



STARBUCKS



217 W Genesee Street | Fayetteville (Syracuse), NY 13066

OFFERING MEMORANDUM

LISTED BY

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STARBUCKS COFFEE

We're Open!

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REAL ESTATE INVESTMENT SERVICES

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STARBUCKS®

217 W Genesee Street | Fayetteville, NY

OFFERING MEMORANDUM

EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS

- **Highly Passive Investment** – NN Lease Structure - Landlord only responsible for roof and structure
- **Long Operating History** – Starbucks has successfully operated at this location since 2004 and recommitted to the location in 2015 by extending the lease for 10-years. Furthermore, the option structure was changed from 2, 5-year options to 3, 10-year options and 1, 8-year option.
- **2015 renovations** – At this time, the building was renovated and expanded by 483 SF to create space for additional seating.
- **Rare Increase Structure** – 12.50% rental increases at start of each option and every 5-years during options
- **World's Largest Coffee Chain** – Starbucks has over 27,000 locations worldwide, a market cap of over \$104 billion, and revenues over \$26.5 billion in 2019 (NYSE: SBUX)
- **Investment-grade credit** – Starbucks holds a BBB+ credit rating by Standard & Poor's and saw 2019 Q4 comparable store sales up 5% globally, led by 6% comp growth in the United States
- **Signalized Corner with Great Visibility** – Subject property is positioned on a signalized corner with frontage of W Genesee, which benefits from over ±21,100 vehicles per day.
- **Affluent Suburb of Syracuse** – This Starbucks property is less than 10-miles away from Syracuse University and has an average household income of approximately ±\$114,003 in a 1-mile radius
- **Excellent Retail Synergy** – This Starbucks is located across the street from a major shopping center including a surplus of strong national and regional name brands such as Target, JOANN Fabrics and Crafts, T.J. Maxx, Bath & Body Works, TOPS Friendly Markets, McDonald's, KeyBank, and many more

STARBUCKS COFFEE

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FINANCIAL OVERVIEW



\$1,851,500
LIST PRICE



\$115,718
NOI



6.25%
CAP RATE

BUILDING INFO

Address	217 W Genesee Street Fayetteville, NY
Lot Size (AC)	±0.27 AC
Lot Size (SF)	±10,890 SF
Building Size (SF)	±1,739 SF

TENANT SUMMARY

Trade Name	Starbucks
Ownership Type	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Original Lease Term (Years)	10 Years
Rent Commencement Date	12/22/2004
Lease Extension Commencement	9/1/2015
Lease Expiration Date	8/31/2025
Term Remaining	±5 Years
Rent Increases	12.50% At Start of Each Option & Every 5 Years During Options
Options	3, 10-Year & 1, 8-Year
Roof & Structure	Landlord Responsibility

ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	CAP
Current - 8/31/2025	\$9,643.23	\$115,718.76	6.25%
9/1/2025 - 8/31/2030 (Start of Option 1)	\$10,848.63	\$130,183.59	7.03%
9/1/2030 - 8/31/2035	\$12,204.71	\$146,456.54	7.91%
9/1/2035 - 8/31/2040 (Start of Option 2)	\$13,730.30	\$164,763.61	8.90%
9/1/2040 - 8/31/2045	\$15,446.59	\$185,359.06	10.01%
9/1/2045 - 8/31/2050 (Start of Option 3)	\$17,377.41	\$208,528.94	11.26%
9/1/2050 - 8/31/2055	\$19,549.59	\$234,595.06	12.67%
9/1/2055 - 8/31/2060 (Start of Option 4)	\$21,993.29	\$263,919.45	14.25%
9/1/2060 - 8/31/2063	\$24,742.45	\$296,909.38	16.04%

DEBT QUOTE

LTV: 65%

RATE: 3.90%

AMORTIZATION: 25 Years

Loan quote provided by Barrington Capital based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing. Please contact:

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TENANT OVERVIEW



The Offering

PROPERTY NAME		Starbucks
Property Address	217 W Genesee Street Fayetteville, NY	

SITE DESCRIPTION	
Number of Stories	One
Year Built	2004
Lot Size	± 10,890 SF
Type of Ownership	Fee Simple
Landscaping	Professional
Topography	Generally Level

Tenant Overview

» Company Name	Starbucks	» Year Founded	1971	» Headquarters	Seattle, WA
» Ownership	Public	» Industry	Coffee Shops	» No. of Employees	±300,000

Starbucks Corporation operates as a roaster, marketer, and retailer of specialty coffee worldwide. Its stores offer coffee and tea beverages, packaged roasted whole bean and ground coffees, single-serve and ready-to-drink coffee and tea products, juices, and bottled water. The company's stores also provide fresh food and snack offerings; and various food products, such as pastries, and breakfast sandwiches and lunch items, as well as serve ware, beverage making equipment, and accessories.

