



Valvoline®
on SHAWNEE
MISSION PARKWAY

New 15-Year Corporate Lease / High Unit Level Sales Performance and Low Rent-to-Sales / Dominant High-Traffic Location

Burlington



WELLS
FARGO

Advance
Auto Parts

FIREHOUSE
SUBS



jiffy lube

ARVEST



Arby's



Applebee's
GRILL & BAR

Wendy's

McALISTER'S
DELI

DISCOUNT
TIRE

SHAWNEE MISSION PARKWAY 42,590 CPD

SUBWAY

SUBWAY

SUBJECT PROPERTY



In Association with Ferguson Properties Inc. | A Licensed Kansas Broker #C090055100

OFFERING MEMORANDUM
SHAWNEE, KANSAS



FERGUSON
PROPERTIES



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS



OFFERING MEMORANDUM SHAWNEE, KANSAS

TABLE OF CONTENTS:

Offering Summary	3
Investment Highlights	4
Site Plan / Parcel Map	6
Aerial Overview	8
Regional Map	12
Tenant Profile	13
Area Overview	15
Demographics	18

EXCLUSIVELY LISTED BY:

Jeff Lefko

Executive Vice President
jlefk@higrea.com
844.585.7682

Bill Asher

Executive Vice President
basher@higrea.com
844.585.7684

Jay Ferguson

Ferguson Properties
jayferguson@fergprop.com
816.781.2520 | KS Lic #C090055100



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS



FERGUSON
PROPERTIES

OFFERING SUMMARY

VALVOLINE



LOCATION

Valvoline
11300 W Shawnee Mission Parkway
Shawnee, KS 66203



OFFERING SUMMARY

Price:	\$2,660,000
Current Net Operating Income (NOI):	\$137,000
Current Capitalization Rate:	5.15%
Net Rentable Area:	4,248
Year Built:	2000
Lot Size (Acres):	0.50

LEASE TERMS (1)

Guarantor:	Valvoline Inc.
Lease Commencement:	10/15/2020
Lease Expiration:	15 Years
Lease Type:	Absolute NNN
Roof & Structure:	Tenant Responsibility
Monthly Rent:	\$11,417 (\$2.69/sf)
Annual Rent:	\$137,000 (\$32.25/sf)
Rental Increases:	10% Every 5 Years
Renewal Options:	Three 5-Year @ 10% Every 5 Years

(1) All lease provisions to be independently verified by Buyer during the Due Diligence Period.



NOT A PART



QUICK FACTS

#2

**LARGEST QUICK-LUBE
CHAIN IN THE U.S.**

9 Million

**CUSTOMERS
SERVED ANNUALLY**

1,462

**LOCATIONS
IN THE U.S.**



- **High Sales Volume Single-Tenant Valvoline Instant Oil Change Corporate Lease (Low Rent-to-Sales Ratio):**

- New 15-year absolute NNN lease; zero landlord responsibilities
- Corporate guaranty from Valvoline, Inc. (NYSE: VV)
- 18-year operating history at the subject property and one of the top performers in the entire region
- Valvoline Instant Oil Change is a division of Valvoline Inc., one of the leading worldwide marketer and suppliers of automotive lubricants and supplies
- Valvoline is the second largest quick-lube chain in the United States (1,400+ locations) boasting revenues of \$2.35B in 2020
- #2 "Best Automotive Oil Change Franchises" by Franchise Chatter (2021)
- #3 "Top Oil Changing Service Franchise" by Entrepreneur Magazine (2019)
- #106 "Franchise 500" by Entrepreneur Magazine (2019)

- **Last October, Corporate Valvoline Purchased The Subject Property Due to its Highly Successful Operating History and Strategic Location within the Trade Area:** [\(Click for Full PR Newswire Article\)](#)

