

Offering Memorandum



Coshocton, OH



Representative Photos



*20-Year, NNN Lease with  
Approx. 16 Years Remaining  
on Base Term*



*1.5% Annual Rent Increases  
Throughout Base Term and  
Option Periods*



*Significant Recent Upgrades  
to Building, Including Roof  
Replacement in 2019*



*Experienced Franchisee With  
Approx. 15 Restaurants  
Across 3 Brands*

## CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap Real Estate Investment Services and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

# Marcus & Millichap

## NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.



### Overview

245 South 2nd Street, Coshocton, OH 43812

Price:	\$1,507,000
Cap Rate:	6.00%
Rentable Square Feet:	2,900
Annual Rent:	\$90,406*
Price PSF:	\$519.66
Land Area:	0.56 Acres
Year Built/Renovated:	1996/2016

\*Price is based on rent increase on August 1, 2021. Seller will credit the difference in rent at closing

### Lease Summary

Tenant:	D and J Giesen, Inc.
Website:	<a href="http://www.Arby's.com">www.Arby's.com</a>
Lease Guarantor:	Franchise/Personal - D and J Giesen, Inc.
Lease Type:	NNN
Option Periods:	3, 5-Year Options
Rental Increases:	1.5% Annually
Roof & Structure:	Tenant
Rent Commencement:	2016
Lease Expiration:	9/30/2036

Subject Property



245 S. 2nd Street, Coshocton, OH 43812

Subject Property





Base Term	Annual	Rent PSF	Cap Rate
8/1/2020–7/31/2021:	\$89,070	\$30.71	
8/1/2021–7/31/2022:	\$90,406	\$31.17	6.00%
8/1/2022–7/31/2023:	\$91,762	\$31.64	6.09%
8/1/2023–7/31/2024:	\$93,139	\$32.12	6.18%
8/1/2024–7/31/2025:	\$94,536	\$32.60	6.27%
8/1/2025–7/31/2026:	\$95,954	\$33.09	6.37%
8/1/2026–7/31/2027:	\$97,393	\$33.58	6.46%
8/1/2027–7/31/2028:	\$98,854	\$34.09	6.56%
8/1/2028–7/31/2029:	\$100,337	\$34.60	6.66%
8/1/2029–7/31/2030:	\$101,842	\$35.12	6.76%
8/1/2030–7/31/2031:	\$103,370	\$35.64	6.86%
8/1/2031–7/31/2032:	\$104,920	\$36.18	6.96%
8/1/2032–7/31/2033:	\$106,494	\$36.72	7.07%
8/1/2033–7/31/2034:	\$108,091	\$37.27	7.17%
8/1/2034–7/31/2035:	\$109,712	\$37.83	7.28%
8/1/2035–9/30/2036:	\$111,358	\$38.40	7.39%

1 <sup>st</sup> Option Period	Annual	Rent PSF	Cap Rate
10/1/2036–9/30/2037:	\$113,028	\$38.98	7.50%
10/1/2037–9/30/2038:	\$114,723	\$39.56	7.61%
10/1/2038–9/30/2039:	\$116,444	\$40.15	7.73%
10/1/2039–9/30/2040:	\$118,191	\$40.76	7.84%
10/1/2040–9/30/2041:	\$119,963	\$41.37	7.96%

2 <sup>nd</sup> Option Period	Annual	Rent PSF	Cap Rate
10/1/2041–9/30/2042:	\$121,763	\$41.99	8.08%
10/1/2042–9/30/2043:	\$123,590	\$42.62	8.20%
10/1/2043–9/30/2044:	\$125,443	\$43.26	8.32%
10/1/2044–9/30/2045:	\$127,325	\$43.91	8.45%
10/1/2045–9/30/2046:	\$129,235	\$44.56	8.58%

