



**TSC TRACTOR
SUPPLY CO**

3356 Caledonia Avon Rd | Caledonia, NY

OFFERING MEMORANDUM

LISTED BY

CHAD KURZ

EVP & MANAGING DIRECTOR

DIR: 214.692.2927

MOB: 562.480.2937

CHAD.KURZ@MATTHEWS.COM

LIC # 01911198 (CA)

MATT COATES

SENIOR ASSOCIATE

DIR: 949.432.4505

MOB: 714.366.1236

MATT.COATES@MATTHEWS.COM

LIC # 01980718 (CA)

JEFFREY TERWILLIGER

BROKER OF RECORD

LICENSE NO. 30TE0892302 (NY)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES





TABLE OF CONTENTS

4

EXECUTIVE OVERVIEW

6

FINANCIAL OVERVIEW

8

TENANT OVERVIEW

11

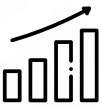
AREA OVERVIEW

EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS



- **New Construction & Long-Term Lease** – The high-quality construction asset with an upgraded design was completed in 2019; Tractor Supply signed a new, 15-year lease with four, 5-year options. There is a 20-year, transferrable roof warranty in place.



- **Booming During Pandemic** – Tractor Supply is having a blockbuster second quarter outlook with expected sales growth of $\pm 25\%$ and same-store sales growth of 20%-25%. As an essential, needs-based retailer, Tractor Supply's stock has been up nearly 50% since lockdowns began in mid-March, which correlates to an all-time high. Tractor Supply has continued to operate, thrive, and pay rent throughout Covid-19.



- **Strong Fortune 500 Tenant** – Tractor Supply is a Fortune 500 Company with a market cap of $\pm \$14.25\text{B}$ and a solid increase in revenue over the past decade. This past year, their revenue surpassed $\$8\text{B}$ for the first time in the history of the company.



- **Strong Financial Company** – Tractor Supply is an incredibly healthy company with little debt and a net income in excess of $\$550\text{M}$.



- **E-Commerce Proof** – Tractor Supply Company, the largest rural lifestyle retail chain in the country, has expanded its delivery partnership with Roadie to include all of its 1,850+ U.S. locations now offering same-day delivery – making it the nation's first major general merchandise retailer to offer same-day delivery from 100% of stores. This remains an encouraging development as the company continues to invest in its brick-and-mortar properties and digital presence to further capture market share in rural communities.



- **Corporate Guaranty with Rent Increases** - The 15-year lease is corporately guaranteed by Tractor Supply Company and encompasses 5% rent increases every 5 years throughout the initial term and option periods.



- **Low Price Point** - The property owner benefits from the lower price point at under $\$4\text{M}$ for a new construction Tractor Supply.

LEGEND

FENCED OUTDOOR DISPLAY AREA

PERMANENT TRAILER & EQUIPMENT DISPLAY AREA

PERMANENT SIDEWALK DISPLAY AREA

BOUNDARY OF DEMISED PREMISES

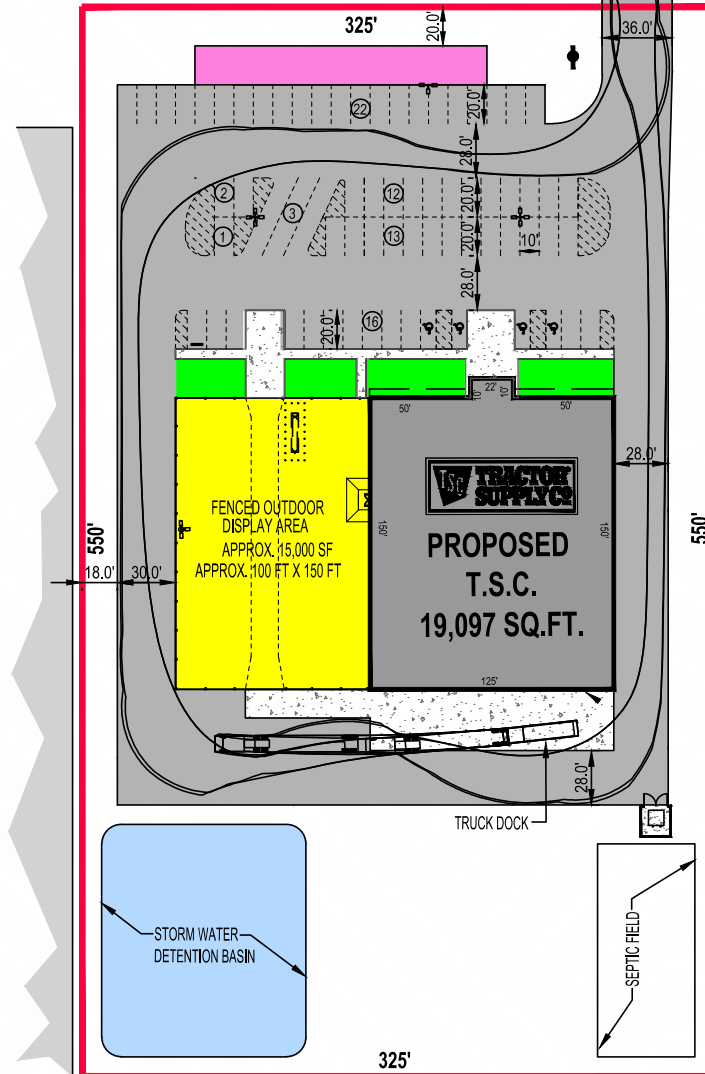
TRACTOR SUPPLY Caledonia, New York



N.T.S.

CALEDONIA AVON RD.