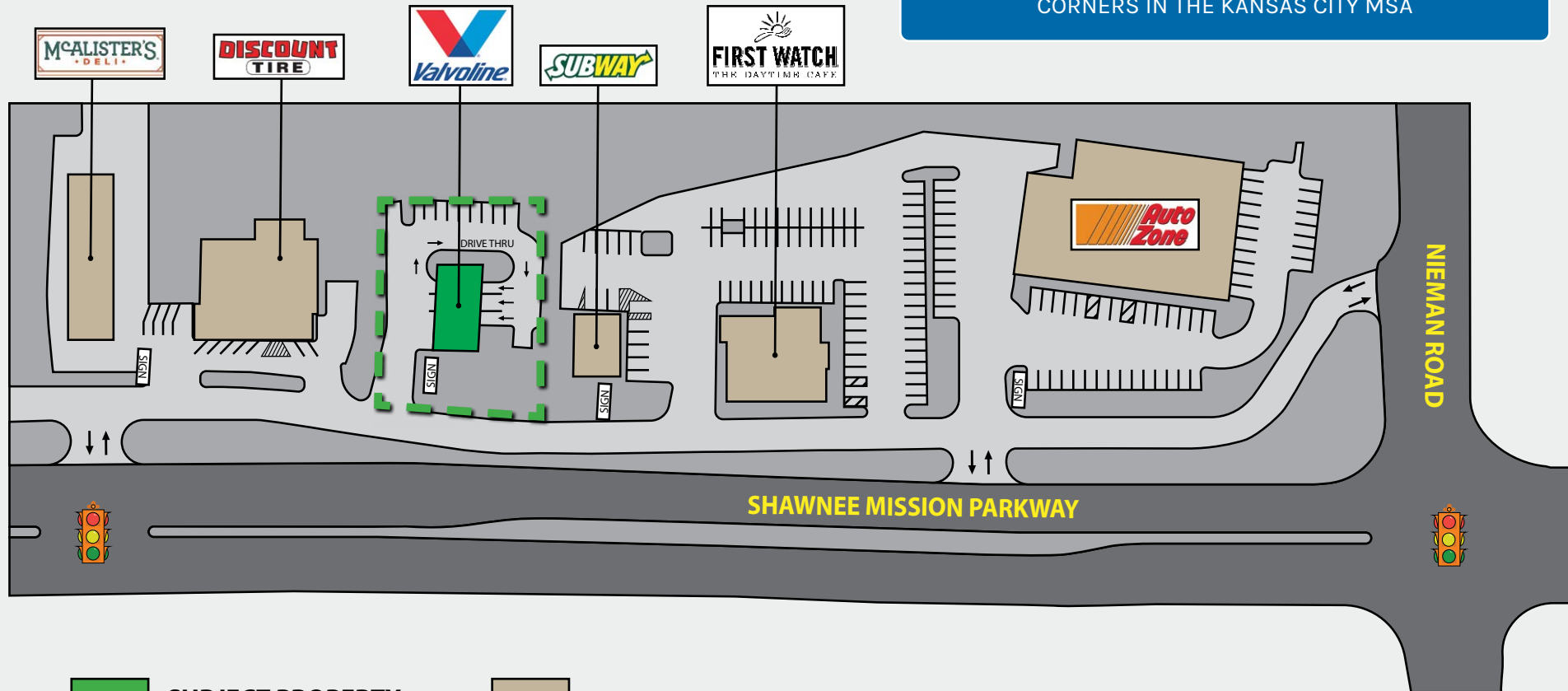
- **Located Along Shawnee Mission Parkway, the Primary East/West Thoroughfare in Shawnee (42,590 CPD):** Retailers located along Shawnee Mission Parkway include Burlington, Dollar Tree, Harbor Freight, Hobby Lobby, Jo-Ann Fabrics, Planet Fitness, Price Chopper, Raising Cane's, Starbucks, and Walgreens