3 <sup>rd</sup> Option Period	Annual	Rent PSF	Cap Rate
10/1/2046–9/30/2047:	\$131,173	\$45.23	8.70%
10/1/2047–9/30/2048:	\$133,141	\$45.91	8.83%
10/1/2048–9/30/2049:	\$135,138	\$46.60	8.97%
10/1/2049–9/30/2050:	\$137,165	\$47.30	9.10%
10/1/2050–9/30/2051:	\$139,223	\$48.01	9.24%

## Central Ohio Technical College



## Columbus, Ohio



### Long-Term, NNN Lease

- 20-Year, Triple Net (NNN) Lease with Approx. 16 Years Remaining
- 1.5 Percent Annual Rent Increases in Base Term and Option Periods
- Three, Five-Year Renewal Options, Bringing Total Term to 35 Years
- Roof Replaced in 2019 with 20-Year Roof Warranty
- Recent Building Renovations Valued at Approx. \$366,441.97\*

### Coshocton Attractions & Retail Area

- Less Than One Mile from Central Ohio Technical College with a Total Enrollment of Nearly 5,000 Students
- Three Miles from Richard Downing Airport
- Surrounding National Retailers Include Big Lots, Rent-A-Center, Tractor Supply Company, Dollar General, Dollar Tree, Walgreens, CVS, Verizon, Valero, McDonald's, Tim Horton's and Many More

### Experienced Franchisee | D and J Giesen Inc.

- Award Winning Franchisee Since 1992 with Arby's
- Experienced Multi-Unit Restaurant Owner and Operator
- 15 Restaurants Across Three Brands Throughout Ohio and Colorado
- More Than 29 Years of Restaurant Ownership Experience

### Central Ohio & Surrounding Cities

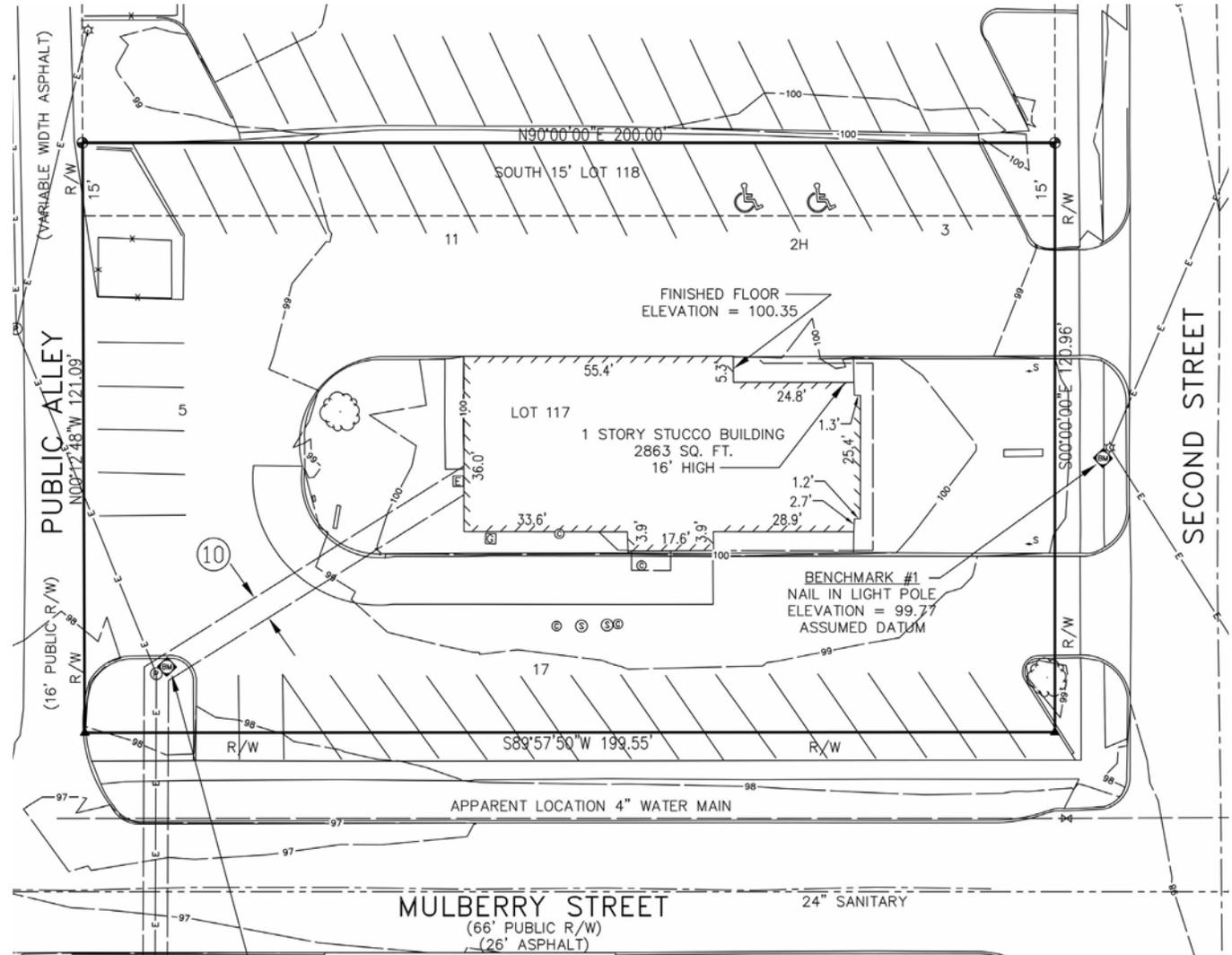
- Located in the Center of the State, 76 Miles East of Columbus, 78 Miles South of Akron and 102 Miles South of Cleveland
- Nearly 60 Percent of the U.S. Population is Within an Eight-Hour Driving Radius

\*See List of Building Renovations on Next Page

## Recent Building Renovations

Valued at Approx. \$366,441

- New Roof, Replaced in 2019 (with 20-year roof warranty)
- Sealcoat & Stripe Parking Lot
- New Parking Lot Lighting
- New Signage
- New Handicap Signs & Hardware
- New Trash Enclosure Doors
- Repair Sidewalks and Curbs
- Repaint/Rework Exterior
- New Exterior Lighting
- Remove Atrium
- New Ceiling
- New Wall Coverings
- New Floors
- New Interior Lighting
- New Seating Package
- New Milwork Package in DR
- New Interior & Exterior Doors
- Refirbish Kitchen Finishes
- New Equipment & Counters
- New HVAC





Arby's was founded on July 23, 1964 in Boardman, Ohio by Forrest and Leroy Raffel. Already in the restaurant equipment business, they wanted to create a fast food franchise that served more than just hamburgers. The first Arby's franchise opened in 1965, and was expanding at a rate of 50 stores per year in the 1970's. In 1980, Arby's opened their 1,000th store in Loves Park, IL and became an international company in 1981 with their first restaurant in Japan. As of today, Arby's has 3,342 locations with international locations in Canada, Turkey, Qatar, and United Arab Emirates.

In recent years Arby's has grown at three times the rate of the average quick service restaurant, as reported by *Business Insider*. Arby's continues to be a success in the marketplace as it offers quality food with speed and convenience, demonstrated by 60 percent of Arby's sales happening through drive-thru windows.

Arby's attributes the company growth to their continued emphasis on quality food and their smart social media marketing. *Food & Wine Magazine* called Arby's "America's second largest sandwich chain."

Today, Arby's is a leading global fast-food restaurant chain with more than 3,500 restaurants worldwide. They currently have franchises in 48 states and 8 countries, and are headquartered in Atlanta, Georgia. Annual total sales for 2019 equal 3.9 billion. They are currently ranked as the third highest sandwich chain in sales.

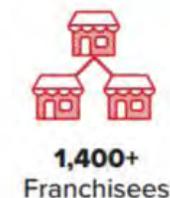
## D AND J Giesen Inc.

The lessee, D and J Giesen, Inc, is an experienced multi-unit restaurant owner and operator of 15 restaurants across three brands throughout Ohio and Colorado. David Giesen has more than 29 years of restaurant ownership experience. An award winning franchisee since 1992 with Arby's, they are also a Freddy's Frozen Custard and Steamburgers operator, as well as Johnny Rockets. In the first quarter of 2021, the company will add Slim Chickens to their list of brands, opening the first location in Cleveland. The lease is personally guaranteed by the operator.



Inspire Brands launched in 2018 as an affiliate of powerhouse Atlanta private equity firm Roark Capital Group. Inspire is the fourth-largest U.S. restaurant company, with more than \$14 billion in sales across 11,200 restaurants. Inspire Brands is a multi-brand restaurant company whose portfolio includes more than 11,000 Arby's, Buffalo Wild Wings, SONIC Drive-In, Rusty Taco, and Jimmy John's restaurants worldwide. The company was founded in 2018 and is headquartered in Atlanta, Georgia.

They are creating a family of brands with maverick qualities, each with their own distinct positioning, guest experience, and product offering. Inspire is designed to enable each individual brand to benefit from and build on the strengths of the other. By sharing best practices and making deep investments in areas that create advantage for the entire enterprise, Inspire will help its brands grow and succeed.



Tim Hortons  
McDonald's

Walgreens



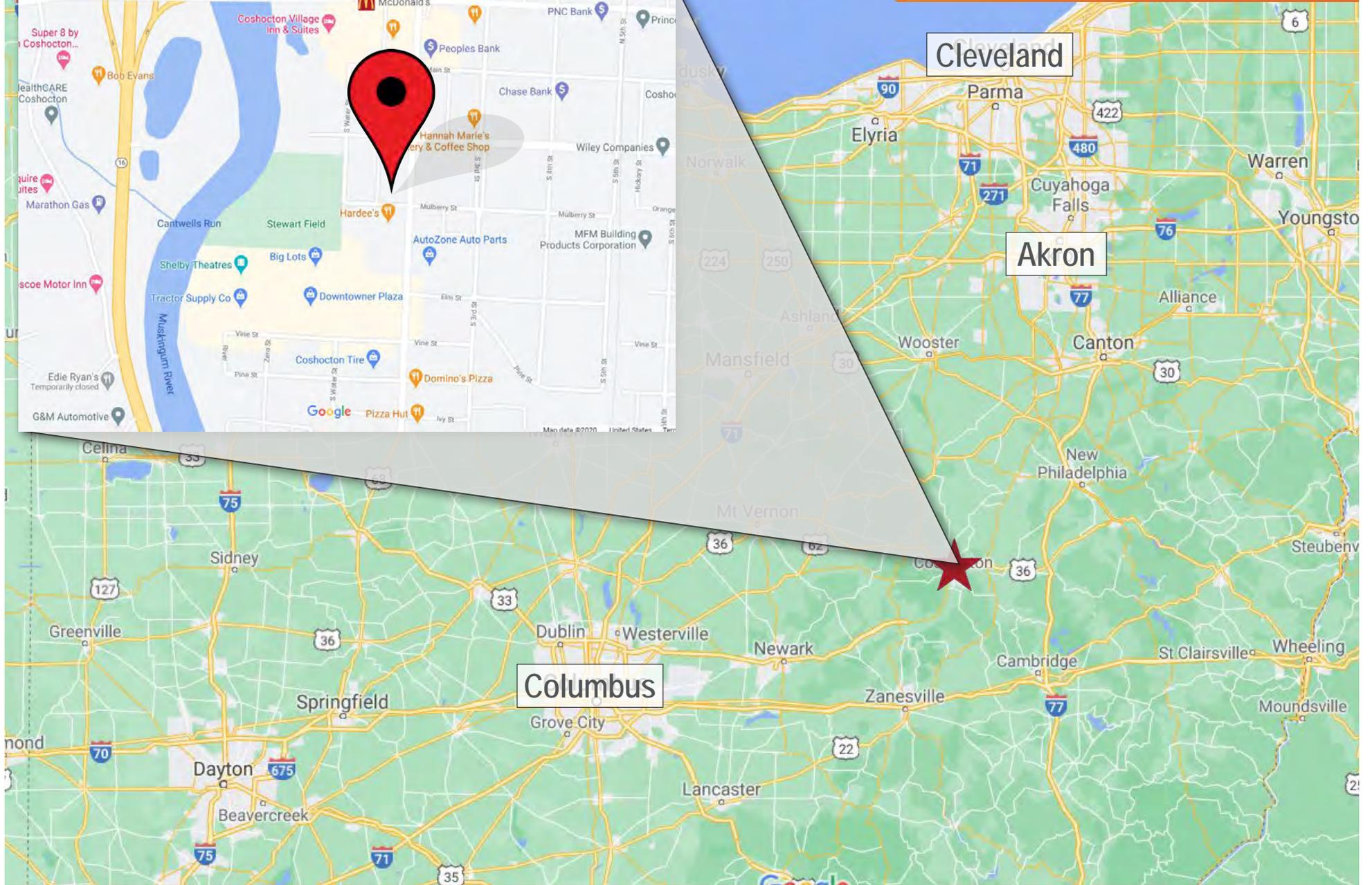
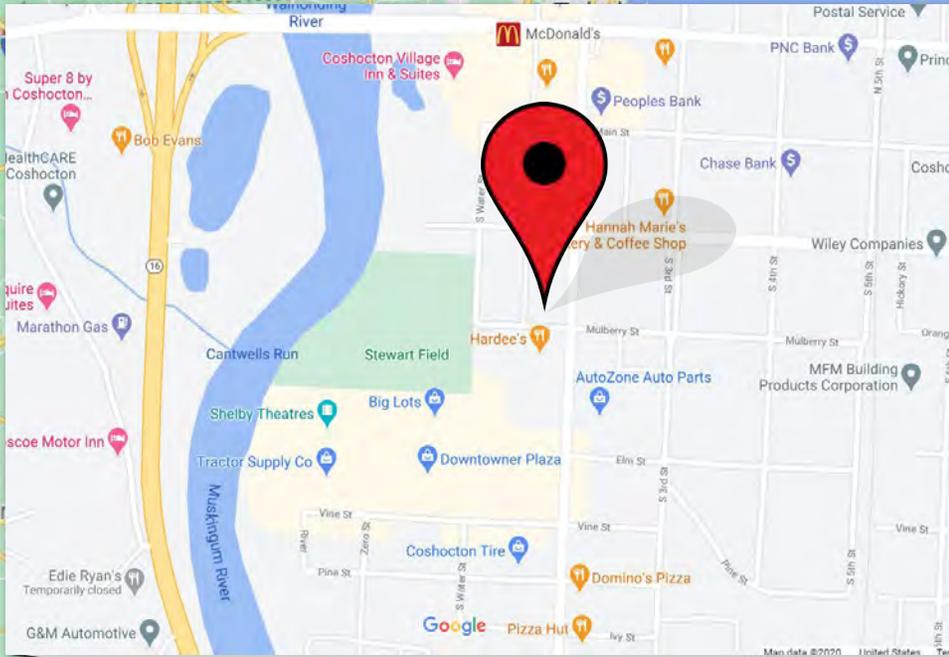
South 2nd Street

Shelby Theatres  
**TRACTOR SUPPLY CO**  
 verizon wireless  
**BIG LOTS!**

RBC Home-A-Center  
**SUBWAY**



LOCAL & REGIONAL MAPS



## COLUMBUS OVERVIEW

The Columbus metro is Ohio's most populated metropolitan area, composed of 10 counties in the gently rolling hills of central Ohio. Natural landmarks include reservoirs to the north and the Scioto River. Franklin County, home to Columbus, is surrounded by mainly rural counties. Columbus, the state's capital city, is a national transportation and distribution hub, with nearly 60 percent of the U.S. population within an eight-hour driving radius. Interstates 70 and 71 intersect in Columbus, while I-270 forms a beltway around the metro and I-670 bisects the city. Port Columbus International Airport, located east of downtown, is the primary air passenger facility.

