



**Retail Investment
Offering Memorandum:**

Verizon
1530 E. Wooster Street
Bowling Green, OH 43402



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INVESTMENT SUMMARY

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Verizon

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Investment Summary

VERIZON

INVESTMENT HIGHLIGHTS

- **Free-Standing, Corporate (NYSE, Nasdaq: VZ) Verizon Retail Store with Recent 3-Year Extension Leaving 3.75 Years of Term Remaining: Located Directly Across from Bowling Green State University with 22,000 Students and 5,822 Employees - Ranked by *U.S. News & World Report* as “One of the Top Public Universities Nationwide”**
- **Positioned on the South Side of the Campus and Main Roadway to Bowling Green’s Stroh Center (Basketball Arena) and Doyt L. Perry Stadium (Football Stadium) Located Directly Across Wooster Street**
- **Ideal, Low Management Asset: Verizon Handles All Daily On-Site Maintenance and Pays Real Estate Taxes Direct**
- **One of the World’s Leading Providers of Technology & Communications Services: Reported Revenues of \$128.3 Billion in 2020**
- **Positioned Amongst Loads of Residential Homes and Directly Across from Falcon Landings Apartments (48 Units) and In Front of Ivywood Apartments (67 Units), University Courts & Village (142 Units) and Stadium View Apartments (224) Units, Flooding the Area with Users**
- **Surrounded by High-Traffic Complimentary Retailers: McDonald’s, Wendy’s, Tim Horton’s, Fairfield Inn & Suites, Hampton Inn, Buffalo Wild Wings, Chipotle, Burger King, Bob Evans and Many More**



