



26724 TOWN CENTER DR. | CONIFER, CO 80433
GATEWAY TO COLORADO'S ROCKY MOUNTAINS



SINGLE-TENANT
RETAIL INVESTMENT
OPPORTUNITY

CBRE

Capital Markets | National Retail Partners

ATLANTA | BOSTON | CHARLOTTE | CHICAGO | DALLAS | DENVER | MIAMI | NEWPORT BEACH | NEW YORK | SEATTLE | WASHINGTON D.C.



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Investment Advisors

PARKER BROWN

Associate
720-528-6393
Parker.brown@cbre.com

MATTHEW HENRICHs

Senior Vice President
720-528-6308
Matthew.henrichs@cbre.com

BRAD LYONS

Executive Vice President
720-528-6351
Brad.lyons@cbre.com

CBRE

Starbucks has
Successfully
operated at
this site since
2007!

1/ EXECUTIVE SUMMARY





THE OFFERING

CBRE is pleased to exclusively offer the rare opportunity to acquire Starbucks - Conifer, a 2,000 square foot retail asset secured by a NNN lease. Conifer is situated in between Denver and Rocky Mountain ski-country, serving as the gateway to Colorado's Rocky Mountains. Starbucks (S&P: BBB+) is one of the world's preeminent retailers and has successfully operated at this site since 2007.

Starbucks - Conifer benefits from a designated turn lane off US Highway 285, a heavily-trafficked corridor for residents and tourists accessing the Rocky Mountains. Further, Starbucks - Conifer is strategically positioned within a dominant retail trade area and benefits from the synergy brought in by the adjacent Natural Grocers, Safeway, and fuel station. The drive-through building features prominent signage, incredible premier access, and drive-by exposure to over 33,200 vehicles per day.

Starbucks is being offered free and clear of existing debt on an "As-Is/Where-Is" basis.



**HIGH
CREDIT TENANT**
STARBUCKS CORPORATION
(S&P): BBB+








**CORPORATE
GUARANTEE**



**NNN
LEASE**



INVESTMENT SUMMARY

				
\$1,500,000	5.55%	\$83,160	AUG. 2022 + (3) 5-YR OPTIONS	NNN <small>*Structural Carve Out</small>
PRICE	CAP RATE	NOI	LEASE EXPIRATION	LEASE TYPE

RENT SCHEDULE

LEASE YEARS	ANNUAL RENT	MONTHLY RENT	CAP RATE
Present - 08/31/22	\$83,160	\$6,930	5.55%
Option 1: 09/01/22 – 08/31/27	\$91,476	\$7,623	6.10%
Option 2: 09/01/27-08/31/32	\$100,624	\$8,385	6.71%
Option 3: 09/01/32 – 08/31/37	\$110,686	\$9,224	7.38%

* Starbucks incorporated additional option extension periods at most recent lease extension

PROPERTY SUMMARY



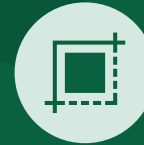
ADDRESS

26724 Town Center Dr., Conifer, CO



TENANT

Starbucks



BUILDING SIZE

2,000 SF



PARCEL SIZE

0.89 Acres



YEAR BUILT

2007/2013



LEASE TYPE

NNN
** Roof & structure carve out



OWNERSHIP

Fee Simple



CONIFER TOWN CENTRE DR.

HIGHWAY 285 - 33,266 VPD

INVESTMENT HIGHLIGHTS



DOMINANT RETAIL LOCATION

- Starbucks -Conifer is located along Highway 285, one of the main travel corridors for residents and tourists accessing the western slope of Colorado
- This dominant retail trade area attracts customers from nearly 50 miles



EXCELLENT ACCESS & VISIBILITY

- The subject property is easily accessible from Highway 285 with a dedicated access point
- Starbucks' drive-thru creates a meaningful amenity for customers throughout the day
- Daily traffic counts are in excess of 33,200 vehicles per day



HIGH BARRIER TO ENTRY MARKET

- One of very few drive-through buildings in the market
- Conifer maintains huge physical barriers to entry given the topography of the local landscape



DEMONSTRATED OPERATING HISTORY

- Starbucks has successfully operated at the site since 2007
- Starbucks incorporated additional contract extension options in most recent lease extension





ATTRACTIVE NET LEASE STRUCTURE

- Starbucks features a NNN lease providing little oversight and management for a new owner
- Owner responsible for Roof & Structure



