



# ADVANCE AUTO PARTS

MARIANNA, FLORIDA

YURAS  
AICALE  
FORSYTH  
CROWLE

Leased Investment Team

## OFFERING MEMORANDUM

**\$2,204,000 | 6.00% CAP RATE**

- » New 10-Year Corporate Guaranteed Net Lease with Scheduled Rental Increases (NYSE: "AAP")
- » Investment Grade Tenant Rated "BBB-" by S&P and "Baa2" by Moody's
- » Advance Auto Parts Designated as a Critical Infrastructure Sector, Ensuring Location Will Remain Open
- » Irreplaceable Infill Location at the Intersection of Bertram Street and Lafayette Street (24,500 AADT)
- » Central Location Near Large Employers, Retailers, and Community Hubs
- » Less Than Five Miles from the Largest Employer in Jackson County, Family Dollar Distribution Center
- » Five Miles from Florida Caverns State Park (142,644 Annual Visitors, \$12.8 Million in Direct Economic Impact)
- » Florida Has No State Income Tax, Estate Tax, or Inheritance Tax
- » Brand New 2020 Construction Built to Latest Advance Auto Parts Prototype

FILE PHOTO

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Cushman & Wakefield ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

## LEAD BROKERS

**MICHAEL T. YURAS, CCIM**  
*Executive Managing Director*  
415.481.0788  
michael.yuras@cushwake.com  
CA RE License #01823291

**SCOTT CROWLE**  
*Managing Director*  
415.604.4288  
scott.crowle@cushwake.com  
CA RE License #01318288

**VINCENT AICALE**  
*Executive Director*  
415.690.5522  
vince.aicale@cushwake.com  
CA RE License #01728696

**RYAN FORSYTH**  
*Executive Director*  
415.413.3005  
ryan.forsyth@cushwake.com  
CA RE License #01716551

**YURAS  
AICALE  
FORSYTH  
CROWLE** | Leased Investment Team

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

# INVESTMENT SUMMARY

<b>ADDRESS</b>	4487 Lafayette Street, Marianna, Florida 32446		
<b>PRICE</b>	<b>\$2,204,000</b>		
<b>CAP RATE</b>	<b>6.00% return</b>		
<b>NOI</b>	\$132,257		
<b>TERM</b>	10 years		
<b>RENT COMMENCEMENT</b>	July 1, 2020 (estimated)		
<b>LEASE EXPIRATION</b>	June 30, 2030 (estimated)		
<b>RENTAL INCREASES</b>	7.5% rental increases every five years during options		
	<b>YEAR</b>	<b>RENT</b>	<b>RETURN</b>
	1-10	\$132,257	6.00%
	11-15 (Option 1)	\$142,176	6.45%
	16-20 (Option 2)	\$152,839	6.93%
	21-25 (Option 3)	\$164,302	7.45%
<b>YEAR BUILT</b>	2020		
<b>BUILDING SF</b>	8,000 SF		
<b>PARCEL SIZE</b>	1 acre (43,560 SF)		
<b>LEASE TYPE</b>	Net, with tenant responsible for all taxes, insurance, and maintenance, including roof		

## NEW 10-YEAR CORPORATE GUARANTEED NET LEASE WITH SCHEDULED RENTAL INCREASES

- » 10-year, corporate guaranteed lease to investment grade tenant rated “BBB-” by S&P and “Baa2” by Moody’s
- » Advance Auto Parts has been designated a critical infrastructure sector, ensuring the location will remain open
- » New 2020 construction built to latest Advance Auto Parts prototype
- » 7.5% rental increases in option periods, providing an excellent hedge against inflation

## IRREPLACEABLE INFILL LOCATION IN DOWNTOWN MARIANNA

- » Located at the intersection of Bertram Street and Lafayette Street, which experiences a high traffic count of 24,500 vehicles per day
- » Beneficial proximity to Interstate 10, the southernmost cross-country highway and fourth-longest Interstate in the U.S. (23,500 AADT)
- » Within five miles of Golson Elementary School (773 students), Marianna High School (765 students), Marianna Middle School (628 students), and Riverside Elementary School (609 students)