verizon



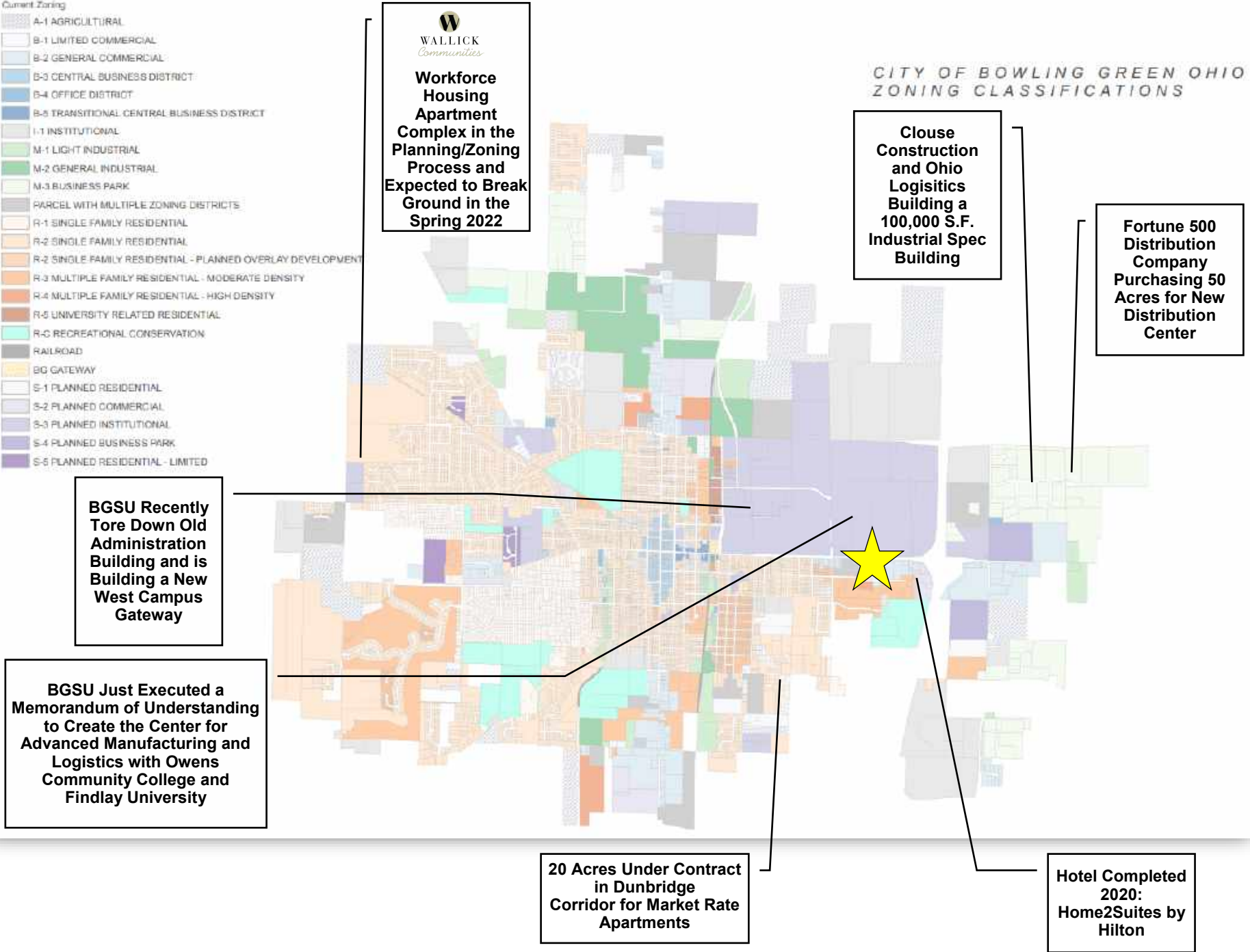
ADDITIONAL HIGHLIGHTS

- **High Traffic Location with Excellent Visibility, Frontage and Prominent Pylon Signage: 18,719 VPD Along Wooster Street and 45,888 VPD Along I-75 (0.4 Miles)**
- **Strong Demographics with Over 35,000 Residents within 5-Miles, Which Does Not Include a Large Portion of Students Attending BGSU (22,000+ Total Students): Average Household Incomes Over \$63,000 Within 5-Miles**
- **Positioned Directly Off (0.4 Miles) to I-75, Direct Route to I-80/90 and Downtown Toledo: Direct Access to Large Population Base in the Toledo MSA**
- **Bowling Green: County Seat of Wood County with Over 1,170 People Employed by the County, 5,822 Faculty/Staff Employed by BGSU, 2 Miles From Wood County Hospital, Serving as the Core Provider for Wood and Henry Counties (700+ Employees) & 1.5 Miles From CMC Group (Formerly Century Label) with 266 Employees**

- * The city is actively looking for developers to partner for single family and multifamily housing.
- * 10's of millions of dollars in expansions are underway within our local manufacturers



Bowling Green: Future Development



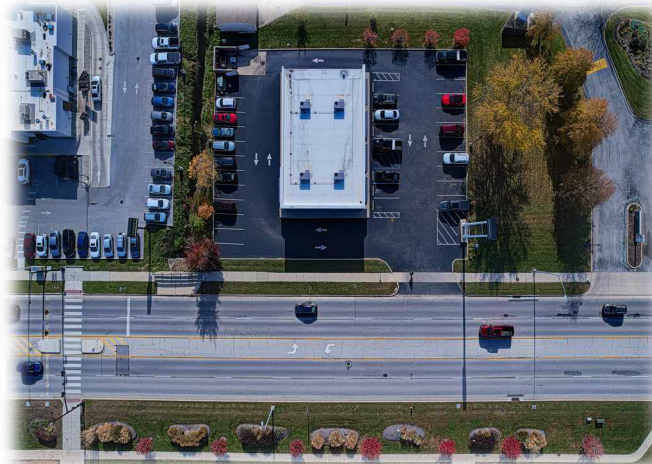
INVESTMENT OVERVIEW

The Cooper Commercial Investment Group has been exclusively retained by ownership to sell the 100% fee simple interest in the free-standing, corporate Verizon location positioned directly across from Bowling Green State University (BGSU) in Bowling Green, Ohio. The property is being offered for \$2,935,000, representing an attractive 6.75% CAP Rate. Verizon hand-picked this particular location for its robust expansion in the Toledo/Western Ohio region. Verizon (NYSE, Nasdaq: VZ) is one of the world's leading providers of technology and communications services and generated revenues of \$128.3 billion in 2020.

