



**Valvoline**™ *PORTFOLIO*

MILWAUKEE, WI

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Founders 3 is pleased to present an investment portfolio located at 1700 E North Ave & 6100 N Port Washington Rd (the “Property”), both single tenant high visibility oil change service centers in Milwaukee, WI. The Property consists of 6,110 square feet (“SF”) and has been 100% leased to Valvoline Instant Oil Changes for over 15 years with a remaining weighted average lease term (WALT) of 11 years. The Property features an absolute net (“ANNN”) lease structure, relieving the landlord of all building responsibilities. Valvoline operates and franchises the No. 2 quick-lube chain in the United States by number of stores with more than 1,400 Valvoline Instant Oil Change centers. The subject property franchisee, Ivy Lane Corporation, operates over 40 locations throughout Wisconsin, Illinois and Iowa. The Valvoline portfolio provides investors with a growing stream of secure income for the next decade.



PORTFOLIO OVERVIEW			
Address:	1700 E North Avenue	6100 N Port Washington Road	Portfolio
City, State:	Milwaukee, WI	Glendale, WI	
Zip:	53202	53217	
Zoning:	LB2, Local Business District	B-1, Business and Commercial District	
Year Built:	1961	1989	
Total SF:	3,690 SF	2,420 SF	6,110 SF
*Remaining Lease Term:	12.2 years	9.2 years	11 years
Year 1 NOI (12/01/20 - 11/30/21):	\$112,510	\$170,808	\$283,318

\*Remaining Lease Term uses 10/1/2020 as start date -- Portfolio term of 11 years is a weighted average

# INVESTMENT HIGHLIGHTS

1

## LONG-TERM INCOME STABILITY

- 11-years of remaining lease term with 1.5% annual rent escalations
- Absolute net lease with no landlord responsibilities
- Long-term tenant commitment to the Property – operating as Valvoline since 2004

2

## STRONG FRANCHISEE PERFORMANCE

- Ivy Lane Corporation operates over 40 locations in three (3) states
- Ivy Lane named one of the fastest growing companies on Inc. Magazine’s “Inc. 5000” list – ranked #658 nationally and #1 fastest growing company in Iowa
- Posted 19% growth on Lube Sales from 2018 to 2019

3

## EXCEPTIONAL TRAFFIC COUNTS & VISIBILITY

- 17,400 Annual Average Daily Traffic at 1700 E North Ave
- 13,300 Annual Average Daily Traffic at 6100 N Port Washington Rd
- Excellent signage prominently located on each site

4

## WELL RECOGNIZED BRAND

- Valvoline Instant Oil Change was ranked #57 in Entrepreneur magazine’s 2020 “Franchise 500” list
- Valvoline ranked No. 2 quick-lube chain in the United States by number of stores
- Customer rated as 4.6 out of 5 stars per annual survey of over 250,000 Valvoline customers

5

## URBAN INFILL LOCATION & STRONG DEMOGRAPHICS

- Excellent highway access – Properties located minutes from the I-43 feeder ramp
- Over 75,000 people within three (3) miles of Port Washington Rd location
- 150,000 people within three (3) miles of North Ave location

# LEASE ABSTRACTS

11-YEARS

REMAINING AVERAGE LEASE TERM

## NORTH AVENUE

Address:	1700 E North Avenue
City, State:	Milwaukee, WI
Guarantor:	Ivy Lane Corporation
Tenant:	Valvoline Instant Oil Change (Ivy Lane Corporation)
Total SF:	3,690 SF
Lease Structure:	Absolute Net (ANNN)
Landlord Responsibility:	None
Start Date:	11/9/2004
Expiration Date:	11/30/2032
*Remaining Lease Term:	12.2 years
Renewal Options:	Four (4), Five (5) Year Options at FMV
Termination Options:	None
Rent Per SF (12/01/20 - 11/30/21):	\$30.49
Annual Increases:	1.5%
Year 1 NOI (12/01/20 - 11/30/21):	\$112,510

\*Remaining Lease Term uses 10/1/2020 as start date

## PORT WASHINGTON ROAD

Address:	6100 N Port Washington Road
City, State:	Glendale, WI
Guarantor:	Ivy Lane Corporation
Tenant:	Valvoline Instant Oil Change (Ivy Lane Corporation)
Total SF:	2,420 SF
Lease Structure:	Absolute Net (ANNN)
Landlord Responsibility:	None
Start Date:	11/9/2004
Expiration Date:	11/30/2029
*Remaining Lease Term:	9.2 years
Renewal Options:	Four (4), Five (5) Year Options at FMV
Termination Options:	None
Rent Per SF (12/01/20 - 11/30/21):	\$70.58
Annual Increases:	1.5%
Year 1 NOI (12/01/20 - 11/30/21):	\$170,808

\*Remaining Lease Term uses 10/1/2020 as start date

ABSOLUTE  
NET LEASE

NO LANDLORD RESPONSIBILITIES

# TENANT OVERVIEW

RANKED #57 ON 2020'S  
'FRANCHISE 500' LIST

INTERNATIONALLY  
BRANDED TENANT

DIVISION OF ASHLAND  
GLOBAL HOLDINGS, A  
FORTUNE 500 CO.

#3 IN PASSENGER CAR  
MOTOR OIL BRANDS



\$2.39 BILLION  
IN ANNUAL SALES

PUBLICLY TRADED  
ON NYSE (VVV)

1,400+ LOCATIONS  
NATIONWIDE

## IVY LANE CORPORATION - TENANT

Ivy Lane Corporation (Ivy) was founded on October 18, 2012 and began operations when it acquired five (5) Valvoline Instant Oil Change locations in Iowa. In October of 2015, Ivy made a 30-store acquisition in Wisconsin and Illinois. At that same time, Ivy Lane brought on Shannon Griffith as Chief Operating Officer. Griffith previously served as the Director of Operations for Valvoline Inc.'s company owned stores in the Southern US. Ivy currently operates 41 service centers across three states.

