



WITH DRIVE-THRU  
3819 BROADWAY STREET, QUINCY, IL 62305

**SINGLE TENANT ABSOLUTE NNN INVESTMENT OPPORTUNITY**





## EXCLUSIVELY MARKETING BY

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## INVESTMENT SUMMARY



SRS National Net Lease Group is pleased to offer the opportunity to acquire the fee simple interest (land & building ownership) in an absolute NNN leased, drive-thru equipped, Steak 'n Shake investment property located in Quincy, IL. The tenant, Ledgard Enterprises, LLC, has approximately 15 years remaining with 4 (5-year) option periods to extend. The lease features 10% rental increases at the beginning of each option, growing NOI and hedging against inflation. The lease is franchisee guaranteed by an 8-unit entity and is absolute NNN with zero landlord responsibilities. The location has been open, operating, and paying rent throughout 2020. Rent income from the percentage lease has increased year-over-year by almost 6% (sales are up over 10% for the same period). Tenant recently re-sealed the parking lot, demonstrating their commitment by continuing to invest in the property.

Steak 'n Shake is strategically situated at the signalized, hard corner intersection of Broadway Street (20,000 VPD) and 36th Street. The site also benefits from increased visibility due its large pylon sign positioned on Broadway. Steak 'n Shake is directly across from a Hobby Lobby, Big Lots, and Hy-Vee anchored shopping center, promoting crossover shopping to the subject property. Other nearby national/credit tenants include a 24-hour Walmart Supercenter, The Home Depot, Menards, Bed Bath & Beyond, ALDI, and more, increasing consumer traffic to the trade area. In addition, Steak 'n Shake is an outparcel to Stoney Creek Inn, a 72-room hotel, providing a direct consumer base to draw from. The 5-mile trade area is supported by a dense population of more than 50,000 residents with an average household income over \$65,500.





# OFFERING SUMMARY



## OFFERING

Pricing:	\$1,636,000
Net Operating Income: <sup>1</sup>	\$104,676
Cap Rate:	6.40%
Guaranty:	Franchisee
Tenant:	Ledgard Enterprises, LLC (8-unit entity)
Lease Type:	Absolute NNN
Landlord Responsibilities:	None
1) See note on rent roll.	

## PROPERTY SPECIFICATIONS

Rentable Area:	6,000 SF (est.)
Land Area	1.03 Acres
Property Address:	3819 Broadway Street, Quincy, IL 62305
Year Built:	1995
Parcel Number:	23-6-1586-016-00
Ownership:	Fee Simple (Land & Building Ownership)



# INVESTMENT HIGHLIGHTS

## Approximately 15 Years Remaining | Franchisee Guaranteed | Option Periods

- Approximately 15 years remaining with 4 (5-year) option periods to extend
- The lease features 10% rental increases at the beginning of each option, growing NOI and hedging against inflation
- Franchisee guaranteed by an 8-unit operator

## Absolute NNN | Fee Simple Ownership | Zero Landlord Responsibilities

- Tenant pays for CAM, taxes, insurance and maintains all aspects of the premises
- No landlord responsibilities
- Ideal, management-free investment for an out-of-state, passive investor

## Strong Demographics In 5-mile Trade Area

- More than 50,000 residents and 37,000 employees support the trade area
- Over \$65,500 average household income

## Excellent Visibility and Access | Drive-Thru Equipped | Large Pylon Sign

- Excellent visibility due to its large pylon sign
- Drive-thru lane provides ease and convenience for customers
- On average, stores with drive-thrus have higher sales than those without

## Open & Operating | Site Improvements | Increased Percentage Rent Income

- The location has been open, operating, and paying rent throughout 2020
- Rent income from the percentage lease has increased year-over-year by almost 6% (sales are up over 10% for the same period)
- Tenant recently re-sealed the parking lot, demonstrating their commitment by continuing to invest in the property

## Directly Across From Hobby Lobby | Retail Corridor | Pad to Hotel

- Directly across from a Hobby Lobby, Big Lots, and Hy-Vee anchored shopping center
- Other nearby national/credit tenants include a 24-hour Walmart Supercenter, The Home Depot, Menards, Bed Bath & Beyond, and more
- Strong tenant synergy promotes crossover shopping and increases consumer draw to the subject property
- Outparcel to Stoney Creek Inn, a 72-room hotel, providing a direct consumer base to draw from

## Signalized, Hard Corner Intersection | Major Thoroughfare

- Strategically situated at the signalized, hard corner intersection of Broadway Street (20,000 VPD) and 36th Street
- Broadway is the major thoroughfare traveling through the town of Quincy





# PROPERTY OVERVIEW



**PARCEL MAP**



## Parcel

Parcel Number: 23-6-1586-016-00  
Acres: 1.03  
Square Feet: 44,832 SF

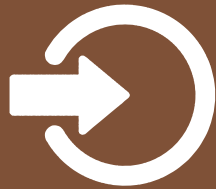


## Improvements

6,000 SF (est.)