The property is newer construction with Verizon's lease commencing in 2012. Due to the property's success at the location, the tenant recently extended their primary term for an additional 3-years, leaving approximately 3.75 years or term remaining with (2), 5-year option still available. The asset's location is impeccable being directly across from BGSU's, Stroh Center and Doyt L. Perry Stadium drawing thousands to the south side of campus for events and games. Additionally, being positioned 0.4 miles from I-75, the exit is lined with complimentary retailers, including: McDonald's, Wendy's, Chipotle, Tim Horton's, Fairfield Inn & Suites, Hampton Inn, Buffalo Wild Wings, Burger King, Dollar General, Goodwill, Verizon, Great Clips and other regional well-known retailers. The tenant handles all daily on-site maintenance and repairs and reimburses the Landlord for insurance, leaving ownership with minimal management responsibilities.

Located off the heavily traveled, Wooster Street with approximately 18,720 VPD, the property has incredible visibility and access. The property has significant frontage with prominent pylon signage. The property also sits just 0.4 miles from I-75 with traffic counts of 45,888 VPD. The asset is surrounded by an economically strong residential community with average household incomes of over \$63,000 and a population of over 35,000 residents within 5 miles, which doesn't include the thousands of students living and attending BGSU. Bowling Green State University is the largest employer in the city and one of the largest employers in the Toledo MSA with approximately 5,822 employees. Bowling Green State University hosts over 22,000 students and *U.S. News & World Report* has ranked the university as one of the top public universities nationwide with "a strong commitment to first year programs that lead to success."

The community offers a wide range of employment between the area's retail sector and the region's other major employers, along with being a short distance from Toledo for commuters. Some of the other strong employers located in Bowling Green include, Wood County Hospital, which serves as the core provider for medical, surgical and preventive services in Wood and Henry counties. The hospital employs over 700 individuals, and the hospital is proud to be a valuable resource to the community. Additionally, CMC Group, Inc. employs 266 people, while Lubrizol and Phoenix Technologies International have a strong presence in the area. Toledo's largest employment sector is healthcare with its giants - ProMedica (largest Toledo employer with 14,465 employees), MercyHealth (8,827 employees), The Toledo Clinic and the university operating a 450-acre Health Science campus, known as the University of Toledo Medical Center. The University of Toledo boasts 19,780 students and over 7,000 employees from the region. Toledo is also known for its glass production and several large glass companies have their origins in Toledo: Owens-Illinois, Owens Corning, Libbey Glass, Pilkington North America (formerly Libbey Owens Ford), and Thermo-Tru have all been a long staple of Toledo's economy. Furthermore, Fifth-Third Bank's Northwest Ohio headquarters is located in Downtown Toledo, along with Whirlpool Corporation having a major presence in the city. Bundling all of the attributes, this Verizon location will provide an investor the opportunity in today's market to purchase a superior location with a built-in customer base with BGSU, excellent visibility and curb appeal, which is poised to be a solid investment well into the future.





BOWLING GREEN
Ohio!

LOCATION OVERVIEW

Bowling Green is a city in and the county seat of Wood County, Ohio and is part of the Toledo MSA. Served by America's longest east-west Interstate highways (I-80/90, the Ohio Turnpike), and longest north-south Interstate (I-75), the Wood County's 'virtual metropolitan area'; contains a population of 18 million within a 2-hour drive radius. Then, when adding the access to an international airport (Detroit's - DTW) within an hour's drive plus a state-of-the art intermodal freight facility in Wood County taking double-stacked container freight to world markets, it becomes clear how this county with a real population of 130,000+ has attracted \$3 billion of private sector investment in recent years.

Wood County is described as "The Best of Both Worlds." This rural, friendly, and safe community has all the benefits normally associated with those traits - low cost of living, excellent schools, productive workforce, and low crime rate, but Wood County's location and transportation advantages offer a connection into the global marketplace at a magnitude one would only expect to find in metro areas.

