



# BLACK RIFLE COFFEE COMPANY

US HWY 301 & SHADY WALK CT | RIVERVIEW, FL

OFFERED  
FOR SALE  
**\$2,570,000**  
**6.50%**



CONFIDENTIAL  
OFFERING MEMORANDUM

 **Atlantic**  
CAPITAL PARTNERS™



## EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to solicit offers for the sale of this new 15 Year Black Rifle Coffee ground lease in Riverview, FL. Black Rifle is currently in their planning and permitting process and plans to open for business in 2025. They are currently paying rent per the lease terms.



**15-YEAR  
NEW LEASE**



**PUBLIC  
COMPANY**



**TAMPA  
TOP GROWTH  
MARKET**


LEASE YEARS	RENT	RETURN
YEARS 1 - 5	\$167,000	6.50%
YEARS 6 - 10	\$181,000	7.04%
YEARS 11 - 15	\$196,400	7.64%
YEARS 16 - 20 (OPTION 1)	\$186,340	7.25%
YEARS 21 - 25 (OPTION 2)	\$204,974	7.98%
YEARS 26 - 30 (OPTION 3)	\$225,471	8.77%
YEARS 31 - 35 (OPTION 4)	\$248,019	9.65%


<b>NOI</b>	<b>\$167,000</b>
<b>CAP</b>	<b>6.50%</b>
<b>PRICE</b>	<b>\$2,570,000</b>

## ASSET SNAPSHOT

TENANT	Black Rifle Coffee
SIGNATOR/GUARANTOR	Authentic Brands (Parent)
ADDRESS	10110 S. US Highway 301 Riverview, FL 33578
BUILDING SIZE (GLA)	2,675 SF
LAND SIZE	0.93 Acres
YEAR BUILT	TBD
LEASE TYPE	Ground Lease
LANDLORD RESPONSIBILITIES	None
RENT COMMENCEMENT DATE	August 1, 2024
REMAINING TERM	15 Years, 3 Months
RENEWAL OPTIONS	4 X 5 Years
CURRENT ANNUAL RENT	\$167,000
RENTAL INCREASES	+/- 8.5% Every 5 Years in base term and then 10% every 5 years in option periods



 **81,064** PEOPLE  
IN 3 MILE RADIUS

 **\$111,855** AHHI  
IN 3 MILE RADIUS

 **57,000** VPD ON  
US HIGHWAY 301



## INVESTMENT HIGHLIGHTS



### RARE OPPORTUNITY

Black Rifle Coffee Outpost in top Tampa trade area



### CORPORATE GUARANTEE

Corporate guarantee from Authentic Brands, Black Rifle's parent company



### PUBLIC COMPANY

Black Rifle is publicly traded on the NYSE and as of September 9 had a market cap of \$781M



### TOP GROWTH MARKET

Dynamic Tampa Bay submarket with 75% population growth since 2000, AHHI exceeding \$100,000



### E-COMMERCE & RECESSION RESISTANT

Fast Food and drive-thru coffee sales grew in 2020 despite the pandemic and the US is the world's largest retail coffee market at \$15 billion annually



### INFLATION HEDGE

Fixed rental increases provide hedge against inflation and an average return of 7.06% over the base term



### UNIQUE BUSINESS MODEL

Diversified business model with large wholesale and direct to consumer business (over 285,000 coffee club subscribers and over 2M social media followers)



### POSITIVE DEMOGRAPHIC TRENDS

Florida has no state income tax and in 2022 ranked as the fastest growing State in the US