- **Accessible From two Extremely High-Traffic Signalized Intersections Including Nieman Road and Shawnee Mission Parkway (58,000 CPD)**
- **Close Proximity to Historic Downtown Shawnee:** Downtown Shawnee is a destination shopping location filled with boutique shops and restaurants
- **Dense, Affluent Demographics:** 203,600 people with average household incomes in excess of \$89,800 within a 5-mile radius of the subject property
- **Shawnee is Part of the Kansas City MSA:** Shawnee is located approximately 15 minutes from downtown Kansas City and 30 minutes from Kansas City International Airport
 - 31st largest MSA in the nation; 2.35 million population
 - "Nation's Best Places to Live" by U.S. News & World Report (2019)
 - Influx of tech and healthcare companies moving to the MSA
 - Named Wall Street Journal's #18 "2020 Hottest Job Market" out of 381 U.S. metro areas



ACCESSIBLE FROM 58,000 CPD INTERSECTION:
NIEMAN ROAD AND SHAWNEE MISSION
PARKWAY IS ONE OF THE HIGHEST TRAFFICKED
CORNERS IN THE KANSAS CITY MSA



 SUBJECT PROPERTY

 NOT A PART

 PROPERTY PARCEL

APN: QP83100000 0001





SURROUNDING TENANTS

— NOT A PART —





DEMOGRAPHICS

	Population	AHHI
1-Mile Radius	11,208	\$70,740
3-Mile Radius	83,292	\$87,225
5-Mile Radius	203,451	\$89,813



