

Marcus & Millichap



# SEAFORD INDUSTRIAL PORTFOLIO

Owner-User or Investment Opportunity

6063 & 6095 Whitehurst Drive • Seaford, DE



OFFERING MEMORANDUM





## GUIDELINES

The offering is being distributed exclusively by Marcus & Millichap and SVN Miller Commercial Real Estate to the investment community. Following the initial bids, the owner will select an investor to purchase the property or request from a group of investors to submit a best and final offer, from which one will be selected. The selection will be based on a variety of factors including purchase price, contract terms, financial strength, ability to close, timing and experience in closing similar transactions.

Offers must be presented in writing and include:

- Price
- Source of capital & relevant experience
- Proposed schedule of due diligence and closing
- Amount of earnest money
- List of contingencies including committee approvals, possible 1031 exchanges, etc.

All interested investors are encouraged to schedule a tour to visit the property and the surrounding market with Marcus & Millichap and SVN-Miller to fully appreciate its market position, quality and strong fundamentals.

# exclusively listed

**Bob Johnson**

Marcus & Millichap, Senior Director  
(404) 313-3100  
bob.johnson@marcusmillichap.com

**John McClellan, CCIM, SIOR**

SVN-Miller, Senior Advisor  
(410) 543-2428  
john.mcclellan@svn.com

**Kelly Jeter**

SVN-Miller, Advisor  
(410) 543-2440  
kelly.jeter@svn.com

**Marcus & Millichap**



**Sean Beuche, Broker of Record**

2005 Market Street, Suite 1510 | Philadelphia, PA 19103  
(215) 531-7050 | Sean.Beuche@marcusmillichap.com  
License: RB-0031090

# TABLE OF CONTENTS

---

## **EXECUTIVE SUMMARY** **1**

---

Investment Opportunity  
Offering Highlights

## **LOCATION OVERVIEW** **2**

---

Sussex County Industrial Submarket Statistics  
Regional Map  
Proximity Aerial  
City of Seaford Overview  
Demographics

## **PROPERTY OVERVIEW** **3**

---

Property Aerial  
Site Plan  
Portfolio Specifications  
6063 Whitehurst Floor Plan & Photos  
6095 Whitehurst Floor Plan & Photos

## **FINANCIAL OVERVIEW** **4**

---

Tenant Overviews  
Rent Roll  
Operating Statements





Marcus & Millichap



## EXECUTIVE SUMMARY



Marcus & Millichap in conjunction with SVN-Miller is pleased to exclusively present to the market for sale 6063 & 6095 Whitehurst Drive, a two-building Industrial portfolio totaling  $\pm 124,784$  square feet in Seaford, Sussex County, Delaware. The warehouses feature high ceilings, dock doors, drive-in doors, conditioned production space, food grade clean space, and office space. Both buildings are fully sprinklered and operate on well and septic. Situated on a total of  $\pm 23$  acres, the site contains an undeveloped  $\pm 10$ -acre tract. There is potential for the 6095 Whitehurst building to be expanded by an additional  $\pm 60,000$  SF or to utilize the undeveloped land to store materials or trailers. The buildings have been extremely well-maintained and have undergone numerous renovations over the years. The property is positioned excellently along Route 20 just west of Route 13, the major north/south corridor of the Eastern Shore of Maryland and Delaware. The existing Delmarva Central rail line is only 700 feet from the property, and siding could easily be installed.

### 6063 & 6095 WHITEHURST DRIVE • SEAFORD, DE 19973

PROPERTY SUMMARY	
Market Area	Sussex County Submarket
Property Description	Two-Building Industrial Portfolio
Rentable Building Area	$\pm 124,784$ Total
Occupancy	100% Currently   25% February 2024
Years Built	1977, 1979 & 1991   Renovations 2013 through 2020
Land Area	$\pm 23$ Total Acres (Includes $\pm 10$ Acres Undeveloped / Under-Utilized Land)
Zoning	HI-1 (Heavy Industrial)
THE OFFERING	
Price	\$8,100,000   \$65 PSF

### INVESTMENT OPPORTUNITY

This offering is ideal for the owner-user who seeks to offset the cost of buildout with in-place NOI. The complex is currently fully leased with the anchor tenant occupying 90,000 SF vacating at the end of January 2024.

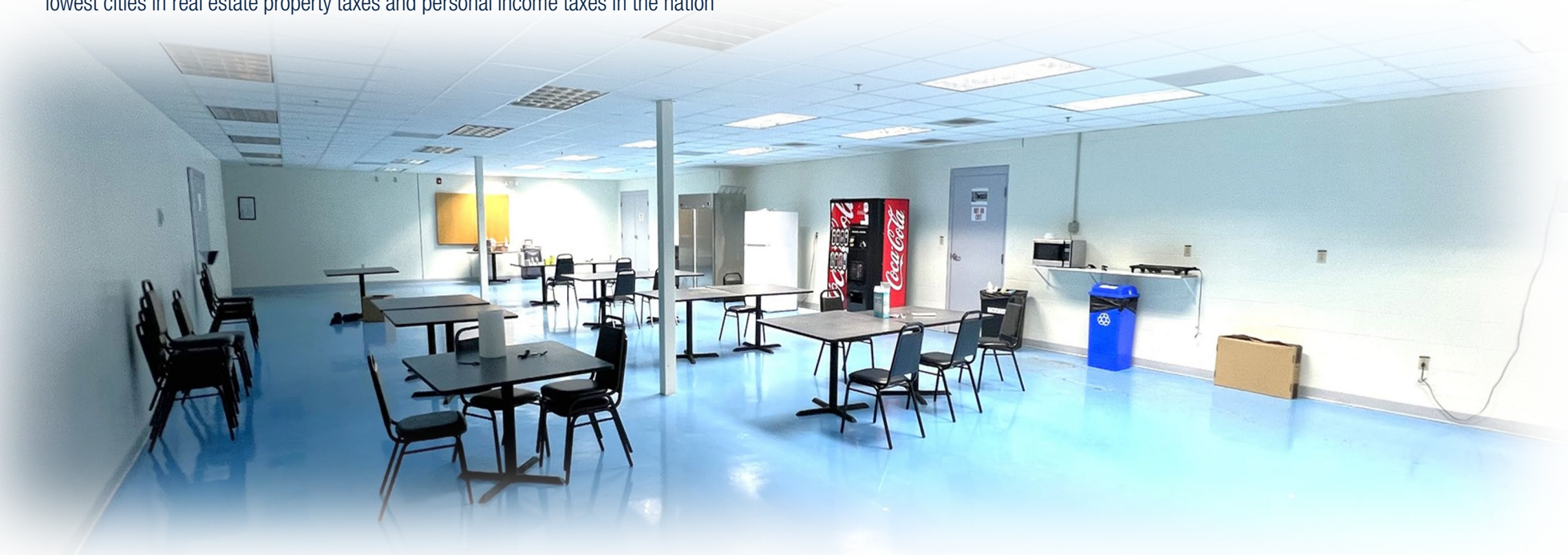
This offering is also appealing for the opportunistic investor who seeks to add value through lease-up of a facility residing within a Federal Opportunity Zone.





