



**TSC TRACTOR  
SUPPLY CO.**

12891 Quincy St | Holland, MI 49424

OFFERING MEMORANDUM



## LISTED BY

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# EXECUTIVE OVERVIEW

## INVESTMENT HIGHLIGHTS



- **Proven Location with Long-Term Lease** – Tractor Supply has been at this location for 15 years, and just executed a 10-year lease extension showing their commitment to the location, also offering 5% increases in the 4, 5-year renewal options.



- **Strong Fortune 500 Tenant** – Ranked #380 on the Fortune 500 list, TSC has continued their impressive growth trajectory, boasting a +\$20.7B market cap, 1900+ locations and +27.2% increase in net sales for Year Ending 2020.



- **E-Commerce Proof** – Tractor Supply serves as the industry leader for their ability to adapt and thrive amongst the presence of e-commerce. In Q1, TSC reported +21.0% traffic growth and +38.6% comparable store sales growth YoY. This is due in large part to TSC's investment in their bricks-and-mortar locations and new initiatives such as buy-online pick-up in store (curbside pickup) and offering customers same-day delivery from 100% of their stores (the nation's first general merchandise retailer to do so).



- **Pandemic Proof Essential Retailer** – Tractor Supply proved their resiliency through the COVID-19 pandemic, reporting record financial and operating results in 2020 including a 53% increase in sales since pre-pandemic levels.



- **Corporate Guaranty** – This long-term lease is corporately guaranteed by Tractor Supply Company and encompasses 5% rent increases in the 4, 5-year renewal periods.



- **Strong and Growing Demographics** – Holland, MI has seen population growth of over 10% in the last 10 years, increasing home values, and new real estate/business development. Among others, it is home to VisionQuest Companies, who just broke ground on their new Holland based headquarters, a \$30 million dollar project expected to be completed in 2022, along with another 114-unit, \$22 million dollar workforce housing and mixed-use project, just a couple miles from the Tractor Supply.









**\$5,510,364**

LIST PRICE



**\$303,070**

NOI



**5.50%**

CAP RATE

### BUILDING INFO

Address	12891 Quincy St Holland, MI 49424
Year Built	2006
GLA of Building	± 21,688 SF
Lot Size	± 4.19 Acres



## TENANT SUMMARY

Tenant Trade Name	Tractor Supply, Co.
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Original Lease Term	15 Years
Lease Commencement Date	12/11/06
Lease Expiration Date	12/31/31
Term Remaining on Lease	±10.5 Years
Increase	5% Increases Every 5-Years in Options
Options	Four, 5-Year Options

## ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	CAP
8/1/2021 - 12/31/2031	\$25,255.83	\$303,070.00	5.50%
Option 1	\$26,519.00	\$318,228.00	5.78%
Option 2	\$27,845.00	\$334,140.00	6.06%
Option 3	\$29,237.00	\$350,844.00	6.37%
Option 4	\$30,699.00	\$368,388.00	6.69%

## DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time.  
Actual rates and terms will vary based on market conditions at closing.

**LTV:** 63.00%  
**Rate:** 3.84%  
**Amortization:** 30

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**“FOR LIFE OUT HERE”**

**±1,850  
LOCATIONS**

**±32,000  
EMPLOYEES**

**±8.35 B  
REVENUE**

**Tractor Supply Company** (also referred to as TSC) was founded in 1938 as a mail order tractor parts business based in Brentwood, Tennessee. Currently, they own and manage over 1,850 stores in 49 states. They are the largest operator of rural lifestyle retail stores in America and were recognized on the Forbes Top Regarded Companies List in 2018.

TSC is continuing to grow with new locations and improved products for home, land, pet, and animal owners. With these offerings, TSC targets a niche market including America's farmers, horse owners, ranchers, part-time and hobby farmers, suburban and rural homeowners, contractors, and tradesmen.

