

# Starbucks - Sharonville

12187 Lebanon Road  
Sharonville, Ohio 45241  
Cincinnati MSA  
[www.starbuckssharonville.com](http://www.starbuckssharonville.com)

New Starbucks Location Scheduled to Open November 2021  
Seller Targeting 2021 Closing



## Affiliated Business Disclosure & Confidentiality Agreement

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an “Affiliate”) engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the “Property”), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates’ interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms’ length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

# Table of Contents

<b>04</b>	Executive Summary
<b>08</b>	Property Description
<b>16</b>	Tenant Overview
<b>19</b>	Market Overview



## Contact Us

**Christopher Prosser, CCIM**  
Senior Vice President  
+1 513 369 1607  
[chris.prosser@cbre.com](mailto:chris.prosser@cbre.com)

**Jeffrey Johnston, CPA**  
Senior Vice President  
+1 513 369 1608  
[jeff.johnston@cbre.com](mailto:jeff.johnston@cbre.com)

# Executive Summary

---

01



# The Offering

Starbucks - Sharonville, OH

CBRE has been exclusively retained by the Owner to facilitate the sale of a freestanding Starbucks that is located at 12187 Lebanon Road in suburban Cincinnati, Ohio. The subject property is a 2,045 square-foot single tenant building on +/- 1.20 acres of land. The property is leased on a double-net (NN) basis and the 10-year lease is scheduled to commence in November 2021. The lease includes four (4), five (5) year options with ten (10%) percent rental increases every five years throughout the entire lease term.

The asset is located in the heart of Greater Cincinnati's northern suburbs along US 42, just off of the I-275 beltway which carries over 121,000 cars per day. The asset provides for a location which caters to the significant employment base that surrounds the property along with easy access to all parts of the region via I-275, I-75 and I-71. The asset also benefits to its location in between the Tri-County, Blue Ash and West Chester industrial and office markets. Those three

markets total over 156 million square feet of industrial space and 9.7 million square feet of office space. The Tri-County industrial market alone is the largest industrial market Greater Cincinnati that is home to many manufacturing companies and national distribution facilities.

The subject property sits near the intersection of US 42 and Fields Ertel Road. Retailers along the corridor include Kroger – which is directly across the street, PNC Bank, Advanced Auto Parts, Huntington Bank, Walgreen's, CVS, Gabe's, Bank of America, Chipotle, Skyline Chili, McDonald's and Wendy's amongst others. Located within the Cincinnati MSA, there are over 135,000 residents and 53,000 households within a 5-mile radius of the property. The average household income is over \$114,000 within a 1-mile radius. Starbucks possesses great visibility and access, attractive demographics, a strong daytime employment base and a growing residential base providing long term stability for the investment opportunity.



Tenant	Starbucks Corporation
Address	12187 Lebanon Road Sharonville (Cincinnati), OH 45241
Tenant Website	www.starbucks.com
Acres	1.2071
Year Built	2021
Square Feet	2,045 SF
Base Rent	\$105,819
Rent Increases	10% every 5 years
Asking Price	\$2,181,000
Cap Rate	4.85%
Lease Type	NN
Lease Term	10 years remain
Current Term Lease Start	11/1/2021 (estimated store opening)
Current Lease Expiration	10/31/2031
Renewal Options	Four (4), five (5) year renewal options with 10% base rental rate increases in each option period

# 2,045

Square Feet

# 1.207

Acres

# 2021

Year Built

# NN

Lease Type

# Property Highlights

Starbucks - Sharonville, OH

The asset is corporately guaranteed by Starbucks Corporation which carries an investment grade S&P credit rating of BBB+ and an annual revenue stream of over \$27 billion with over 33,000 locations worldwide.

- + Brand new construction in 2021 with latest prototype design including drive-thru and an outdoor patio.
- + Lease does not contain any termination and/or Covid-19 lease language ensuring long-term security to investors.
- + Property possesses direct access to a traffic light providing for easy ingress/egress into the site.
- + Located just off of I-275 at a high-profile intersection of US 42 and Fields Ertel, Starbucks is poised to service an infill trade area servicing both residential and plethora of employers in the immediate vicinity.
- + US 42 carries over 22,000 vehicles per day in front of Starbucks, additionally, I-275 exit carries over 121,000.
- + Three-mile radius demographics include over 39,000 residents with average household incomes over \$117,000. Daytime population in same radius employs over 62,000.