## OFFERING HIGHLIGHTS

- **Significant Owner-User Opportunity** | Offset the cost of buildout with in-place NOI | Existing buildout within facility appeals to a wide range of potential industrial uses | No other 100,000+ SF blocks currently available for sale or for lease within the submarket
- **Ideal Opportunistic Investment** | Add value through lease-up | Anchor tenant occupying 90,000 SF vacating at the end of January 2024 | Remaining tenancy offers stable cash flows with in-place rental escalations
- **Development Potential** | ±10 Acres Under-Utilized Land | Undeveloped land can be used to store materials or trailers | Potential for 6095 Whitehurst building to be expanded by additional ±60,000 SF
- **Desirable Access** | Positioned along Route 20 just west of Route 13, the major north/south corridor of the Eastern Shore of MD and DE | Existing Delmarva Central rail line is only 700 feet from the property and siding can easily be installed
- **Located in the County, No City Taxes** | NO SALES TAX | Seaford is one of the lowest cities in real estate property taxes and personal income taxes in the nation
- **Portfolio Features** | Ceiling heights ranging from 22-28 ft, 15 loading docks, 5 grade-level overhead doors, conditioned production space, food grade clean warehouse space, office space
- **Renovated & Well-Maintained** | **6063 Whitehurst:** Roof and insulation replaced (2013), T5 lighting throughout the building (2013 & 2016), dock levelers replaced (2015), 6 overhead doors replaced (2020), paving milled & resurfaced (2020) | **6095 Whitehurst:** (Major renovations 2013-2014) created clean production area, T5 lighting installed, new HVAC (8) 15-ton AC units, new restrooms, new vestibule, new lobby, new 2-story office with breakroom, upgraded sprinklers, FM-200 fire alarm, additional parking
- **Federal Opportunity Zone** | Location within a Federal Opportunity Zone provides tax benefits to investors | Visit <https://business.delaware.gov/opportunity-zones/> to learn more
- **Central Location** | 38 miles from Dover, 125 miles from Philadelphia, 99 miles from Baltimore







Marcus & Millichap



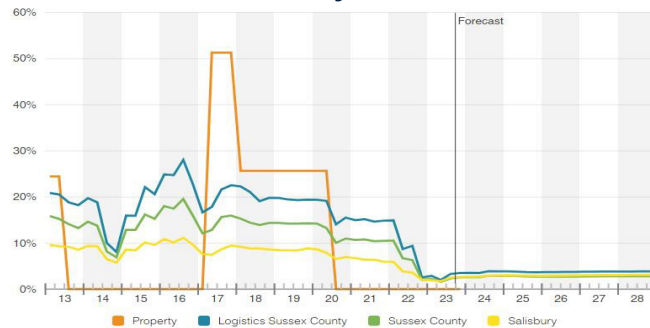
## LOCATION OVERVIEW



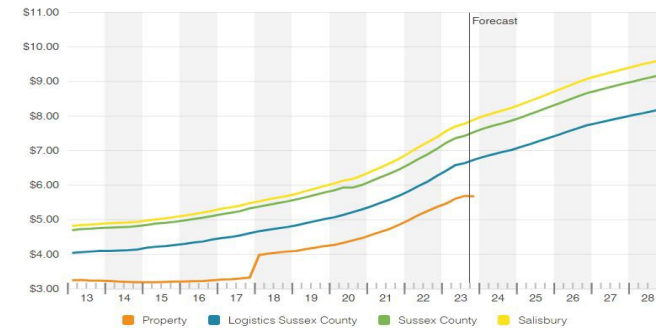
## SUSSEX COUNTY INDUSTRIAL SUBMARKET

- Vacancy in the Sussex County industrial submarket is 2.3% and has decreased 4.0% over the past 12 months. Meanwhile, the broader Salisbury market saw vacancy decrease by 1.2%. During this period, 440,000 SF has been absorbed, and 120,000 SF has delivered. Total availability, which includes sublease space, is 3.0% of all inventory.
- Within this submarket, logistics space is by far the largest subtype with 5.2 million SF in this category, followed by 1.7 million SF of specialized space and 1.3 million SF of flex space.
- Rents are around \$7.40/SF, which is a 7.6% increase from where they were a year ago. In the past three years, rents have increased a cumulative 24.7%. This is a moderately inexpensive market, relative to Salisbury as a whole, where average rents are \$7.80/SF.
- Coincidentally, about 120,000 SF is under construction, which is the same amount of net deliveries in the past year. The amount under construction represents a 1.5% expansion of inventory.
- There have been 8 sales over the past year, for a total of \$10.7 million. Over the past three years, there have been 40 sales, which have traded for approximately \$31.5 million. The market cap rate for Sussex County is 7.8%, moderately above its trailing three-year average of 7.4%.