Since 1938, Tractor Supply Company's legendary service and dependable products have enabled both their employees and customers to be as self-sufficient as possible. With affordable pricing, customers can find anything they need at TSC to maintain their farms, ranches, homes, and animals.







## THE SHOPS AT WESTSHORE

SHOPPING MALL



CHIPOTLE  
GNC  
NOODLES & CO.  
ORANGETHEORY  
POTBELLY  
ETC.

## HOLLAND TOWN CENTER

SHOPPING CENTER



ARBY'S  
AVALON SCHOOL  
BRAN'S STEAK  
COUNTRY INN  
ETC.



## FELCH STREET PLAZA

SHOPPING CENTER



APPLEBEE'S  
IHOP  
JONATHAN STEVENS  
MATTRESS  
OLD NAVY  
THE SALVATION ARMY  
ETC.



## DOWNTOWN HOLLAND



QUINCY ST  
± 7,000 VPD

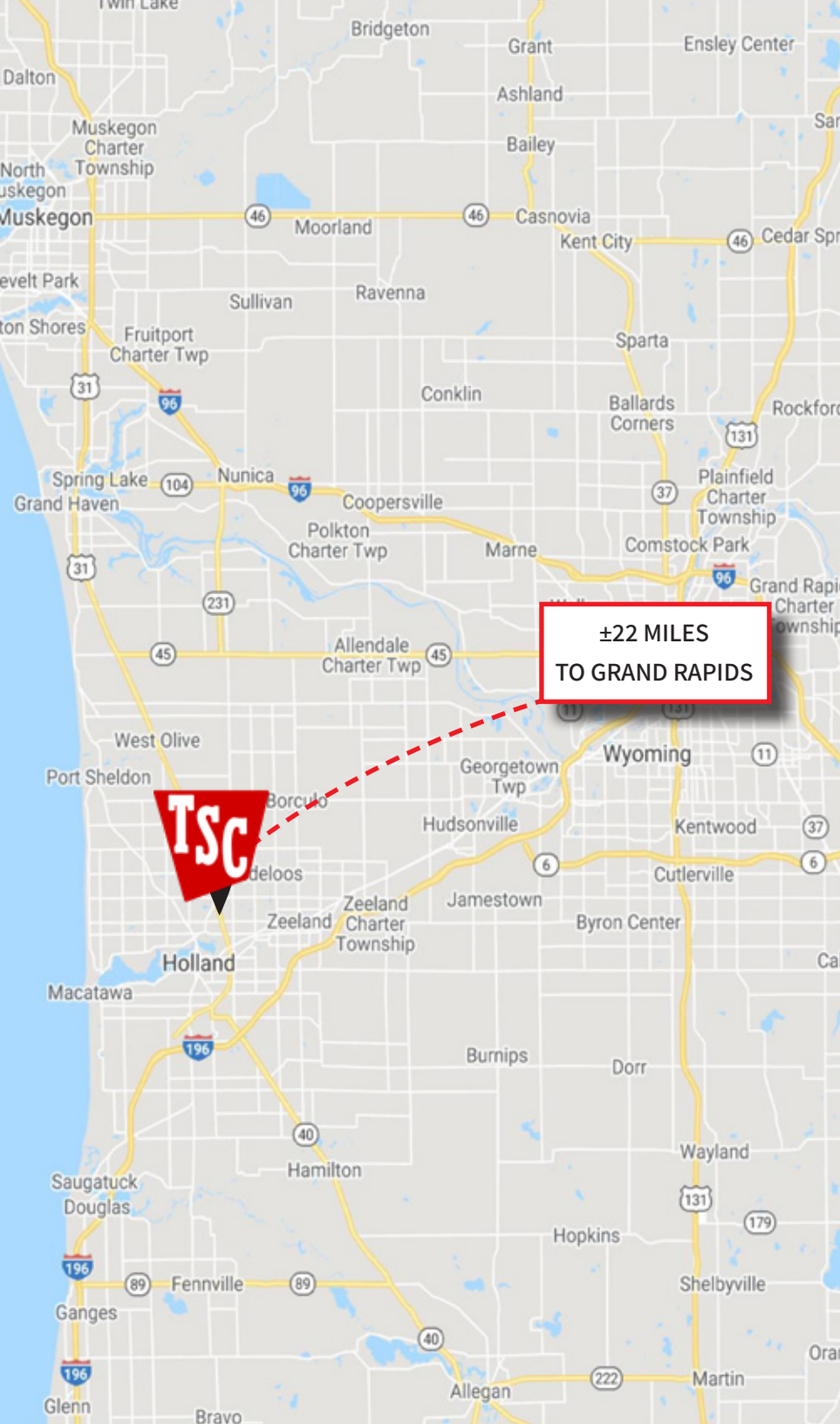
VELDHEER  
TULIP GARDEN



± 30,000 VPD







# AREA OVERVIEW

Holland is a city in the western region of the Lower Peninsula of the U.S. state of Michigan. It is situated near the eastern shore of Lake Michigan on Lake Macatawa, which is fed by the Macatawa River. With a city population of over 33,000 residents, Holland is the largest city in Ottawa.

Holland is best known for its Dutch heritage, which serves not only as a part of the city's cultural identity but the local economy as well. The Tulip Time Festival, the city's most popular point of interest, attracts thousands of tourists annually. Scattered along the shoreline are many public beach accesses, the best known are Holland State Park and Tunnel Park. Other sites of interest such as the Holland Museum, the Cappon House, and the Settlers House Museum contain historic exhibits and relics of the city dating back to the 19th century. Aside from tourism, education and manufacturing also have a significant impact on Holland's local economy. Holland is home to Hope College and several other smaller college campuses. It is also home to numerous manufacturing operations, including the world's biggest pickle factory. With its proximity to Grand Rapids, variety of points of interest, and diverse economy, Holland has a lot to offer residents and businesses.

## DEMOGRAPHICS

POPULATION	3- MILE	5- MILE	10- MILE