Bowling Green is the home of Bowling Green State University, the largest employer in the city and one of the largest employers in the Toledo MSA with approximately 5,822 employees. The university is positioned directly across the street from the featured, Verizon. Bowling Green State University is located on the northeast side of Bowling Green, along and north of Wooster Street and hosts over 22,000 students. *U.S. News & World Report* has ranked the university as one of the top public universities nationwide with "a strong commitment to first year programs that lead to success."

Some of the other strong employers located in Bowling Green include, Wood County Hospital, which serves as the core provider for medical, surgical and preventive services in Wood and Henry counties. The hospital employs over 700 individuals, and the hospital is proud to be a valuable resource to the community. Additionally, CMC Group, Inc. employs 266 people, while Lubrizol and Phoenix Technologies International have a strong presence in the area.

The featured property is located 0.4 miles from I-75, the direct route to Downtown Toledo. The Toledo area is just a short commute from Bowling Green being located approximately 25 miles north. The healthcare industry is Toledo's largest employment sector with healthcare giants - ProMedica (largest Toledo employer with 14,465 employees), MercyHealth (8,827 employees), The Toledo Clinic and the university operating a 450-acre Health Science campus, known as the University of Toledo Medical Center. The University of Toledo boasts 19,780 students and over 7,000 employees from the region. HCR Manor Care is another up-and-coming healthcare Fortune 1000 company headquartered in Toledo with over 3,200 employees. The metro area is also home to three Fortune 500 companies: Dana Corporation, Owens Corning and Owens Illinois. Furthermore, Fifth-Third Bank's Northwest Ohio headquarters is located in Downtown Toledo, along with Whirlpool Corporation having a major presence in the city. Toledo is known as the Glass City because of its long history of innovation in all aspects of the glass industry: windows, bottles, windshields, construction materials, and glass art, of which the Toledo Museum of Art has a large collection. Several large glass companies have their origins in Toledo. Owens-Illinois, Owens Corning, Libbey Glass, Pilkington North America (formerly Libbey Owens Ford), and Therma-Tru have long been a staple of Toledo's economy. The city is also well known for its industry, particularly in glass and auto assembly, as well as for its art community, education, healthcare, and local sports teams.



OFFERING SUMMARY

| | |
|----------------------|--------------------|
| Price: | \$2,935,000 |
| Gross Leasable Area: | 4,053 S.F. |
| NOI: | \$198,000 |
| CAP Rate: | 6.75% |
| Year Built: | 2012 |
| Lot Size: | 0.62 Acre |
| Parking: | Approx. 31 Spaces |
| Roof: | 2012 - New Build |



TENANT SUMMARY

| | |
|------------------------------------|-----------------------------|
| Tenant Name: | Verizon (Retail Store) |
| Lease: | New Par (Verizon Corporate) |
| Lease Type: | NN |
| Remaining Lease Term: | 3.75 Years |
| Tenant Since: | 2012 |
| Commencement Date: | 9/1/2012 |
| Lease Expiration Date: | 8/31/2025 |
| Option to Extend: | (2) 5-Yr. Options |
| Rental Increase (s): | None |
| Options to Terminate: | None |
| Right of First Refusal: | None |
| Roof: | Landlord Responsibility |
| HVAC: | Tenant Responsibility |
| Parking Lot Repairs & Maintenance: | Tenant Responsibility |
| Striping and Sealcoating: | Tenant Responsibility |
| Common Area Maintenance: | Tenant Responsibility |
| Real Estate Taxes: | Tenant Responsibility |
| Insurance: | Tenant Reimburses Landlord |
| Roof/Structure: | Landlord Responsibility |

Tenant Base Rent Schedule

| | Monthly | Annual | PSF | CAP |
|----------------------|-------------|--------------|---------|-------|
| Current: | \$16,500.00 | \$198,000.00 | \$48.85 | 6.75% |
| Option 1 (9/1/2025): | \$18,150.00 | \$217,800.00 | \$54.45 | 7.42% |
| Option 2 (9/1/2030): | \$19,965.00 | \$239,580.00 | \$59.89 | 8.16% |

Future Returns

| | |
|--------------------|----------------|
| Year 4 (9/1/2025): | 7.42% CAP Rate |
| Year 9 (9/1/2030): | 8.16% CAP Rate |