NORTHWEST BOUND
SOUTHEAST BOUND





\$3,999,995

LIST PRICE



\$244,000

NOI



6.10%

CAP RATE

BUILDING INFO

Address	3356 Caledonia Avon Rd Caledonia, NY 14423
Year Built	2019
GLA of Building	±19,097 SF
Lot Size	±178,770 SF (±4.01 Acres)

TENANT SUMMARY

Tenant Trade Name	Tractor Supply Company
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Roof and Structure	Landlord Responsible
Original Lease Term	15 Years
Rent Commencement	9/28/19
Lease Expiration Date	9/30/34
Term Remaining	±14.25 Years
Increases	5% Every Five Years
Options	Four (4), Five (5) Year Options

ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	Rent PSF	CAP
Current - 9/30/24	\$20,333.33	\$244,000	\$12.78	6.10%
10/1/24 - 9/30/29	\$21,350.00	\$256,200	\$13.42	6.41%
10/1/29 - 9/30/34	\$22,417.50	\$269,010	\$14.09	6.73%
Option 1	\$23,538.42	\$282,461	\$14.79	7.06%
Option 2	\$24,715.33	\$296,584	\$15.53	7.41%
Option 3	\$25,951.08	\$311,413	\$16.31	7.79%
Option 4	\$27,248.58	\$326,983	\$17.12	8.17%



“FOR LIFE OUT HERE”

±1,850
LOCATIONS

±32,000
EMPLOYEES

±8.35 B
REVENUE

Tractor Supply Company (also referred to as TSC) was founded in 1938 as a mail order tractor parts business based in Brentwood, Tennessee. Currently, they own and manage over 1,850 stores in 49 states. They are the largest operator of rural lifestyle retail stores in America and were recognized on the Forbes Top Regarded Companies List in 2018.

TSC is continuing to grow with new locations and improved products for home, land, pet, and animal owners. With these offerings, TSC targets a niche market including America's farmers, horse owners, ranchers, part-time and hobby farmers, suburban and rural homeowners, contractors, and tradesmen.

Since 1938, Tractor Supply Company's legendary service and dependable products have enabled both their employees and customers to be as self-sufficient as possible. With affordable pricing, customers can find anything they need at TSC to maintain their farms, ranches, homes, and animals.





HAMILTON
SPORTS FIELD COMPLEX

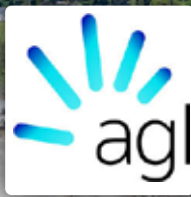
CALEDONIA-MUMFORD
CENTRAL SCHOOL DISTRICT
± 4,862 STUDENTS

CALEDONIA-MUMFORD
HIGH SCHOOL
± 1,524 STUDENTS

CALEDONIA
MARKETPLACE



± 30,000 VPD



DOLLAR GENERAL





AREA OVERVIEW

CALEDONIA, NY

Caledonia is a town in Livingston County, New York. The town is in the northwest part of the county and is southwest of Rochester. The Caledonia House Hotel and Clark-Keith House are listed on the National Register of Historic Places.

ROCHESTER, NY

Rochester is a city on the southern shore of Lake Ontario in Western New York. It is the third most populous city in New York state with over 210,000 residents and its metropolitan area has a population of nearly 1.1 million people.

Rochester was one of America's first boomtowns, rising to prominence as the site of many flour mills along the Genesee River, and then as a major hub of manufacturing. Several of the region's universities (notably the University of Rochester and Rochester Institute of Technology) have renowned research programs. In addition, Rochester is the site of many important inventions and innovations in consumer products. The Rochester area has been the birthplace to such corporations as Kodak, Western Union, Bausch & Lomb, Gleason, and Xerox that conduct extensive research and manufacturing in the fields of industrial and consumer products.



1.082 MILLION

6-COUNTY METRO POPULATION



\$83,060

MEDIAN HOUSEHOLD INCOME



\$69.9 BILLION

GROSS METRO PRODUCT

THINGS TO DO

Rochester has thousands of activities to offer year-round. There is something for everyone from a wide range of restaurants with a unique culinary scene to over 140 festivals and events the city holds throughout the year. If you are looking to get out and explore the natural side of the city, Rochester offers over 12,000 acres of parkland. Take amazing hikes throughout the greenest paths and explore all that nature has to offer. There are also more than 60 public golf courses throughout the area. If you are looking to have a great, relaxing day with friends, there are over 100 wineries, breweries, and distilleries in Rochester.

11% BELOW NATIONAL AVERAGE

Cost Of Living

TECHNOLOGY & EDUCATION

Major Industries in the Area

5TH BEST CITY FOR FAMILIES

-Kiplinger

DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2025 Projection	1,519	3,869	6,343
2020 Estimate	1,563	3,973	6,496
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2025 Projection	652	1,649	2,673
2020 Estimate	661	1,672	2,706
HH INCOME	1 - MILE	3 - MILE	5 - MILE
2020 Est Avg HH Income	\$77,127	\$77,354	\$78,414
2020 Est Median HH Income	\$62,805	\$63,643	\$64,956

COMPANIES HEADQUARTERED IN ROCHESTER



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Tractor Supply Co.** located at **3356 Caledonia Avon Rd, Caledonia, NY 14423** ("Property"). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



3356 Caledonia Avon Rd | Caledonia, NY

OFFERING MEMORANDUM

LISTED BY

CHAD KURZ

EVP & MANAGING DIRECTOR

DIR: 214.692.2927

MOB: 562.480.2937

CHAD.KURZ@MATTHEWS.COM

LIC # 01911198 (CA)

MATT COATES

SENIOR ASSOCIATE

DIR: 949.432.4505

MOB: 714.366.1236

MATT.COATES@MATTHEWS.COM

LIC # 01980718 (CA)

JEFFREY TERWILLIGER

BROKER OF RECORD

LICENSE NO. 30TE0892302 (NY)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES