




**I-65 (46,866 VPD)**



**Edinburgh**  
**Premium Outlets**  
 378,000 SF  
 85+ Retail Stores



US HWY 31 (35,740 VPD)



Fully Signalized Access



**Camp Atterbury**  
45,000 Person Military Base  
30,000 Acres



# Starbucks

11900 N US-31 | Edinburgh, IN 46124



## ► Stan Johnson Co.



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BY ACCEPTING THIS COM, YOU AGREE THAT: (1) all information contained herein, and all other information you have received or may hereafter receive from SJC relating to the Property, whether oral, written or in any other form (collectively, the "Information"), is strictly confidential; (2) you will not copy or reproduce, and claim as your own without attribution to SJC, all or any part of this COM or the Information; (3) upon request by SJC at any time, you will return and/or certify your complete destruction of all copies of this COM and the Information; (4) for yourself and all your affiliates, officers, employees, representatives, agents and principals, you hereby release and agree to indemnify and hold harmless SJC all of its affiliates, officers, employees, representatives, agents and principals, from and with respect to any and all claims and liabilities arising from or related to the receipt or use of this COM and/or any other Information concerning the Property; (5) you will not provide this COM or any of the Information to any other party unless you first obtain such party's acceptance and approval of all terms, conditions, limitations and agreements set forth herein, as being applicable to such party as well as to you; and (6) monetary damages alone will not be an adequate remedy for a violation of these terms and that SJC shall be entitled to equitable relief, including, but not limited to, injunctive relief and specific performance, in connection with such a violation and shall not be required to post a bond when obtaining such relief.



←  
Closest Outlet Mall to  
Indianapolis  
(35 Miles Away)



Outlet Mall Pulls  
from 1.9 Million  
Person Trade Area



I-65 (46,866 VPD)

→  
Columbus, IN  
6 Miles Away  
44,000 People

Edinburgh

Premium Outlets  
378,000 SF  
85+ Retail Stores

MICHAEL KORS



RALPH LAUREN



US HWY 31 (35,740 VPD)



Ruby Tuesday



←  
Camp Atterbury  
45,000 Person Military Base  
30,000 Acres



Fully Signalized Access



Over 375 Hotel  
Rooms at This  
Intersection



# Section 1 Executive Summary

Starbucks | Edinburgh, IN





# The Offering

**Stan Johnson Company ("SJC")**, on behalf of ownership as its exclusive advisor, is pleased to present the opportunity to acquire the fee simple ownership interest in the Starbucks property located at 11900 N US-31 in Edinburgh, IN ("Property"). Completed in 2017, the Property comprises a 2,276 square foot building with drive-thru accessibility and outdoor seating on a large 1.17-acre parcel. The Property is located at the entrance of the Edinburgh Premium Outlets, a 378k square foot mall which is located along U.S. Hwy 31 (35,740 VPD). The site offers convenient access to Interstate 65 - the primary path connecting Columbus and Indianapolis which supports a daily commuter traffic count of 46,866 vehicles per day.

The Property is 100% leased and guaranteed by Starbucks Corporation ("Tenant"), the multinational coffee chain with a global network of 32,660 restaurant locations. As of 9/2020, Starbucks reported net sales of \$23.5 billion and a net income of \$928 million. Starbucks carries an investment grade rating of BBB+/Stable by S&P Global Ratings and is publicly traded on the NASDAQ under the ticker symbol SBUX.

The Property is offered with 6.5 years of lease term remaining with no options to terminate by Tenant. The Lease provides 100% reimbursement by Tenant for all Operating Expenses and rental increases of 7.5% every 5 years in the Base Term and each of the four (4), five (5) year renewal options. The Offering provides a highly passive investment structure backed by an investment grade corporate entity with guaranteed rental income through February 2028.



# Investment Summary

Price: \$2,276,000    Cap Rate: 4.75%

Property Summary	
Tenant	Starbucks Corporation
Credit Rating	S&P: BBB+/Stable
Location	11900 N US-31, Edinburgh, IN 46124
Year Built	2017
Building Size	± 2,276 SF
Lot Size	± 1.17 Acres
Parking Ratio	20.7 / 1,000 SF

Lease Summary	
Lease Type	NN - Landlord Responsible for Roof and Structure
Annual Rent	\$108,110 (\$47.50/SF)
Lease Term Remaining	6.5 Years
Commencement Date	December 8, 2017
Expiration Date	February 29, 2028
Renewal Options	Four (4), Five (5) Year Options
Rental Increases	7.5% in Year 6; 7.5% in options



Entrance to  
**378,000 SF**  
Outlet Mall



**1.9 Million**  
Person Trade  
Area



**45,000 Person**  
Military Base



**BBB+**  
Investment-Grade  
Credit

# Investment Highlights

## Investment Grade Corporate Backing by Starbucks Corporation (NASDAQ: SBUX)

The Lease is 100% backed by Starbucks Corporation, a multinational coffee company with a global network of 32,660 stores. For FYE 9/2020, Starbucks reported net sales of \$23.5 billion and a net income of \$928 million. Starbucks carries an investment grade credit rating of BBB+/Stable by S&P Global Ratings.

## Recent Freestanding Drive-Thru Construction

The Property was built in 2017 with a modern design which emphasizes drive-thru and outdoor seating. The Property is offered with recent construction, limiting Landlord exposure to capital expenses related to roof and structure.

## Adaptive QSR Business Model

Prior to the Covid-19 pandemic, 80% of Starbucks' domestic sales were through "on-the-go" service platforms. With increased focus on drive-thru sales, mobile orders, and outdoor seating, Starbucks is further insulated from detrimental effects of operational restrictions or limitations.

## Desirable Lease Structure

The Lease provides 100% reimbursement by Tenant for all operating expenses, including insurance, taxes, and common area maintenance. The Lease offers rental increases every five years during the base term and continuing through each renewal option.

## Proximity to Major Economic Drivers

The Property is positioned at the entrance to Edinburgh Premium Outlets, a 378K square foot mall which draws consumer traffic from a 1.9 million person trade area. Additionally, the Property is located just south of Camp Atterbury Military Base which houses over 45,000 government employees.

## Strategic Market Position

The Property is positioned with direct frontage on U.S. Hwy 31 (35,740 VPD) and direct access to Interstate 65 (46,866 VPD) - the primary path connecting Columbus and Indianapolis. The site benefits from excellent visibility by mall shoppers, daily commuters, and a total of 375 hotel rooms at the nearest intersection.





## Section 2

# Financial Summary & Tenant Overview

Starbucks | Edinburgh, IN





# Lease Summary



Lease Abstract	
<b>Tenant:</b>	Starbucks Corporation
<b>Ownership Interest:</b>	Fee Simple
<b>Address:</b>	11900 N US-31, Edinburgh, IN 46124
<b>Building Size (SF):</b>	2,276
<b>Land (Acres):</b>	1.17
<b>Year Built   Renovated:</b>	2017
<b>Lease Commencement:</b>	12/8/2017
<b>Lease Expiration:</b>	2/29/2028
<b>Base Lease Term:</b>	10.0 Years
<b>Lease Term Remaining:</b>	6.5 Years
<b>Current Rent:</b>	\$108,110 (\$47.50/SF)
<b>Rent Increases:</b>	7.5% in Year 6
<b>Renewal Options:</b>	Four (4), Five (5) Year Options
<b>Renewal Notice:</b>	Ninety (90) days prior to expiration of the term
<b>Renewal Increases:</b>	7.5% in options
<b>Lease Type:</b>	NN - Landlord Responsible for Roof and Structure
<b>Expense Recovery:</b>	Tenant shall pay Landlord 100% of Operating Expenses in monthly installments as Additional Rent, including: - Real Estate Taxes - Common Area Maintenance - Insurance Premiums
<b>Landlord's Obligations:</b>	Landlord shall, at its sole cost and expense, maintain, repair, and make replacements to the Premises, including upkeep of roof and structural portions of the building; Landlord shall, subject to Tenant reimbursement, maintain and repair the parking area, sidewalks, outdoor seating area, and drive-through facility
<b>Tenant's Obligations:</b>	Tenant shall keep the Premises in good order and repair, including maintaining all plumbing, HVAC, and systems exclusively serving the Premises; Tenant is responsible for snow and ice removal
<b>Insurance:</b>	Landlord shall at all times maintain the following policies: a) Commercial General Liability insurance with a limit not less than One Million Dollars (\$1,000,000) per occurrence and Two Million Dollars (\$2,000,000) in aggregate b) Special Form commercial property insurance with a limit not less than full replacement value