## CENTRAL LOCATION NEAR LARGE EMPLOYERS, RETAILERS, AND COMMUNITY HUBS

- » Two miles from Chipola College (2,211 students, 70 employees), increasing foot traffic to the site
- » Across the street from Winn-Dixie and surrounded by numerous well-established local and national retailers, including Subway, Domino’s Pizza, KFC, Hardee’s, Taco Bell, and many more
- » Less than five miles from the largest employer in Jackson County, Family Dollar Distribution Center (589 employees)
- » Five miles from Florida Caverns State Park (142,644 visitors, \$12.8 million in direct economic impact), drawing significant tourist traffic to the site

## MAJOR NATIONAL TENANT WITH STRONG FINANCIALS

- » Advance Auto Parts operates over 6,500 stores in the United States, Puerto Rico, the Virgin Islands, and Canada
- » Florida has no state income tax, estate tax, or inheritance tax
- » Advance Auto Parts has grown from 2,872 stores in 2005 to 6,500+ locations in 2019
- » \$9.6 billion generated in 2018 revenue







(2,211 students and 70 employees)

Florida Caverns  
State Park

Marianna Municipal Airport  
(7 miles)

Boat Ramp at Yancey Bridge

CHIPOLA RIVER

Marianna Square Shopping Center



**MOWREY**  
ELEVATOR  
(100 employees)

Riverside  
Elementary School  
(609 students)

Jackson County  
School Board

Jackson County  
Teachers CU

DOWNTOWN  
MARIANNA  
(0.5 miles)

The Marianna City  
Farmer's Market

Jackson County  
Clerk Circuit

Lafayette Street  
(24,500 AADT)

**enterprise**

**SUBWAY**

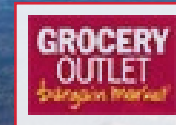
**Advance  
Auto Parts**  
(Under Construction)

**FAMILY DOLLAR**  
my family, my family dollar

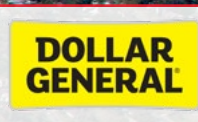
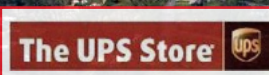




Marianna Middle School  
(621 students)



Golson Elementary School  
(773 students)



Jackson County Clerk Circuit

DOWNTOWN MARIANNA  
(0.5 miles)



Marianna Square Shopping Center



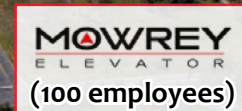
The Marianna City Farmer's Market



Jackson County Teachers CU



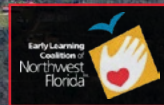
Lafayette Street  
(24,500 ADT)







Merritts Mill Pond



CHIPOLA RIVER

Hinson Conservation & Recreation Area

Oak Station



Riverside Elementary School  
(609 students)



Jackson County Teachers CU

Marianna Square Shopping Center



The Marianna City Farmer's Market

Lafayette Street  
(24,500 AADT)







CHIPOLA RIVER

enterprise

FAMILY DOLLAR  
my family, my family dollar.

Advance  
Auto Parts  
(Under Construction)

SUBWAY



Lafayette Street  
(24,500 AADT)

MOWREY  
ELEVATOR  
(100 employees)