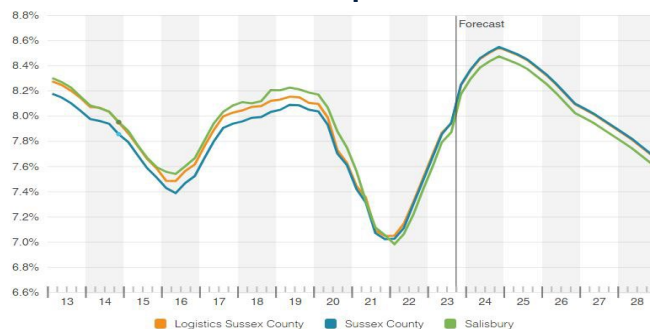
### Vacancy Rate



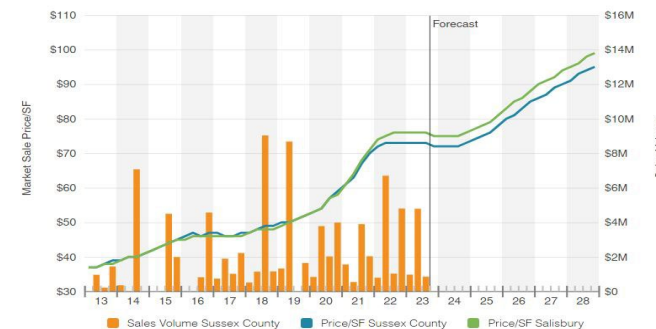
### Market Rent Per SF



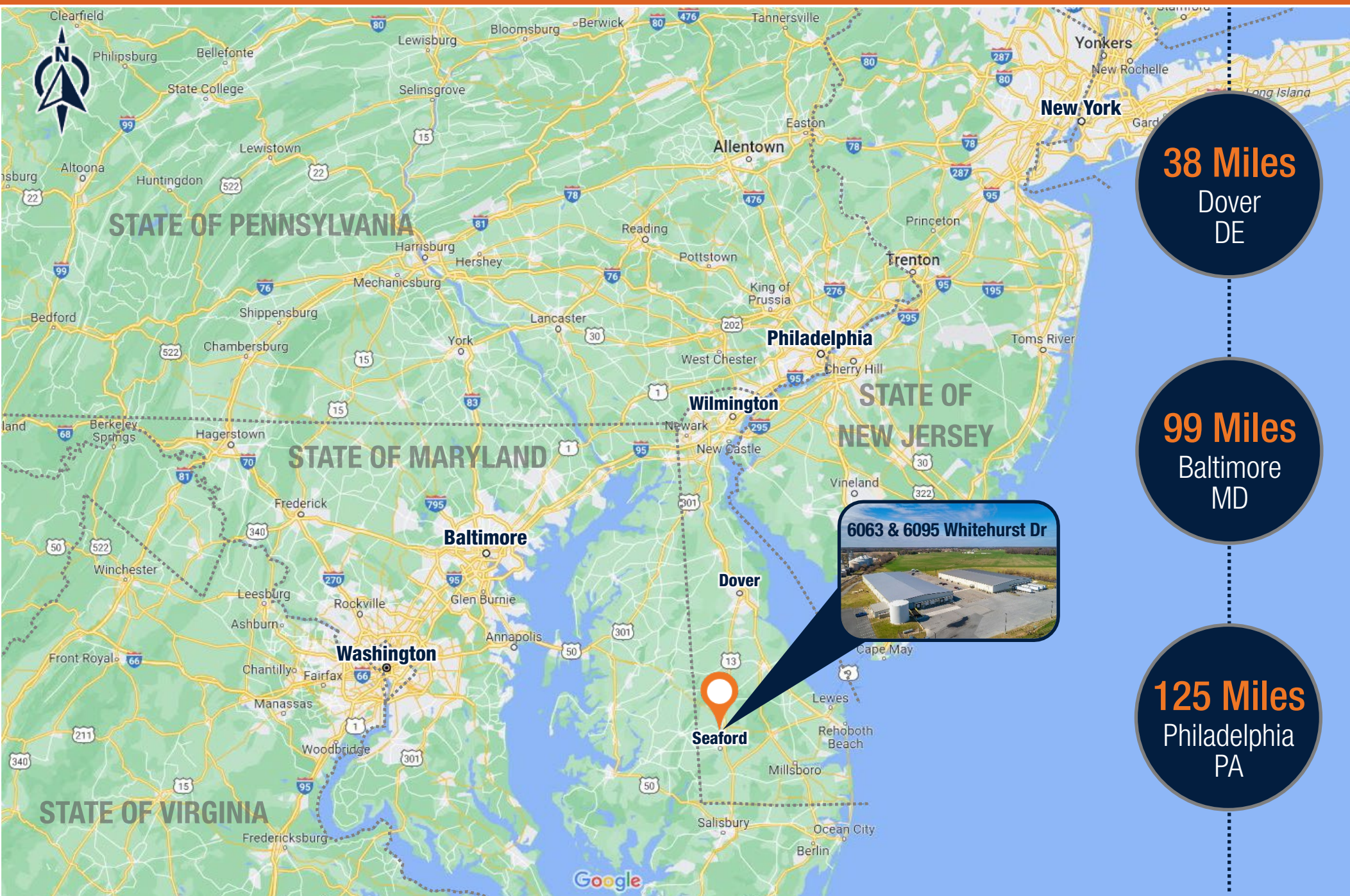
### Market Cap Rate



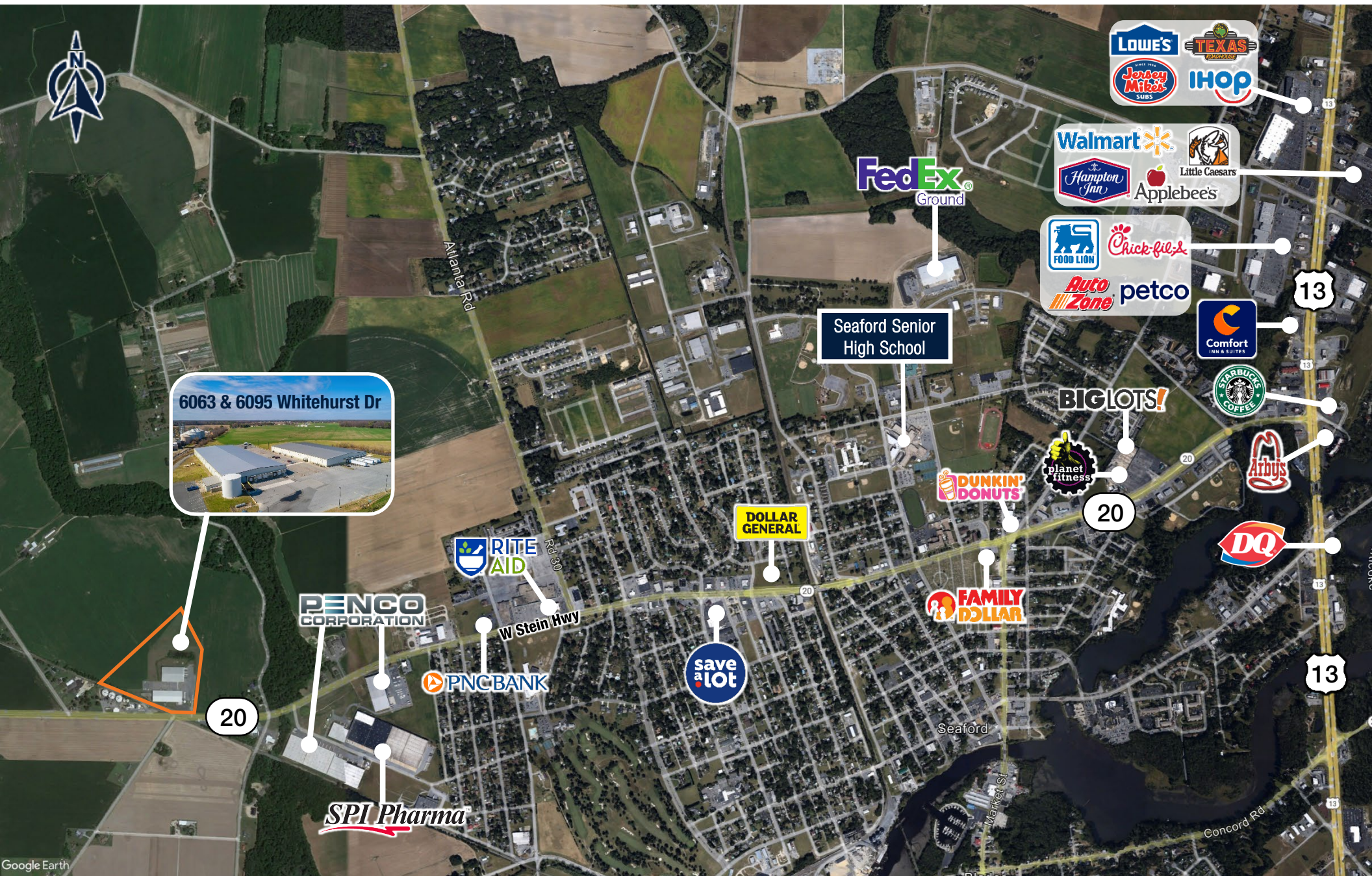
### Sales Volume & Market Sale Price PSF