<b>Taxes:</b>	Tenant shall reimburse 100% of all real estate taxes and assessments
<b>CAM:</b>	Tenant shall reimburse 100% of all costs for common area maintenance
<b>Utilities:</b>	Tenant shall pay all charges directly to the applicable utility provider
<b>Assignment/Sublet:</b>	Tenant shall have the right to sublet the Premises or assign its interest in the Lease to: a) a parent, subsidiary, affiliate, or entity under common ownership with Tenant b) a successor entity related to Tenant by merger, consolidation, or reorganization; or b) an entity acquiring not less than ten (10) of Tenant's locations operating under any trade name used by Tenant
<b>Termination Option:</b>	None
<b>ROFR/ROFO:</b>	None
<b>Parking Ratio:</b>	20.7 / 1,000 SF
<b>Use of Premises:</b>	Tenant may use and occupy the Premises and Drive-Through Facility/Outdoor Seating Area for: a) a coffee store or b) any other lawful retail or restaurant use
<b>Estoppel:</b>	Tenant shall, no more than twice per year, provide within Thirty (30) days on written request from Landlord

Rent Schedule					
Lease Dates	Lease Year	Annual	Monthly	RPSF	% Increase
12/08/2017 - 02/28/2023	Year 1 - 5	\$108,110	\$9,009	\$47.50	
03/01/2023 - 02/29/2028	Year 6 - 10	\$116,218	\$9,685	\$51.06	7.5%
03/01/2028 - 02/28/2033	Option 1	\$124,934	\$10,411	\$54.89	7.5%
03/01/2033 - 02/28/2038	Option 2	\$134,304	\$11,192	\$59.01	7.5%
03/01/2038 - 02/28/2043	Option 3	\$144,377	\$12,031	\$63.43	7.5%
03/01/2043 - 02/29/2048	Option 4	\$155,205	\$12,934	\$68.19	7.5%

# Tenant Overview

**Starbucks Corporation (NASDAQ: SBUX)** is an American global coffee company and coffeehouse chain based in Seattle, Washington. Starbucks was founded in 1985 as a local coffee bean roaster and retailer and has grown into the largest coffeehouse company in the world. Currently, there are 32,660 Starbucks locations open across six continents and 75 countries and territories.

The drive-thru is Starbucks original on-the-go experience. The company plans to continue to expand and enhance the drive-thru for customers including opening new locations outside of densely populated cities and in new markets. The company will also design new experiences that could include double lane drive-thru, or drive-thru plus curbside pickup, all of which would leverage the ordering and payment capabilities of the Starbucks App.

Starbucks locations serve hot and cold beverages, whole-bean coffee, micro-ground instant coffee, full-leaf teas, pastries, and snacks. Most stores also sell packaged food items, hot and cold sandwiches, and items such as mugs and tumblers. Many of the company's products are seasonal or specific to the locality of the store, while Starbucks-brand ice cream and coffee are also offered at grocery stores. Through Starbucks Entertainment division and its Hear Music brand, the company also markets books, music, and films.

Starbucks has a strong presence both in the U.S. and in the global marketplace due in part to its rapid growth over the last few decades. In the 1990s, Starbucks opened a new store every workday, a pace that continued into the 2000s. The first store outside the United States or Canada opened in the mid-1990s, and overseas stores now constitute almost one third of Starbucks' stores.

As of September 2020, Starbucks had annual revenue of \$23.5 billion and net income of \$928 million.



**STARBUCKS®**

Tenant Profile	
<b>Tenant Name</b>	Starbucks Corporation
<b>Doing Business As</b>	Starbucks
<b>Business Type</b>	Retail; Quick Service Restaurant
<b>Entity Type</b>	Public (NASDAQ: SBUX)
<b>Credit Rating</b>	BBB+/Stable (S&P)
<b># Locations</b>	32,660+
<b>Founded</b>	1985
<b>Headquartered</b>	Seattle, WA
<b>Website</b>	<a href="http://www.starbucks.com">www.starbucks.com</a>



Representative Photo



# Market & Location Overview

Starbucks | Edinburgh, IN







Downtown Edinburgh



Camp Atterbury Barracks Complex

## Location Summary

**Edinburgh** is a community spanning across three counties (Bartholomew, Johnson, and Shelby) in Indiana, just 35 miles south of Indianapolis. While in itself the town has a population of 4,480, it is part of the Indianapolis MSA and has two major attractions that pull from a 1.9 million person trade area.