Marianna Square Shopping Center

FIRST  
COMMERCE  
CREDIT UNION

cricket  
wireless



Winn-Dixie

Madison  
Street Park

Jackson County  
Teachers CU



# SITE PLAN

LAFAYETTE STREET

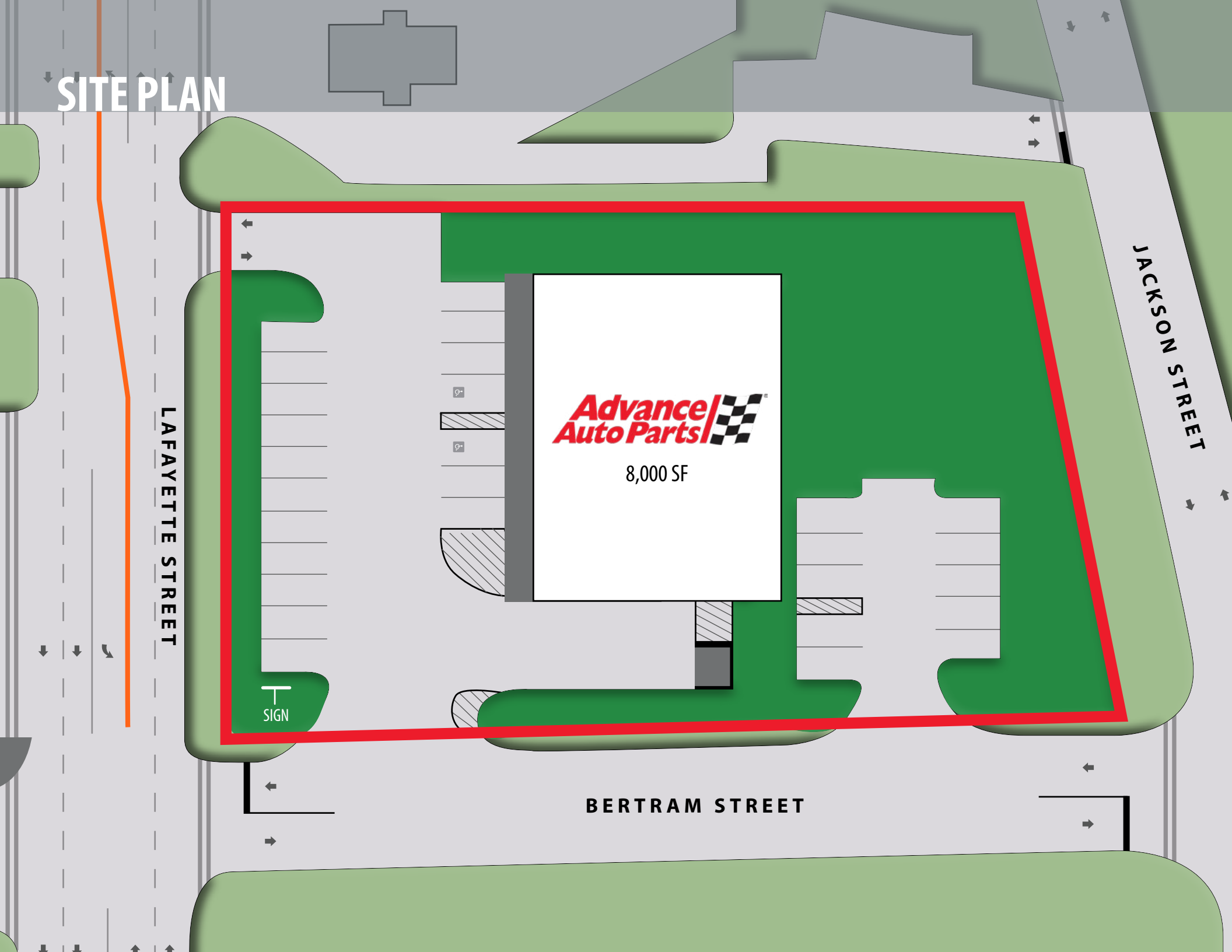
JACKSON STREET

BERTRAM STREET

**Advance**  
**Auto Parts**

8,000 SF

SIGN





# TENANT SUMMARY



Advance Stores Company, Inc., the major subsidiary of Advance Auto Parts, Inc. (NYSE: "AAP"), wholesales and retails automotive parts and maintenance items. In the retail segment, its stores offer a selection of brand name and proprietary automotive products for domestic and imported cars, and light trucks. These stores carry between 16,000 and 21,000 stock keeping units. Advance Auto Parts, Inc. is the largest North American retailer of automotive aftermarket parts, accessories, batteries, and maintenance items, primarily operating within the United States. Headquartered in Roanoke, Virginia, Advance Auto Parts, Inc. serves both the do-it-yourself and professional installer markets.