N



DOWNTOWN SHAWNEE



FUTURE MIXED-USE DEVELOPMENT
- 29 RESIDENTIAL UNITS -
- GROUND FLOOR OFFICE/COMMERCIAL -



NIEMAN ROAD



57,990 CPD
- INTERSECTION -



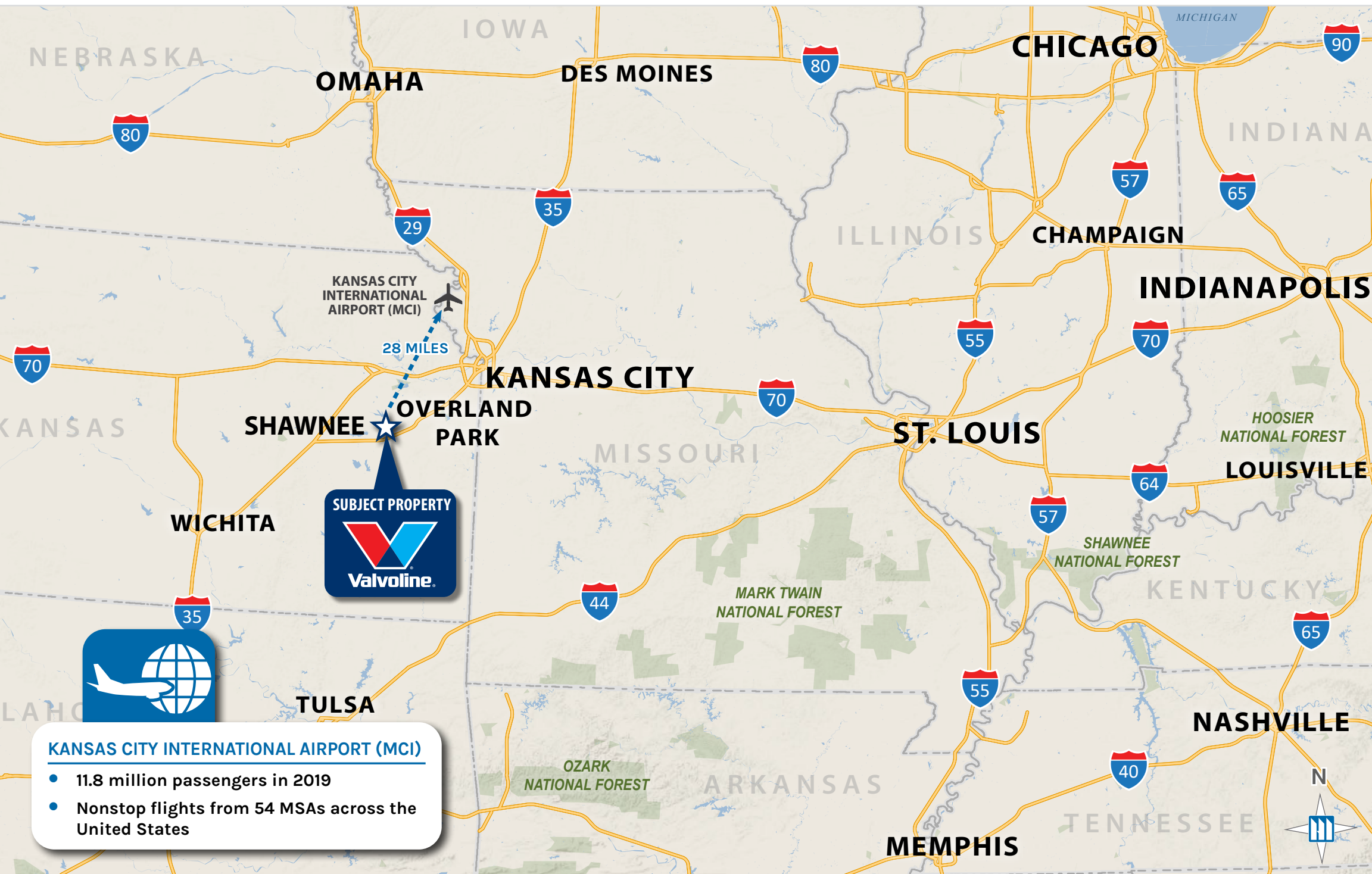
SHAWNEE MISSION PARKWAY





N







Valvoline Instant Oil Change is the second-largest quick-lube chain in the U.S. and the 3rd largest quick-lube chain in Canada. The brand is popular for its drive-thru oil changes which are completed in about 15 minutes. Each location features Valvoline oils and products and provides a variety of maintenance services including oil changes, antifreeze changes, smog checks, and other car repair services.

Founded in 1986, the quick-lube chain has grown steadily over the years as a result of the company's key business strategy which is to grow and strengthen Valvoline's quick-lube network through organic store expansion and high-quality acquisitions in both core and new markets. In 2012, the company acquired EZ Lube's 72 Southern California locations, one of the largest independent oil change chains in the U.S. In December 2018, Valvoline's franchisee, Henley Pacific, acquired 31 Synfast Oil Change locations in Southern California and converted them to the Valvoline brand. In fiscal year 2020, Valvoline Instant Oil Change achieved 14 straight years of same-store sales growth (SSS), ending the year with systemwide SSS growth of 2.3%. Overall, the Quick Lube businesses added 77 company-owned and franchised locations in fiscal year 2020 for a total of 1,462.

Valvoline Instant Oil Change is a division of Valvoline Inc., one of the leading worldwide marketer and supplier of automotive lubricants and supplies. The company products sell in over 140 countries and its motor oil is the 3rd highest selling car motor oil by volume in the DIY market.

TOP HONORS

- **#2 "Best Automotive Oil Change Franchises"** - Franchise Chatter (2020)
- **#57 "Franchise 500"** - Entrepreneur Magazine (2020)
- **#3 "Top Oil-Changing Services Franchise"** - Entrepreneur Magazine (2019)

Company Type: Public (NYSE: VV)
Locations: 1,462
Website: www.vioc.com | www.valvoline.com

CISION®



Valvoline Expands Company-Owned Quick-Lube Network with Acquisition of 33 Service Centers in Idaho, Missouri and Kansas

October 2, 2020

Valvoline Inc. (NYSE: VVV), a leading worldwide supplier of premium branded lubricants and automotive services, announced today that it plans to acquire 33 quick-lube service centers in Idaho, Missouri and Kansas in two separate acquisitions.

The company has signed a definitive agreement with L & F Enterprises (doing business as Einstein's Oilery) to purchase 12 quick-lube service centers in the Boise, Idaho area. The Einstein's Oilery service centers will be rebranded as Valvoline Instant Oil ChangeSM (VIOC) after closing of the transaction.

