

STORE OPENING JUNE 25, 2020



GOODWILL

LONG TERM CORPORATE NET LEASE ASSET | NEWLY RENOVATED STORE

VERONA, WI (MADISON MSA)



CAPITAL PACIFIC

Investment Overview



GOODWILL

114 S MAIN ST, VERONA, WI 53593

\$3,033,000
PRICE

6.50%
CAP RATE

STORE OPENING DATE: **JUNE 25, 2020**

LEASE TERM: **10 YEARS**

LEASABLE SF: **13,455 SF**

LAND AREA: **0.62 ACRES**

YEAR RENOVATED: **2020**

HIGHLIGHTS

- Well positioned retailer - free inventory and very low prices
- Affluent Madison, WI suburb
- New 10-year lease w/minimal LL responsibilities (See page 7)
- Spring 2020 renovation -- exterior facade and interior remodel
- Extremely strong demographics -- over 31,000 residents and an average household income of \$115,057 in a 3-mile radius

This information 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. Buyer must verify the information and bears all risk for any inaccuracies.

Investment Highlights



CAPITAL PACIFIC is pleased to present the opportunity to acquire Goodwill in Verona, WI (Madison MSA). The subject property is newly renovated and features a 10-year corporate net lease with rental increases in the base term and at each option period. The tenant, Goodwill Industries of South Central Wisconsin, Inc., is very selective in its locations -- it pays low rents and on average has only opened one store every 4 years over the last half century of operating in Wisconsin.

THE PROPERTY features substantial frontage along Main Street, which runs perpendicular to Verona Avenue, a major thoroughfare through Verona. The property benefits from daily traffic of nearly 24,000 VPD passing the store. Within the trade area there are a number of office & industrial parks that drive traffic to Verona. Most notably that of Epic Systems Corp, whose headquarters are situated on a 1,100 acre campus that encompasses 25 buildings and almost 10,000 employees.

**IN THE U.S. AND CANADA, 158 ORGANIZATIONS
COMPRISE THE GOODWILL NETWORK.**

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Income & Expense

PRICE	\$3,033,000	
Price Per Square Foot:	\$225.42	
Capitalization Rate:	6.50%	
Total Rentable Area (SF):	13,455	
Lot Size (AC):	0.62	
STABILIZED INCOME	PER SF	
Scheduled Rent	\$14.65	\$197,116
Effective Gross Income	\$14.65	\$197,116
LESS	PER SF	
Common Area	NNN	\$0.00
Taxes	NNN	\$0.00
Insurance	NNN	\$0.00
NET OPERATING INCOME	\$197,116	



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Rent Roll

TENANT INFO		LEASE TERMS		RENT SUMMARY					
TENANT NAME	SQ. FT.			CURRENT RENT	MONTHLY RENT	YEARLY RENT	MONTHLY RENT/FT	YEARLY RENT/FT	
Goodwill	13,455	6/25/2020	6/30/2025	\$197,116	\$16,426	\$197,116	\$1.22	\$14.65	
		7/1/2025	6/30/2030		\$17,740	\$212,885	\$1.32	\$15.82	
		Option 1	7/1/2030	6/30/2025		\$19,160	\$229,916	\$1.42	\$17.09
		Option 2	7/1/2035	6/30/2030		\$20,692	\$248,309	\$1.54	\$18.45
		Option 3	7/1/2040	6/30/2025		\$22,348	\$268,174	\$1.66	\$19.93
		Option 4	7/1/2045	6/30/2050		\$24,136	\$289,628	\$1.79	\$21.53
TOTALS:				\$197,116	\$16,426	\$197,116	\$1.22	\$14.65	

Lease Abstract



RENT

BASE RENT

DATE RANGE	MONTHLY RENT	ANNUAL RENT
6/25/2020-6/30/2025	\$16,426	\$197,116
7/1/2025-6/30/2030	\$17,740	\$212,885

OPTION RENTS

DATE RANGE	MONTHLY RENT	ANNUAL RENT
#1. 7/1/2030-6/30/2025	\$19,160	\$229,916
#2. 7/1/2035-6/30/2030	\$20,692	\$248,309
#3. 7/1/2040-6/30/2025	\$22,348	\$268,174
#4. 7/1/2045-6/30/2050	\$24,136	\$289,628

The details contained within the Lease Abstract are provided as a courtesy to the recipient for purposes of evaluating the Property's initial suitability. While every effort is made to accurately reflect the terms of the lease document(s), many of the items represented herein have been paraphrased, may have changed since the time of publication, or are potentially in error. Capital Pacific and its employees explicitly disclaim any responsibility for inaccuracies and it is the duty of the recipient to exercise an independent due diligence investigation in verifying all such information, including, but not limited to, the actual lease document(s).