	1 Mile	3 Mile	5 Mile
Population	7,016	39,227	135,625
Avg. HH Income	\$114,975	\$117,335	\$122,373
Daytime Population	7,679	62,863	210,596





# Investment Terms

Starbucks - Sharonville, OH



The property is being offered for sale, fee simple absolute, by CBRE, to a select group of investors on an “as is”, all cash basis. All Letters of Intent should at a minimum include the purchase price, earnest money, due diligence period, closing date and allocation of closing costs between Purchaser and Seller.

Seller would like to close the transaction prior to year end 2021.

# Property Description

---

02



# View North

Starbucks - Sharonville, OH





# View East

Starbucks - Sharonville, OH





# View South

Starbucks - Sharonville, OH





# View West

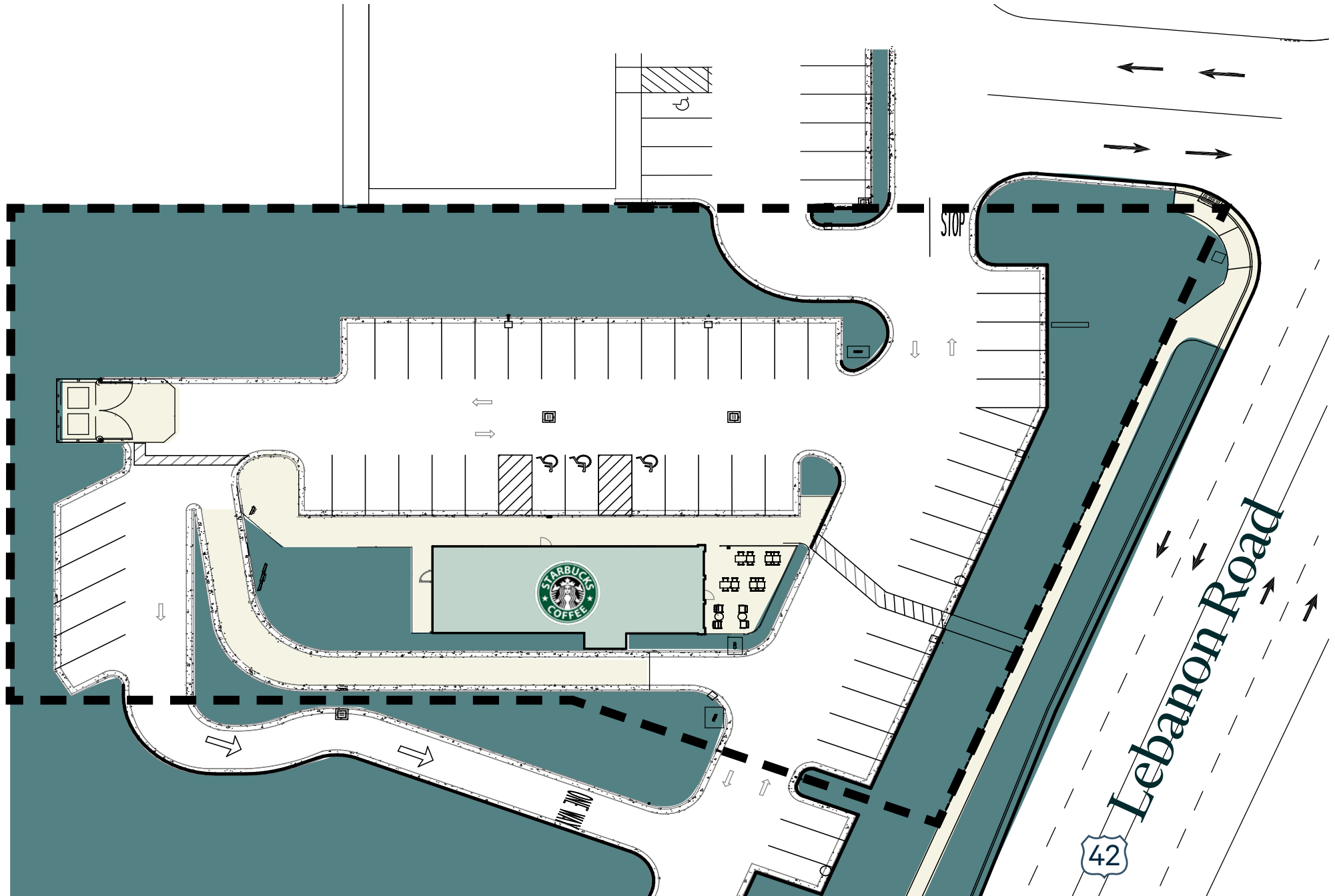
Starbucks - Sharonville, OH





# Site Plan

Starbucks - Sharonville, OH

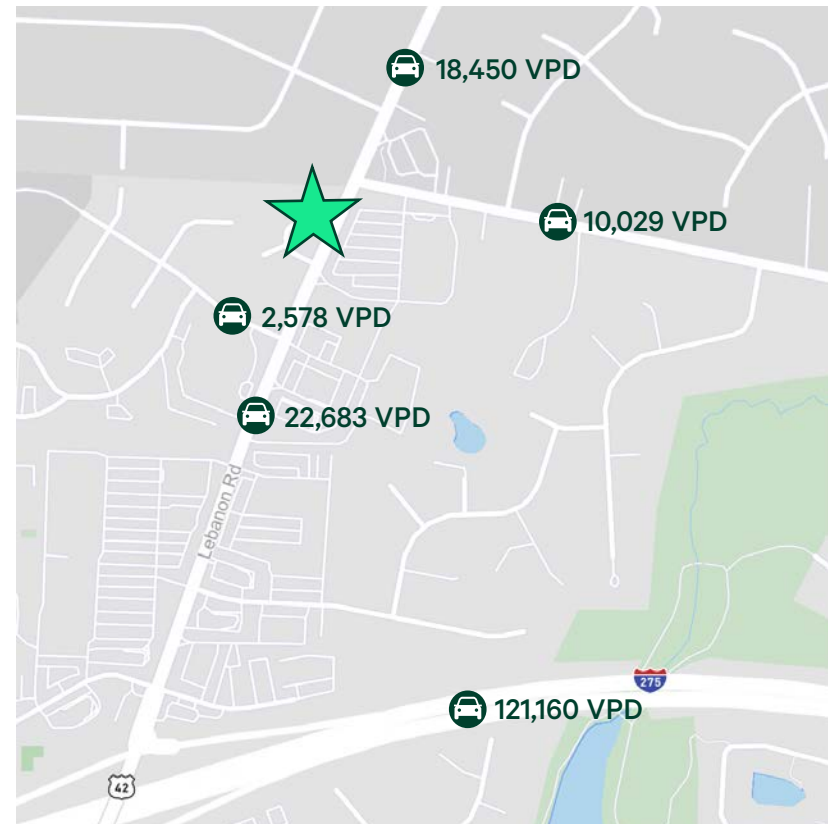
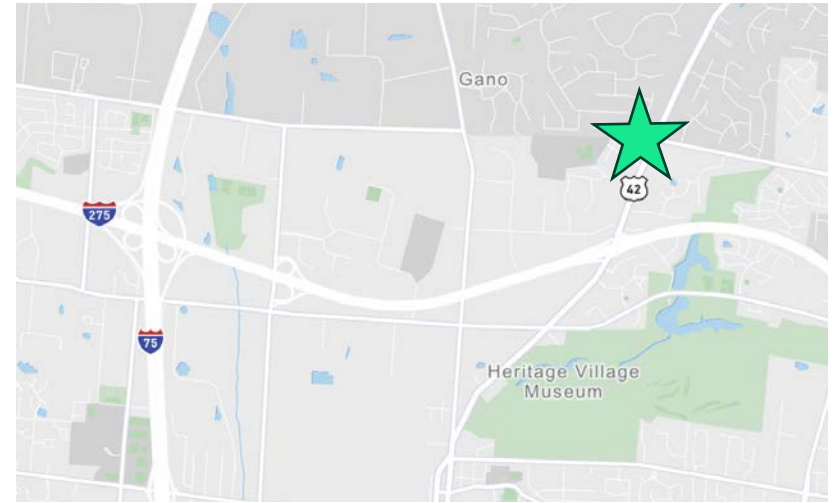
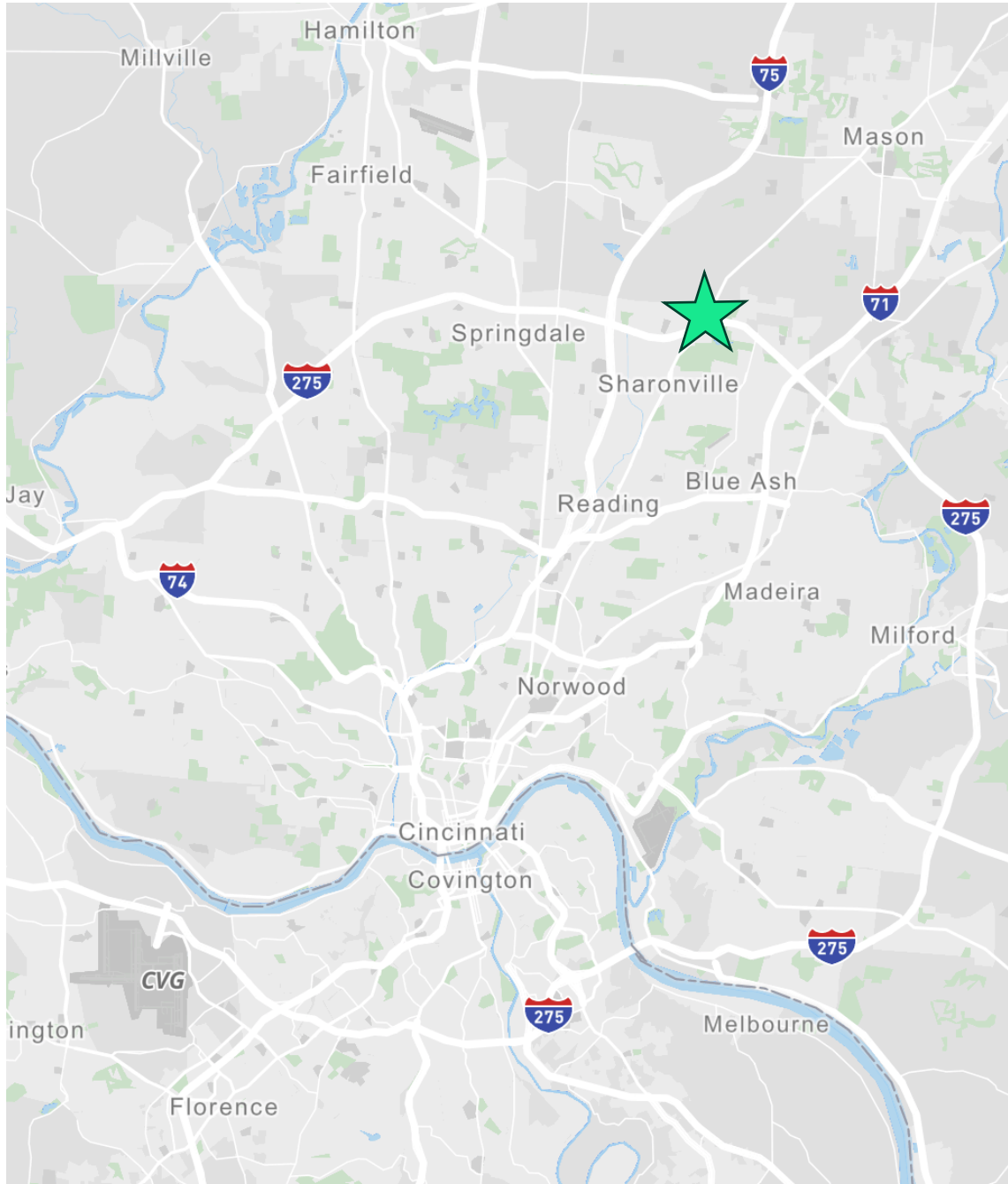