Property Name: Verizon
Property Address: 1530 E. Wooster Street
Bowling Green, OH 43402
Property Type: NN
Rentable Area: 4,053 S.F.
of Total Locations: 1,500+
Corporate Headquarter: New York City, NY
Websites: Verizon.com

verizon✓



Verizon Communications Inc. (NYSE, Nasdaq: VZ) is one of the world's leading providers of technology/communications services. Headquartered in New York City and with a presence around the world, Verizon generated revenues of \$128.3 billion in 2020. The company offers voice, data and video services and solutions on its award-winning networks and platforms, delivering on customers' demand for mobility, reliable network connectivity, security and control. Verizon was the first company in the world to launch commercial 5G for mobility, fixed wireless and mobile edge computing. The company's operating structure focuses on 2 customer-facing areas: Consumer and Business.

- 2020 revenue: **\$128.3 billion**
- 2020 dividends paid: **\$10.2 billion**
- Fortune rank: **20**
- Stock symbol: **VZ (NYSE & Nasdaq)**
- Retail locations: **Nearly 1,500**
- Fortune 500 customers served: **99 percent**
- Countries served: **150+**

Key financials Through September 30, 2021

- Reported diluted earnings per share: \$4.21
- Net cash provided by operating activities: \$32.1 billion
- Capital expenditures: \$13.9 billion
- Quarterly dividends per share: \$0.64
- Shares outstanding: 4.140 billion

Verizon Consumer Group

The consumer segment for both the company's wireless and wireline businesses, including wireless wholesale.

95M
retail connections

13.2M
Fios digital connections

90.9M
postpaid connections

\$23.3B
in total revenue in 3Q21



Property Analysis





Direct Aerial



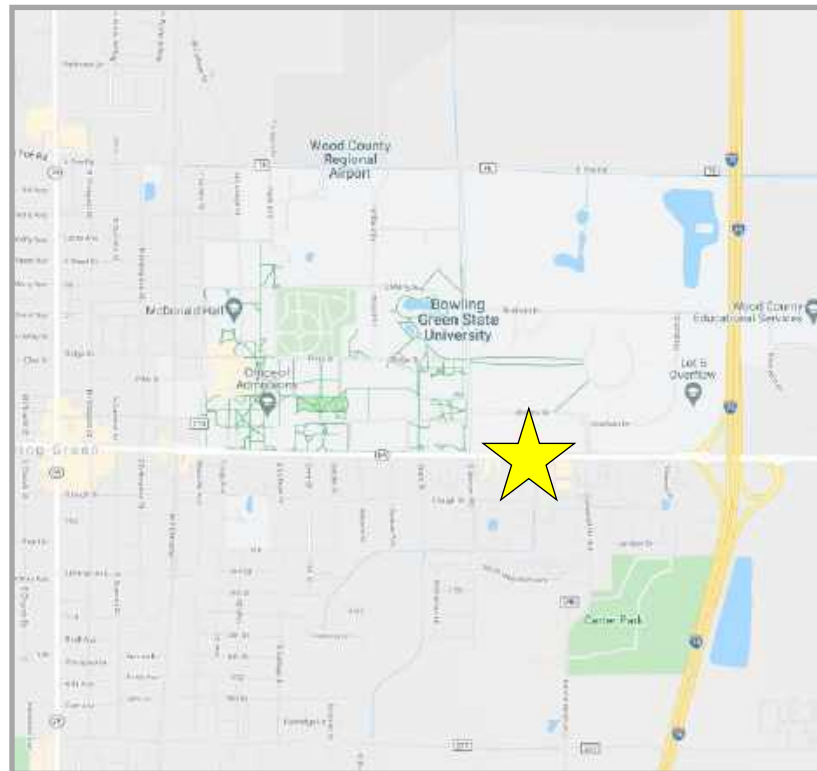
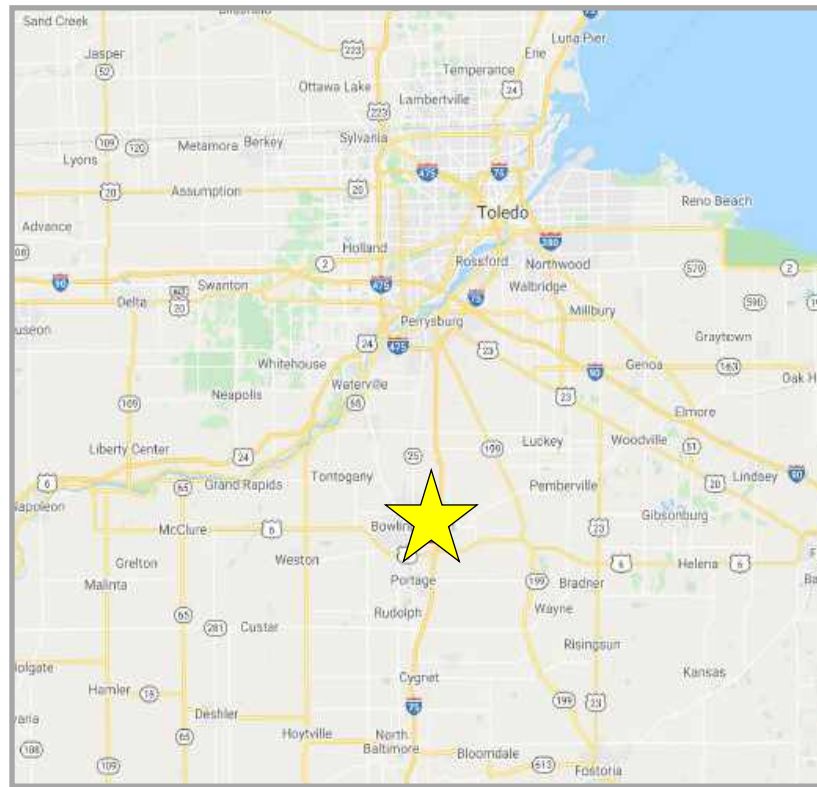