\$26.5 B
2019 Sales

\$3.6 B
2019 Net Income

30,620 +
Locations Worldwide

BBB+
Credit Rating



MANLIUS TOWN
JUSTICE COURT

HORNET'S NEST
LOCAL BAR

SKANEATELES
JEWELRY, INC.

MIRACLES
HAIR STUDIO

MS FIT
CLOTHING
BOUTIQUE

FREEDOM OF
ESPRESSO
COFFEE SHOP

LIMESTONE PLAZA

CHELSEA'S
ESTHETIC
BOUTIQUE

FAYETTEVILLE
HAIR SALON

ORIENTAL
STAR
RESTAURANT

Valvoline

J.P.
MULLIGAN'S
RESTAURANT

DENTIST OFFICE

SUBWAY

Speedway

WESTERN
UNION
MONEY TRANSFER

BURDICK ST
± 13,600 VPD

GENESEE ST
± 21,600 VPD

ups

Twin Trees
"Famous For Pizza"
RESTAURANT

PAPA GALLO
MEXICAN
RESTAURANT

JV
NAIL SALON

STARBUCKS

EMPOWER
FEDERAL CREDIT UNION
CREDIT UNION

Romano
Auto Dealerships



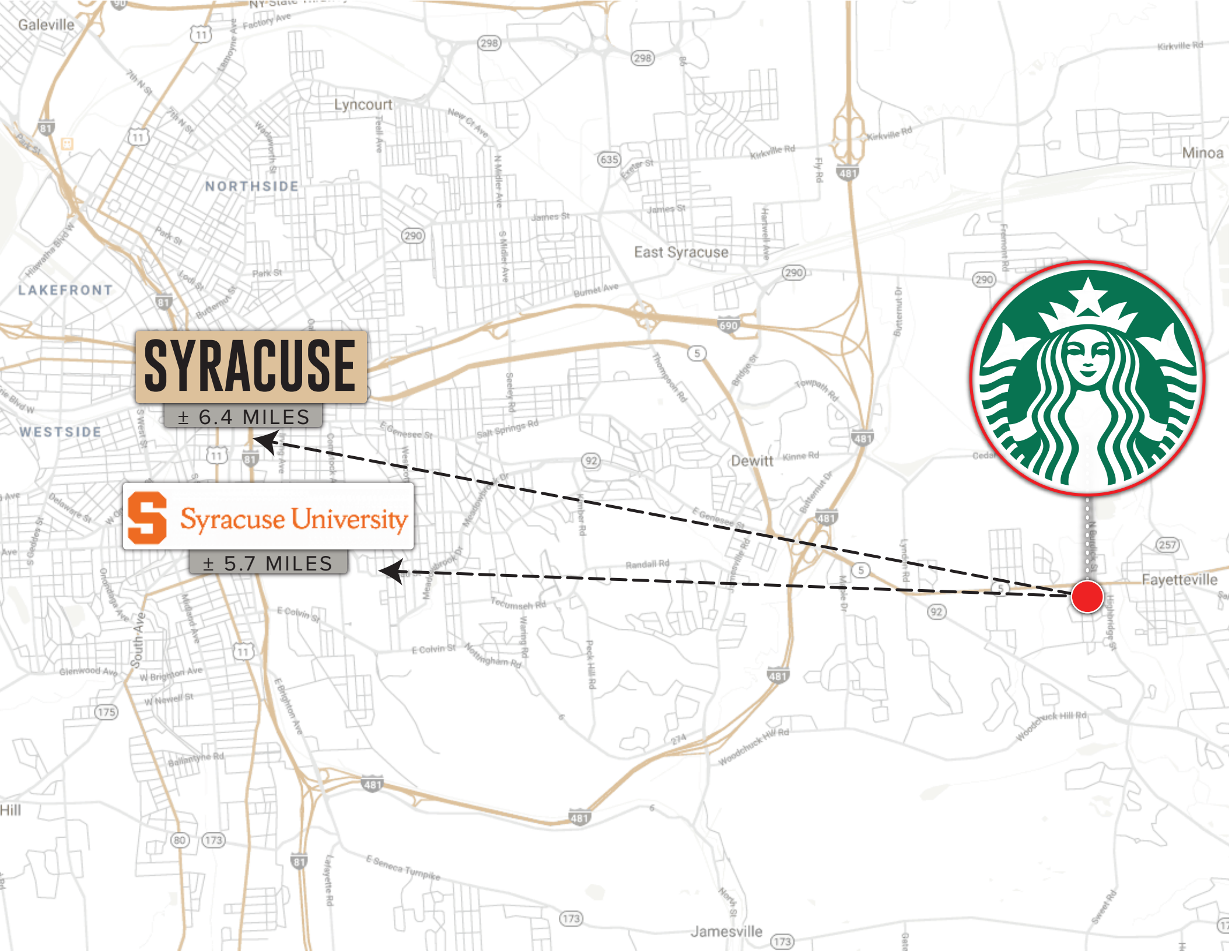
LOCAL PHARMACY



BURDICK ST
± 13,600 VPD



GENESEE ST
± 21,600 VPD



SYRACUSE

± 6.4 MILES

S Syracuse University

± 5.7 MILES



AREA OVERVIEW

FAYETTEVILLE, NY OVERVIEW

In 2019, the Village of Fayetteville celebrated 175 years. The village has a steep and rich history that deserves to not only be celebrated but to be embraced and cherished. The village is grateful to the residents and local businesses that make the Village of Fayetteville the vibrant community that it is. They take pride in what has come before them and what they are building for future generations of Fayetteville. The Village is part of the Syracuse MSA and is one of the best areas to live in New York.

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	5,820	26,525	69,760
2020 Estimate	5,728	26,638	70,102
2010 Census	5,473	26,905	71,136
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	2,768	11,356	28,823
2020 Estimate	2,708	11,343	28,846
2010 Census	2,538	11,262	28,876
INCOME	1-MILE	3-MILE	5-MILE
2020 Avg Household Income	\$114,033	\$125,091	\$110,676

SYRACUSE, NY

Syracuse is the economic and educational hub of central New York. Syracuse sits between Interstates 81 and 90 and is home to the largest airport in the region. US News ranked Syracuse 3rd in the best places to live in New York in 2019. Central New York is a beautiful, friendly and very affordable place to live. Summer and winter, there are ample outdoor recreational options at our numerous nearby county and state parks. Downhill and cross-country skiing, ice skating, swimming, boating and hiking opportunities are all within a 30 minute drive of the medical center. The small but trendy downtown Armory Square district offers shops, restaurants, and upscale housing.

A Creek Walk connects Armory Square to the Inner Harbor recreational area of Onondaga Lake. Syracuse University offers many cultural opportunities and our professional theatre, Syracuse Stage, offers very high quality productions. Housing is affordable. Access to and from the medical center is easy and very good school systems are available with easy commuting distance to downtown.