## NAMED NEW FRANCHISE ROOKIE OF THE YEAR IN 2013

During its first year of business, Ivy Lane Corporation was recognized by Valvoline Instant Oil Change as the New Franchisee Rookie of the Year. In their first year of eligibility, Ivy received honors on the Inc. Magazine's Inc. 5000 list as one of the fastest growing companies in the United States – #658 nationally and the #1 fastest growing Iowa corporation.

## VALVOLINE INC. - PARENT COMPANY

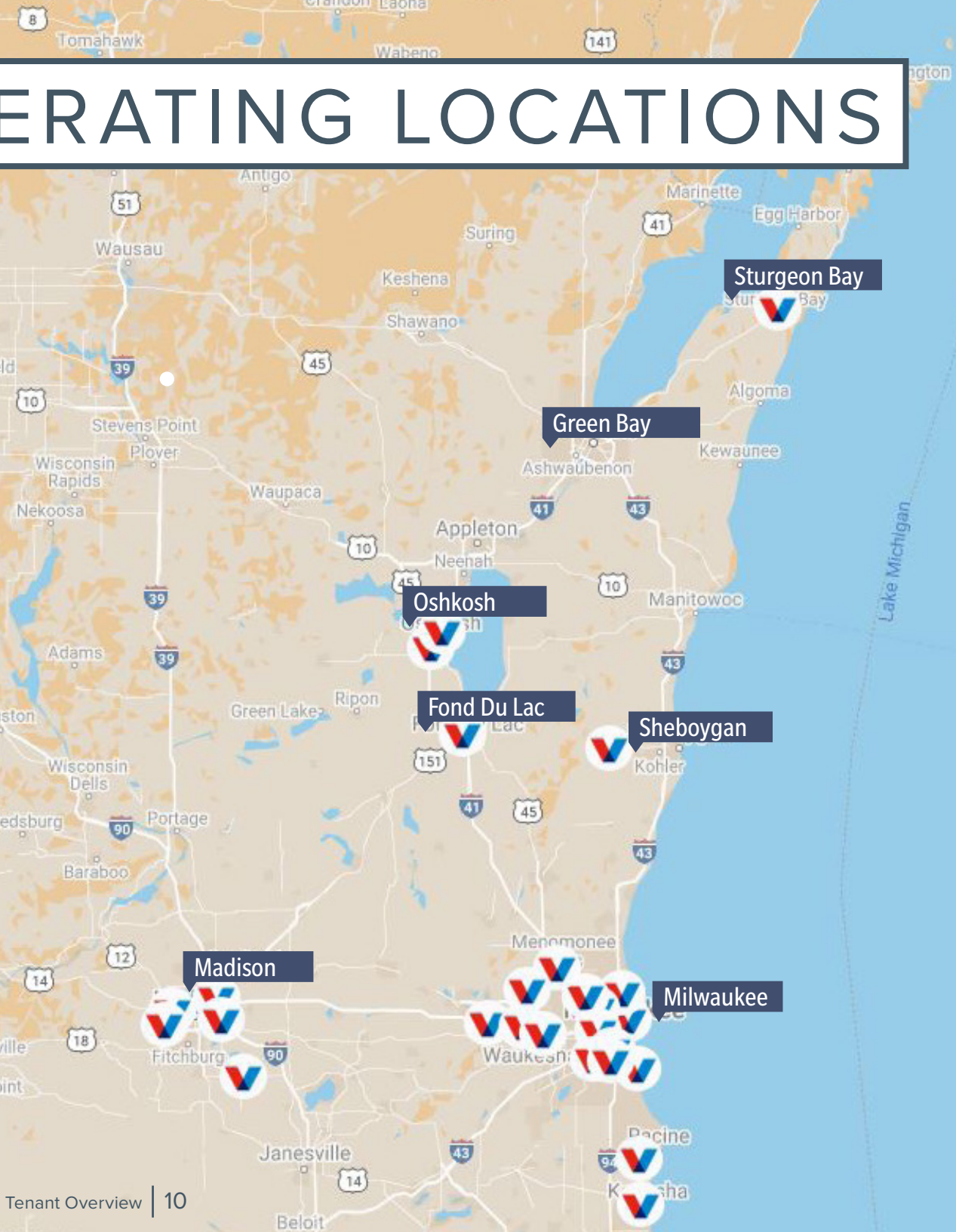
Valvoline Inc., a publicly traded company listed on the New York Stock Exchange (VVV), is the second-largest quick-lube chain in the US. Established in 1866, the company's heritage spans more than 150 years, during which time it has developed powerful brand recognition across the world with sales in more than 140 countries. A core element of Valvoline's business strategy is to accelerate growth of its industry leading quick lube business, this growth is achieved through both franchising and company ownership. Valvoline operates and franchises over 1,400 locations worldwide, with roughly 70% of service centers being franchise locations.