[CLICK FOR ARTICLE](#)

Franchising.com



Valvoline Premium Blue One Solution Gen2 Named Top 20 Product for 2021 by Leading Heavy Duty Industry Publication

April 5, 2021

Valvoline Inc. (NYSE: VVV) today announced that its Valvoline™ Premium Blue One Solution™ Gen2 - originally launched in August 2020 - was recently named a Top 20 Product for 2021 by industry trade publication Heavy Duty Trucking. As the only lubricant fluid on the coveted list, Premium Blue One Solution Gen2 was selected for its innovation, overall capabilities and potential to impact the bottom lines of fleets across the U.S.

"We are consistently working to develop innovative products that deliver strong under-the-hood results, and help reduce cost per mile for fleet owners," said David Young, Valvoline Heavy Duty vice president of sales.

[CLICK FOR ARTICLE](#)

Shawnee, Kansas

- Community located in Johnson County; part of the Kansas City Metropolitan Area
- 65,922 total residents; 7th largest city in the Kansas City Metropolitan Area
- #7 "Best Suburbs for Young Professionals" - Niche (2021)
- #6 "Most Diverse Suburbs in Johnson County" - Niche (2021)
- "One of the Best Places to Live" - Money Magazine (2019)

ECONOMY

- Largest industries are health care, professional services, scientific services, technical services, and retail trade
- Top employers are FedEx Ground, Bayer HealthCare, Waste Management of Kansas City, Kraft Tool Co., City of Shawnee, and McLane Food Service
- \$35 million in payroll (2019); \$83 million in capital expenditure (2019)
- **Bayer Animal Health** - North American Headquarters and manufacturing facility that supplies various technological platforms for global distribution
- **Canaan Stone Works** - Recently expanded and relocated headquarters; constructed new 20,000 square foot facility for manufacturing
- \$68 million estimated construction value of new single-family homes and commercial buildings in 2019

EDUCATION

- **Shawnee Mission School District (SMSD)** - 3rd largest school district in the state with 27,000+ students and 4,300 employees
- **De Soto School District (USD 232)** - Serves over 7,400 students through 12 campuses with seven elementary schools, three middle schools, and two high schools

TRANSPORTATION

- Strategically located along several major transportation routes with easy access to the entire Kansas City Metropolitan Area, a major factor in the City's growth and development
- Connected by Shawnee Mission Parkway, I-35, I-435, I-70, and K7
 - 20.1 average commute time for the city's residents
- **Kansas City International Airport** - 25-minute drive from the suburb; \$1.5 billion renovation scheduled for 2021 completion

City of Shawnee HIGHLIGHTS

\$113,315

AVERAGE
HOUSEHOLD INCOME

\$257,257

MEDIAN
HOME VALUE

65,000

TOTAL
RESIDENTS



CITY OF SHAWNEE



BAYER ANIMAL HEALTH



CANAAN STONE WORKS HEADQUARTERS

Kansas City MSA

- 15-county metropolitan area that straddles the border between Missouri and Kansas
- 38th largest MSA in the nation
- 2.16 million people; projected to grow to 2.25 million by 2024, adding nearly 35,000 new households
- #34 "Best Places to Buy a Home in America" by Niche (2020)

ECONOMY

- Business-friendly atmosphere and low cost of living translate into major growth in the region
- 1.1M in non-farm employment, up 16,100 (1.4%) from 2018
- Top employers include: Federal Government (18,744), Cerner Corporation (13,964), Children's Mercy Hospitals & Clinics (8,123), and Internal Revenue Service (4,600)
- Other notable companies: AT&T, BNSF Railway, Farmers Insurance Group, Garmin, Hallmark Cards, H&R Block, General Motors, Honeywell, Ford Motor Company, and Sprint Corporation
 - Seaboard and Lansing Trade Group, two Fortune 500 companies, headquartered here
- Tech industry is booming; 2nd only to healthcare as the fastest growing industry in the region
 - Computer and mathematical occupations are 41% more concentrated in this area than in the U.S. as a whole
- **Urban Outfitters** - \$350 million, largest-to-date, distribution center; creating 2,000 new jobs; breaking ground Fall 2020
- **Cerner Corporation Headquarters**- A global healthcare IT company; largest private employer with nearly 14,000 people in the area with a total workforce of nearly 20,000 people
 - \$4.4 billion Innovations Campus currently under construction
- Urban environment draws a large group of skilled young professionals
 - Home to one of the 20 largest concentrations of college graduates in the United States
 - Named on "Best Places for Business & Careers" numerous times by Forbes (2017)
- Kansas City Downtown has gone through one of the largest redevelopments in the country
 - Over \$4 billion in investments since 2000



