also home to a branch of Northern Oklahoma College, Meridian Technology Center, and the Oklahoma Department of Career and Technology Education. In 2011 Forbes Magazine named Stillwater the 6th fastest growing small cities in the United States.







# Property Photo

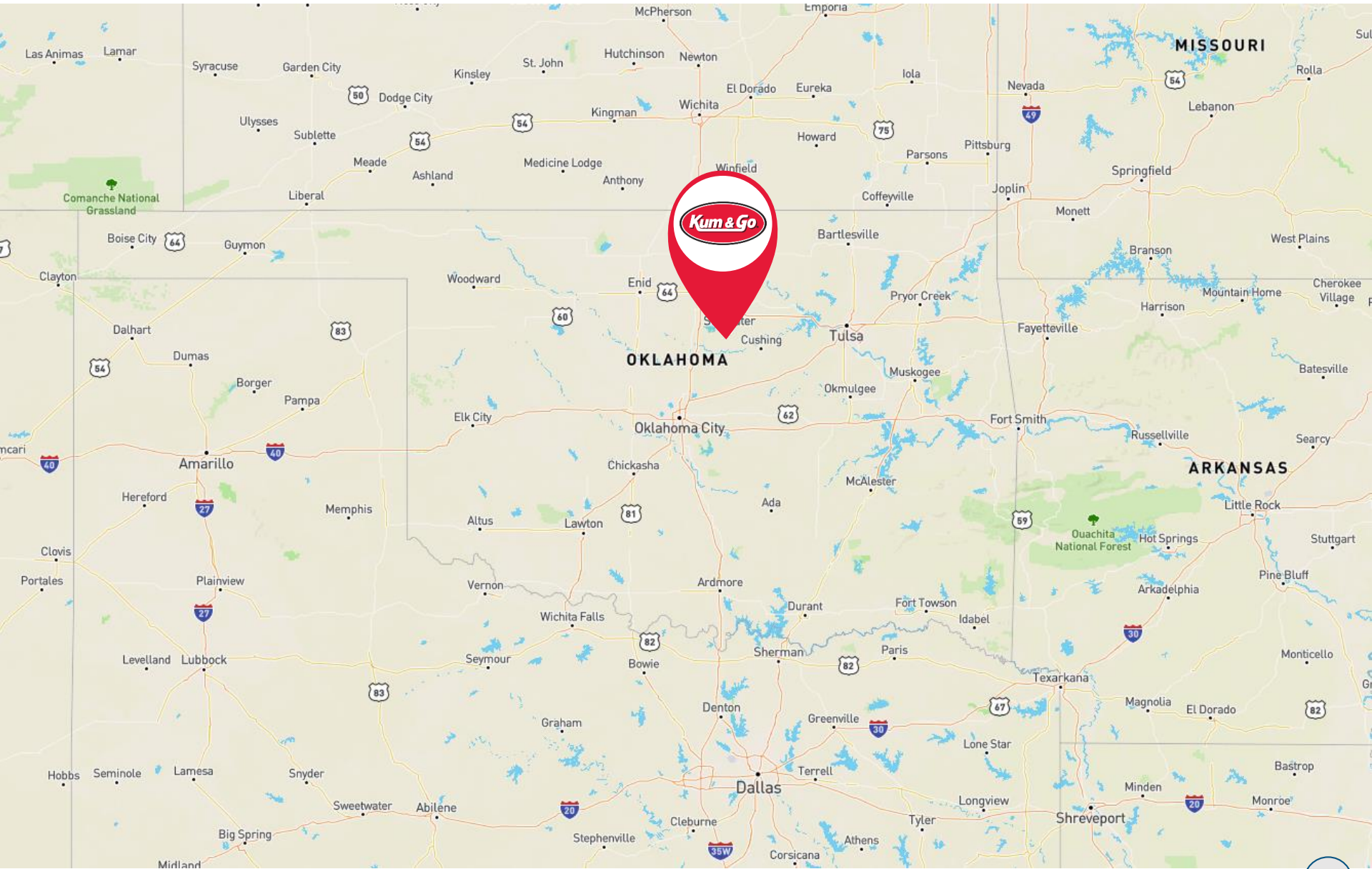


*Representative Photo*





# Regional Map





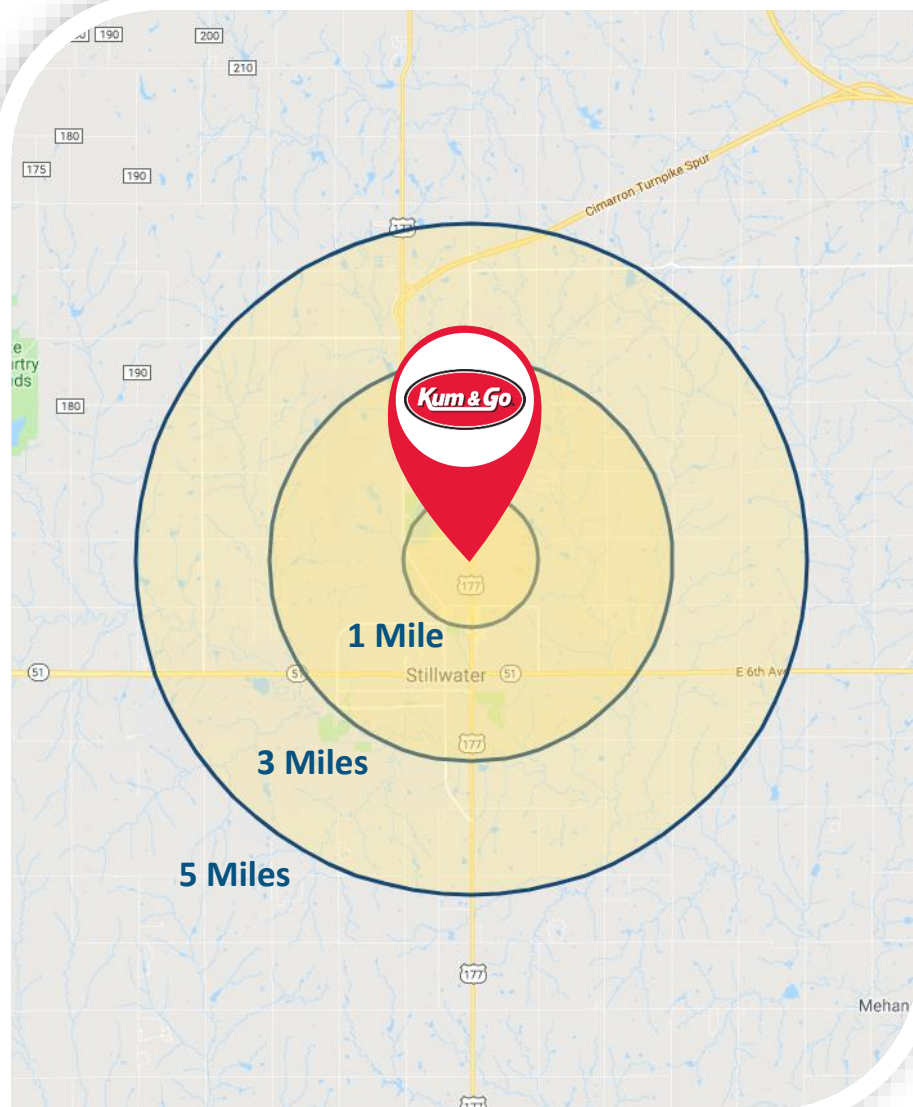


# State Map





# Demographics



1 Mile 3 Miles 5 Miles

## Population:

2023 Projection	13,129	42,883	54,484
2018 Estimate	12,305	41,290	52,503
2010 Census	9,311	37,591	48,051
Growth 2018-2023	6.70%	3.86%	3.77%
Growth 2010-2018	32.16%	9.84%	9.27%
2018 Population Hispanic Origin	788	2,228	2,717

## 2018 Population by Race:

White	9,448	31,836	41,326
Black	874	2,213	2,479
Am. Indian & Alaskan	619	1,945	2,353
Asian	551	2,953	3,450
Hawaiian & Pacific Island	18	59	66
Other	796	2,285	2,828

## U.S. Armed Forces:

### Households:

2023 Projection	5,923	16,894	21,576
2018 Estimate	5,548	16,205	20,720
2010 Census	4,245	14,606	18,811
Growth 2018 - 2023	6.76%	4.25%	4.13%
Growth 2010 - 2018	30.69%	10.95%	10.15%
Owner Occupied	1,886	5,513	8,512
Renter Occupied	3,662	10,692	12,208

## 2018 Avg Household Income

## 2018 Med Household Income

## 2018 Households by Household Inc:

<\$25,000	2,960	8,485	9,381
\$25,000 - \$50,000	1,100	3,283	4,203
\$50,000 - \$75,000	508	1,545	2,005
\$75,000 - \$100,000	541	1,169	1,875
\$100,000 - \$125,000	121	604	1,193
\$125,000 - \$150,000	117	473	813
\$150,000 - \$200,000	86	317	538
\$200,000+	116	329	713



Marcus & Millichap

# EXCLUSIVE NET LEASE OFFERING