Source: <http://bernaucapital.com/company/ivy-lane-corporation/>

# IVY LANE OPERATING LOCATIONS

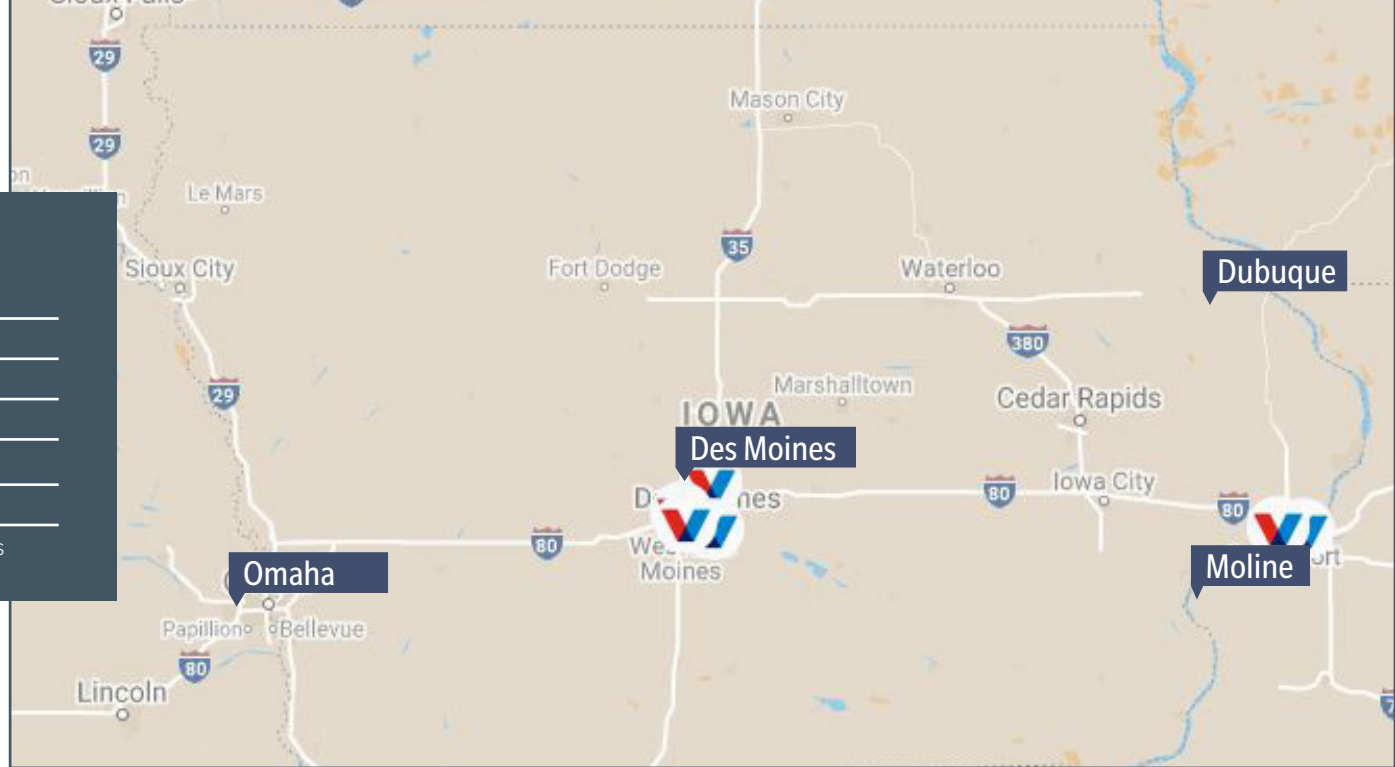
## WISCONSIN

Address	City
1700 E North Ave	Milwaukee
6100 N Port Washington Rd	Glendale
7028 W Capitol Drive	Milwaukee
10014 W Silver Spring Drive	Milwaukee
112 S 68th St	Milwaukee
3360 S 27th St	Milwaukee
5912 S Packard Ave	Cudahy
2325 Sun Valley Dr	Delafield
591 W Johnson St	Fond Du Lac
N96 W18594 County Line Rd	Germantown
8008 W Layton Ave	Greenfield
4839 S 27th St	Greenfield
3015 52nd St	Kenosha
3594 E Washington Ave	Madison
2512 S Stoughton Rd	Madison
5522 University Ave	Madison
732 S Gammon Rd	Madison
1870 S Koeller St	Oshkosh
205 W Murdock Ave	Oshkosh
1812 Silvernail Rd	Pewaukee
1950 Eastern Ave	Plymouth
5920 21st St	Racine
1108 US-51-138	Stoughton
928 Egg Harbor Rd	Sturgeon Bay
N65 W24922 Main St	Sussex
1951 East Main St	Waukesha