2.1M
2020 ESTIMATED
TOTAL POPULATION



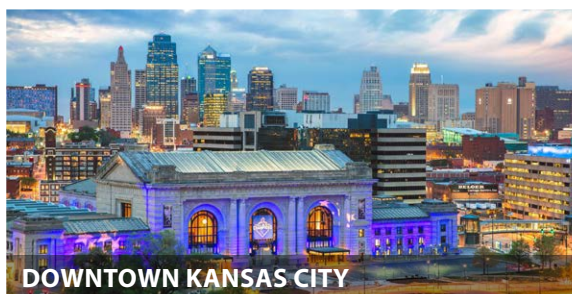
1.1M EMPLOYEES
(UP 16,100 FROM 2018)



HOME TO CERNER CORPORATION
(14,000 EMPLOYEES)



ROYALS KAUFFMAN STADIUM



DOWNTOWN KANSAS CITY



GARMIN HEADQUARTERS

Kansas City MSA

- #3 "Most Diverse Places to Live in Missouri" by Niche (2020)
- \$132.7 billion Gross Metro Product (GPD) in 2018
- Known as "City of Fountains" with over 200 fountains, the second most in the world just behind Rome
- Leawood, a suburb located in South Kansas City, was voted "Best Small Cities to Live in America" by WalletHub (2019)

TRANSPORTATION

- Important logistics and distribution hub due to its central location at the intersection of 3 major interstates: I-70, I-35, and I-29
 - 27% more interstate transportation distribution miles per capita than any other metropolitan area
 - 2nd busiest rail hub by tonnage;
 - ◆ Nearly half of all eastbound intermodal freight entering the country through West Coast ports passes through the area
- **Kansas City International Airport (MCI)** - 15 miles northwest of downtown Kansas City; 11.5 million passengers annually
 - \$1.5 billion remodel currently underway; planned completion in 2023
 - ◆ 1 million square foot single terminal; 39 gates with the ability to expand to 50; 6,300-space parking structure along landside and airside improvements

LANDMARKS

- **Country Club Plaza** - 55-acre site in the historic upscale Country Club District; upscale apartments and mansions surround the plaza
 - 804,000 square feet of retail space and 468,000 square feet of office space
- **The Truman Sports Complex** - Houses 2 major sports and entertainment venues (Arrowhead and Kauffman Stadium)
 - Home to NFL's Kansas City Chiefs and Major League Baseball's Kansas City Royals
- **Kansas Speedway and Hollywood Casino:**
 - Kansas Speedway is one of the premier racing facilities in the Midwest that hosts multiple NASCAR races and the ARCA Racing Series championship race
 - Hollywood Casino is a joint venture between Kansas Speedway and Penn National Gaming; initial phase includes a 100,000 square foot gaming floor
 - ◆ Additional phases include a hotel, convention center, and an entertainment district