First is the Edinburgh Premium Outlet Mall, which features 85 stores including big names such as Michael Kors, Coach, Under Armour, Nike, Columbia Sportswear, and Polo Ralph Lauren to name a few. This 378,000 square-foot Simon-owned mall is the only outlet mall within 60 miles of Indianapolis. This is the primary shopping mall for southern Indianapolis residents as well as the hundreds of communities scattered across southern Indiana within one hour's drive.

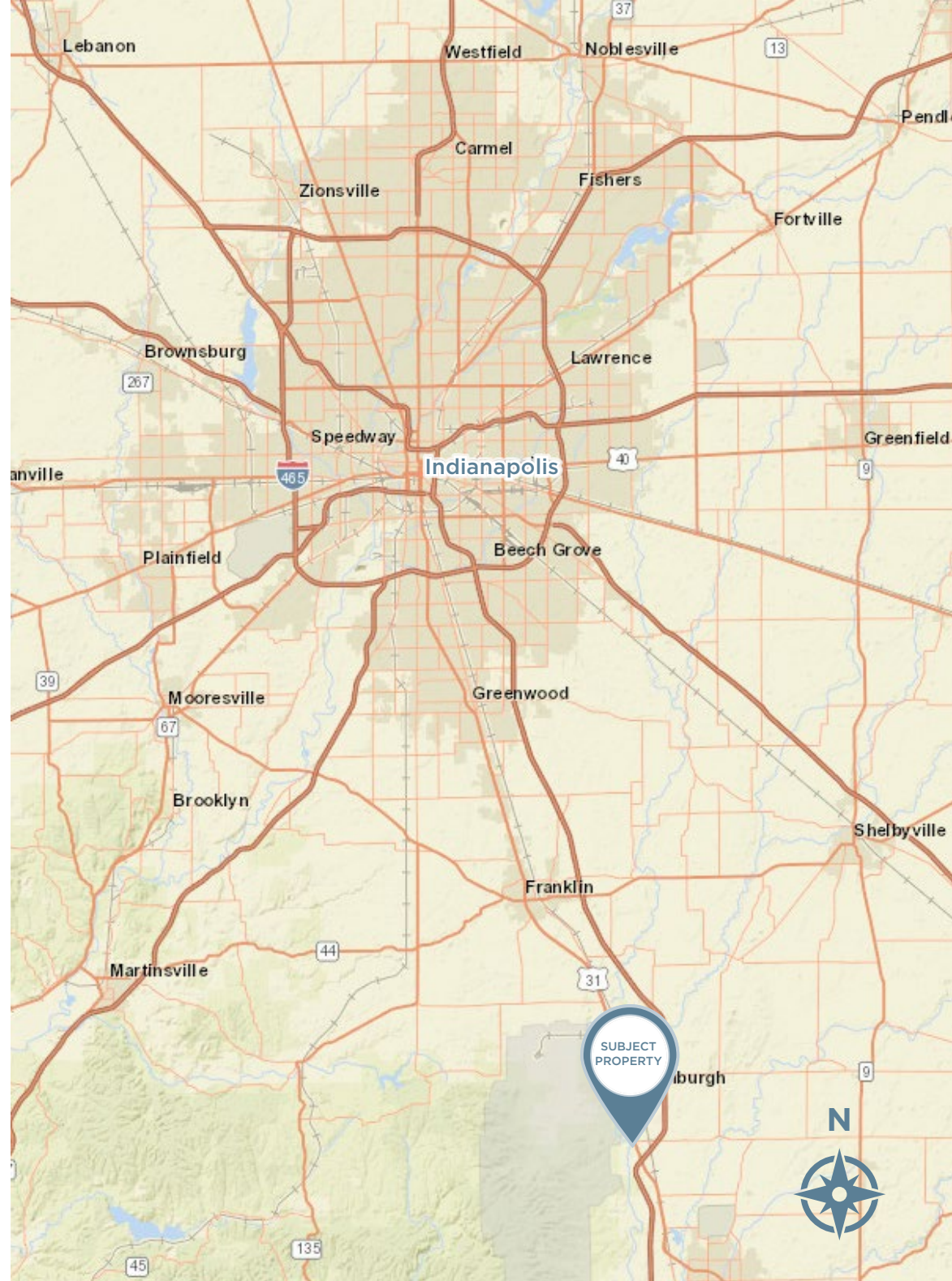
Of equal significance is Camp Atterbury, which is a National Guard training facility housing over 1,800 residential units and 45,000 active military troops. This 30,000-acre mega facility is minutes from the Property on Edinburgh's northwest side. The original World War II base is incredibly connected to its community and used for military and government operations as well as civilian deployment training and pre-operational testing. Camp Atterbury is home to the Joint Maneuver Training Center, 157th Infantry Brigade, 205th Infantry Brigade and 4th Cavalry Brigade. It contains facilities for the Army National Guard, Army Reserves, and Marine Corps. There are live fire ranges for infantry, artillery and tanks. There is also an aerial gunnery range for A-10 Thunderbolts.