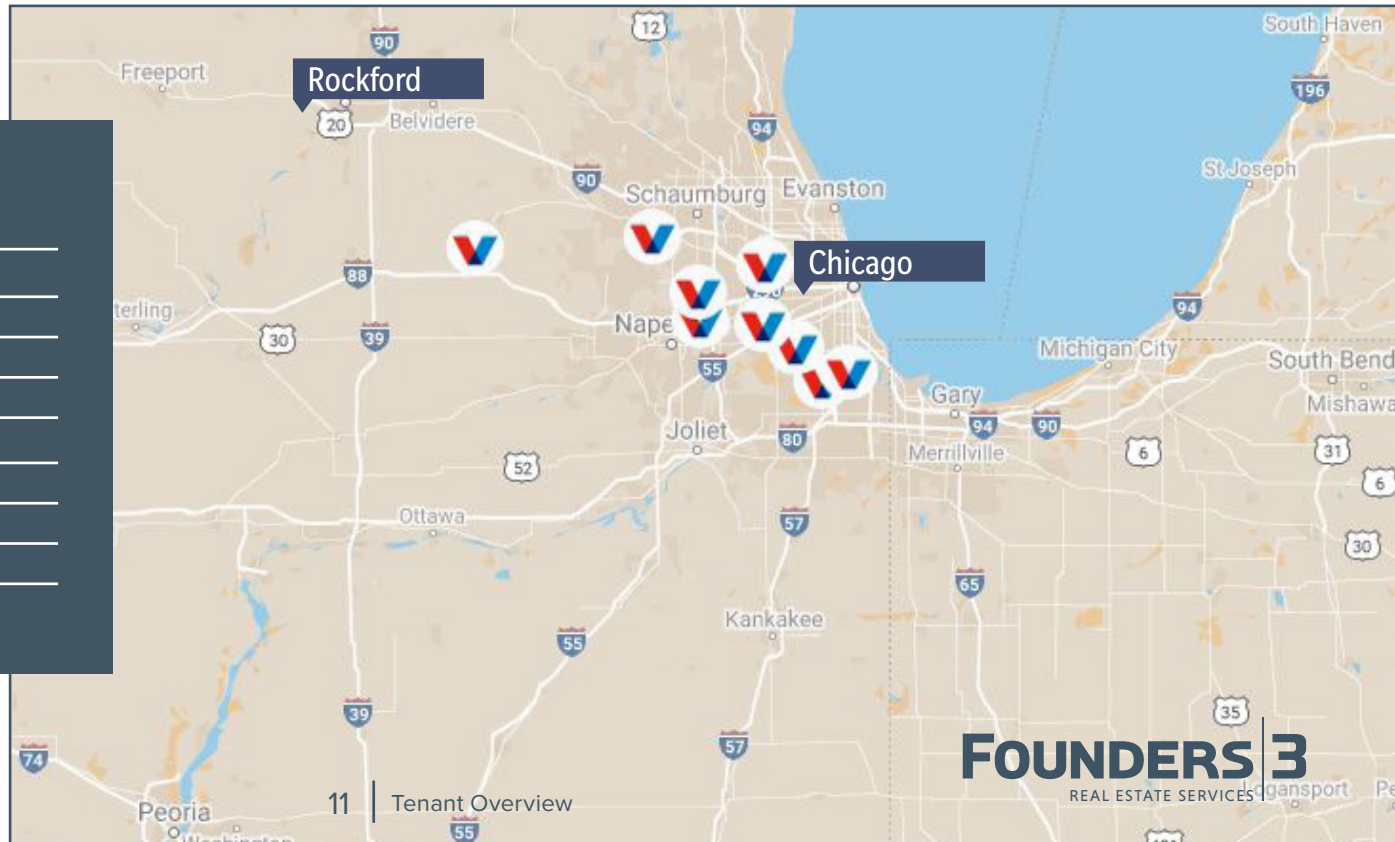
## IOWA

Address	City
102 S Ankeny Blvd	Ankeny
2871 Devils Glen Rd	Bettendorf
2150 NW 100th St	Clive
3900 N Pine St	Davenport
3401 SE 14th St	Des Moines
1917 Grand Avenue	West Des Moines



## ILLINOIS

Address	City
12245 S Pulaski Rd	Alsip
731 S Route 59	Bartlett
8240 Harlem Ave	Bridgeview
11328 S Halsted St	Chicago
2615 Sycamore Rd	Dekalb
5501 Willow Springs Rd	La Grange
1012 Ogden Ave	Lisle
2216 Mannheim Rd	Melrose Park
1927 E Roosevelt Rd	Wheaton



# PROPERTY SPECIFICATIONS



## KEY PROPERTY ATTRIBUTES

Address	1700 E North Ave	6100 N Port Washington Rd
Foundation	Concrete	Concrete
Building Frame	Concrete block	Concrete block
Wall Height	14 feet on main level; 8 feet on basement level	14 feet on main level; 8 feet on basement level
Roof Structure	Steel roof joists and steel roof deck with rubber membrane covering	Steel roof joists and steel roof deck with rubber membrane covering
Windows	None	Insulated glass units in aluminum frames
Plumbing	One restroom on each main and basement level	One restroom on each main and basement level
HVAC	Ceiling mounted, gas fired, radiant space heaters with fans	Ceiling mounted, gas fired, radiant space heaters with fans
Interior Finish	Painted concrete walls with sealed concrete floor	Painted concrete walls with sealed concrete floor