PREMISE & TERM

TENANT	Goodwill
LEASE GUARANTEED BY	Goodwill Industries of South Central Wisconsin, Inc.
LEASE TYPE	NNN
TERM	10 Years
OPTIONS	Four, 5-year options
RENTAL INCREASES	8% every 5 years
YEAR RENOVATED	2020
PARKING SPACES	25

**Landlord is responsible for roof and structure*

EXPENSES

PROPERTY TAXES	Tenant's Responsibility
INSURANCE	Tenant's Responsibility
COMMON AREA	Tenant's Responsibility
ROOF & STRUCTURE	Landlord's Responsibility
REPAIRS & MAINTENANCE	Tenant's Responsibility
HVAC	Tenant's Responsibility
UTILITIES	Tenant's Responsibility

Tenant Overview



ABOUT GOODWILL

For nearly 120 years, community-based Goodwill organizations have helped people find jobs, support their families and feel the satisfaction that comes from experiencing the power of work. In the United States and Canada, 158 organizations comprise the Goodwill network. Each local Goodwill organization is a separate 501(c)(3) corporation. Goodwill also has a presence in 12 other countries.

GOODWILL
\$5.8B | **2019 CORPORATE
GOODWILL REVENUES**
STORE AND DONATION CENTER

ABOUT THE GURANTOR

Goodwill of South Central Wisconsin began in 1962 as a division of the Milwaukee Goodwill. Today, it is a separate organization that employs more than 300 people and serves 14 counties: Adams, Columbia, Crawford, Dane, Grant, Green, Iowa, Jefferson, Juneau, Lafayette, Marquette, Richland, Rock and Sauk counties. In 2018, Goodwill of South Central Wisconsin reported revenues of \$32.98 million, which it donated back locally to help serve its local individuals.

REPRESENTATIVE PHOTO

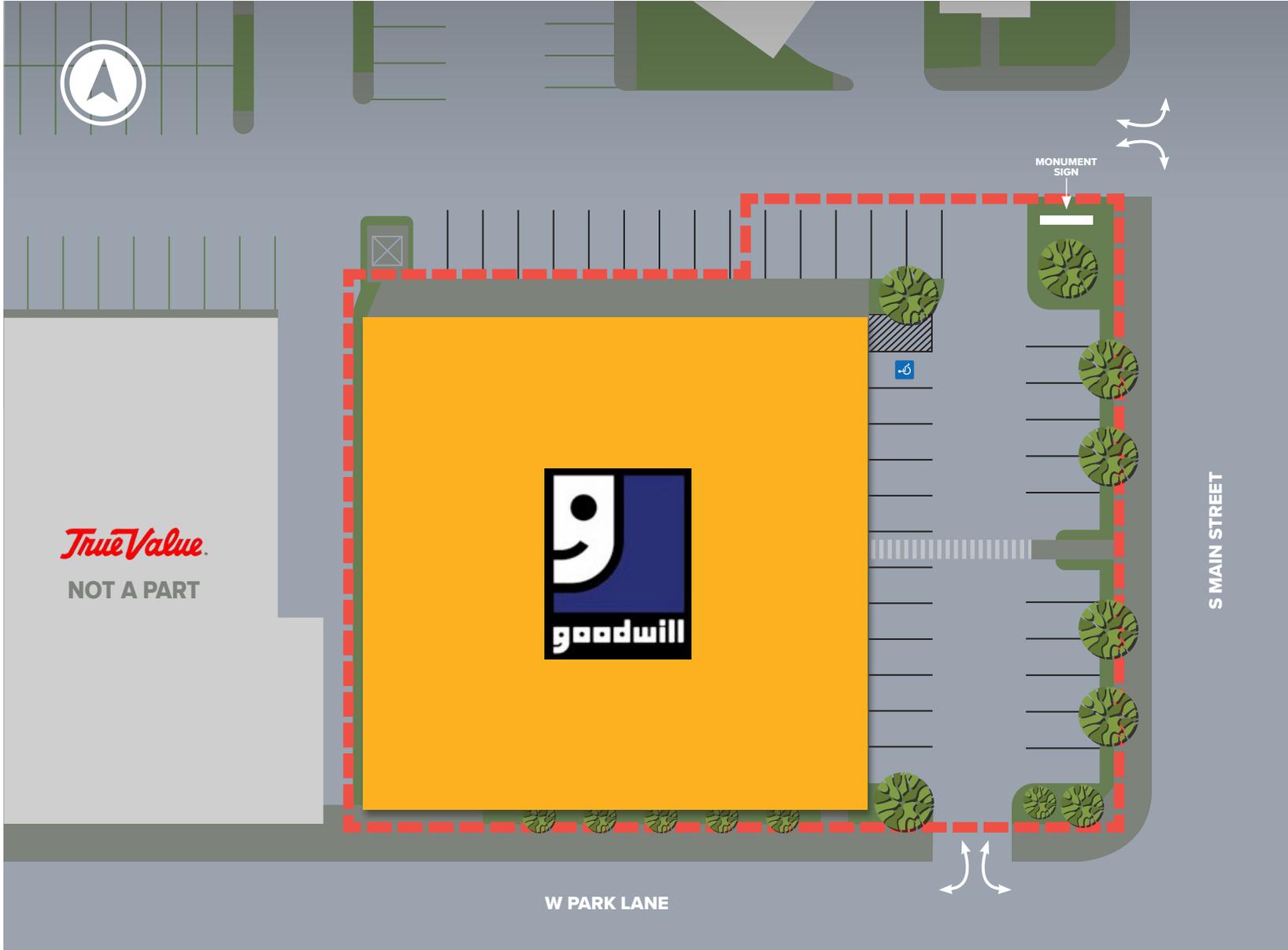
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Site Plan