# Location Maps



# Tenant Summary

---

03

# Lease Abstract

Starbucks - Sharonville, OH

Tenant	Starbuck's Corp.		
Location Address	12187 Lebanon Road, Sharonville (Cincinnati), OH 45241		
Lease Guarantor	Starbuck's Corp.		
Building Square Footage	2,045		
Tenant Square Footage	2,045		
Lease Type	NN		
Pro Rata Share	100%		
Parcel	608-27-327		
County	Hamilton		
State	Ohio		
Year Built	2021		
Acres	1.2071		
Current Term	10 years		
Original Lease Commencement	11/1/2021 - 10/31/2031		
Rent Commencement Date	11/1/2021 (estimated)		
Lease Expiration	10/31/2031		
Annual Base Rent			
Current Term	Rent/SF	Annual	Increase
Lease Year 1 - 5	\$51.75	\$105,819	
Lease Year 6 - 10	\$56.92	\$116,403	10.00%
Renewal Options	Four (4), five (5) year renewal options		
	Rent/SF	Annual	Increase
Lease Years 11 - 15	\$62.61	\$128,037	9.99%
Lease Years 16 - 20	\$68.87	\$140,847	10.00%
Lease Years 21 - 25	\$75.76	\$154,938	10.00%
Lease Years 26 - 30	\$83.33	\$170,415	9.99%
Security Deposit	None		
Utilities	Tenant Responsibility		
CAM	Pro Rata; Estimated year one is \$4.25/sf capped on non cumulative basis at 105% (excluding snow & ice removal, trash removal and Utilities) over prior year.		
Trash Removal	Tenant Responsibility		

R.E. Taxes	Pro Rata; year one estimated shall be \$8.00/sf
Insurance	Pro Rata; estimated year one shall be \$1.25/sf
Management Fee	15% total of CAM, excluding Utilities, Insurance, RE Taxes
CC&R's	Pro Rata
Repairs & Maintenance	Tenant Responsibility
Roof/Structure/Parking Lot	Landlord Responsibility
Pylon Sign	Tenant Responsibility
Right of First Opportunity	None
Termination Option	None
Right of First Offer	None
Right of First Refusal	None
Continuous Use	None
Subletting & Assignment	Tenant may without Landlord's consent assign or sublet the lease which shall not release Tenant from its payment liabilities.
Hold Over Rent	125%



You are solely responsible for independently verifying the information in this confidential memorandum.  
ANY RELIANCE ON IT IS SOLELY AT YOUR OWN RISK.



# Tenant Summary

Starbucks - Sharonville, OH

Starbucks Corporation, together with its subsidiaries, operates as a roaster, marketer, and retailer of specialty coffee worldwide. The company operates in three segments: Americas; International; and Channel Development. Its stores offer coffee and tea beverages, roasted whole bean and ground coffees, single-serve and ready-to-drink beverages, and various food products, such as pastries, breakfast sandwiches, and lunch items. The company also licenses its trademarks through licensed stores, and grocery and food service accounts. It offers its products under the Starbucks, Teavana, Seattle's Best Coffee, Evolution Fresh, Ethos, Starbucks Reserve, and Princi brand names. As of the fiscal third quarter of 2021, the company operated approximately 33,000 stores across 81 countries worldwide. Starbucks Corporation's common stock trades on the NASDAQ Global Select Market ("NASDAQ") under the symbol "SBUX.". Starbucks Corporation was founded in 1971 and is based in Seattle, Washington.

Fiscal third quarter 2021 financial performance highlights included:

- + Global comparable store sales increased 73%, driven by a 75% increase in comparable transactions.
- + Americas comparable store sales increased 84%, driven by an 82% increase in comparable transactions and a 1% increase in average ticket; U.S. comparable store sales increased 83%, driven by an 80% increase in comparable transactions and a 1% increase in average ticket.
- + International comparable store sales increased 41%, driven by a 55% increase in comparable transactions; China comparable store sales increased 19%, driven by a 30% increase in transactions.
- + The company opened 352 net new stores in the third quarter of fiscal 2021, yielding 3% year-over-year unit growth, ending the period with a record 33,295 stores globally.
- + Stores in the U.S. and China comprised 62% of the company's global portfolio at the end of the third quarter of fiscal 2021, with 15,348 and 5,135 stores, respectively.
- + Consolidated net revenues of \$7.5 billion grew 78% compared to the prior year, mainly driven by a 73% increase in comparable store sales primarily from lapping the unfavorable impact of business disruption in the prior year due to the COVID-19 pandemic and strength in U.S. company-operated sales in the current year.