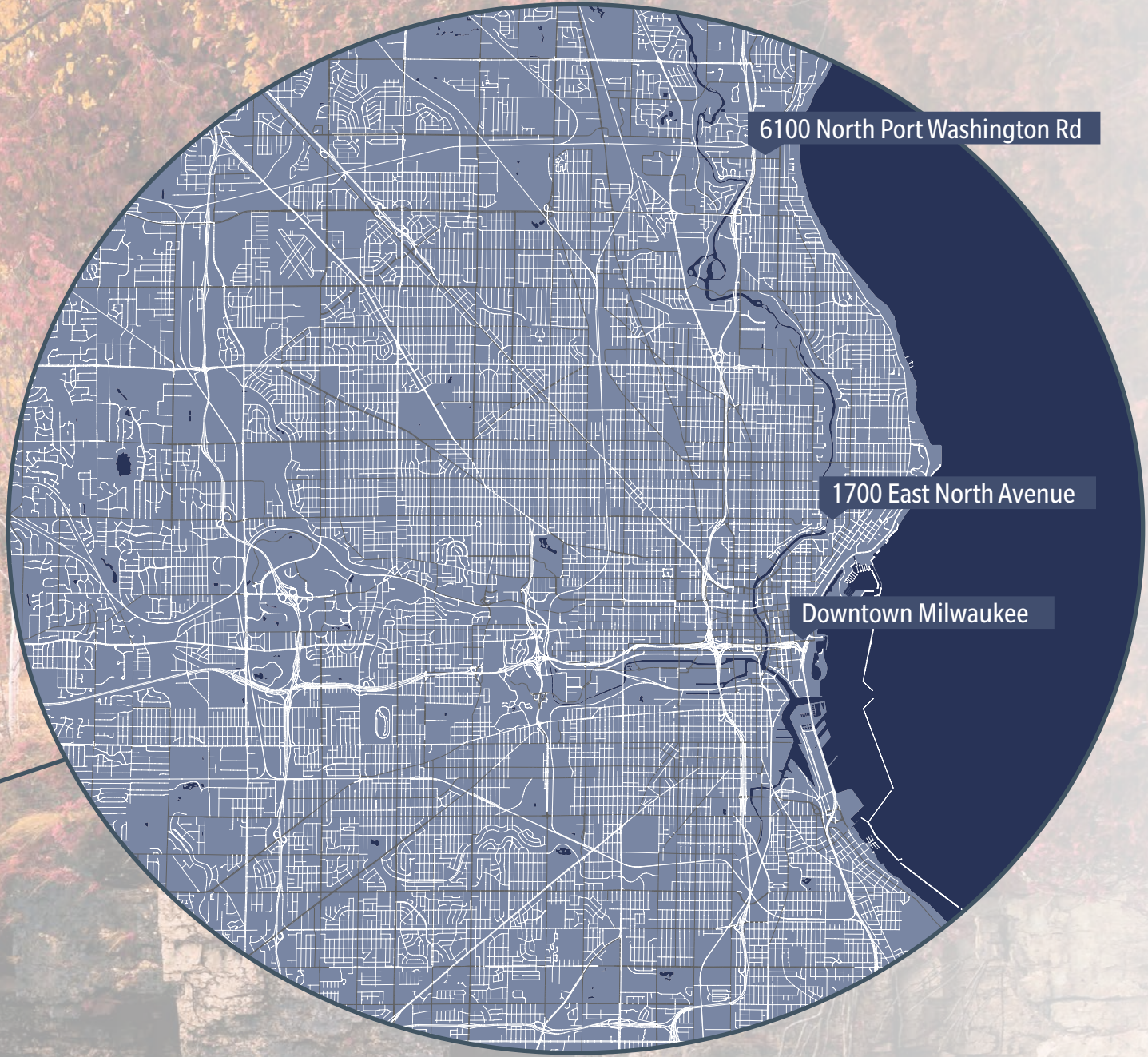


OPERATING  
AS VALVOLINE  
SINCE 2004

INTERNATIONALLY BRANDED TENANT  
1,400+ LOCATIONS IN THE USA



# LOCATION & MARKET OVERVIEW



6100 NORTH PORT WASHINGTON ROAD			
	1 MILE	3 MILE	5 MILE
Population	9,777	79,150	259,100
AVG HH Income	\$145,739	\$93,472	\$72,633

BARNES & NOBLE Apple  
usbank H&M POTBELLY  
The Cheesecake Factory claire's  
Foot Locker Justice CHAMPS  
OLD NAVY verizon  
COLECTIVO COFFEE ROASTERS LENS CRAFTERS

JOS. A. BANK MEN'S WEARHOUSE  
TACO BELL Panera Bread Sprint PEARLE VISION  
WisconsinVision

Walgreens MONRO  
LAQUINTA 6 TAKE 5 MCDONALD'S  
Heartland KOPPS

6100 N Port Washington Rd

ACE GOODYEAR  
SportClips  
Papa Murphy's MIDAS bp

LOFT ALDO  
francesca's LANE BRYANT  
Sur la table FIVE GUYS BUFFALO WILD WINGS  
GAP california PIZZA KITCHEN KOHL'S  
ATHLETA GNC  
Bath & Body Works J.Jill  
US Cellular LENS CRAFTERS

TRADER JOE'S QDOBA  
PNC EXPRESS  
ULTA Great Clips  
DUNKIN' BMO Harris Bank  
BANANA REPUBLIC First Citizens Bank  
MATTRESS FIRM Mobil  
ATI Steinhafels

Associated Bank Starbucks  
BMO Harris Bank pure bar  
elements THEATRES Hallmark  
burn boot camp STONE CREEK COFFEE

7,700 VPD

13,300 VPD

INTERSTATE 43

94,299 VPD

32,600 VPD

1700 EAST NORTH AVENUE			
	1 MILE	3 MILE	5 MILE
Population	35,246	145,871	355,891
AVG HH Income	\$75,279	\$70,819	\$63,952

Little Caesars SUBWAY goodwill  
BLAZE PIZZA THEATRES COUSINS

Associated Bank CVS pharmacy  
THEATRES F&B True Value  
Starbucks PANDORA HOUSE STONE CREEK COFFEE