#3

**MOST DIVERSE PLACES
TO LIVE IN MISSOURI**

\$132.7B

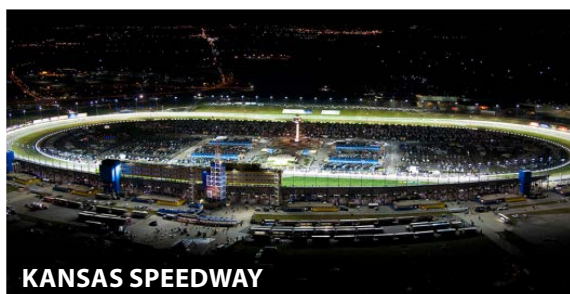
**GROSS METRO
PRODUCT**

#2

**BUSIEST LOGISTICS
RAIL HUB BY TONNAGE**



KANSAS CITY INTERNATIONAL AIRPORT



KANSAS SPEEDWAY



COUNTRY CLUB PLAZA

	<u>1-Mile</u>	<u>3-Mile</u>	<u>5-Mile</u>
Population			
2025 Projection	11,372	83,927	205,444
2020 Estimate	11,208	83,292	203,451
2010 Census	10,838	80,746	196,381
2000 Census	11,159	79,357	195,811
Growth 2010-2020	3.41%	3.15%	3.60%
Growth 2020-2025	1.46%	0.76%	0.98%
Households			
2025 Projection	5,158	36,032	89,755
2020 Estimate	5,072	35,470	88,214
2010 Census	4,807	33,772	83,773
2000 Census	5,048	32,589	81,581
Growth 2010-2020	5.51%	5.03%	5.30%
Growth 2020-2025	1.70%	1.58%	1.75%
2020 Est. Population by Single-Classification Race			
White Alone	9,220	66,167	163,941
Black or African American Alone	715	6,247	13,306
American Indian and Alaska Native Alone	45	366	895
Asian Alone	267	2,965	7,141
Native Hawaiian and Other Pacific Islander Alone	13	100	183
Some Other Race Alone	467	4,323	10,742
Two or More Races	465	3,028	7,011
2020 Est. Population by Ethnicity (Hispanic or Latino)			
Hispanic or Latino	1,513	11,179	26,932
Not Hispanic or Latino	9,695	72,113	176,519
2020 Est. Average Household Income	\$70,740	\$87,225	\$89,813

CONFIDENTIALITY AGREEMENT

VALVOLINE



The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

Neither Owner nor Broker nor any of their respective officers, Agents or principals has made or will make any representations or warranties, express or implied, as to the accuracy or completeness of this Marketing Package or any of its contents, and no legal commitment or obligation shall arise by reason of the Marketing Package or its contents. Analysis and verification of the information contained in the Marketing Package is solely the responsibility of the prospective buyer, with the Property to be sold on an as is, where-is basis without any representations as to the physical, financial or environmental condition of the Property.

Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or terminate discussions with any entity at any time with or without notice. Owner has no legal commitment or obligations to any entity reviewing this Marketing Package or making an offer to purchase the Property unless and until such sale of the Property is approved by Owner in its sole discretion, a written agreement for purchase of the Property has been fully delivered, and approved by Owner, its legal counsel and any conditions to the Owner's obligations thereunder have been satisfied or waived.

This Marketing Package and its contents, except such information which is a matter of public record or is provided in sources available to the public (such contents as so limited herein called the Contents), are of a confidential nature. By accepting this Marketing Package, you unconditionally agree that you will hold and treat the Marketing Package and the Contents in the strictest confidence, that you will not photocopy or duplicate the Marketing Package or any part thereof, that you will not disclose the Marketing Package or any of the Contents to any other entity (except in the case of a principal, who shall be permitted to disclose to your employees, contractors, investors and outside advisors retained by you, or to third-party institutional lenders for financing sought by you, if necessary, in your opinion, to assist in your determination of whether or not to make a proposal) without the prior authorization of the Owner or Broker, and that you will not use the Marketing Package or any of the Contents in any fashion or manner detrimental to the interest of the Owner or Broker.

EXCLUSIVELY LISTED BY:

Jeff Lefko

Executive Vice President
jlefkohigrea.com
844.585.7682

Bill Asher

Executive Vice President
basherhigrea.com
844.585.7684

Jay Ferguson

Ferguson Properties
jayferguson@fergprop.com
816.781.2520 | KS Lic #C090055100

In Association with Ferguson Properties Inc. | A Licensed Kansas Broker #C090055100



\$7.7 BILLION
retail sales nationwide



SHARED DATABASE
collaborative proprietary database



GLOBEST. INFLUENCERS
in retail & net lease sales



NATIONWIDE REACH
retail & investors across the U.S.



\$2 BILLION IN RETAIL SOLD
over 400 transactions in last 36 mos.