## Key Income Statement Numbers

**\$27.12B**

Revenue

**\$2.83B**

Net Income

**\$131.82B**

Market Capitalization

**\$5.49B**

EBITDA

**\$2.83**

Earning Per Share

**\$113.68**

Stock Price (Aug. 2020)

**31.45**

P/E Ratio (Forward)

**SBUX**

Stock Symbol

**Nasdaq**

Exchange

## Credit Ratings (September 2021)

**Baa1**

Moody's

**BBB+**

Standard & Poor's

# Market Overview

---

04



# About Cincinnati

Greater Cincinnati is located along the Ohio River in southwest Ohio at the convergence of Ohio, Indiana, and Kentucky. This location is the core of a growing metroplex bounded by Indianapolis, Columbus, Louisville, and Lexington. Including the surrounding counties, the Cincinnati metropolitan area is home to over 2.3 million people. Cincinnati is a vibrant and dynamic 24-hour metropolis, who's diverse and thriving economic base, skilled labor pool, and a wide variety of cultural and recreational activities make it one of the most important and influential cities in the Midwest. These attributes have attracted numerous corporations and eight Fortune 500 companies, among them Kroger, Procter and Gamble Co., Fifth Third Bancorp, and American Financial Group. Cincinnati ranks in the top ten markets nationally in number of Fortune 500 companies headquartered within its city limits - ahead of New York, Boston, Chicago, and Los Angeles per capita.

The diversified economy, centralized location, and robust infrastructure are driving growth in the region. The metro area is uniquely positioned for future growth due to an established labor force and nationally renowned educational and medical institutions.



More than **47 colleges** and universities in the Greater Cincinnati Metro



Premier location being nearly a **one day drive** to most major cities



There are **2 Fortune 100 Companies** and **6 Fortune 500** companies HQ'd in Cincinnati



Ohio is the **9th largest** exporting state and **11th largest** importing state in the US



Various **tax incentives** available among Ohio, Kentucky, and Indiana



Infrastructure aids shipping with **2 class I railroads**, **200 miles of river**, **1 major airport**, **DHL International** shipping hub



**Lowest cost index** in the nation



Home to the **largest airport cargo hub** by volume and the **7th largest** air cargo hub in North America



## Cincinnati HQ FORTUNE 500 Companies



RANKED  
#17

REVENUE  
\$132B



RANKED  
#43

REVENUE  
\$70B



RANKED  
#358

REVENUE  
\$8B



RANKED  
#374

REVENUE  
\$8B



RANKED  
#376

REVENUE  
\$7.9B



RANKED  
#410

REVENUE  
\$7B

## Cincinnati Top Employers

Cincinnati Children's Hospital	15,796
Kroger Co.	14,987
Cincinnati/NKY International Airport	14,602
Tri-Health	12,332
UC Health	11,000
Bon Secours Mercy Health	10,500
University of Cincinnati	10,159
Procter & Gamble	10,000
St. Elizabeth Healthcare	8,885
Fifth Third Bank	7,366



## Contact Us

### **Christopher Prosser, CCIM**

Senior Vice President  
+1 513 369 1607  
[chris.prosser@cbre.com](mailto:chris.prosser@cbre.com)

### **Jeffrey Johnston, CPA**

Senior Vice President  
+1 513 369 1608  
[jeff.johnston@cbre.com](mailto:jeff.johnston@cbre.com)

© 2021 CBRE, Inc. All rights reserved. This information has been obtained from sources believed reliable, but has not been verified for accuracy or completeness. You should conduct a careful, independent investigation of the property and verify all information. Any reliance on this information is solely at your own risk. CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners, and the use of such logos does not imply any affiliation with or endorsement of CBRE. Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.