## CITY OF SEAFORD OVERVIEW

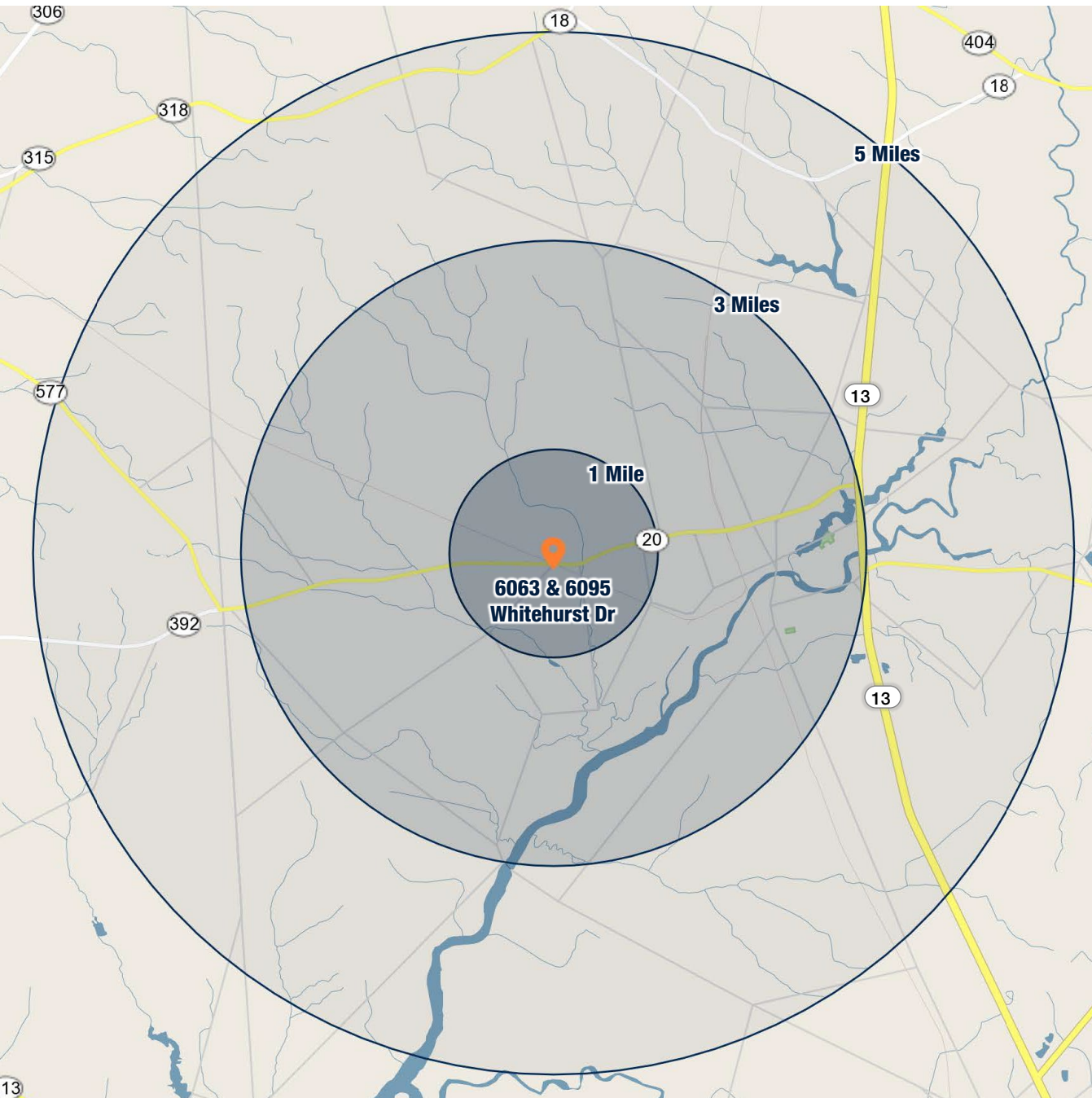


Seaford, Delaware is situated along U.S. Route 13, the main north-south artery running from Wilmington, DE to Norfolk, VA. Located in the southwest portion of the state, its central position on the Delmarva Peninsula makes it an important trade center and convenient to both the large cities and seashore resorts. Using a network of first-class highways, Seaford is within just two hours of Philadelphia, Baltimore, Washington D.C., and Port Wilmington. The community touts a stable work force and is supported by a proactive, business-friendly city government. Three fully serviced industrial and business parks are located just one mile off U.S. Route 13. There is NO SALES TAX and the city is one of the lowest in real estate property taxes and personal income taxes in the nation.



Source: <https://www.seafordde.com/>





## DEMOGRAPHICS

### POPULATION

	1 Mile	3 Miles	5 Miles
2027 Projection	1,586	15,249	26,614
2022 Estimate	1,503	14,451	25,161
2010 Census	1,306	12,579	21,854
2000 Census	1,217	11,439	19,266
Day Population	970	14,262	20,246

### INCOME

Average	\$83,636	\$72,851	\$79,570
Median	\$66,263	\$55,131	\$59,022
Per Capita	\$33,526	\$28,630	\$31,043