sf
13,455
RENTABLE SF

ac
0.62
ACRES

25
SPACES



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Retail Aerial

MADISON, WISCONSIN



18 151

VERONA PUBLIC LIBRARY

COOPER PLUMBING
Angel's Wish

Blair's FARM & FLEET

festival

BADGER PRAIRIE HEALTH CARE CENTER

VERONA SIGNS
PRESTIGE PLUMBING

Super 8 BY WYNDHAM

Great Clips
TACO BELL
Arby's
JJ
Little Caesars

GEIGER REALTORS

Kwik Trip

Culver's

UNITED STATES POSTAL SERVICE

Heartland CREDIT UNION

McDonald's
KinderCare LEARNING CENTERS

CAPITOL BANK

SHERWIN WILLIAMS

VERONA ICE ARENA

Purple Goose

BRANDED TRACE
FISCAL FITNESS

Postal Connections

State Farm

Walgreens

Mobil

THE KANTAS
CISLIAN RESTAURANT & PUB

The Sow's Ear
Buildings • Interiors • Landscaping • Small Business Solutions

W VERONA AVENUE

PARK BANK

8,000 VPD

11,900 VPD

S MAIN STREET

True Value

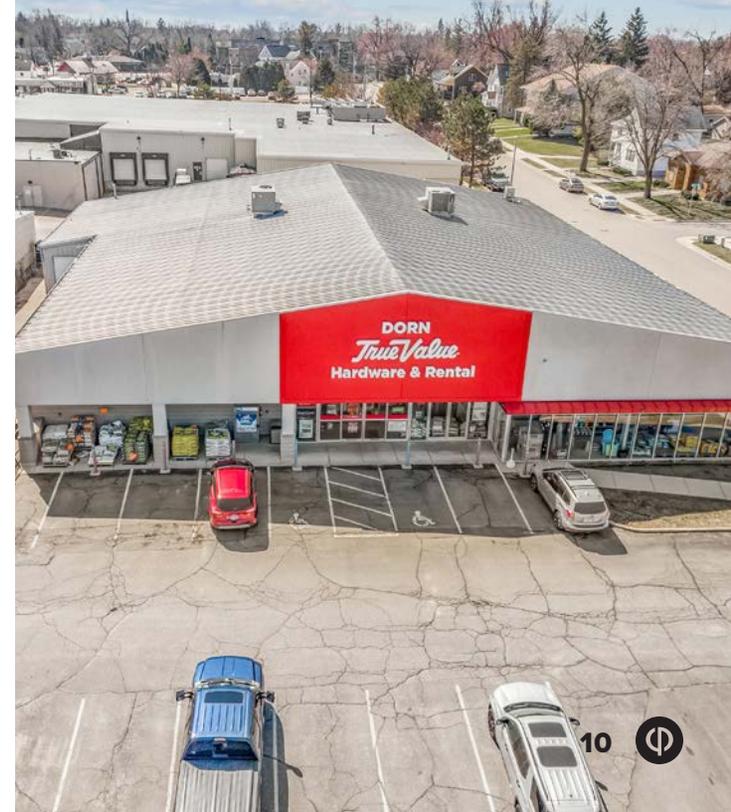
HOME TOWN PHARMACY

goodwill

Miller & Sons
SUPERMARKET

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Surrounding Retail



Zoomed-In Aerial



MADISON
(10 MILES)

