

OFFERING MEMORANDUM // 400 JAY SCUTTI BLVD

BJ'S WHOLESALE CLUB

WITH BJ'S GAS STATION

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BJ'S WHOLESALE CLUB

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PROPERTY NAME

**BJ's Wholesale Club
with BJ's Gas Station**



LOCATION

**400 Jay Scutti Blvd
Rochester NY 14623**



PRICE

15,100,000

***123.06 per SF**



NOI

905,738



RENT / SF*

7.38

***below market rent**



BUILDING SIZE

122,698 SF



LOT SIZE

10.68

BJ'S WHOLESALE CLUB

Summary

Caliber Commercial Brokerage is excited to present the exclusive listing for BJ's Wholesale Club with BJ's Gas station located at 400 Jay Scutti Blvd in Rochester NY. The building is 122,698 square feet and is situated on 10.68 acres. This store is located in the retail epicenter of the Rochester Market, Henrietta. With higher than average traffic counts for the area this store has continually outperformed the four other BJ's in the Rochester by leaps and bounds.

The 20-year lease term started in 2006 and includes a 5.7% rent increase every 5 years with four, 5 year options. There are currently 9 years left on the original 20 year lease with the current rent being \$905,738.

With headquarters in Westborough Mass. BJ's Wholesale Club is a leading operator of membership warehouse clubs in the Eastern United States. The company currently operates over 210 Clubs in 16 states from Maine to Florida and employs more than 25,000 Team Members.

On September 30, 2011, BJ's Wholesale Club was acquired by Beacon Holding Inc., an affiliate of Leonard Green & Partners, L.P., and funds advised by CVC Capital Partners.

BJ'S WHOLESALE CLUB WITH BJ'S GAS STATION

Investment Highlights

1

Attractive Rental Increases & Renewal Options

The rent will increase 5.7% in 2022 to \$957,436 and has four 5 year options remaining. Each 5 year option includes the same 5.7% increases when executed.

2

Corporate Guarantor

This lease is subject to a corporate guarantee, adding security through the term of the lease, through 210 corporate locations.

3

Traffic Counts

32,775 VPD (West Henrietta Rd), 31,694 (Jefferson Rd), 22,526 (Hylan Drive)

4

Strong Location

The property is in the heart of Rochester's retail corridor. Other national retailers in the area include Panera, Red Lobster, The Home Depot, PetSmart, Taco Bell, Target, Wegmans, Lowes, Sam's Club, Walmart, Chili's and MacDonald's to name a few.

5

Long Term Lease

With 9 years remaining on original lease

6

20 Years w/ 4, 5 Year Extensions

5.7% increases in rent every 5 years

7

Passive Investment Opportunity

A triple net lease provides passive income opportunity for a prospective buyer with the areas top performing store.

8

Parking

552 spots



Tenant Overview

BJ's Wholesale Club Inc., commonly referred to as BJ's, is a membership-only warehouse club chain operating on the East coast and Ohio. The company was founded in 1984 in Massachusetts and was recently acquired by Beacon Holding Inc., an affiliate of Leonard Green & Partners, L.P., and funds advised by CVC Capital Partners.

BJ's core members make between \$75,000 and \$90,000 a year and groceries account for 75% of sales with the remaining coming from general merchandise including apparel, housewares, office equipment small appliances and gas.

2017 marked the launch of BJ's B2B Sales Division which is part of an overall growth plan started in 2011 to capture a larger share of the market place from its largest competitors Costco and Sam's Club. An additional part of BJ's growth strategy is to increase its Fresh Food footprint within its stores. This has resulted in BJ's selling 50% more fresh food per member per year than its closest competitors.

Their growth strategies are paying off resulting in an 85.5 percent renewal rate of its memberships. Which out paces Sam's Club and tightens the gap between Costco and itself.