Originally, Camp Atterbury spanned over 43,000 acres, but the facilities have been reduced to 30,000 acres with the rest overtaken by the Atterbury Job Corps, US Department of Labor, Hoosier Horse Park and Johnson County Parks Department. The compound also expanded in 2005 to include the Muscatatuck State Hospital, which added 3,000 acres to the total facilities.

The Property is also only 6 miles from nearby Columbus, IN. Columbus is the county seat of Bartholomew County, is Indiana's 20th largest city, and has a population of 44,061. Columbus is the birthplace of former Indiana Governor and former Vice President of the United States, Mike Pence.

The July 2005 edition of GQ magazine named Columbus as one of the "62 Reasons to Love Your Country." The city serves as the headquarters to the engine company, Cummins, Inc. and currently specializes in six manufacturing sub-sectors: machinery/engine, automotive, paper products, fabricated metals, plastics, and chemicals/pharmaceuticals.







1.9 Million  
Person Trade Area



Shop  
Columbus

Central Marketing  
Associates

CTI

Camp Atterbury  
45,000 Person Military Base  
30,000 Acres

J & R Shelton  
Truck Wash

Fence Boss



Vic's Antiques  
& Uniques

BW Best Western

CENTRA  
CREDIT UNION

TACO  
BELL

Ricker's

Hardee's

Hilton  
Garden Inn

THORNTONS

Hampton  
by HILTON

MONTANA  
MIKE'S

Holiday Inn  
Express



MAX & ERMA'S

MOTOR  
HARLEY-DAVIDSON  
COMPANY

Crock  
Pot

Comfort  
INN

McDonald's

Arbys

Ruby Tuesday

Edinburgh  
Premium Outlets  
378,000 SF  
85+ Retail Stores

Indianapolis, IN  
35 Miles Away

Columbus, IN  
6 Miles Away  
44,000 People

US HWY 31 (35,740 VPD)

I-65 (46,866 VPD)