11,400
VPD

Blain's
FARM & FLEET®

festival
foods

DANE COUNTY

HIGH SCHOOL

MAIN STREET

E VERONA AVENUE

13,400
VPD

8,000
VPD

W

VERONA
ICE
ARENA

SPORTS
COMPLEX

CAPITOL
BANK

COST
CUTTERS

PARK BANK

Mobil

State Farm

CITY OF
VERONA

W VERONA
AVENUE

True
Value

S MAIN STREET

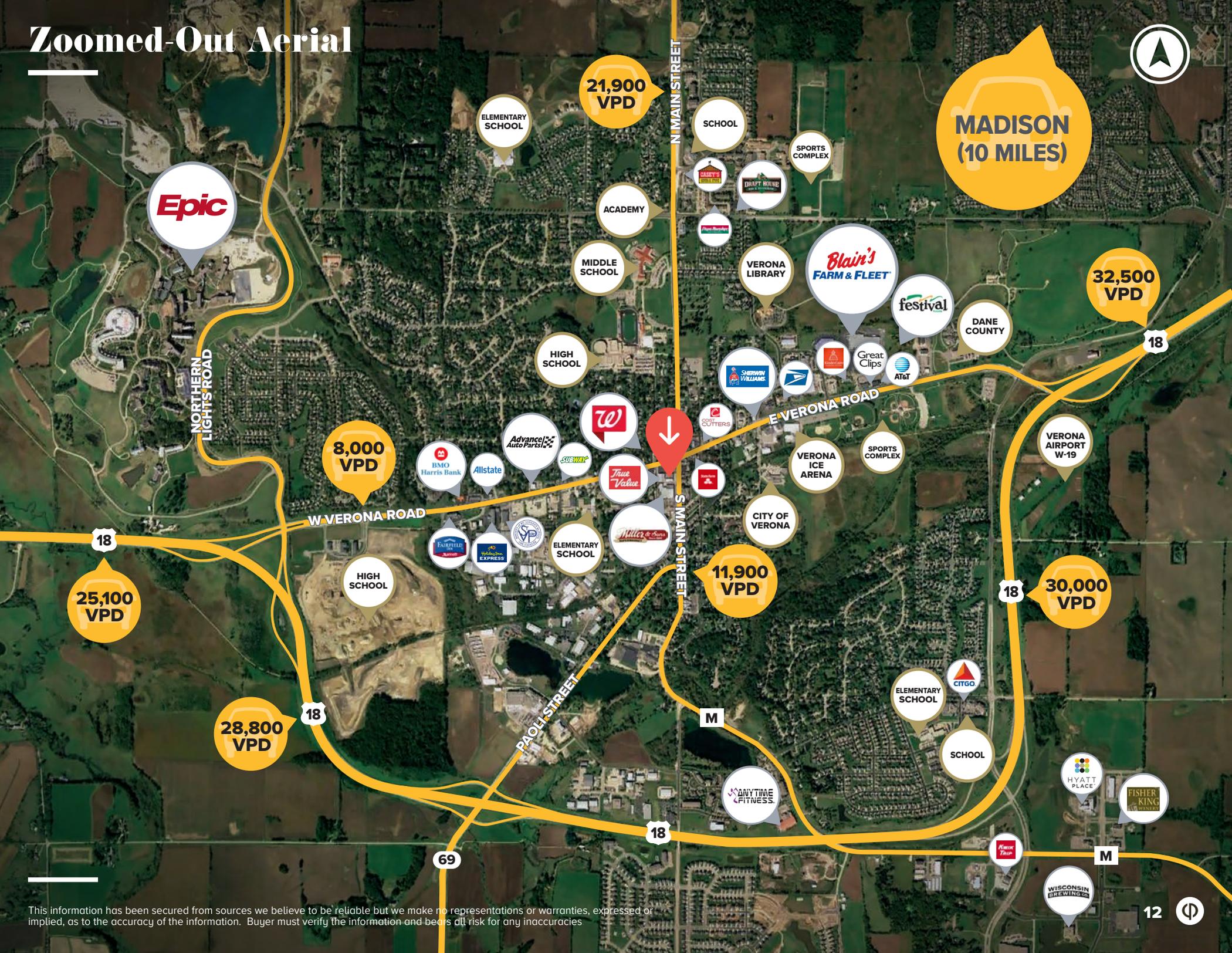
11,900
VPD

Miller & Sons
SUPERMARKET

VERONA DEMOGRAPHICS			
TOTAL	1-MILE	3-MILE	5-MILE
Residential	7,498	31,236	77,271