The company operates over 5,200 stores, over 100 Worldpac branches, and serves approximately 1,300 independently owned Carquest branded stores in the United States, Puerto Rico, the Virgin Islands, and Canada. It employs approximately 74,000 people. For the fiscal year ended December 31, 2018, Advance Auto Parts, Inc. reported revenue of \$9.6 billion, net income of \$424 million, and total stockholders' equity of \$3.7 billion. The company is rated "BBB-" by Standard & Poor's.

For more information, please visit [www.advanceautoparts.com](http://www.advanceautoparts.com).

<b>TICKER</b>	<b>NYSE: "AAP"</b>	<b>LOCATIONS</b>	<b>6,500</b>
<b># OF EMPLOYEES</b>	<b>74,000</b>	<b>HEADQUARTERS</b>	<b>Irvine, CA</b>

# LEASE ABSTRACT

<b>TENANT</b>	Advance Stores Company, Incorporated		
<b>GUARANTOR</b>	Advance Stores Company, Incorporated		
<b>ADDRESS</b>	4487 Lafayette Street, Marianna, Florida 32446		
<b>RENT COMMENCEMENT</b>	July 1, 2020 (estimated)		
<b>LEASE EXPIRATION</b>	June 30, 2030 (estimated)		
<b>RENEWAL OPTIONS</b>	Three (3) five (5) year options		
<b>RENTAL INCREASES</b>	<b>YEAR</b> 1-10 11-15 (Option 1) 16-20 (Option 2) 21-25 (Option 3)	<b>RENT</b> \$132,257 \$142,176 \$152,839 \$164,302	<b>RETURN</b> 6.00% 6.45% 6.93% 7.45%
<b>REAL ESTATE TAXES</b>	Tenant shall reimburse Landlord for all real estate taxes.		
<b>INSURANCE</b>	Tenant shall, at its sole cost and expense, obtain and maintain property insurance covering the Leased Premises in an amount not less than the full replacement cost thereof, with such deductibles and retentions as determined by Tenant in its sole and absolute discretion.		
<b>REPAIR &amp; MAINTENANCE</b>	Tenant shall, at its cost, maintain, repair and/or replace, in good condition, ordinary wear and tear excepted, each and every portion of the Leased Premises (including, without limitation, all exterior signs related to safety required by law [including handicapped parking signs and fire lane signs], the roof, and the exterior of the Building) except for any items the maintenance, repair or replacement of which are Landlord's responsibility.		
<b>UTILITIES</b>	Tenant agrees to pay the charges and all required deposits for all utility services furnished to and used by Tenant in the Leased Premises.		
<b>MAINTENANCE BY LANDLORD</b>	Landlord shall be responsible for any and all maintenance to slab, foundation, and structure.		
<b>RIGHT OF FIRST REFUSAL</b>	None		



# PROPERTY OVERVIEW

## LOCATION

The property is located at the corner of Bertram Street and Lafayette Street, which experiences a high traffic count of 24,500 vehicles per day. As Marianna's primary east-west thoroughfare traversing the entire city, Lafayette Street is a primary retail, commercial, and transportation corridor. The site also maintains a beneficial proximity to Interstate 10, the southernmost cross-country highway and fourth-longest Interstate in the U.S. Traffic to the site is increased by its location in the heart of the Jackson County School District, as the property resides within five miles of Golson Elementary School (773 students), Marianna High School (765 students), Marianna Middle School (628 students), and Riverside Elementary School (609 students). The site has also been designated as a critical infrastructure sector, ensuring the location will remain open.