### METRO HIGHLIGHTS



#### LOGISTICS HUB

Rickenbacker Inland Port is a multimodal logistics hub that provides air, truck and rail transport throughout the U.S. and Canada, making the metro a key point for distribution activities.



#### MIDWESTERN COMMERCIAL CENTER

Greater Columbus is home to multiple Fortune 500 companies and many regional operations, drawing a variety of other employers and residents.



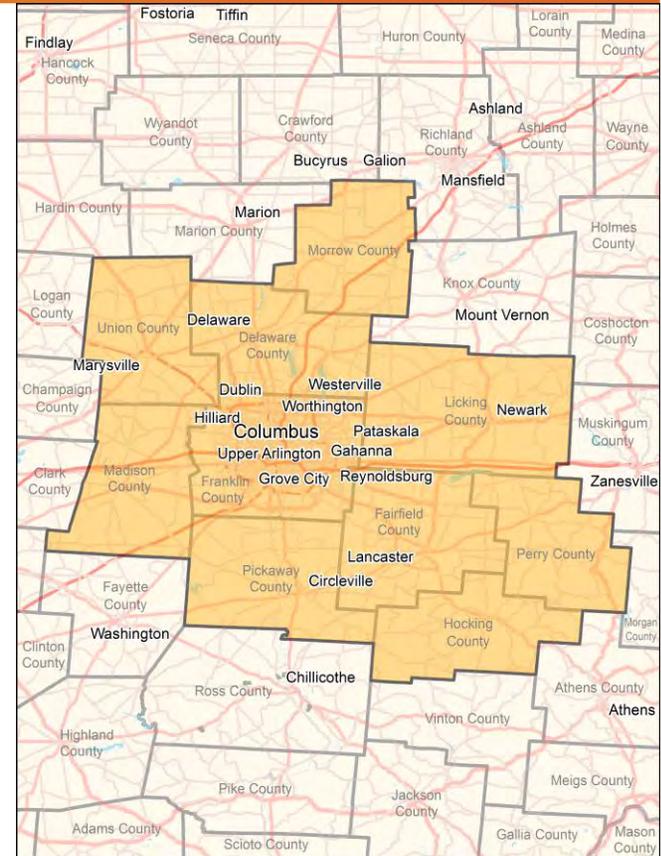
#### AFFORDABLE HOUSING COSTS

The median home price in Columbus is well below the national level, channeling more expendable income to local retailers and entertainment.

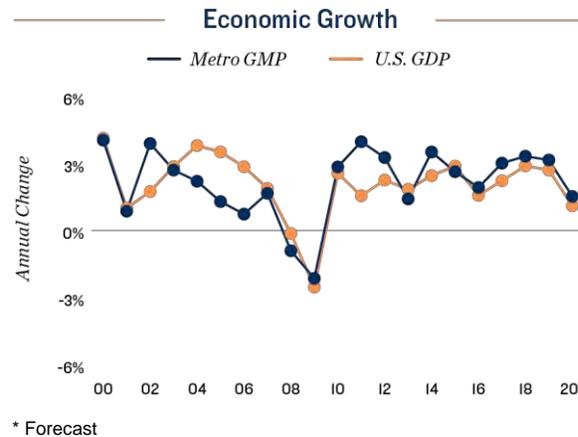


# ECONOMY

- State agencies and Ohio State University provide a diverse array of employment opportunities. A lower cost of doing business, a strong education system and a strategic location draw major corporations to the metro.
- Fortune 500 companies based in the metro include L Brands, Cardinal Health, American Electric Power, and Nationwide.
- Data centers and information technology are growing in Columbus with IBM's Client Center for Advanced Analytics at the core.