### HOUSEHOLDS

2027 Projection	637	5,966	10,374
2022 Estimate	602	5,627	9,768
2010 Census	514	4,782	8,295
2000 Census	485	4,364	7,336

Source: © Experian



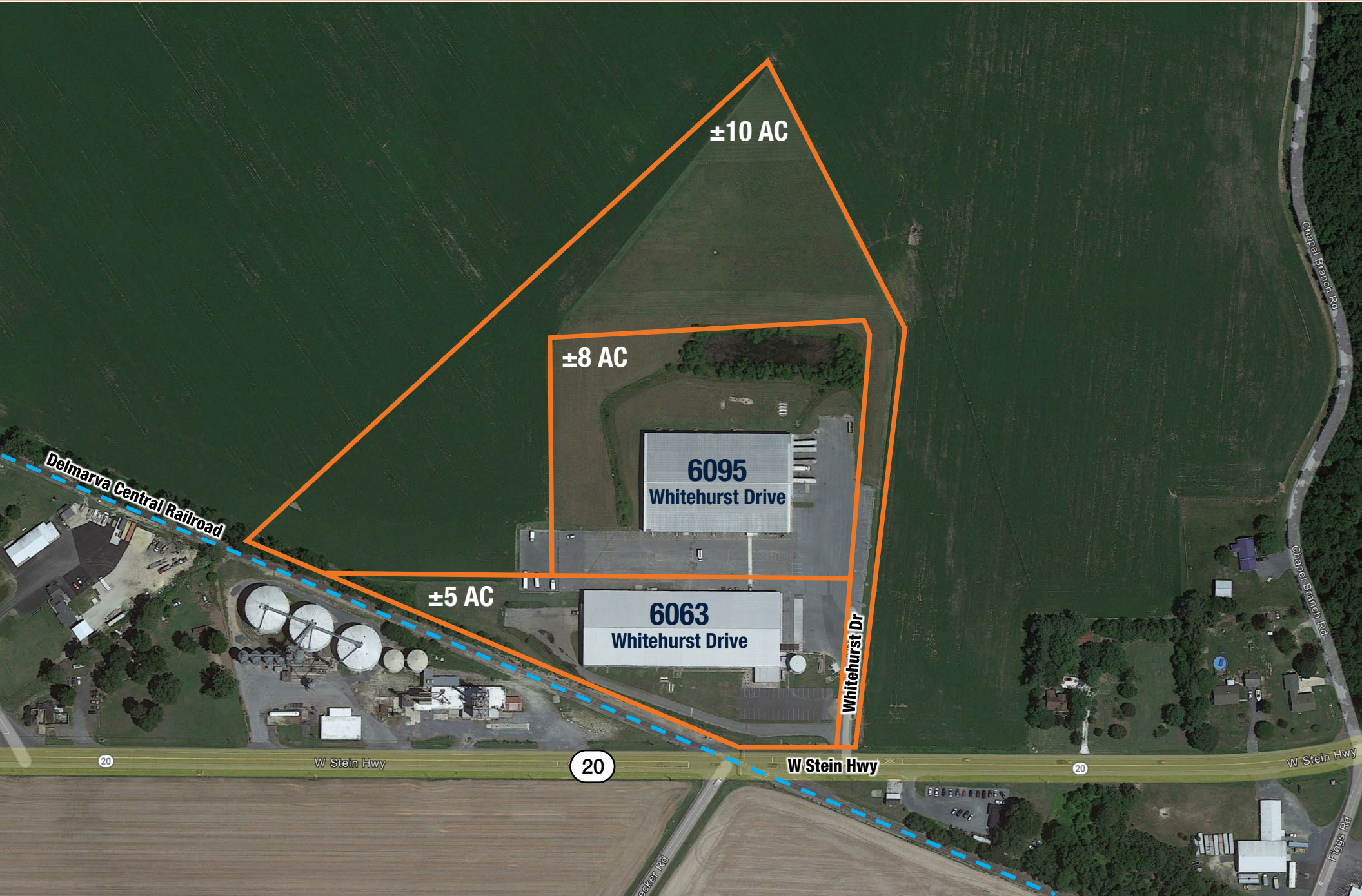


Marcus & Millichap



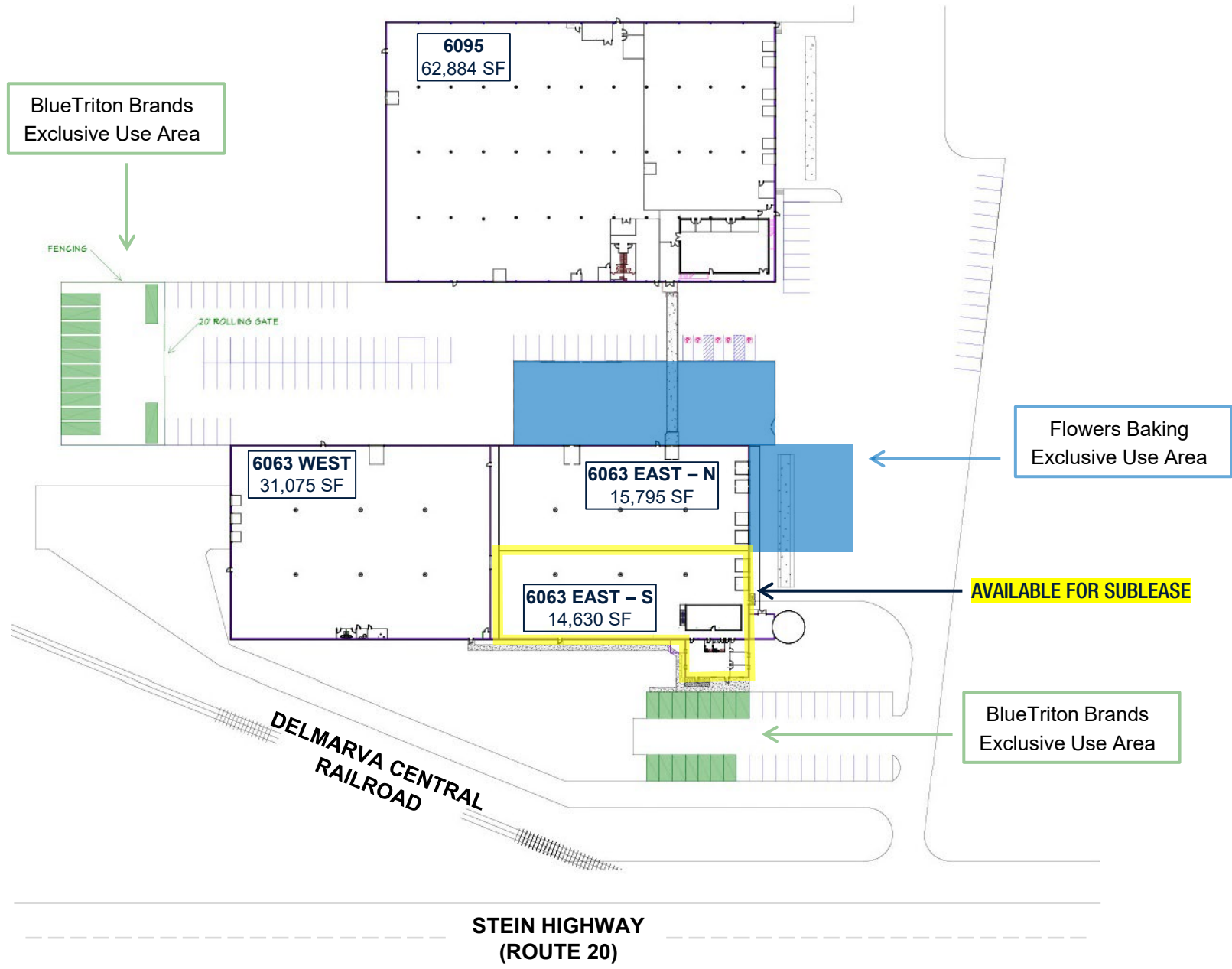
## PROPERTY OVERVIEW







SITE PLAN | 6063 & 6095 WHITEHURST DRIVE





## PORTFOLIO SPECIFICATIONS

	6063 Whitehurst Drive	6095 Whitehurst Drive
<b>Building Area</b>	61,900 SF	62,884 SF (Potential for building to be expanded to 120,000 SF plus)
<b>Years Built</b>	Constructed in 1977 & 1979. Renovations in 2013, 2015, 2016, 2020.	Constructed in 1991. Renovated in 2013.
<b>Lot Size</b>	5.0 AC	18.3 AC
<b>Floor Slab</b>	6" reinforced concrete	6" reinforced concrete
<b>Walls</b>	12" masonry (poured solid with steel reinforced concrete) around entire exterior perimeter of Warehouse area to 4 ft. above finished floor; 26-gauge metal panels with baked enamel finish and 3" Fiberglas batt insulation on interior from 4 ft. above finished floor.	12" masonry (poured solid with steel reinforced concrete) around entire perimeter of Mfg. & Warehouse area to 4 ft. above finished floor; 26-gauge metal panels with baked enamel finish and 3" Fiberglas batt insulation on interior from 4 ft. above finished floor.
<b>Roof</b>	26-gauge metal panels with aluminized steel coating and stainless-steel fasteners (20-year manufacturer's warranty) with 3" Fiberglas batt insulation. Roof replaced in November 2013.	26-gauge metal panels with aluminized steel coating and stainless-steel fasteners with 3" Fiberglas batt insulation.
<b>Ceiling Heights</b>	22' Eave Height; 26' 8' Ridge Height	22' Eave Height; 28' Ridge Height
<b>Lighting</b>	T5 High Bay fluorescent lighting in East and West half of Warehouse area installed in 2013 & 2015 respectively; T12 Fluorescent fixtures in Office, Restrooms, and Break Room areas.	High bay T5 fluorescent fixtures in Production & Warehouse area; T-8 Fluorescent fixtures in Lobby, Breakroom, Mezzanine, Locker Room, and Restroom areas.
<b>Heating</b>	Warehouse area: LP gas-fired infrared heating units (new heaters installed in E half of warehouse in October 2018); Office, Restrooms & Break Room areas: HVAC (Heat pump).	Production & Warehouse area: LP gas fired duct heaters through package HVAC units; Restroom area: LP gas fired duct heaters through package HVAC units.
<b>Loading Facilities</b>	<b>East Loading Area:</b> <ul style="list-style-type: none"> <li>Six (6) 8' x 10' overhead doors (dock height) facing East</li> <li>One (1) 10' x 14' overhead door (ground level) facing North</li> <li>One (1) 12' x 14' overhead door (ground level) facing North</li> </ul> Dock levelers at all dock height overhead doors. New dock levelers installed in August 2015. <b>West Loading Area:</b> <ul style="list-style-type: none"> <li>Three (3) 8' x 10' overhead doors (dock height) facing West;</li> <li>One (1) 12' x 14' overhead doors (ground level) facing North;</li> </ul> Dock levelers at all dock height overhead doors. New dock levelers installed in November 2014.	<ul style="list-style-type: none"> <li>Six (6) 8' x 10' overhead doors (dock height)</li> <li>One (1) 10' x 12' overhead door (grade level)</li> <li>One (1) 10' x 10' overhead door (grade level)</li> </ul> Dock levelers at all dock height overhead doors.
<b>Water</b>	Private well: 4" diameter, PVC casing, well yield – 30 GPM.	Private well.
<b>Sewer</b>	Septic system. System designed to support 40 people per day and an additional 1,000 gallons of clean process water per day.	Septic system designed to accommodate 180 people. Can be reduced in size in order for the land to be used for other purposes.
<b>Electrical Service</b>	East section: 600-amp, 120/240 volt, 3-phase, 4-wire - primary metering. West section: 1,200-amp, 277/480 volt, 3-phase, 4-wire - primary metering.	1,200-amp, 277/480 volt, 3-phase, 4-wire - primary metering.
<b>Fire Protection</b>	Wet sprinkler system throughout entire building.	Wet sprinkler system throughout entire building.
<b>Parking Facilities</b>	38 parking spaces with room for additional parking.	Existing paved area accommodates approximately 80 automobiles.



**FLOORPLAN | 6063 WHITEHURST DRIVE | TOTAL BUILDING AREA 61,900 SF**

**FLOOR SUMMARY**
**6063 West:**

West Building/Warehouse area 31,075 SF  
(includes 400 SF Adjacent Warehouse Offices & Restrooms)

**6063 East N:**

East Building/Offices & Warehouse (81' 11" x 192' 10") 15,795 SF

**6063 East S:**

East Building/Warehouse area (68' 1" x 192' 10") 13,130 SF  
1st Floor Office & Restrooms 1,500 SF

**Common Area** (adjacent to East Building) and  
Fire Pump Rooms (20' x 20')

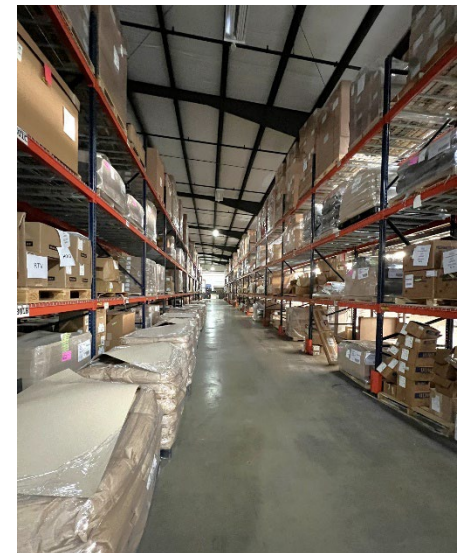
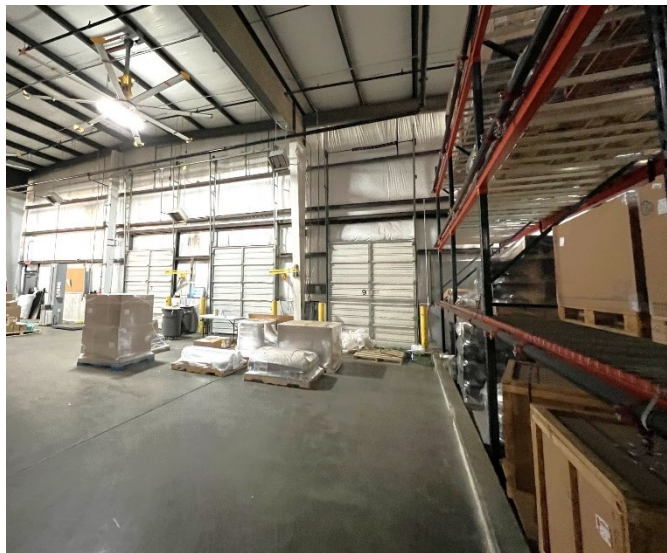
400 SF