## Year Built

1995



## Access

N. 38th Street  
2 Access Point(s)



## Parking

There are approximately 40 parking spaces on the owned parcel.

The parking ratio is approximately 6.67 stalls per 1,000 SF of leasable area.



## Traffic Counts

Broadway Street/ State Highway 104  
20,000 Cars Per Day

Interstate 172/ State Highway 110  
7,000 Cars Per Day



## Zoning

C2: Commercial





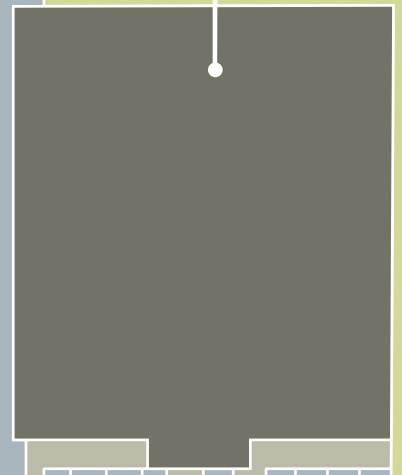




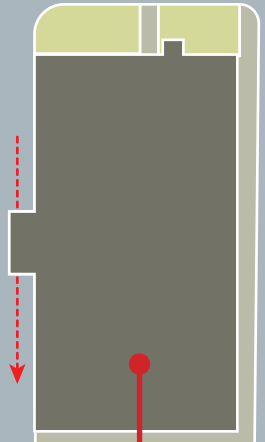








N. 38TH ST.



20,000  
CARS PER DAY

PYLON SIGN



ILLINOIS  
104 BROADWAY ST.