Visibility is increased by the property's central location near large employers, retailers, and community hubs. Significant traffic is driven to the location by nearby Chipola College, which has an enrollment of 2,211 students and 70 employees. The location is across the street from Winn-Dixie and surrounded by numerous well-established local and national retailers, including Subway, Domino's Pizza, KFC, Hardee's, Taco Bell, and many more. The site is less than five miles from the largest employer in Jackson County, Family Dollar Distribution Center (589 employees), and five miles from Florida Caverns State Park, which attracted 142,644 visitors and generated \$12.8 million in direct economic impact.

## ACCESS

Access from Lafayette Street and Bertram Street

## TRAFFIC COUNTS

Lafayette Street:	24,500 AADT
Interstate 10:	23,500 AADT
Jefferson Street:	8,900 AADT

## PARKING

28 parking stalls, including two (2) handicap stalls

## YEAR BUILT

2020

## NEAREST INTERNATIONAL AIRPORT

Northwest Florida Beaches International Airport (ECP | 65 miles)



**28**  
PARKING  
STALLS



**2020**  
YEAR BUILT



**24K**  
TRAFFIC  
COUNT (AADT)



**NEAREST  
AIRPORT**  
NORTHWEST  
FLORIDA BEACHES  
INTERNATIONAL  
AIRPORT



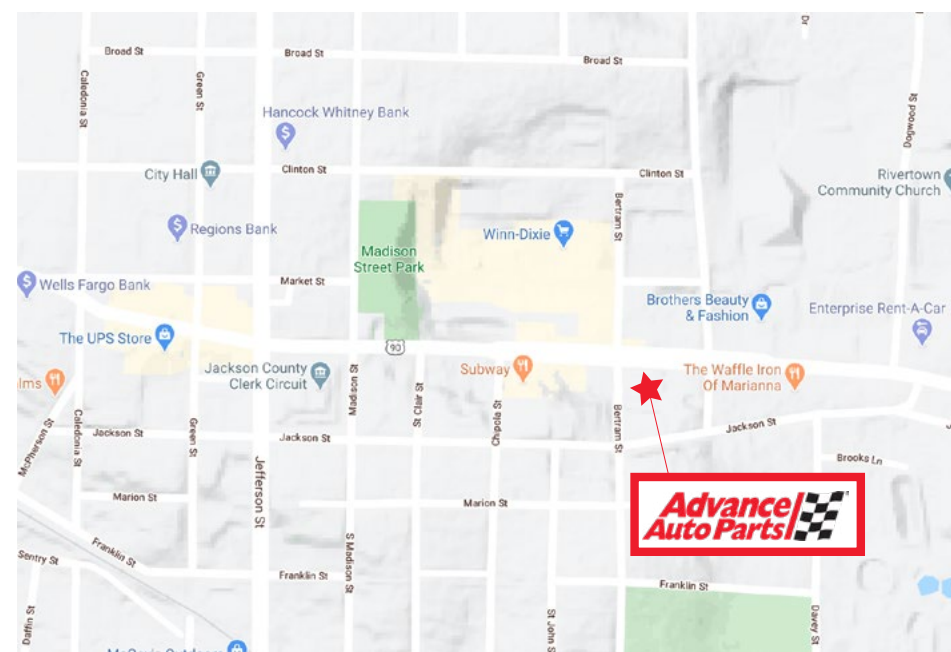
# AREA OVERVIEW

Marianna is a city in, and the county seat of, Jackson County, Florida. Marianna is an official Florida Main Street town. The Downtown area has been restored to look as it did many years ago, to encourage heritage tourism and emphasize its unique character and a pedestrian-friendly neighborhood. The city includes the Marianna Historic District, which has a number of antebellum homes, and Florida Caverns State Park is located two miles north of town. Although caves are the main focal point of the park, the 1,300-acre grounds also boast a wide variety of plants, animals, and other natural resources. The State Park offers many outdoor activities for recreational enthusiasts, such as camping, fishing, swimming, or canoeing. Eco-tourism is a burgeoning business in Marianna and Jackson County, thanks to its abundant natural beauty, miles of spring-fed rivers, lakes and ponds, and paddling trails that draw outdoor-enthusiasts to explore the Chipola River.