Average Household Income	\$110,394	\$115,057	\$106,326

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Zoomed-Out Aerial



Epic

**MADISON
(10 MILES)**

**32,500
VPD**

**25,100
VPD**

**8,000
VPD**

**28,800
VPD**

**11,900
VPD**

**30,000
VPD**

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Demographics

POPULATION

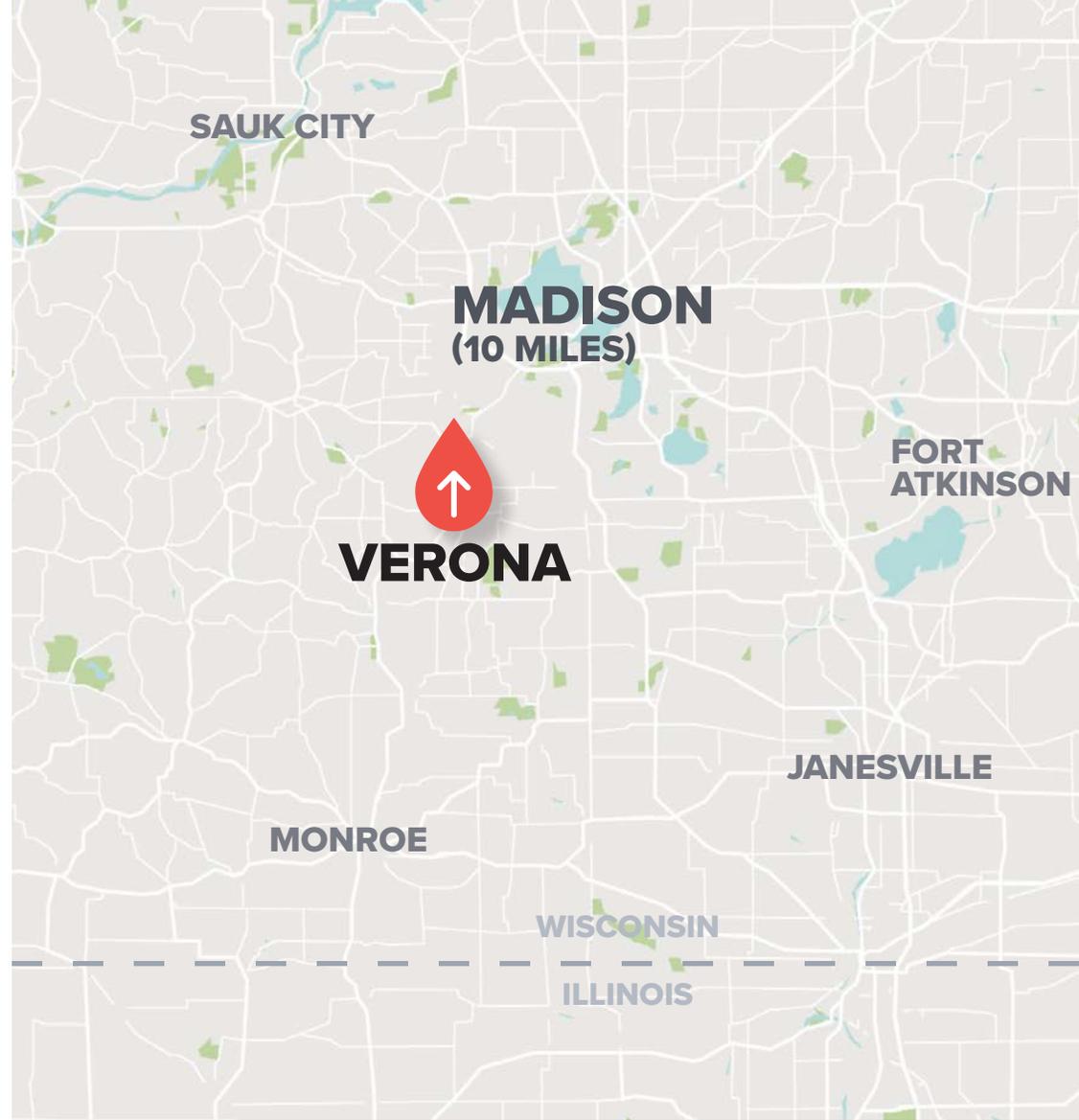
	1-MILE	3-MILES	5-MILES
2010	7,229	26,892	66,977
2019	7,498	31,236	77,271
2024	8,117	33,757	82,750

2019 HH INCOME

	1-MILE	3-MILES	5-MILES
Average	\$110,394	\$115,057	\$106,326

TOP EMPLOYERS IN DANE COUNTY

EMPLOYER	# OF EMPLOYEES
University of Wisconsin-Madison	10,000+
Epic Systems Corp.	9,800
American Family Insurance	1,000 - 4,999
Sub-Zero	1,000 - 4,999
WPS Health Insurance	1,000 - 4,999



THE AVERAGE HOUSEHOLD INCOME WITHIN A 3-MILE RADIUS IS OVER \$115K

Location Overview

VERONA, located in Dane County, is a rapidly growing community minutes from downtown Madison, with immediate access to US Hwy 18/151 and the I 39-90 corridor. From 2010 to 2018, the city experienced a population growth of 23%, a lot of that due to the software giant, Epic Systems Corp., being introduced. Verona is a growing, vibrant community with many recreational, cultural, and business amenities. Residents enjoy a high quality of life, excellent schools, and the small-town feel of Hometown U.S.A.

AS THE URBAN CENTER OF THE REGION, Dane County is home to the state's capital in the City of Madison, the University of Wisconsin flagship campus, the world-class Overture Center for the Arts, and an abundance of parks, lakes, and unique neighborhoods. Home to the fastest growing population of any county in Wisconsin, Dane County boasts a highly educated workforce to power its diverse and innovative industries. With assets in IT, life sciences, and agriculture, it consistently ranks among the top communities for work and play.

POPULATION GROWTH: From 2010 to 2018, Dane County added 42,446 residents, which was more than 3.3 times the next highest Wisconsin county. The growth rate of 8.7% is one of two Wisconsin counties faster than the national rate. An estimated 94.5% of employed Dane County residents work in the county – the highest percentage among all Wisconsin counties – and shows the county's dynamic economy and available employment opportunities, which continues to attract new residents.

542,364+



**DANE COUNTY
POPULATION
(ESTIMATED)**



MADISON, WI

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Verona is HQ to Major Essential Business -- Epic Systems Corp.

Epic Systems Corp. is the largest non-government employer in Dane County and the largest woman-run company in the county, according to the 2019 Wisconsin State Journal Book of Business. **The company has 9,800 employees, a sprawling campus in Verona, and \$2.9 billion in annual revenue.**

More than 250 million people worldwide have medical records on software created by Epic. Epic has more than 440 client companies and organizations worldwide, ranging from hospitals to retail clinics and hospice centers.

The company has made Madison, WI, a center for health information technology, with an array of established companies and startups, among them Nordic, Forward Health, Propeller Health, Wellbe, Redox, Datica, healthfinch, Bluetree Network, Moxe Health and Forte Research Systems. Epic's annual gathering of customers each September brings 9,000 people to the area. Another gathering of experts brings thousands more each spring. **No one company has had a comparable effect on the state's economy in the past two decades.**

Epic Systems Corp., headquartered in Verona, has almost a quarter of the U.S. hospital market for electronic health records.





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