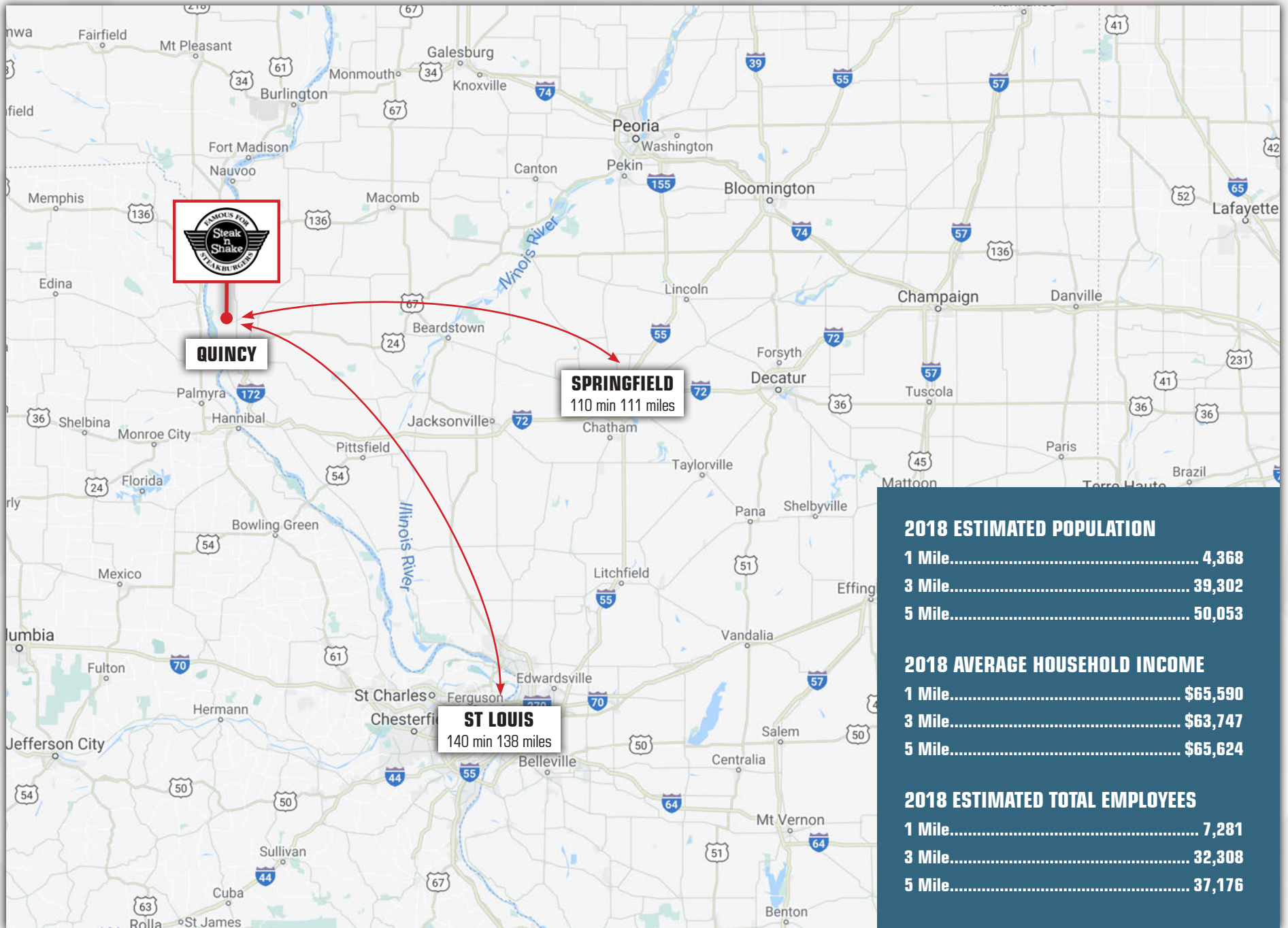








# LOCATION MAP





# AREA OVERVIEW

## Quincy, Illinois

Quincy known as Illinois's "Gem City," is a city in and the county seat of Adams County, Illinois, United States, located on the Mississippi River. As of July 1, 2018, the Quincy Micro Area had an estimated population of 40,157.

During the 19th century, Quincy was a thriving transportation center as riverboats and rail service linked the city to many destinations west and along the river. It was Illinois' second-largest city, surpassing Peoria in 1870. The city has several historic districts, including the Downtown Quincy Historic District and the South Side German Historic District, which display the architecture of Quincy's many German immigrants from the late 19th century.

Companies based in Quincy include Niemann Foods, Gardner Denver and The Knapheide Manufacturing Company. GatesAir Television and Radio Transmission has a facility in town, as does Broadcast Electronics. Titan Wheel (Titan International) is also located in Quincy. Blessing Hospital, the Quincy Public Schools and Titan are the top three employers in the area.

In 1978, Quincy formed the Great River Economic Development Foundation, a private, non-profit organization designed to retain existing businesses and attract new ones to the area. This organization has been instrumental in putting the Quincy-Hannibal Area on the map as a distinct region in conjunction with the major metropolitan areas nearby such as Chicago, IL, St. Louis, MO, and even Kansas City, MO.

There are a number of sites in Quincy that are of architectural and historical importance including the Quincy Museum, Gardner Museum of Architecture and Design, Villa Katherine Castle, Quincy Art Center, and the John Wood Mansion. Quincy also organizes The Pepsi Little People's Golf Championships every year. In addition, the city organizes several other festivals and events such as the Mid-Summer Arts Faire, Dogwood Festival, Christmas Candelight Tour, and Movies on the Muddy.

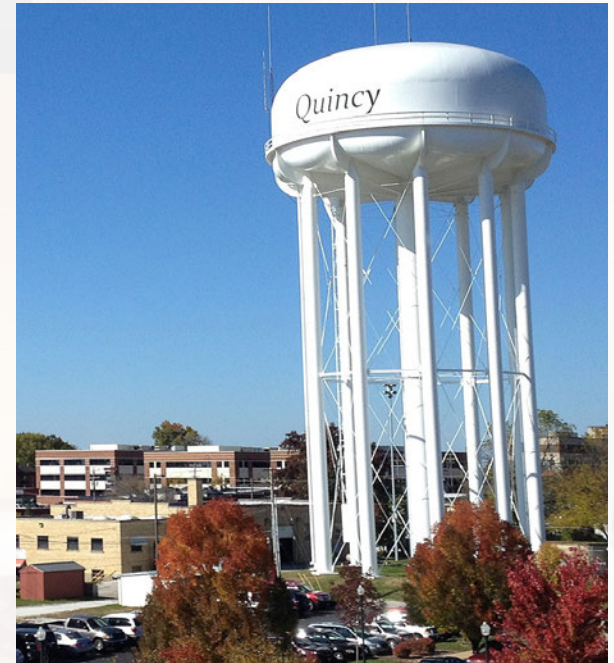
John Wood Community College, Gem City College, Blessing Rieman College of Nursing, Quincy University, and Vatterott College are the local colleges and universities. Air transportation is available from Quincy Regional - Baldwin Field Airport.