**SITE PLAN**



US HWY 301 - 57,000 VPD







**DOLLAR GENERAL**



MURPHY RD

PRESERVE AT PINE GROVE  
51 APT UNITS

RIVERVIEW LAKES  
114 APT UNITS

BankOZK



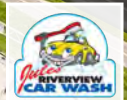
FUTURE  
RETAIL



US HWY 301 - 57,000 VPD

QUIET VALLEY ST

WHITT RD







RIVERVIEW  
HIGH SCHOOL

SENTOSA  
368 APT UNITS

DOLLAR GENERAL

76

MURPHY RD

CHIPOTLE  
MEXICAN GRILL  
PROPOSED

FUTURE  
RETAIL

SANDY WALK CT

QUIET VALLEY ST



WHITT RD

US HWY 301 - 57,000 VPD







**BLACK RIFLE COFFEE COMPANY**

Walgreens



BLACK RIFLE COFFEE CO RIVERVIEW, FL

7

GIBSONTON DR

14,200 VPD

BOYETTE RD



MATTRESS FIRM



Ruby Tuesday

TOWNCENTER RIVER LN

UNCLE TOM RD

Waffle House



MATTRESS FIRM



WHITT RD

Bank OZK



57,000 VPD



PROPOSED

SANDY WALK CT

SENTOSA RIVERVIEW 368 APARTMENTS



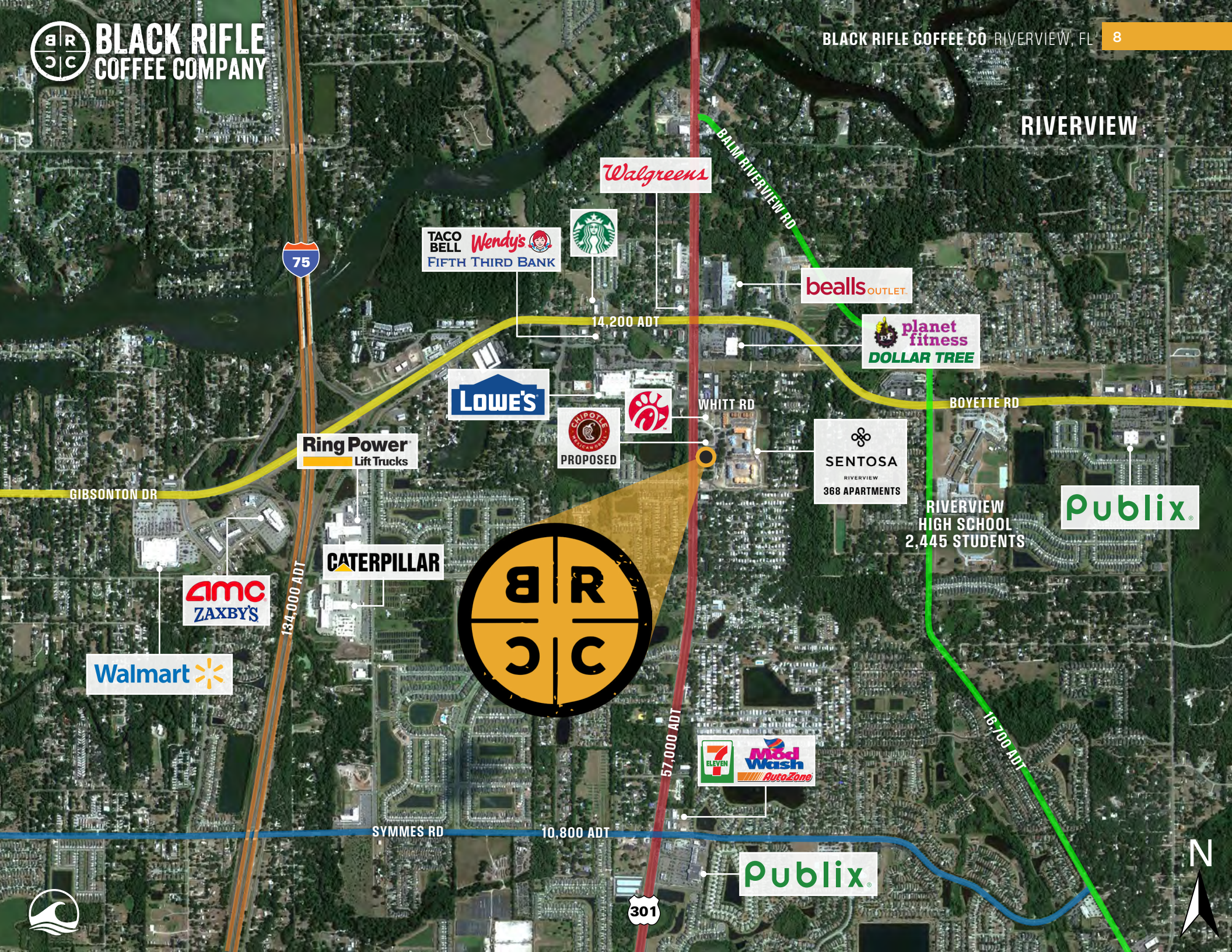
MURPHY RD

MURPHY RD





**RIVERVIEW**



75

301

14,200 ADT

134,000 ADT

57,000 ADT

16,700 ADT

10,800 ADT

**LOWE'S**

**Ring Power**  
Lift Trucks

**CATERPILLAR**

**amc**  
ZAXBY'S

**Walmart**

**TACO BELL**  
**Wendy's**  
**FIFTH THIRD BANK**



**CHIPOTE**  
MEXICAN  
PROPOSED



**bealls** OUTLET.

**planet fitness**  
**DOLLAR TREE**

**SENTOSA**  
RIVERVIEW  
368 APARTMENTS

**RIVERVIEW HIGH SCHOOL**  
2,445 STUDENTS

**Publix**

**7 ELEVEN**  
**Mud Wash**  
**AutoZone**

**Publix**





**TAMPA MSA**CLEARWATER  
38 MILESTAMPA  
14 MILESST. PETERSBURG  
39 MILES**TAMPA**

Located along the West Coast of Florida, Tampa is the capital city and seat of Hillsborough County, the fourth-most populous County in Florida. Tampa is part of the Tampa-St. Petersburg-Clearwater MSA (Tampa Bay Area) which is the second largest MSA in Florida and fourth largest MSA in the Southeast with 3.2 million residents. The Tampa Bay Area saw a net migration of 47,000 people in 2020 which ranked #4 in the US ahead of Charlotte and Austin. Tampa Bay offers a mix of urban central business districts, master-planned suburban communities and a range of recreational activities including white sand beaches, inshore and offshore salt-water fishing, excellent dining and shopping venues, professional sports franchises, and theme parks. Tampa is also home to the 4th largest University in the State of Florida, the University of South Florida as well as one of the state's top private Universities, the University of Tampa. The Tampa Bay Area is known as the gateway to Florida's High-Tech Corridor, and 1 out of every 4 of the State's business and information services firms are located in the Tampa area. The Tampa Bay Area is home to 20 corporate headquarters and 7 Fortune 500 companies. Tampa is home to the Port of Tampa which is the largest seaport in Florida (tonnage and land area) and is also one of the Country's most popular departure ports for Western Caribbean Cruises. The highly rated Tampa International Airport serves more than 25 million passengers annually and in 2022 won approval for a new 16 gate expansion which is scheduled to break ground in 2024. Fiscal 2022 was a record year for Tampa's tourism sector. Hillsborough County alone collected a record \$963 million in hotel room taxes which puts the visitor spending impact at more than \$8 billion according to Visit Tampa Bay.




**BLACK RIFLE COFFEE QUICK FACTS**

Founded	2014