**Total Building Area**

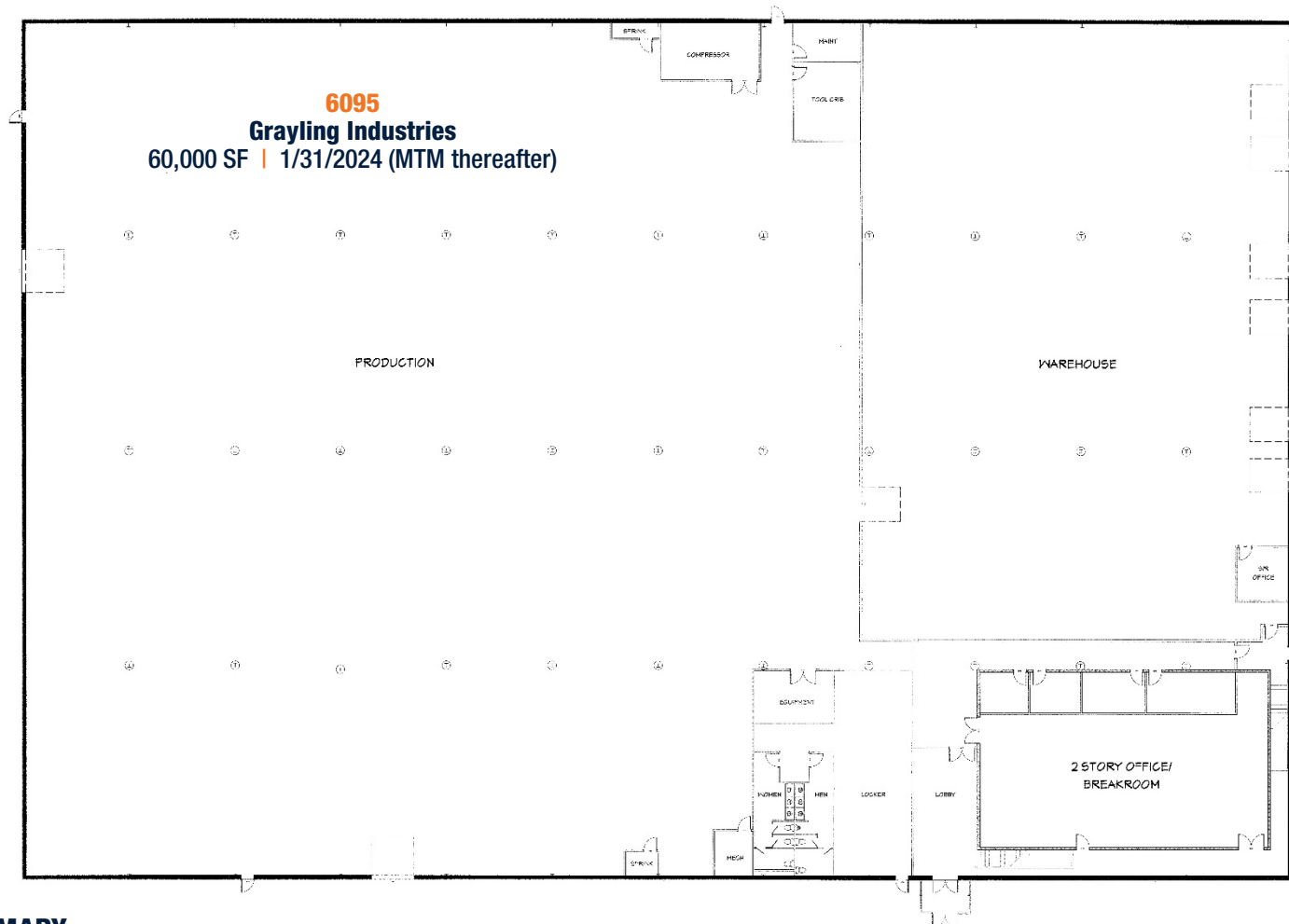
**61,900 SF**



6063 WHITEHURST DRIVE





**FLOORPLAN | 6095 WHITEHURST DRIVE | TOTAL BUILDING AREA 62,884 SF****FLOOR SUMMARY**

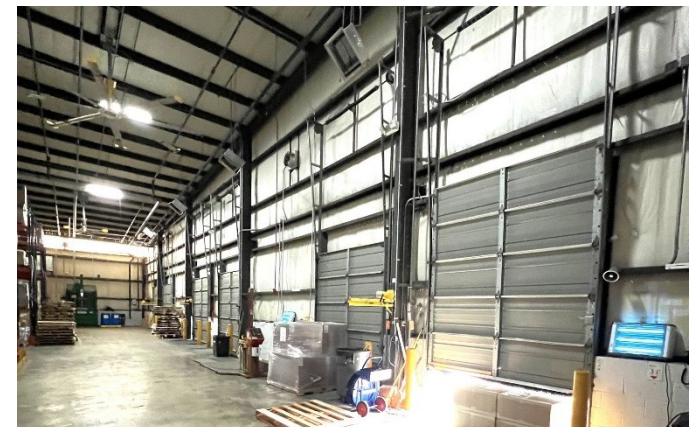
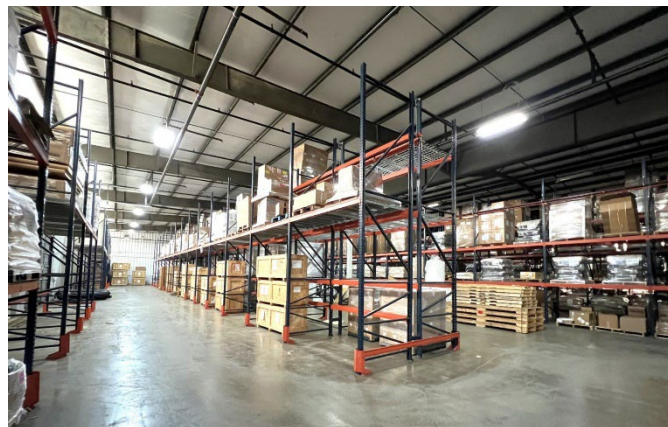
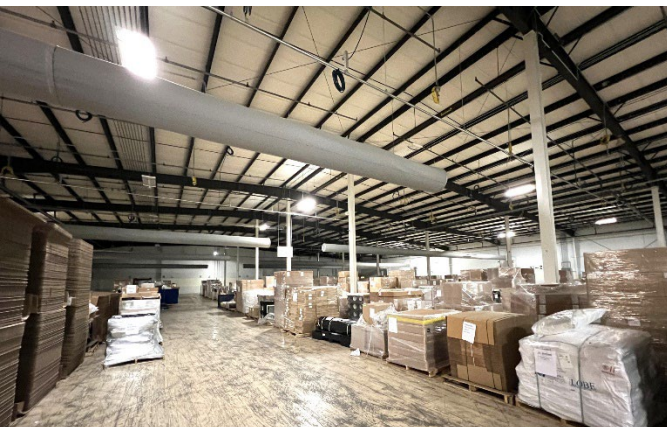
Production area:	38,500 SF
Warehouse area:	14,500 SF
Breakroom & Office area:	2,788 SF
Mezzanine Office area:	2,788 SF
Locker Room, Lobby, Restrooms & Vestibule area:	<u>4,308 SF</u>
<b>Total Building Area</b>	<b>62,884 SF</b>

**Comments:**

- Production Area, Restrooms, Locker Room, Lobby, Breakroom, Offices and Mezzanine areas are fully air conditioned.
- Building could be expanded to 120,000 SF plus.