# AREA DEMOGRAPHICS

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2018 Estimated Population	4,368	39,302	50,053
2023 Projected Population	4,409	38,893	49,537
2010 Census Population	4,136	39,686	50,531
2018 Estimated Households	2,052	16,516	20,790
2023 Projected Households	2,073	16,338	20,567
2010 Census Households	1,935	16,659	20,972
2018 Estimated White	94.33%	90.88%	91.21%
2018 Estimated Black or African American	2.01%	5.32%	5.10%
2018 Estimated Asian or Pacific Islander	1.81%	1.15%	1.02%
2018 Estimated American Indian or Native Alaskan	0.11%	0.24%	0.26%
2018 Estimated Other Races	1.14%	0.56%	0.57%
2018 Estimated Hispanic	2.72%	1.98%	1.94%
2018 Estimated Average Household Income	\$65,590	\$63,747	\$65,624
2018 Estimated Median Household Income	\$49,216	\$48,388	\$49,577
2018 Estimated Per Capita Income	\$30,341	\$27,303	\$27,663
2018 Estimated Total Businesses	440	1,870	2,240
2018 Estimated Total Employees	7,281	32,308	37,176





# RENT ROLL

TENANT NAME	SQUARE FEET	LEASE TERM		BEGIN	INCR.	RENTAL RATES			PSF	RECOVERY TYPE	OPTIONS
		LEASE START	LEASE END			MONTHLY	PSF	ANNUALLY			
Ledgard Enterprises, LLC (Franchisee Guaranty)	6,000 (est.)	April 2015 (est.)	April 2035 (est.)	Current	-	\$8,000	\$1.33	\$96,000	\$16.00	Absolute NNN	4 (5-Year) 10% Incr. at beg. of each option

Note:

1) Rent is the greater of \$8,000 per month or 7.5% of monthly gross revenues. NOI: \$104,676.



## FINANCIAL INFORMATION

Price:	\$1,636,000
Net Operating Income:	\$104,676 <sup>1</sup>
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Guaranty:	Franchisee (8-unit operator)

## PROPERTY SPECIFICATIONS

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For financing options and loan quotes, please contact our SRS Debt & Equity team at [debtequity-npb@srsre.com](mailto:debtequity-npb@srsre.com).



# BRAND PROFILE



## STEAK & SHAKE

Steak & Shake Inc. owns and operates restaurants in the United States. The company offers burgers and shakes. It also sells clothing, accessories, and collectibles online. In addition, the provides franchise opportunities. Steak & Shake Inc. was formerly known as Steak & Shake Operations, Inc. and changed its name to Steak & Shake Inc. in October 2015. The company was founded in 1934 and is based in Indianapolis, Indiana. Steak & Shake Inc. operates as a subsidiary of Biglari Holdings Inc.

Company Type: Subsidiary

2018 Revenue: \$809.89 Million

2018 Equity: \$570.46 Million

Parent: Biglari Holdings Inc.

2018 Net income: \$19.39 Million

2019 Employees: 18,684

2018 Assets: \$1.03 Billion







# SRS

NATIONAL NET LEASE GROUP



**1000+**

PROPERTIES CURRENTLY REPRESENTED



**600+**

CLIENTS REPRESENTED IN 2016



**\$2.6B\***

TRANSACTION VALUE



**20+**

OFFICES



**250+**

BROKERS, PROFESSIONALS, AND STAFF



**#1**

LARGEST REAL ESTATE FIRM  
EXCLUSIVELY DEDICATED TO RETAIL SERVICES IN NORTH AMERICA

This Offering Memorandum has been prepared by SRS National Net Lease Group (SRS) and has been approved for distribution by the owner. Although effort has been made to provide accurate information, neither the owner nor SRS can warrant or represent accuracy or completeness of the materials presented herein or in any other written or oral communications transmitted or made available to the purchaser. Many documents have been referred to in summary form and these summaries do not purport to represent or constitute a legal analysis of the contents of the applicable documents. Neither owner nor SRS represents that this offering summary is all inclusive or contains all of the information a purchaser may require. All of the financial projections and/or conclusions presented herein are provided strictly for reference purposes and have been developed based upon assumptions and conditions in effect at the time the evaluations were undertaken. They do not purport to reflect changes in the economic performance of the property or the business activities of the owner since the date of preparation of this Offering Memorandum. The projected economic performance of the property, competitive sub-market conditions, and selected economic and demographic statistics may have changed subsequent to the preparation of the package. Qualified purchasers are urged to inspect the property and undertake their own independent evaluation of the property, the market and the surrounding competitive environment.

\*STATISTICS ARE FOR 2017