Ownership	Public (NYSE: BRCC)
Headquarters	Salt Lake City, UT
2023 Revenue	\$396 million
Website	<a href="https://blackriflecoffee.com">blackriflecoffee.com</a>



Black Rifle Coffee was founded in 2014 by U.S. Army Green Beret Evan Hafer and was built upon the mission to serve coffee and culture to people who love America. Black Rifle is committed to hiring 10,000 veterans in order to provide opportunities to the military community and to help service-members transition from the military into entrepreneurship. Black Rifle's business model is uniquely diversified between retail outposts, direct to consumer sales and wholesale through partner retailers like Walmart, Cabela's, Meijer, and Bass Pro Shops. Black Rifle also engages with its customers through the Black Rifle Podcast (over 180,000 subscribers), its news & lifestyle magazine Coffee or Die and in 2020 launched Free Range American, a lifestyle brand and multimedia platform covering hunting, fishing, American history and a host of other outdoor topics. Black Rifle has over 2 million followers on Instagram. In 2023 Black Rifle posted revenue of \$396 million, a 31% increase over 2022.





# BLACK RIFLE COFFEE COMPANY

US HWY 301 & SHADY WALK CT | RIVERVIEW, FL

OFFERED  
FOR SALE  
**\$2,570,000**  
**6.50%**

Exclusively Offered By



## PRIMARY DEAL CONTACTS

### PATRICK WAGOR

*Executive Vice President*

561.427.6151

[pwagor@atlanticretail.com](mailto:pwagor@atlanticretail.com)

## NATIONAL TEAM

### JUSTIN SMITH

*Head of Capital Markets*

617.239.3610

[jsmith@atlanticretail.com](mailto:jsmith@atlanticretail.com)

### CHRIS PETERSON

*Vice President*

917.780.4233

[cpeterson@atlanticretail.com](mailto:cpeterson@atlanticretail.com)

### DAVID HOPPE

*Head of Net Lease Sales*

980.498.3293

[dhoppe@atlanticretail.com](mailto:dhoppe@atlanticretail.com)

### SAM YOUNG

*Executive Vice President*

980.498.3292

[syoung@atlanticretail.com](mailto:syoung@atlanticretail.com)

This Offering Memorandum has been prepared by Atlantic Capital Partners ("ACP") for use by a limited number of prospective investors of BRCC - Riverview, FL (the "Property") and is not to be used for any other purpose or made available to any other person without the express written consent of the owner of the Property and ACP. All information contained herein has been obtained from sources other than ACP, and neither Owner nor ACP, nor their respective equity holders, officers, employees and agents makes any representations or warranties, expressed or implied, as to the accuracy or completeness of the information contained herein. Further, the Offering Memorandum does not constitute a representation that no change in the business or affairs of the Property or the Owner has occurred since the date of the preparation of the Offering Memorandum. This Offering Memorandum is the property of Owner and Atlantic Capital Partners and may be used only by prospective investors approved by Owner and Atlantic Capital Partners. All analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the recipient. ACP and Owner and their respective officers, directors, employees, equity holders and agents expressly disclaim any and all liability that may be based upon or relate to the use of the information contained in this offering Memorandum.