Jackson County is located in Northern Florida, one hour west of Tallahassee and one hour north of Panama City. Approximately 1 million people live within a 60-mile radius of Jackson County, plus a civilian labor shed of more than 520,000. Chipola College, located in Jackson County, was 10th on the list of Top Public Schools in the South and number 52 among the Best Regional Colleges in the South. Several other world-class educational institutions are within 65 miles of Jackson County, including Florida State University and Florida A&M University. Jackson County is pristine, unspoiled Florida, and home to a tranquil lifestyle. The Hinson Conservation & Recreation Area is a designated National Recreational Trail, attracting birding and wildlife enthusiasts to the area. There are two species of birds that are only found in Jackson County, and several species of endangered plant life located along the banks of the Chipola River. The County is home to two State Parks and the Gulf of Mexico beaches are just over an hour away, making weekend getaways and day trips easy and affordable.

- » In 2012 Chipola College opened a \$16 million, 56,000 SF center for the arts, including two theaters.
- » Jackson County is included in the 13-county economic coalition known as Florida's Great Northwest and is also in the regional group of 10 rural Florida counties known as Opportunity Florida.
- » Jackson County is the only county in Florida that borders both Georgia and Alabama.

LARGEST EMPLOYERS IN JACKSON COUNTY, FL	# OF EMPLOYEES
FAMILY DOLLAR SERVICES, INC.	589
WALMART SUPERCENTER	410
SIGNATURE HEALTHCARE AT THE COURTYARD	181
CATALYST FABRIC SOLUTIONS	177
REX LUMBER COMPANY	145
ANDERSON COLUMBIA	140
SPANISH TRAIL LUMBER	126
TRISTATE AUTOMOTIVE	122
CHIPOLA NURSING PAVILION	115
MOWREY ELEVATOR CO.	100