Syracuse is called home to many and with Syracuse University being the pride and joy of the city, the college adds a sense of community to the area. Syracuse is a major research University and has nearly 150 years of history. The campus has over a quarter-million alumni in 160 countries.

The area of Syracuse “bleeds orange,” Syracuse University athletics brings in fans all over central NY to the Carrier Dome. The Carrier Dome features various sporting events and seats 49,262 fans. It is the largest domed stadium of any college campus and is home to nationally ranked NCAA football and Men’s Basketball team and seven time NCAA Champion men’s lacrosse team.



SYRACUSE UNIVERSITY

With a gorgeous campus in the heart of New York State, a global footprint, and 150 years of history, Syracuse University is made for those who want a quintessential college experience. With 13 schools and colleges, 200 customizable majors and 100 minors, and online degrees and certificates, Syracuse University provides limitless educational pathways. New interdisciplinary areas ranging from social justice and artificial intelligence to energy and environment provide hands-on research experiences that broaden perspectives and prepare students for the careers of tomorrow.

Syracuse University has five award-winning study abroad centers and international programs in 60 countries to choose from where students gain global perspectives that last a lifetime.

There are nearly 22,000 students from all over the world taking part in clubs, athletics and gatherings of all kinds. With over 300 student organizations, students will have plenty of opportunities to explore interests, pursue passions and engage with the Syracuse University community.

Being Orange is about more than just a color, a place or a degree. It embodies a lifelong connection to a global network of innovators, thinkers and creative solution finders. Syracuse University students and alumni celebrate tradition, connections and being part of something bigger. Students will be part of a network that helps them discover new paths forward and stays with them, wherever their path takes them.

A LOOK AT SYRACUSE UNIVERSITY THROUGH THE NUMBERS



200+ MAJORS AND
100+ MINORS



STUDENT BODY
22,000 STUDENTS



YEAR FOUNDED
1870

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Starbucks** located at **217 W Genesee Street, Fayetteville, NY 13066** ("Property"). The 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 and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, 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.

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.

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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.



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