Aerial Map





Location Maps





| 1530 E Wooster St Bowling Green, OH 43402 | 1 mi radius | 3 mi radius | 5 mi radius | 10 mi radius |
|--|-------------|-------------|-------------|--------------|
| Population | | | | |
| 2021 Estimated Population | 11,759 | 31,480 | 35,813 | 57,133 |
| 2026 Projected Population | 11,843 | 31,825 | 36,238 | 57,959 |
| Projected Annual Growth 2021 to 2026 | 0.1% | 0.2% | 0.2% | 0.3% |
| Historical Annual Growth 2000 to 2021 | - | 0.2% | 0.3% | 0.4% |
| 2021 Median Age | 21.2 | 28.9 | 29.8 | 33.2 |
| Households | | | | |
| 2021 Estimated Households | 2,977 | 11,764 | 13,315 | 21,311 |
| 2026 Projected Households | 3,011 | 11,931 | 13,516 | 21,703 |
| 2010 Census Households | 2,770 | 11,172 | 12,709 | 20,502 |
| 2000 Census Households | 2,575 | 10,370 | 11,636 | 18,785 |
| Projected Annual Growth 2021 to 2026 | 0.2% | 0.3% | 0.3% | 0.4% |
| Historical Annual Growth 2000 to 2021 | 0.7% | 0.6% | 0.7% | 0.6% |
| Race and Ethnicity | | | | |
| 2021 Estimated White | 81.6% | 85.5% | 86.2% | 89.3% |
| 2021 Estimated Black or African American | 11.3% | 7.2% | 6.7% | 4.5% |
| 2021 Estimated Asian or Pacific Islander | 2.9% | 2.6% | 2.5% | 1.9% |
| 2021 Estimated American Indian or Native Alaskan | 0.3% | 0.2% | 0.2% | 0.3% |
| 2021 Estimated Other Races | 3.9% | 4.4% | 4.3% | 4.1% |
| 2021 Estimated Hispanic | 5.5% | 6.2% | 6.1% | 6.1% |
| Income | | | | |
| 2021 Estimated Average Household Income | \$37,378 | \$58,219 | \$63,302 | \$77,367 |
| 2021 Estimated Median Household Income | \$30,016 | \$47,398 | \$50,880 | \$61,031 |
| 2021 Estimated Per Capita Income | \$11,668 | \$22,709 | \$24,421 | \$29,430 |
| Education (Age 25+) | | | | |
| 2021 Estimated High School Graduate | 24.1% | 24.1% | 24.6% | 28.9% |
| 2021 Estimated Some College | 23.0% | 19.9% | 19.7% | 19.5% |
| 2021 Estimated Associates Degree Only | 7.2% | 7.3% | 7.6% | 8.8% |
| 2021 Estimated Bachelors Degree Only | 23.9% | 25.1% | 24.1% | 21.6% |
| 2021 Estimated Graduate Degree | 13.3% | 19.2% | 19.2% | 15.7% |
| Business | | | | |
| 2021 Estimated Total Businesses | 153 | 960 | 1,022 | 1,417 |
| 2021 Estimated Total Employees | 5,524 | 18,695 | 19,286 | 22,993 |
| 2021 Estimated Employee Population per Business | 36.1 | 19.5 | 18.9 | 16.2 |
| 2021 Estimated Residential Population per Business | 76.8 | 32.8 | 35.0 | 40.3 |
| FIGURES DO NOT INCLUDE MANY STUDENTS ATTENDING BOWLING GREEN STATE UNIVERSITY 22,000+ STUDENTS) | | | | |