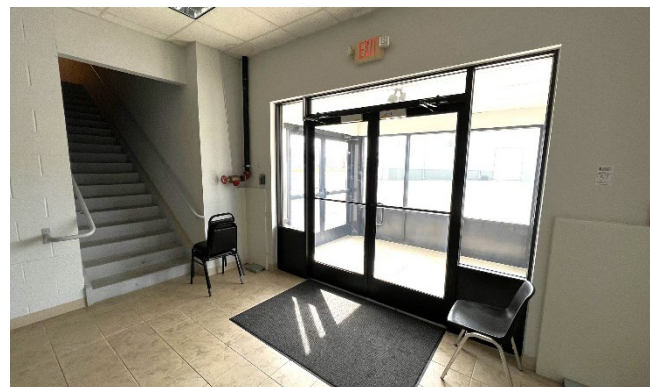
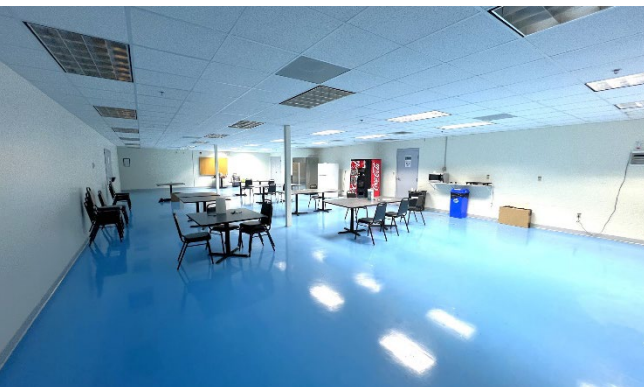
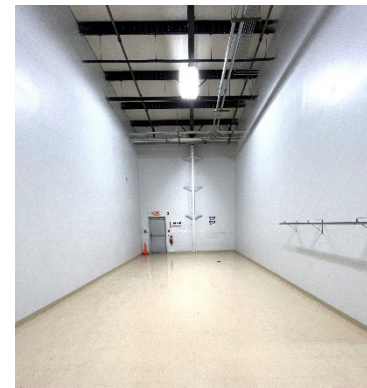


6095 WHITEHURST DRIVE





6095 WHITEHURST DRIVE







Marcus & Millichap



## FINANCIAL OVERVIEW



## 6063 East – N



## TENANT OVERVIEW

**Flowers Foods** – Second-largest producer and marketer of packaged bakery foods in the U.S. with 2022 sales of \$4.8 billion. Headquartered in Thomasville, GA, the Flowers family opened its first bakery in 1919. The company operates 47 bakeries in 19 states producing bread, buns, rolls, pastries, and tortillas.

[www.flowersfoods.com](http://www.flowersfoods.com)

## LEASE ABSTRACT

<b>SF Leased</b>	15,750 SF
<b>% GLA</b>	13%
<b>Lease Commencement</b>	9/1/2018
<b>Lease Expiration</b>	8/31/2030
<b>Rental Escalations</b>	3% Annually
<b>Renewal Options</b>	none
<b>Lease Type</b>	NNN

## Lease Notes:

- Tenant's 8-year lease extension commenced 9/1/22. Tenant has the option to terminate at end of 5 years (8/31/27) with 9-months' prior written notice, payment of unamortized office improvements (approx. \$44,650), and no termination penalty.
- Landlord is responsible for roof and structure of the building as well as HVAC replacements/repairs over \$5,000 per year and \$2,500 per occurrence. Tenant is responsible for interior repairs and maintenance.

## 6063 East – S



## TENANT OVERVIEW

**BlueTriton Brands** – American beverage company based in Stamford, CT. Former subsidiary of Nestlé known as Nestlé Waters North America, Inc between 2002 and 2021. Producer and distributor of numerous brands of bottled water across North America including Arrowhead Water, Deer Park Spring Water, and more.

[www.bluetriton.com](http://www.bluetriton.com)

## LEASE ABSTRACT

<b>SF Leased</b>	14,600 SF
<b>% GLA</b>	12%
<b>Lease Commencement</b>	8/1/2020
<b>Lease Expiration</b>	10/31/2027
<b>Rental Escalations</b>	2% Annually
<b>Renewal Options</b>	Two, 5-Year
<b>Lease Type</b>	NNN

## Lease Notes:

- Landlord is responsible for roof and structure of the building as well as HVAC replacements/repairs over \$5,000 per year and \$2,500 per occurrence. Tenant is responsible for interior repairs and maintenance.

**Tenant is actively seeking to sublease its space. Potential for termination buy-out.**

## 6063 West &amp; 6095



## TENANT OVERVIEW

**Grayling Industries** – Grayling Industries, a subsidiary of ILC Dover, is a North American manufacturer of specialized flexible film products for industrial applications. Primary products include intermediate bulk containers and liners and products for contamination control on asbestos abatement projects.

[www.ilcdover.com](http://www.ilcdover.com)

## LEASE ABSTRACT

<b>SF Leased</b>	90,000 SF
<b>% GLA</b>	75%
<b>Lease Commencement</b>	6/20/2013
<b>Lease Expiration</b>	1/31/2024
<b>Rental Escalations</b>	none remaining
<b>Renewal Options</b>	none remaining
<b>Lease Type</b>	NNN

## Lease Notes:

- Tenant extended lease through 1/31/2024 and has option of continuing MTM until cancelled by either party with 30 days' prior written notice



## PORTFOLIO RENT ROLL

Building   Suite	Tenant Name	SF Leased	Lease Type	Rent Start Date	Rent End Date	Annual Rent PSF	Total Rent Per Month
<b>6063 Whitehurst Drive</b>							
<b>6063   West</b>	Grayling Industries, Inc. Available For Lease 2/1/2024	30,000	NNN	11/1/2013	1/31/2024 <sup>(1)</sup>	\$6.73	\$16,830
<b>6063   East – N</b>	Flowers Baking Co. of Oxford, Inc.	15,750	NNN	9/1/2018	8/31/2030 <sup>(2)</sup>	\$5.47	\$7,180
<b>6063   East – S</b>	BlueTriton Brands (Formerly Nestle Waters) Available For Sublease	14,600	NNN	11/1/2020	10/31/2027 <sup>(3)</sup>	\$6.31	\$7,680
<b>6095 Whitehurst Drive</b>							
<b>6095 Whitehurst</b>	Grayling Industries, Inc. Available For Lease 2/1/2024	60,000	NNN	6/20/2013	1/31/2024 <sup>(1)</sup>	\$6.73	\$33,660

(1) Grayling Industries extended lease through 1/31/2024 and has option of continuing MTM until cancelled by either party with 30 days' prior written notice

(2) Flowers Baking 8-year lease extension commenced 9/1/2022 with option to terminate at end of yr 5 (8/31/2027) with 9 months' prior written notice and payment of unamortized office improvement

(3) BlueTriton Brands is actively seeking to sublease its space. There is potential for a termination buy-out.