FINANCIAL OFFERING

BJ's Wholesale Club with BJ's Gas Station



PROPERTY TYPE

**Net Leased
Retail Store**



OWNERSHIP

**Private
Equity**



TENANT

**BJ's Wholesale
Club**



LEASE COMMENCEMENT

**January 21
2006**



LEASE EXPIRATION

**January 21
2026**



LEASE TERM REMAINING

**Nine
Years**



LEASE TYPE

**Triple-Net
(NNN)**



OPTIONS TO REVIEW

**Four, Five Year
Option Periods**

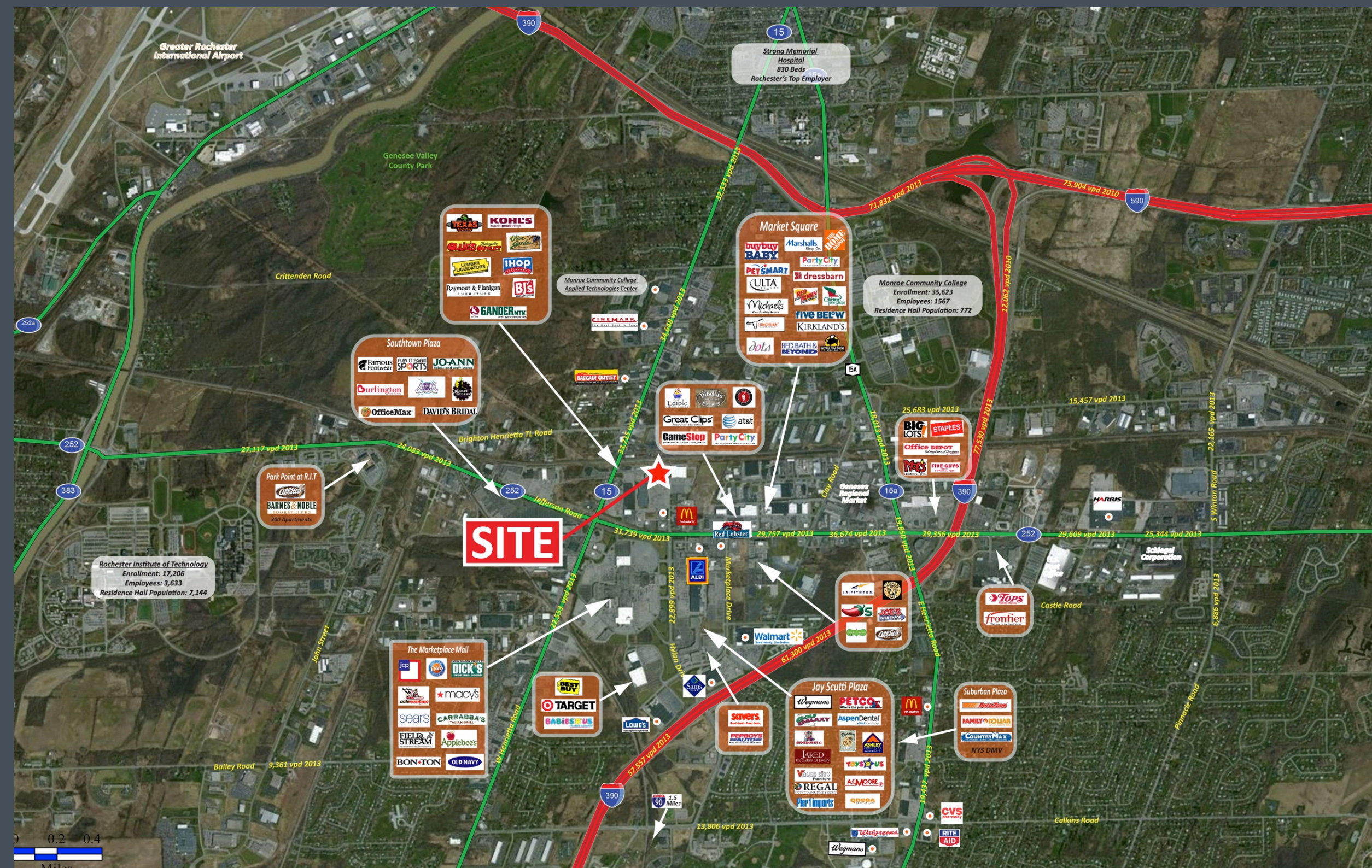
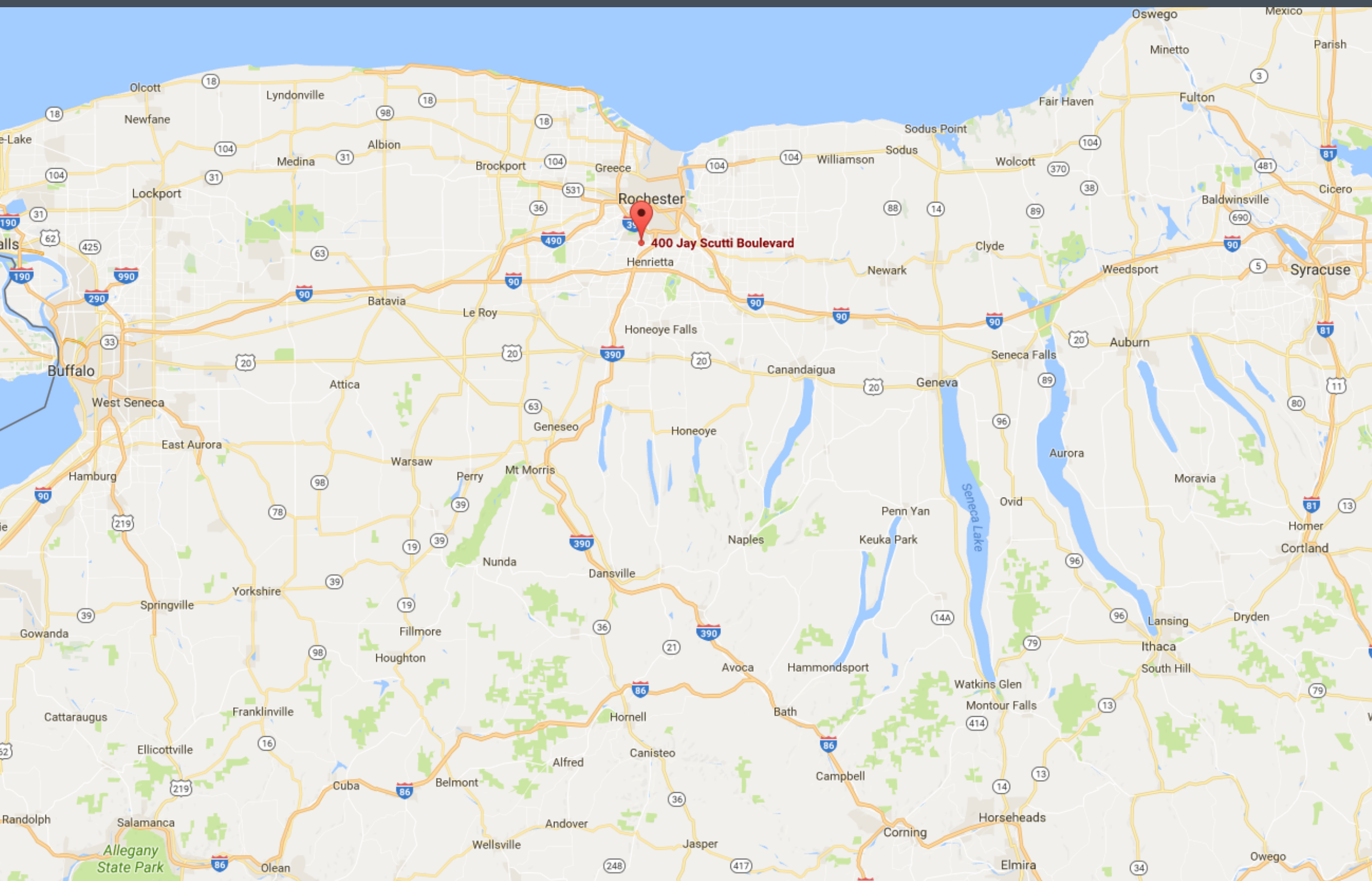