MAJOR AREA PRIVATE EMPLOYERS
JPMorgan Chase
Nationwide Insurance
Honda of America
L Brands
Cardinal Health
Amazon
Huntington Bancshares, Inc.
Alliance Data
American Electric Power
Ohio State University



## SHARE OF 2019 TOTAL EMPLOYMENT





## DEMOGRAPHICS

- The metro is expected to add nearly 81,400 people in the next five years, resulting in the formation of roughly 38,200 households.
- A median home price of roughly \$219,000 has afforded 58 percent of households to own a home, which is slightly above the national rate of 57%.
- Approximately 35 percent of residents age 25 and older hold bachelor's degrees; of those residents, 12 percent also have obtained a graduate or professional degree.

### 2019 Population by Age



## QUALITY OF LIFE

Columbus may be best known as a college town, but for a midsize community, it offers residents big-city amenities. The metro is home to major-league sports teams: the Blue Jackets (NHL) and the Crew (MLS). The city is host to the Columbus Symphony Orchestra, BalletMet and Opera Columbus, as well as theater companies, art galleries and dealers, and a variety of museums. Many of the galleries and restaurants are located in Short North, a vibrant neighborhood north of downtown. The region's economic vitality and social scene are supported by a strong post-secondary education network, including the nationally recognized Ohio State University, as well as many other four-year colleges, universities, and two-year institutions.



## SPORTS



## EDUCATION



## ARTS & ENTERTAINMENT



## DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2010 Population	5,632	14,687	17,283
2020 Population	5,549	14,452	17,022
2025 Population	5,464	14,205	16,750
2020 Male Population	2,591	6,865	8,147
2020 Female Population	2,958	7,587	8,875
2020 Median Age	39.8	42.4	42.5

RACE & ETHNICITY	1 MILE	3 MILES	5 MILES
American Indian, Eskimo	0.3%	0.2%	0.2%
Asian	0.5%	0.6%	0.5%
Black	3.0%	1.9%	1.8%
Hawaiian/Pacific Islander	0.0%	0.0%	0.0%
White	92.9%	95.0%	95.3%
Other	0.8%	0.4%	0.4%
Multi-Race	2.6%	1.9%	1.8%
Hispanic Ethnicity	2.0%	1.6%	1.4%
Not of Hispanic Ethnicity	98.0%	98.4%	98.6%

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2010 Avg Household Income	\$33,603	\$46,154	\$47,267
2020 Avg Household Income	\$38,580	\$55,692	\$57,124
2025 Avg Household Income	\$44,083	\$63,627	\$65,171
2010 Med. Household Income	\$25,729	\$35,137	\$36,754
2020 Med. Household Income	\$28,132	\$41,579	\$43,871
2025 Med. Household Income	\$31,551	\$48,502	\$50,793
2010 Per Capita Income	\$15,395	\$20,002	\$20,171
2020 Per Capita Income	\$17,877	\$24,436	\$24,687
2025 Per Capita Income	\$20,387	\$27,961	\$28,229

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2010 Households	2,543	6,296	7,303
2020 Households	2,539	6,284	7,297
2025 Households	2,498	6,192	7,203