GAP  
OUTLET

VF  
OUTLET

Hanes

POLO  
RALPH LAUREN

BANANA REPUBLIC  
MICHAEL KORS  
ANN TAYLOR

Nike  
Factory Store

SKECHERS  
OUTLET

PUMA

Eddie Bauer

TOMMY  
HILFINGER

COACH

GUESS  
FACTORY

Calvin Klein

maurices

LOFT

Justice

adidas

J.CREW

OSH KOSH  
B'gosh

Columbia  
FACTORY STORE

AÉROPOSTALE

rue21

dressbarn

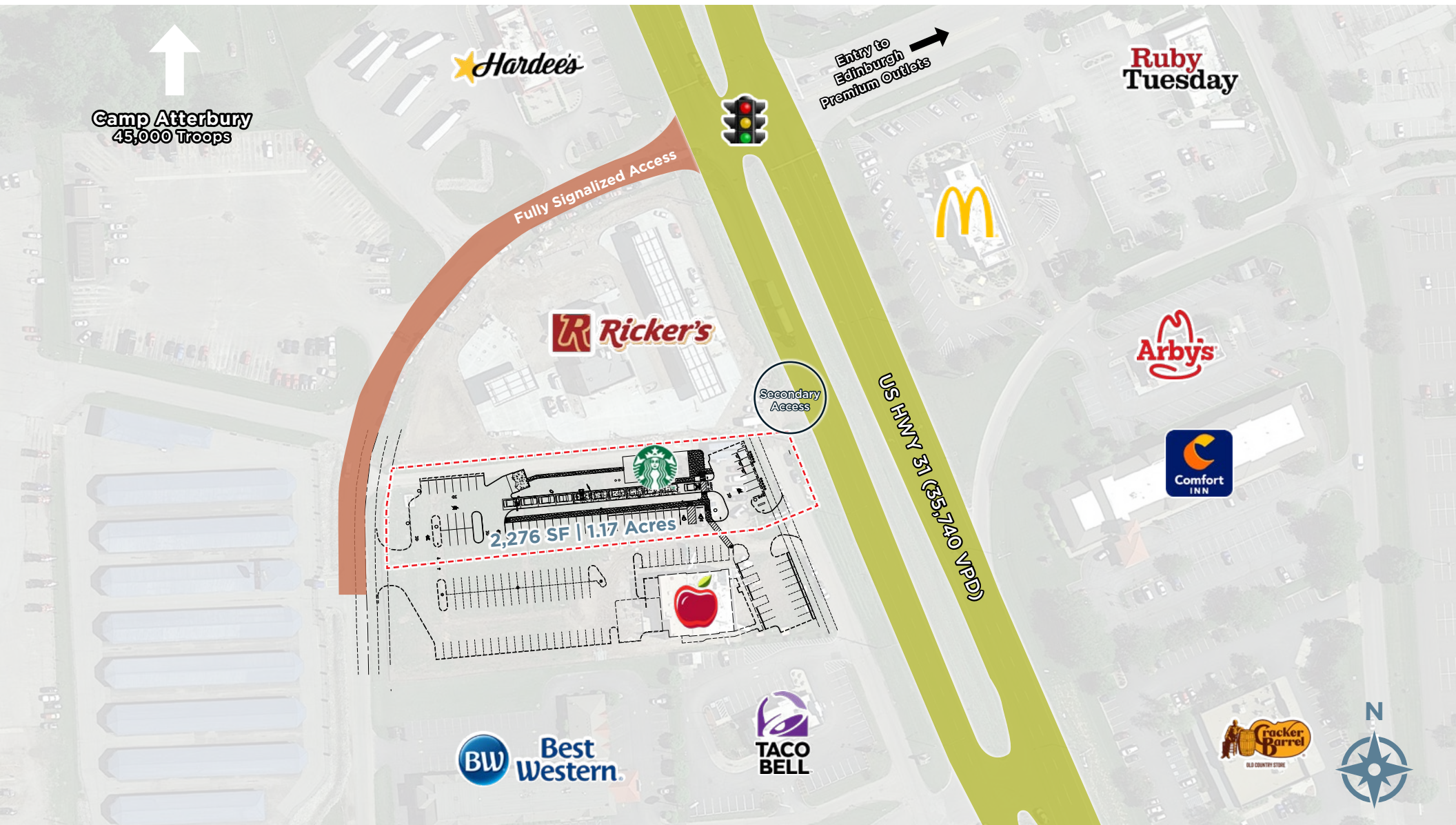
OLD NAVY

OLD NAVY





# Site Plan







## Subject Property Photos







## Aerial Photos





# Demographics



Population	3 miles	5 miles	10 miles
2021 Population	8,559	15,373	78,156
2026 Population	8,812	15,836	81,228
2010-2021 Annual Rate	0.49%	0.51%	0.76%
2021-2026 Annual Rate	0.58%	0.60%	0.77%



Households	3 miles	5 miles	10 miles
2021 Total Households	3,094	5,613	30,622
2026 Total Households	3,176	5,776	31,833
2010-2021 Annual Rate	0.39%	0.48%	0.77%
2021-2026 Annual Rate	0.52%	0.57%	0.78%



Household Income	3 miles	5 miles	10 miles
2021 Average Household Income	\$59,967	\$68,645	\$87,685
2021 Median Household Income	\$53,041	\$56,647	\$67,116

**Camp Atterbury**  
**45K**  
Population  
(5 miles away)

**Columbus, IN**  
**44K**  
Population  
(6 miles away)

**I-65 Interchange**  
**46K**  
Vehicles Per Day  
Immediately  
Next Door





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going beyond

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