## OPERATING STATEMENT | 6063 WHITEHURST DRIVE

Income		2019	2020	2021	2022	Projected 2023	Proforma 2024
Rental Income	PTG Logistics	-\$26,550 <sup>(a)</sup>	\$0	\$0	\$0	\$0	\$0
	Nestle Waters	\$0	\$14,480	\$87,170	\$88,910	\$90,660	\$92,470
	Grayling Industries	\$91,880	\$94,170	\$96,520	\$98,930	\$117,810 <sup>(b)</sup>	\$139,455 <sup>(b),(c)</sup>
	Flowers Baking Co.	\$63,520	\$65,100	\$66,740	\$68,420	\$85,000 <sup>(d)</sup>	\$86,760 <sup>(d)</sup>
Reimbursement CAM	Nestle Waters	\$0	\$1,155	\$4,334	\$4,018	\$7,815 <sup>(e)</sup>	\$8,049 <sup>(e)</sup>
	Grayling Industries	\$5,747	\$4,595	\$12,245	\$11,720	\$16,789 <sup>(e)</sup>	\$17,292 <sup>(e)</sup>
	Flowers Baking Co.	\$2,289	\$3,149	\$6,149	\$4,177	\$8,731 <sup>(e)</sup>	\$8,993 <sup>(e)</sup>
Reimbursement Utilities	Nestle Waters	\$0	\$1,514	\$4,788	\$4,454	\$4,982	\$5,082
	Grayling Industries	\$7,001	\$7,353	\$7,236	\$6,204	\$7,529	\$7,680
	Flowers Baking Co.	\$7,819	\$6,856	\$6,265	\$5,340	\$6,518	\$6,648
Reimbursement Insurance	Nestle Waters	\$0	\$2,517	\$2,892	\$2,214	\$2,454	\$2,528
	Grayling Industries	\$1,472	\$3,929	\$5,944	\$4,550	\$5,042	\$5,193
	Flowers Baking Co.	\$1,533	\$2,063	\$3,121	\$2,389	\$2,647	\$2,726
Reimbursement Real Estate Taxes	Nestle Waters	\$0	\$1,460	\$3,772	\$2,894	\$3,924	\$4,002
	Grayling Industries	\$7,357	\$8,402	\$7,751	\$7,721	\$8,064	\$8,225
	Flowers Baking Co.	\$4,223	\$4,650	\$4,070	\$3,738	\$4,234	\$4,319
<b>Total Income</b>		<b>\$166,291</b>	<b>\$221,393</b>	<b>\$318,997</b>	<b>\$315,679</b>	<b>\$372,199</b>	<b>\$399,422</b>

Expenses							
General Maintenance		\$5,660	\$44,497	\$3,050	\$14,587	\$3,173	\$3,236
Snow Removal		\$0	\$0	\$0	\$1,435	\$0	\$0
Utilities		\$19,745	\$17,949	\$21,854	\$18,378	\$22,737	\$23,192
Alarm System		\$264	\$264	\$264	\$264	\$264	\$264
Fire Protection		\$2,625	\$3,001	\$2,328	\$8,443	\$2,423	\$2,471
Insurance		\$4,765	\$10,110	\$14,272	\$15,370	\$16,716	\$17,217
Real Estate Taxes		\$15,082	\$17,223	\$15,891	\$15,828	\$16,533	\$16,864
Management Fee (4%)		\$6,216	\$6,950	\$10,017	\$10,250	\$11,739	\$12,747
<b>Total Expenses</b>		<b>\$54,357</b>	<b>\$99,994</b>	<b>\$67,676</b>	<b>\$84,555</b>	<b>\$73,585</b>	<b>\$75,991</b>

<b>Net Operating Income</b>	<b>\$111,934</b>	<b>\$121,399</b>	<b>\$251,321</b>	<b>\$231,123</b>	<b>\$298,614</b>	<b>\$323,431</b>
-----------------------------	------------------	------------------	------------------	------------------	------------------	------------------

## Comments

- (a) Includes \$26,550 refund of settlement to PTG Logistics payment to "Claw Back" provision in settlement agreement due 05/31/2019.
- (b) Grayling Industries extended lease through 1/31/2024 at \$16,830 monthly rent and has option of continuing MTM until cancelled by either party with 30 days' prior written notice.
- (c) Assumes 30,000 SF leased at \$5.45 SF/yr NNN commencing 4/1/2024.
- (d) Flowers Baking Co. lease extension commenced 9/1/2022 at \$5.44 SF/yr NNN including amortization of office improvements of \$14,880/yr with 3% annual increases on base rent for 8-yr term with option to terminate at end of 5 yrs (8/31/2027) with 9 months' prior written notice and payment of unamortized office improvements (approx. \$44,650).
- (e) Includes electric charges for well pump, septic system, and fire sprinkler not previously included in CAM.



## OPERATING STATEMENT | 6095 WHITEHURST DRIVE

Income	2019	2020	2021	2022	Projected 2023	Proforma 2024
Rental Income	\$185,419	\$190,043	\$194,787	\$199,650	\$235,620 <sup>(a),(b)</sup>	\$301,410 <sup>(a),(b)</sup>
Reimbursement CAM	\$18,215	\$18,978	\$20,588	\$23,469	\$32,665 <sup>(c)</sup>	\$33,645 <sup>(c)</sup>
Reimbursement Utilities	\$70	\$70	\$70	\$70	\$70	\$70
Reimbursement Insurance	\$4,997	\$11,486	\$11,826	\$9,234	\$10,683	\$11,003
Reimbursement Real Estate Taxes	\$15,793	\$18,035	\$16,639	\$16,573	\$16,233	\$16,720
<b>Total Income</b>	<b>\$224,494</b>	<b>\$238,612</b>	<b>\$243,910</b>	<b>\$248,996</b>	<b>\$295,271</b>	<b>\$362,848</b>
Expenses						
General Maintenance	\$9,650	\$10,554	\$8,050	\$8,650	\$8,823	\$8,999
Snow Removal	\$0	\$0	\$0	\$1,435	\$0	\$0
Utilities	\$70	\$70	\$70	\$70	\$5,358 <sup>(c)</sup>	\$5,519 <sup>(c)</sup>
Alarm System	\$264	\$264	\$264	\$264	\$264	\$264
Fire Protection	\$2,850	\$3,072	\$2,553	\$5,407	\$3,471	\$3,540
Insurance	\$10,154	\$16,280	\$21,367	\$16,500	\$18,060	\$18,364
Insurance – Vacant Land	\$82	\$85	\$87	\$89	\$91	\$93
Real Estate Taxes	\$15,561	\$17,770	\$16,394	\$16,329	\$16,148	\$17,085
Real Estate Taxes – Vacant Land	\$232	\$265	\$245	\$244	\$249	\$254
Management Fee (4%)	\$7,417	\$7,602	\$7,791	\$7,986	\$9,425	\$12,056
<b>Total Expenses</b>	<b>\$46,280</b>	<b>\$55,962</b>	<b>\$56,821</b>	<b>\$56,974</b>	<b>\$61,888</b>	<b>\$66,175</b>
<b>Net Operating Income</b>	<b>\$178,214</b>	<b>\$182,650</b>	<b>\$187,089</b>	<b>\$192,022</b>	<b>\$233,383</b>	<b>\$296,673</b>

## Comments

- (a) Grayling Industries extended lease through 1/31/2024 at \$33,660 monthly rent and has option of continuing MTM until cancelled by either party with 30 days' prior written notice.  
(b) Assumes 60,000 SF leased at \$5.95 SF/yr NNN commencing 4/1/2024.  
(c) Includes electric charges for fire sprinkler room not previously included in CAM.

## Operating Statement Disclaimer

- I. The information contained herein includes projected income and expenses excluding legal & accounting fees, interest expense, advertising/promotion, consulting fees, and depreciation and is subject to errors and omissions.
- II. Owner/Provider makes no representation or warranty as to the information set forth on the operating statements.
- III. The operating statements are as of 10/18/2023 and the Owner/Provider has no obligation to update the statement or notify the recipient of any changes.



# CONFIDENTIALITY AND DISCLAIMER

## Confidentiality and Disclaimer

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap Real Estate Investment Services, Inc. ("Marcus & Millichap") and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## Non-Endorsements

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation or Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

PLEASE CONSULT YOUR MARCUS & MILLICHAP OR SVN-MILLER AGENT FOR MORE DETAILS.





# exclusively listed

**Marcus & Millichap**



**Bob Johnson**

Marcus & Millichap, Senior Director  
(404) 313-3100  
[bob.johnson@marcusmillichap.com](mailto:bob.johnson@marcusmillichap.com)

**John McClellan, CCIM, SIOR**

SVN-Miller, Senior Advisor  
(410) 543-2428  
[john.mcclellan@svn.com](mailto:john.mcclellan@svn.com)

**Kelly Jeter**

SVN-Miller, Advisor  
(410) 543-2440  
[kelly.jeter@svn.com](mailto:kelly.jeter@svn.com)

**Sean Beuche, Broker of Record**

2005 Market Street, Suite 1510 | Philadelphia, PA 19103  
(215) 531-7050 | [Sean.Beuche@marcusmillichap.com](mailto:Sean.Beuche@marcusmillichap.com)  
License: RB-0031090