Click to View in  
Google Maps

Or in Google  
Street View



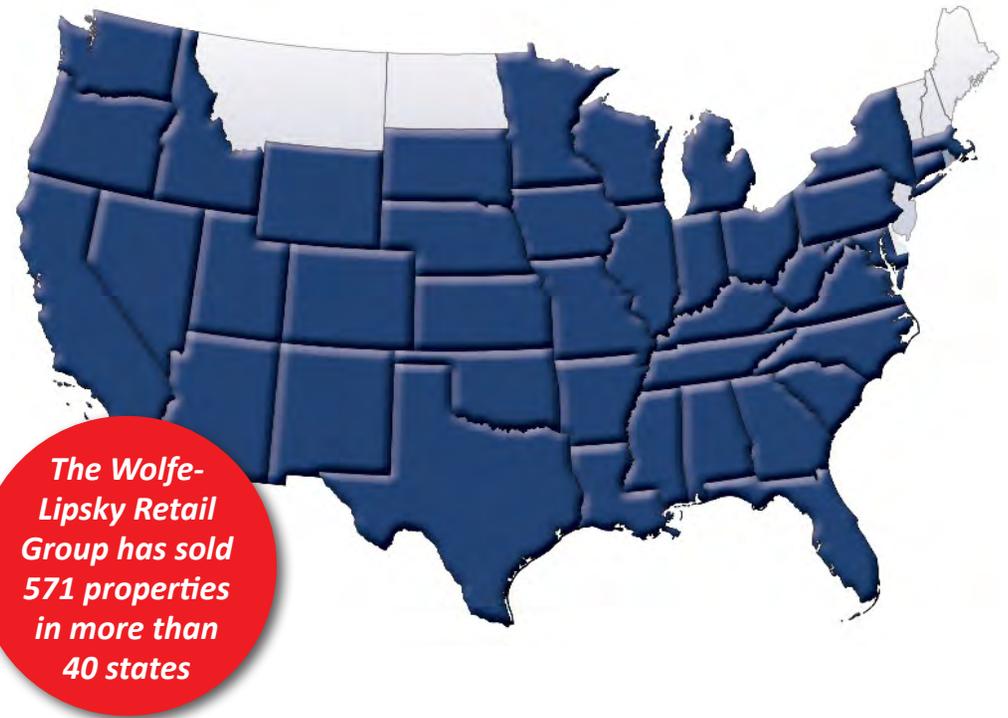
# Marcus & Millichap

## WOLFE-LIPSKY RETAIL GROUP

The Wolfe-Lipsky Retail Group of Marcus & Millichap specializes in the sale of single-tenant properties and shopping centers and has successfully assisted clients in selling 571 separate commercial properties with a market value exceeding \$1.65 billion. Having closed sales in more than 40 states, our track record is evidence that we are one of the premier brokerage teams in the United States.

With our experience and background in various fields such as law and finance, we have proved to be invaluable to our clients, earning their trust and exceeding their expectations while best assisting them in their real estate transactions.

For more about the Wolfe-Lipsky Retail Group or to view all of our available listings, visit [www.WolfeRetailGroup.com](http://www.WolfeRetailGroup.com)



### About Marcus & Millichap

*With nearly 2,000 investment professionals located throughout the U.S. and Canada, Marcus & Millichap (NYSE: MMI) is a leading specialist in commercial real estate investment sales, financing, research and advisory services. The firm closed more than 9,400 transactions in 2018 with a value of approximately \$46.3 billion.*

*Marcus & Millichap has been a pioneer in the real estate investment industry and has established a reputation for maximizing value for its clients while fostering long-term relationships built on integrity, trust and service. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. Marcus & Millichap also offers clients access to the most competitive real estate financing through Marcus & Millichap Capital Corporation (MMCC), which maintains relationships with the industry's leading national, regional and local lenders.*

## Barry M. Wolfe

Senior Managing Director Investments

License: SL 702613

[Barry.Wolfe@marcusmillichap.com](mailto:Barry.Wolfe@marcusmillichap.com)

(954) 245-3493

## Alan Lipsky

First Vice President Investments

License: SL 3279054

[Alan.Lipsky@marcusmillichap.com](mailto:Alan.Lipsky@marcusmillichap.com)

(954) 245-3595

## Evan Whelan

Associate

License: SL 310245

## Charles Moody

Associate

License: SL 3404499

## Michael Talbert

Associate

License: SL 3418448

## Joseph Prio

Associate

License: SL 3422291

## Ashley Barrett

Transaction Coordinator

## Catie Jackson

Marketing Coordinator

# Marcus & Millichap

**SPECIAL COVID-19 NOTICE:** All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)