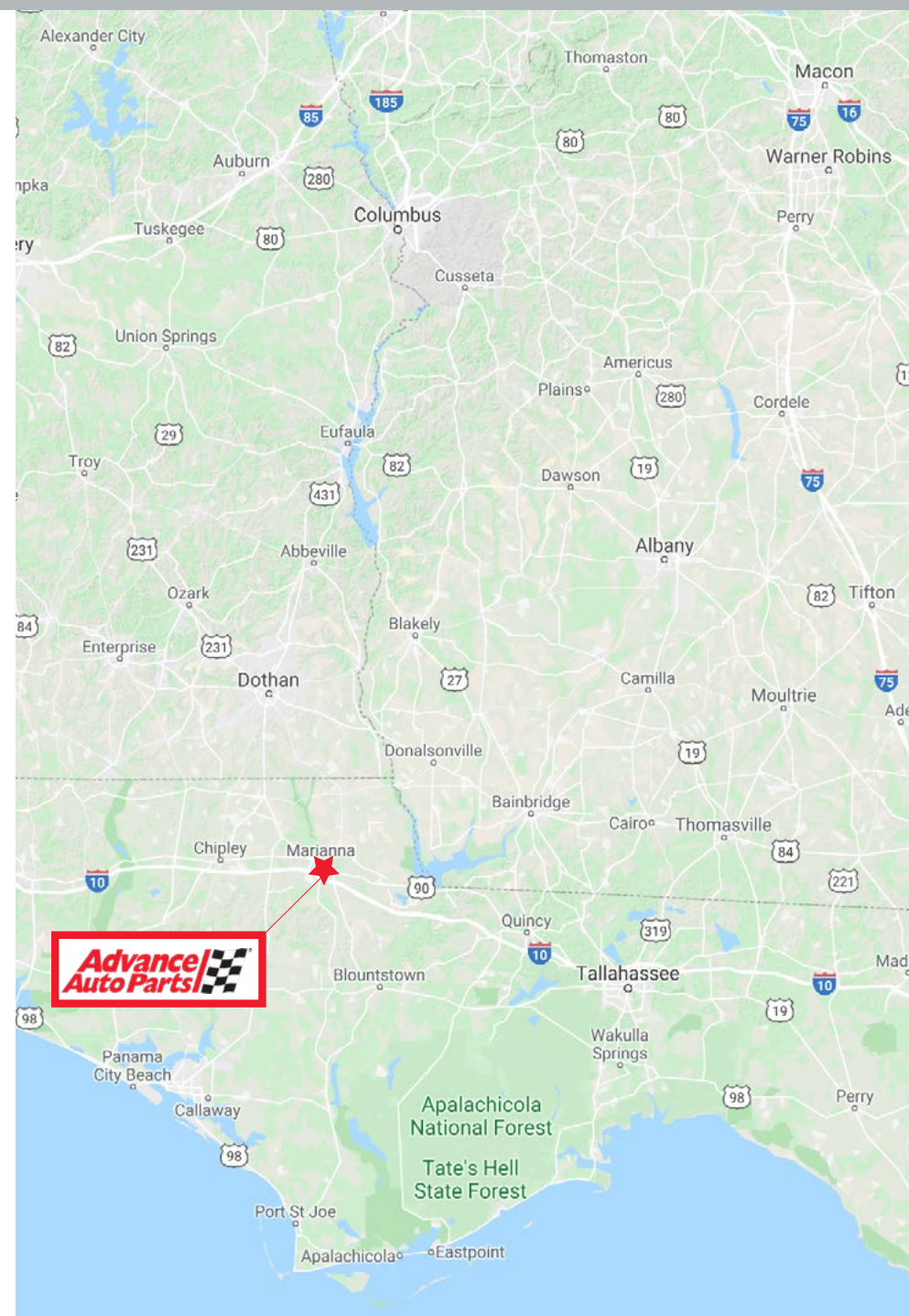




# DEMOGRAPHIC PROFILE

2019 SUMMARY	1 Miles	3 Miles	5 Miles
<b>Population</b>	<b>12,287</b>	<b>22,108</b>	<b>36,233</b>
Households	4,921	8,420	13,590
Families	3,066	5,458	9,014
Average Household Size	2.34	2.40	2.42
Owner Occupied Housing Units	2,768	5,131	8,949
Renter Occupied Housing Units	2,152	3,289	4,640
Median Age	42.4	41.8	42.3
<b>Average Household Income</b>	<b>\$51,379</b>	<b>\$52,163</b>	<b>\$52,430</b>

2024 ESTIMATE	1 Miles	3 Miles	5 Miles
<b>Population</b>	<b>12,219</b>	<b>22,006</b>	<b>36,136</b>
Households	4,882	8,361	13,522
Families	3,032	5,404	8,942
Average Household Size	2.34	2.40	2.42
Owner Occupied Housing Units	2,778	5,149	8,986
Renter Occupied Housing Units	2,104	3,212	4,536
Median Age	43.1	42.7	43.4
<b>Average Household Income</b>	<b>\$56,792</b>	<b>\$57,672</b>	<b>\$58,188</b>





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### **MICHAEL T. YURAS, CCIM**

*Executive Managing Director*  
415.481.0788  
michael.yuras@cushwake.com  
CA RE License #01823291

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415.604.4288  
scott.crowle@cushwake.com  
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*Executive Director*  
415.690.5522  
vince.aicale@cushwake.com  
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*Executive Director*  
415.413.3005  
ryan.forsyth@cushwake.com  
CA RE License #01716551

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Cushman and Wakefield Inc. LIC. # 00616335