2026 Projection	34,341	83,232	141,765
2021 Estimate	33,000	80,543	136,712
HOUSEHOLDS	3- MILE	5- MILE	10- MILE
2026 Projection	11,915	29,124	50,815
2021 Estimate	11,433	28,155	48,946
HH INCOME	3- MILE	5- MILE	10- MILE
2021 Est Avg HH Income	\$76,449	\$81,649	\$86,769
2021 Est Median HH Income	\$60,576	\$64,996	\$69,137





## ECONOMY

Holland has a diverse local economy supported by automotive, furniture, boatbuilding, food, and technology companies. Holland's industrial sector includes several manufacturing operations, such as office systems, furniture, auto and truck parts, boats, aluminum extrusion, food, wind energy components, and lithium-ion batteries. In addition, Holland is home to H.J. Heinz Company, the world's largest pickle factory, which produces over 1 million pounds of pickles per day during the green season. Lakeshore Advantage, a provider of regional economic development services for Holland, predicts that the West Michigan Lakeshore economy will continue to thrive as 65% of the 220 companies polled are planning to expand in the next 3 years.

## GRAND RAPIDS

With a population of nearly 200,000 residents, Grand Rapids is the second-largest city in Michigan and the county seat of Kent County. Grand Rapids has a diverse local economy supported by aviation, bio-science, and education. Fortune 1000 companies headquartered in Grand Rapids include UFP Industries and Steelcase. The city is also known as Furniture City, Grand Rapids is a historic furniture manufacturing center as it is home to five of the world's leading office furniture companies. Grand Rapids is also home to numerous colleges and universities, including Calvin University, Aquinas College, Cornerstone University, Kuyper College, Davenport University, Grace Christian University, and many more. According to Forbes, Grand Rapids has a gross metro product of \$64.6 billion.



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

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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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