usbank PNC  
WHOLE FOODS MARKET Pizza Hut AT&T  
Educators CREDIT UNION ATI

URBAN OUTFITTERS ANYTIME FITNESS ACE  
POTBELLY JET'S PIZZA COLECTIVO COFFEE ROASTERS

BMO Harris Bank  
THEATRES SNAP FITNESS 24-7

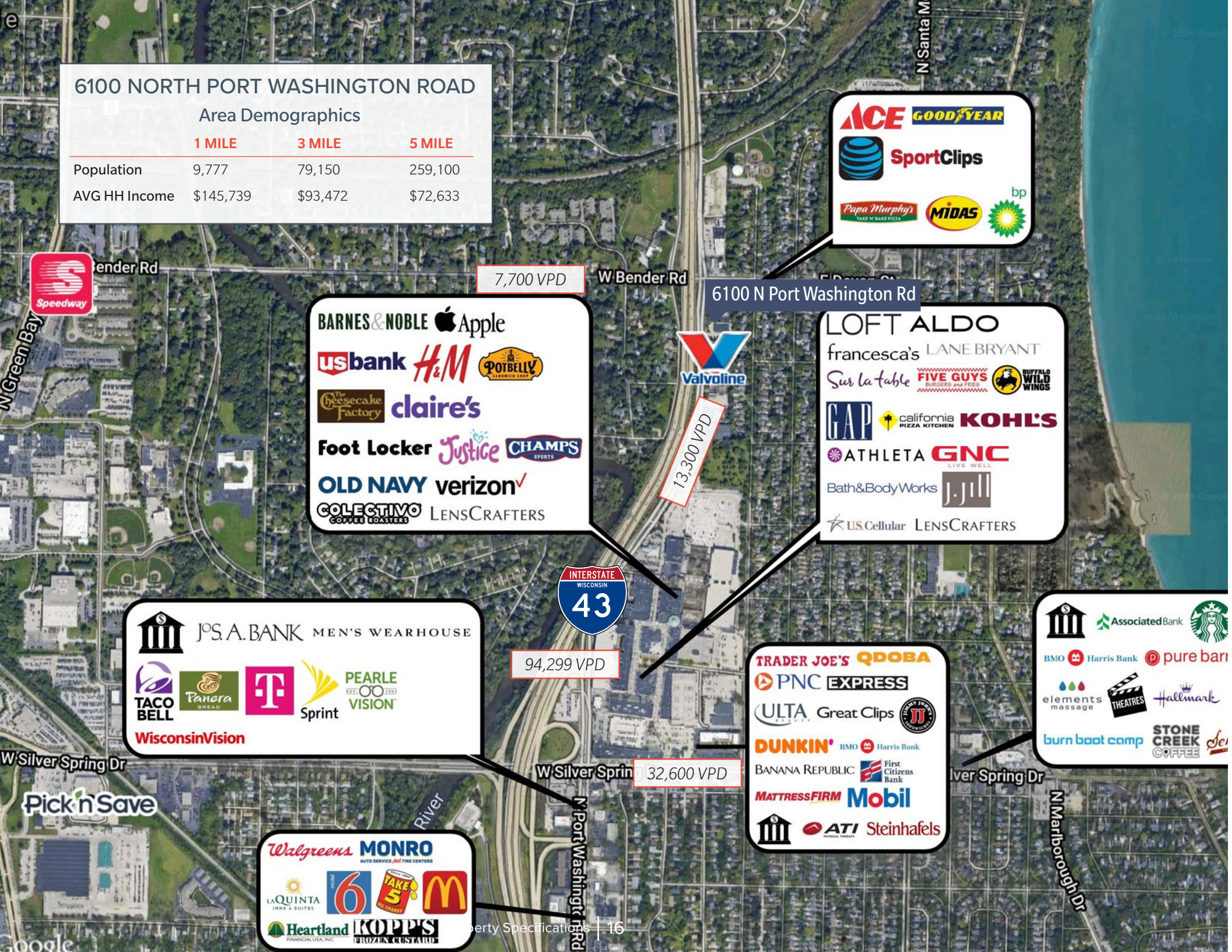
Walgreens GNC  
SUPERCUTS QDOBA CVS pharmacy

9,900 VPD

1700 E North Avenue

17,400 VPD

5,900 VPD





## MILWAUKEE: COOLER BY THE LAKE

With just over 1.5 million residents in the Milwaukee Metro Area, it is the largest city in the state of Wisconsin, the fifth highest populated in the Midwest and the 31st in the United States. Located just north of Chicago on the western shore of Lake Michigan, Milwaukee is known for its historic architecture, diverse culture and Midwestern charm.

One of the primary drivers of new investment in southeastern Wisconsin is the improved business climate, which is attracting the attention of businesses nationwide. Several legislative changes including tax reductions, right-to-work policies and a more flexible regulatory structure have made Wisconsin an increasingly attractive place to locate. The region's reputation as an advanced manufacturing center; its proximity to the largest concentration of fresh water in the world; access to air, rail and water transportation; and a skilled labor force known for its work ethic have made the region a competitive place to do business.

**\$106**  
BILLION  
ANNUAL GDP

**15**  
FORTUNE 1000  
COMPANIES

**Number 4**  
MOST DENSELY POPULATED  
METRO AREAS IN THE MIDWEST

**Number 2**  
LARGEST US METRO FOR % OF  
WORKFORCE IN MANUFACTURING

**3.3%**  
UNEMPLOYMENT  
RATE (2019)

**\$61,251**  
MEDIAN  
INCOME

**52,000**  
BUSINESSES IN THE  
MILWAUKEE METRO AREA

**Number 1**  
NATION FOR QUARTER-OVER-  
QUARTER MANUFACTURING  
GROWTH

## ECONOMIC OVERVIEW

With \$105.7 billion of GDP in 2018, Milwaukee ranked 37th of all metro areas in the United States. Milwaukee continues to attract business with its rapid building boom of the past decade, which helped Milwaukee outpace cities like Chicago, Philadelphia and Houston in Inc.com's Surge Cities "50 Best Places in American for Starting a Business".

With a cost of living below 64% of the nation's largest metro areas as well as per capita personal income ranking 56th of metro areas, Milwaukee's economy proves to benefit workers as much as it does companies. It comes as no surprise that over the last 10 years, Milwaukee's unemployment rate has been 0.6% lower than the national average.

# URBAN INVESTMENT: \$8 BILLION & COUNTING

Downtown Milwaukee is the economic hub of Southeastern Wisconsin and there has never been a better time to invest. Since 2010, over \$3.5 billion has been invested in completed private and public projects and more than \$2.5 billion is currently under construction or proposed to start soon, spurring significant momentum that has re-established downtown as the vibrant economic center of Wisconsin.



# REGIONAL INVESTMENT: FLIGHT TO WISCONSIN

The area near the Wisconsin-Illinois border has already become a major distribution center due to its location near the Chicago metropolitan area, relative tax benefits, and Wisconsin’s business-friendly economic climate. In addition to Amazon’s massive distribution centers in the area, companies that have either relocated or headquartered in the area include Foxconn, Haribo, Nexus Pharmaceuticals, Uline, Direct Supply, Komatsu, and many more.





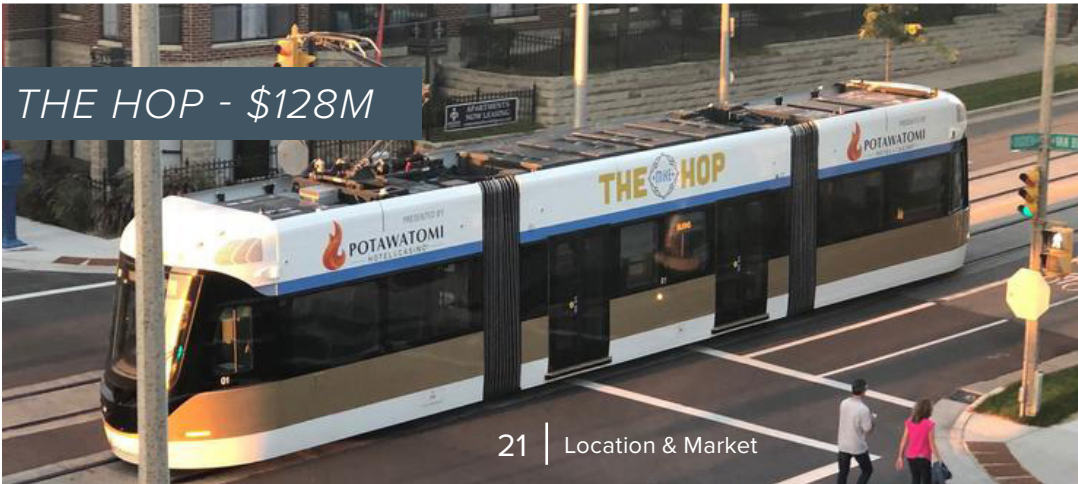


\$1 Billion
\$4.1 Billion
\$220 Million
\$250 Million
\$130 Million

## INVESTMENT IN EARLY-STAGE WISCONSIN COMPANIES REACHED AN ALL-TIME HIGH IN 2019

Early-stage Wisconsin companies raised more than \$450 million in investment capital in 2019, according to the 2020 Wisconsin Portfolio from the Wisconsin Technology Council and its partner investor networks. This marks the first year investment has surpassed the \$400 million mark.

“Many investors are adapting to the times instead of going into hiding and waiting for the pandemic to blow over,” writes Tech Council President Tom Still. “Deals are still getting done in 2020, although not as many as transpired in 2019 and perhaps not always on terms entrepreneurs once envisioned.”





## A NATURAL MAGNET FOR BUSINESS

An educated workforce, low business costs, easy access to financing, and efficient infrastructure have helped businesses succeed and grow. Over the past decade, the city has undergone an economic and cultural renaissance with businesses and developers investing hundreds of millions of dollars into new corporate headquarters, office buildings, residential developments and entertainment venues to cement Milwaukee's position as a 21st century city.

Home to 15 Fortune 1000 companies and 12 Colleges / Universities, Milwaukee's workforce lives up to its hardworking reputation. Beating out the national average of 32%, 35.8% of Metro Milwaukee residents have a Bachelor's degree or higher.