DISCLOSURE, CONFIDENTIALITY & DISCLAIMER

CONFIDENTIALITY AGREEMENT

The information within this Offering Memorandum will set forth an understanding regarding the relationship between the Recipient of this package (the "Recipient") and The Cooper Group and the confidentiality of the investment information to be supplied to you and your organization for use in considering, evaluating and/or purchasing this property (the "Property"). The recipient acknowledges that all financial, contractual, marketing, and informational materials including but not limited to lease information, occupancy information, financial information, projections, data information and any other similar information provided by The Cooper Group which relates to the Property (collectively, the Confidential Information), whether said information was transmitted orally, in print, in writing or by electronic media is confidential in nature and is not to be copied to any party without the prior consent of The Cooper Group. The Recipient acknowledges and agrees that the Confidential Information is of such a confidential nature that severe monetary damage could result from dissemination of that information to unauthorized individuals. The Recipient shall limit access to the Confidential Information to those individuals in the Recipient's organization with a "need to know" and shall take all precautions reasonably necessary to protect the confidentiality of the Confidential Information. The Recipient acknowledges and agrees that the Confidential Information and any copies thereof are the property of The Cooper Group and that all such information will be returned to The Cooper Group upon written request. Any offers or inquiries from Recipient in connection with this investment proposal shall be forwarded, confidentiality, to The Cooper Group. Other than The Cooper Group, recipient agrees that neither Recipient nor The Cooper Group shall be obligated to pay any procuring broker fees in connection with this investment unless a separate written Brokerage Agreement is entered into and written acknowledgement of any procuring Brokerage Agreement is received from all parties to the investment transaction. Procuring brokers must provide written introductions of potential investors and receive written acknowledgment from The Cooper Group for representation to be recognized. This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

DISCLOSURE & DISCLAIMER

The Memorandum contains selected information pertaining to the property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property, to be all-inclusive or to contain all or part of the information which perspective Recipients may require to evaluate the purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the economy, market conditions, competition and other factors beyond the control of the owner or The Cooper Group. All references disclosed herein related to acreage, square footages and/or other measurements may be approximations and the best information available. The summaries of information included herein do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Photos herein are the Property and respective owners and use of these images without the express written consent of the owner is prohibited.

The owner and the Cooper Group expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or terminate discussions with any entity and any time with or without notice which may arise as a result of review of this Memorandum.

Neither the owner or the Cooper Group, nor any of their respective directors, officers, affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or its contents; and you are to rely solely on your investigators and inspections of the property in evaluating a possible purchase of the Property. The information contained in this document has been obtained from sources to be reliable. While the Cooper Group does not doubt its accuracy, the Cooper Group has not verified it and makes no guarantee, warranty or representation about it. It is your responsibility to independently confirm the accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the Property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors.



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