RENTAL INCREASES

**5.7% Every Five Years
From Date Of
Commencement**



Location Details

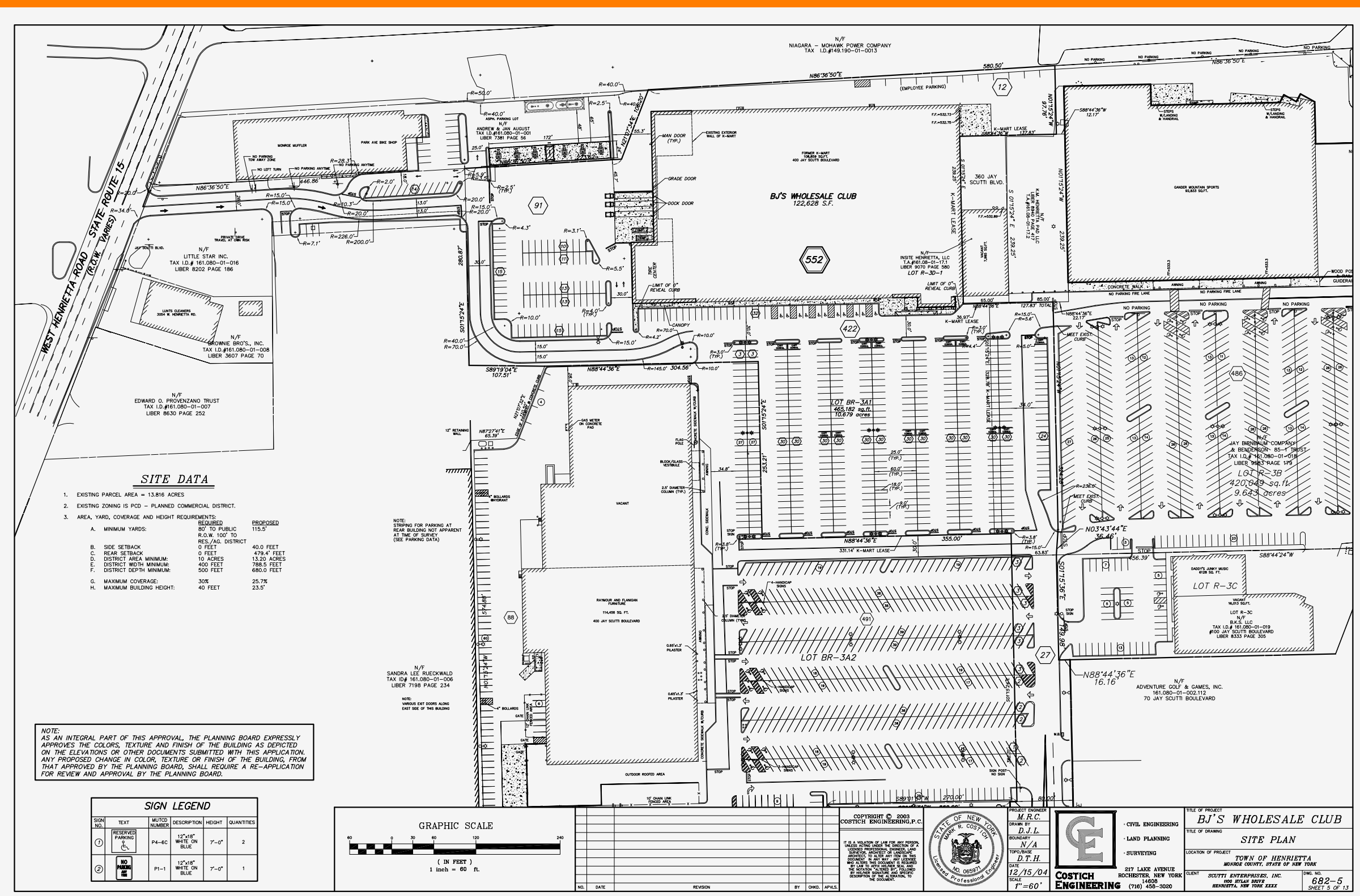


Regional



BJ'S WHOLESALE CLUB

Location Details



Site Plan



Property Outline

***TAX MAP AVAILABLE UPON REQUEST**

THANK YOU!

Get in Touch With Us

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