HIGH CREDIT TENANT

- Starbucks (S&P: BBB+) is one of the nation's preeminent corporations and operates over 28,000 retail stores in 75 countries
- Starbucks generates an annual revenue in excess of \$2 billion



DYNAMIC TRADE AREA DEMOGRAPHICS

- Within a 5-mile radius of Starbucks the average household income is \$136,500
- The residential density within a 10-mile radius of Starbucks is over 54,000 people
- The Conifer Town Center trad area attracts customers from over 50-miles away

2/ THE PROPERTY

Starbucks is located in one of the few single-tenant drive-thru buildings in Conifer



TENANT OVERVIEW



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S&P CREDIT RATING: (NASDAQ: SBUX) BBB+

LOCATIONS: 28,200+

HEADQUARTERED: Seattle, WA

YEAR FOUNDED: 1971

.....

STOCK PRICE (As of 10/2/19): \$84.53

MARKET CAP (As of 10/2/2019): \$101.17B

EMPLOYEES: 291,000 (worldwide)

www.starbucks.com

Since its founding nearly 50 years ago, Starbucks has become the world's renowned coffee company. Starbucks Corporation (NASDAQ: SBUX, S&P BBB+) has grown from its humble roots in Seattle, WA and is now an international coffee mecca with over 28,200 locations across 75 different markets around the globe. Starbucks engages in the purchase, roasting, and sale of whole bean coffees worldwide.

Starbucks provides regular and decaffeinated coffee beverages, Italian-style espresso beverages, cold blended beverages, iced shaken refreshment beverages, premium teas, packaged roasted whole bean coffees, and soluble coffees.

Starbucks reported impressive results in Q3 Fiscal 2019, highlighted by comparable store sales increases of 7% in the US, 6% globally, and another 6% increase in China.

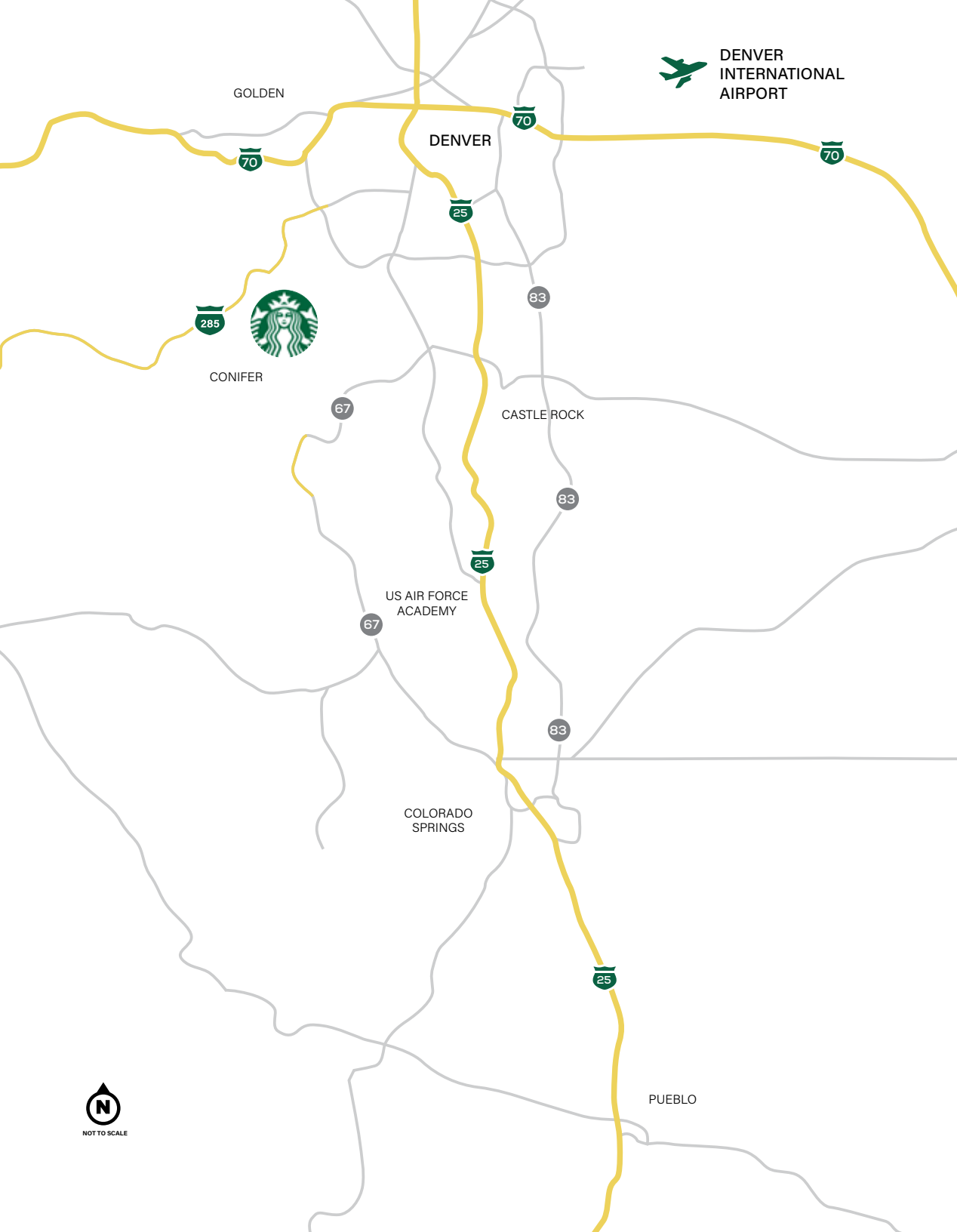
Q3 FISCAL 2019 HIGHLIGHTS

- The company opened 442 net new stores in Q3, yielding 30,626 stores at the end of the quarter, a 7% increase over the prior year. Nearly one-third of net new store openings were in China and 48% were in other international markets
- Consolidated net revenues of \$6.8 billion grew 8% over the prior year
- GAAP Earnings Per Share of \$1.12, up 84% over the prior year
- Non-GAAP EPS of \$0.78, up 26% over the prior year, inclusive of a \$0.03 benefit from discrete income tax items
- The company returned \$581 million to shareholders through a combination of share repurchases and dividends
- Starbucks® Rewards Loyalty program grew to 17.2 million active members in the U.S., up 14% year-over-year

Source: Starbucks Corporation

SITE PLAN





DRIVE TIME MAP



DENVER TECH CENTER:
40 MIN



DOWNTOWN DENVER:
45 MIN



DENVER INTERNATIONAL AIRPORT:
1 HOUR



SUMMIT COUNTY:
1 HOUR 40 MIN

3 / LEASE ABSTRACT



LEASE ABSTRACT

INITIAL TERM:	10 Years	
SIZE (SF):	42,518 SF (Land Area), 2,000 SF (Approximate Building Area)	
LEASE EXPIRATION:	August 31, 2022	
NAME OF LESSEE:	Starbucks Corporation	
RENT SCHEDULE:	09/01/2017 - 08/31/22: \$6,930/month (\$41.58 PSF)	
OPTIONS:	Tenant has three (3) 5-year options to renew	To exercise extension option, tenant shall give landlord written notice at least 120 days prior to the then-current expiration date. Lease Section 2.4.1
	Option 1: \$7,623.00/month (\$45.74 PSF)	
	Option 2: \$8,385.30/month (\$50.31 PSF)	
	Option 3: \$9,223.83/month (\$55.34 PSF)	
TENANT RESPONSIBILITY: Section 6.1	Tenant, at tenant’s expense, shall keep the premises in good order and repair, including maintaining all plumbing, HVAC, electrical and lighting facilities and equipment within the premises and exclusively services the premises, and the store front, doors, and plat glass of the premises.	
LANDLORD RESPONSIBILITY: Section 6.2	Except for repair, maintenance, and replacement to the premises and the building for which tenant is responsible, landlord shall maintain, repair and make replacements to the premises, building and the common areas including (a) upkeep of the roof, roof membrane and roof systems, foundation, exterior walls, interior structural walls, and all structural components of the premises, the building and the common areas, maintenance and repair of all parking areas, sidewalks, landscaping and drainage systems on the common areas and all utility systems and plumbing systems which serve the building and the common areas. Landlord may allocate the cost of such maitnenance equitably among all the tenants.	
COMMON AREA EXPENSES: Lease Section 12.2, 12.3, 12.5	Tenant shall pay its pro-rata share of 100% of operating expenses, casualty insurance and property taxes against the building and 49.77% of liability insurance and taxes for lot 1. Tenant has a 7% cap on operating expenses (less snow removal and utilities) on a non-cumulative basis. Tenant pays adminsitratve and management fees not to exceed 10% of common area expenses, excluding insurance and taxes.	
INSURANCE: Lease Section 7.1	During the term of this leases tenant shall obtain and keep in affect liability insurance and property insurance. Landlord shall maintain and keep in full for and effect liability insurance and property insurance.	
TAXES: Lease Section 10	Landlord shall pay all property taxes and tenant shall pay landlord tenant’s pro rata share of property taxes.	
UTILITIES: Lease Section 11	Tenant shall pay for all water, gas and electricity used by tenant during the term, all of which shall be seperately metered to the premises.	
EXCLUSIVE USE: Lease Section 5.4.	Landlord shall not allow any other person or entity to use any portion of the project for the sale of (a) freshly ground and whole coffee beans, (espresso, espresso-based and coffee-base drinks, or gourment or brand-identified tea or tea based drinks except that other tenants may sell brewed tea and tea based drinks that are not gourmet or brand identified.	
ESTOPPELS: Lease Section 23	Tenant shall deliver estoppels no more than twice every year upon not less than 30 days notice.	
GUARANTEE:	Corporate	
TERMINATION OPTION: Section 19	None remaining.	

You are solely responsible for independently verifying the information in this Memorandum. ANY RELIANCE ON IT IS SOLELY AT YOUR OWN RISK.

AERIAL



4 / LOCATION OVERVIEW



LOCATION OVERVIEW

CONIFER

Nestled in the foothills 35 miles southwest of Denver, Conifer is far enough from the big city to feel like a true mountain community, but still close enough for visitors and locals to enjoy all Denver has to offer. Conifer, CO is where the great plains meet the Rocky Mountains, with magnificent scenery, adventure sports, and an idyllic mountain community.

Now peppered with rustic cabins and state-of-the-art homes, the hillsides of Conifer were once occupied by Arapahoe, Ute, and Cheyenne tribes who used the area as a hunting ground. Amongst the residential and commercial growth that Conifer has seen over the past decade, tourists and locals can still enjoy wildlife sightings and expansive forests of blue spruce, pine, fir and aspen trees.

Conifer is located in Jefferson County, an area once known for agriculture and mining, but is now a thriving suburban, business, industrial, recreational and residential community. Conifer enjoys over 255 days of sunshine a year and has an estimated population of over 13,600 people with an average household income of \$139,575 (2019 estimate.)



WHY DENVER

Located 15 miles east of the front range of the Rocky Mountains, Denver's central geographic location has played a large role in its economic success. Because Denver is within a two-hour flight of two-thirds of the United States and within four hours of every major city with a population of one million or more on the continent, it has evolved into a major national transportation and commercial hub. Denver also enjoys strategic advantages for intercontinental commerce; located on the 105th meridian, halfway between Tokyo and Munich, Denver is the largest city in the U.S. with access to both Pacific and European markets in a single business day.

With a 2019 population of over three million, the Denver metro is the 21st most populous MSA in the country. Metro Denver promotes a lifestyle where family, health and career complement one another. Denver has nearly 300 days of sunshine with breathtaking vistas of Colorado's Rocky Mountains. The city's goal is to become "America's Healthiest Community" by creating interlinked, walkable communities and programs that support wellness at school and work. Relatively low occupancy costs, a multimodal transportation system and a central location from both coasts, has attracted some of the country's most successful and diverse companies to the Denver area. Denver has reported over 5,492 new jobs in 2019 and a 6% increase in retail sales. Both public and private sectors collaborate on economic development initiatives for the benefit of the entire region.

FUNDAMENTALS ARE STILL STRONG 10 YEARS INTO THE BUSINESS CYCLE



3.3M

2019 ESTIMATED POPULATION



289,500

NET MIGRATION SINCE RECESSION
FORECAST (2010-2019)



2.7%

UNEMPLOYMENT RATE



31,000

(1.8% GROWTH)
PROJECTED ADDITIONAL JOBS IN 2019



\$76,640

MEDIAN HH INCOME



\$452,200

MEDIAN SALES PRICE
SINGLE FAMILY



\$193.4 BILLION

2018 GDP



**11 WORLD
CLASS
SKI RESORTS
ARE WITHIN
100 MILES**

FUN FACTS ABOUT DENVER



300+ DAYS OF ANNUAL SUNSHINE



WINTER STORMS ARE NORMALLY SHORT-LIVED AND SNOW MELTS RAPIDLY IN THE REGION



9 INDUSTRY CLUSTERS

Aerospace
Aviation
Beverage Production
Bioscience
Broadcasting & Telecommunications
Energy
Financial Services
Healthcare & Wellness



COLORADO IS THE NATION'S MOST PHYSICALLY ACTIVE STATE



100+ PUBLIC AND PRIVATE GOLF COURSES ARE IN METRO DENVER.