### LARGEST EMPLOYERS

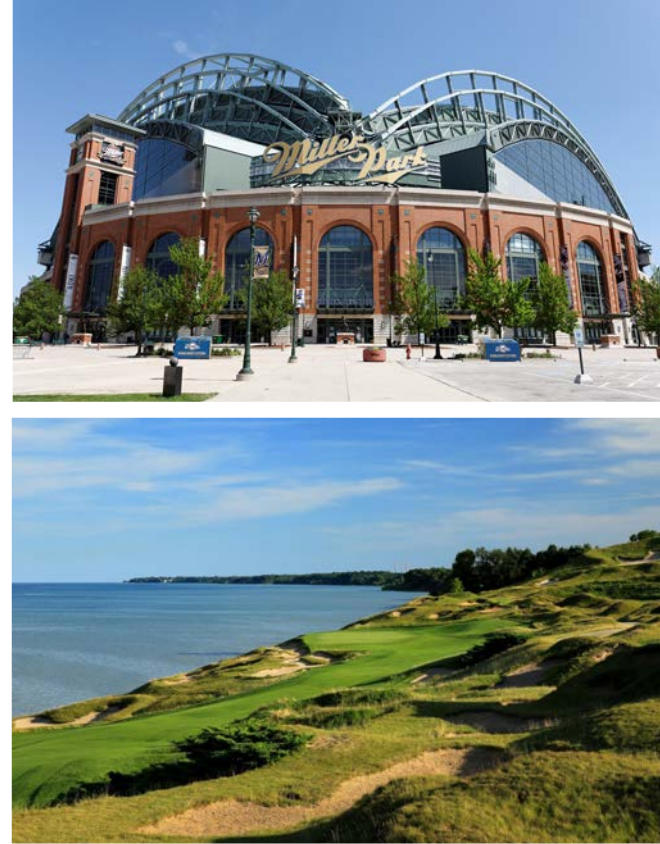
Company	Business Sector	Employment
Aurora Health Care	Health Care System	25,900
Ascension Wisconsin	Health Care System	15,500
Froedtert Health	Health Care System	10,900
Kroger Co./Roundy's	Food Distributor & Retailer	8,300
Kohl's Corporation	Department Store	7,800
Quad/Graphics, Inc.	Commercial Printer	7,500
GE Healthcare Technologies	Medical Diagnostic Imaging Systems	6,000
Northwestern Mutual	Life & Disability Insurance & Annuities	5,600
Medical College of Wisconsin	Medical School	5,300
Children's Hospital & Health System	Pediatric Health Care Services	5,000
ProHealth Care, Inc.	Health Care System	4,800
WEC Energy Group	Electric & Natural Gas Utility	4,300
Goodwill Industries of SE Wisconsin	Training, Packaging & Assembly Services	4,100
AT&T Wisconsin	Telecommunication Services	3,500
US Bank	Bank Holding Company	3,500
BMO Harris Bank	Bank Holding Company	3,400
Marcus Corporation	Operator of Hotels & Movie Theaters	3,200
FIS	Financial Data & Processing Systems	3,200
Johnson Controls	Control Systems, Batteries & Automotive Interiors	3,000
Rockwell Automation	Industrial Automation Products & Systems	2,900
Marquette University	Higher Education University	2,800
Harley-Davidson, Inc.	Motorcycles & Related Products	2,700

*\*Source: Metropolitan Milwaukee Association of Commerce*

### MILWAUKEE FORTUNE 1000 COMPANIES

Company	Products/Services	Rank	Rev. (Billions)	Headquarters
Northwestern Mutual	Life & Disability Insurance & Annuities	111	\$29.10	Milwaukee
Manpower Group	Contract Employment	141	\$22.00	Milwaukee
Kohl's Corporation	Department Store	156	\$20.20	Menomonee Falls
WEC Energy Group	Electric & Natural Gas Utility	398	\$7.70	Milwaukee
Rockwell Automation	Industrial Automation Products & Systems	452	\$6.70	Milwaukee
Fiserv	Financial Transaction & Information Management	488	\$5.80	Brookfield
Harley-Davidson	Motorcycles & Related Products	492	\$5.70	Milwaukee
Quad/Graphics	Commercial Printing & Print Management	608	\$4.20	Sussex
Snap-On	Tools and Equipment	619	\$4.10	Kenosha
A.O. Smith	Electrical Motors, Water Heaters & Boilers	731	\$3.20	Milwaukee
Gardner Denver	Industrial Pumps & Compressors	822	\$2.70	Milwaukee
REV Group	Specialty Vehicles	883	\$2.40	Milwaukee
Modine Manufacturing	Heat Transfer Products	958	\$2.10	Racine
Rexnord	Industrial Equipment & Components	970	\$2.10	Milwaukee
Generac	Backup Power Generators	979	\$2.00	Waukesha

*\*Source: Milwaukee 7 Regional Economic Development Partnership*



*An independent study by Conventions, Sports & Leisure International shows that the Ballpark construction and ongoing Brewers operations have generated \$2.5 billion in total economic output for the state of Wisconsin.*

**\$2,500,000,000**

## THE GOOD LAND

Milwaukee has built a reputation of being a hub of entertainment, especially during the summer months. Some of Milwaukee's most popular events and attractions include:

**City of Festivals:** Milwaukee is host to Summerfest, the largest music festival in the world located at Henry Maier Festival Park along Lake Michigan. Additional celebrations and festivals include German Fest, Polish Fest, Bastille Days, and many more.

**Milwaukee Art Museum:** An icon of architectural design and innovation housing nearly 25,000 pieces of art

**Milwaukee Riverwalk:** The Riverwalk spans nearly three miles through the heart of downtown and includes plentiful dining opportunities, river views, and various recreational activities.

**Historic Third Ward Neighborhood:** Milwaukee's arts and fashion district

*“THE  
COOLEST  
CITY IN THE  
MIDWEST”  
VOGUE*

## THE ULTIMATE FAN DESTINATION

When it comes to sports, Milwaukee fans are as passionate as they come. Home to the Milwaukee Bucks, Brewers and Admirals, there's always a game to watch. Moreover, local sports have been a catalyst for Milwaukee's continued development and have created substantial economic impact within the region. Cumulative net new impacts to the State associated with Miller Park and 19 years of ongoing Ballpark and Team operations totaled approximately \$2.5 billion in total output, \$1.6 billion in direct spending, \$263 million in new taxes, 1,835 total annual jobs(1), and \$1.2 billion in personal earnings.

**Milwaukee Bucks:** Since completion of the \$537 million Fiserv Forum arena, the Bucks have been nothing short of stunning to watch. With back to back seasons of finishing number 1 in the NBA's Eastern Conference, this time is set to bring excitement to Milwaukee for years to come.

**Milwaukee Brewers:** Baseball fans rejoice, the Brewers play in one of the nation's most unique stadiums, Miller Park, with its convertible roof feature. Rain or shine, the Brewers have been a staple of Milwaukee fandom....and don't forget about the tailgate beforehand.

**Whistling Straits:** Along the scenic shores of Lake Michigan, Whistling Straits will host the 43rd Ryder Cup.



**FOUNDERS** 3  
REAL ESTATE SERVICES