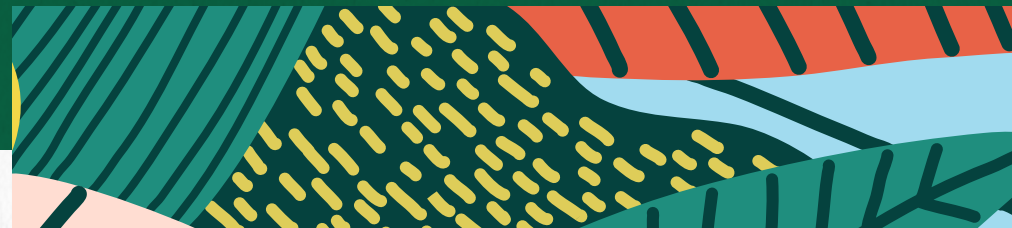
60% OF DOWNTOWN EMPLOYEES COMMUTE TO WORK USING A MODE OTHER THAN A SINGLE OCCUPANCY VEHICLE

DENVER IS HOME TO FORTUNE 500 COMPANIES



“Our decision to relocate to Downtown Denver was] about access to the talent, access to ease of transportation in and around the marketplace, ease of transportation for air travel, nationally and internationally.”

-Steve Rendle, CEO, VF Corporation





METRO DENVER ACCOLADES

“#4 BEST PLACES FOR BUSINESS AND CAREERS” - *Forbes 2018 Ranking*

103% HIGH-TECH EMPLOYMENT GROWTH DOWNTOWN SINCE 2010

“FOR THE THIRD YEAR IN A ROW, COLORADO’S ECONOMY RANKED FIRST AMONG U.S. STATES, ACCORDING TO THE U.S. NEWS & WORLD REPORT” -*Denver Post 2019*



WHY DENVER IS THE PLACE TO BE

1ST BEST LARGE AIRPORT IN THE U.S. (*Wall Street Journal 2019*)

2ND BEST PLACE TO LIVE IN THE USA (*U.S News & World Report 2019*)

4TH BEST PLACE FOR BUSINESS & CAREERS (*Forbes 2018*)

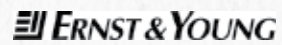
5TH BEST CITY FOR WORKING WOMEN (*MagnifyMoney 2019*)

6TH MOST DESIRABLE CITY FOR MILLENNIALS (*Meyers Research 2019*)

8TH BEST PLACE TO START A CAREER (*WalletHub 2019*)



TOP EMPLOYERS IN DENVER



DEMOGRAPHICS



POPULATION

	1 MILE RADIUS	3 MILE RADIUS	5 MILE RADIUS
2019 Population - Current Year Estimate	657	6,021	14,200
2024 Population - Five Year Projection	677	6,216	14,709
Annual Growth 2010-2019	0.63%	0.65%	0.72%
Annual Growth 2019-2024	0.60%	0.64%	0.71%
2019 Daytime Population	1,144	5,185	9,757



HOUSEHOLDS

	1 MILE RADIUS	3 MILE RADIUS	5 MILE RADIUS
2019 Current Year Estimate	257	2,375	5,683



INCOME

	1 MILE RADIUS	3 MILE RADIUS	5 MILE RADIUS
2019 Average Household Income	\$139,781	\$139,505	\$140,638
2024 Average Household Income	\$157,915	\$156,306	\$157,581
2019 Median Household Income	\$110,556	\$111,387	\$110,268
2019 Per Capita Income	\$55,623	\$55,239	\$56,609



HOUSING VALUE

	1 MILE RADIUS	3 MILE RADIUS	5 MILE RADIUS
2019 Average Housing Value	\$600,996	\$573,473	\$584,368



TRAFFIC COUNTS

US Hwy 285 South of Pleasant Park Rd. **33,266** Vehicles per Day





STARBUCKS®

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property"), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner. PMStudio_October2019





PARKER BROWN

Associate

720-528-6393

Parker.brown@cbre.com

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Senior Vice President

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