

Kinney Pharmacy Retail Portfolio

Clinton, NY | Lyons, NY | Ilion, NY

Available Individually or Together



Retail Investment Opportunity
Offering Memorandum

MATTHEWS™

Exclusively Listed By



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MATTHEWS™

Portfolio Overview

Clinton, NY | Lyons, NY | Ilion, NY



Portfolio Overview

\$8,604,731

Portfolio List Price

7.63%

Cap Rate

±40,603

Portfolio GLA (SF)

±4.34

Portfolio Lot Size (AC)

Investment Highlights - Kinney Pharmacy - Portfolio

- Century-Long, Regionally Dominant Tenant** — Kinney Drugs / KPH Healthcare Services, Inc. has operated as a 100% employee-owned pharmacy chain since 1903, growing to nearly 100 stores across New York and Vermont and earning Chain Drug Review's Regional Chain of the Year recognition. This operating tenure and ownership structure reflect a tenant built for long-term community presence.

Lyons, NY Location

- Top Ranked Store and Strong Sales** — The Lyons location ranks in the top 6% of all Kinney Drug stores for foot traffic. Because the lease requires the tenant to report sales, investors can verify the store's strong operating performance, which is particularly impressive for a market of this size (contact broker for details).
- Lucrative Overage Rent** — Strong store performance has generated annual percentage rent as high as \$96,000 over the past three years. The offering is underwritten using the lowest overage rent received during that period (\$73,000 in 2025), providing potential upside if sales remain strong.



Clinton, NY Location

Supported by Prestigious Hamilton College — Located just minutes from Hamilton College, one of the nation's premier liberal arts institutions, the property benefits from a stable population of students, faculty, staff, alumni, and visitors that support the area's retail economy. Hamilton's notable alumni include David Tepper, Ryan Serhant, and Nobel Peace Prize recipient Elihu Root.

Well Below Replacement Cost — With the tenant paying just \$12.12 PSF in rent, the property is offered at approximately \$161.58 PSF, well below the pricing of most fee simple single-tenant retail properties in today's market.

Portfolio Tenant Summary

Type of Ownership	Fee Simple
Lessee Signatory	Corporate (Kinney) / Franchisee (Dunkin')
Lease Type	NN
WALT (Weighted Average Lease Term)	±4.75 Years
Landlord Responsibilities	Structure Only
Tenant Responsibilities	Taxes, Insurance, CAM

Investment Highlights - Kinney Pharmacy - Lyons, NY

- **Century-Long, Regionally Dominant Tenant** — Kinney Drugs / KPH Healthcare Services, Inc. has operated as a 100% employee-owned pharmacy chain since 1903, growing to nearly 100 stores across New York and Vermont and earning Chain Drug Review's Regional Chain of the Year recognition. This operating tenure and ownership structure reflect a tenant built for long-term community presence.
- **Top Ranked Store and Strong Sales** — The Lyons location ranks in the top 6% of all Kinney Drug stores for foot traffic. Because the lease requires the tenant to report sales, investors can verify the store's strong operating performance, which is particularly impressive for a market of this size (contact broker for details).
- **Lucrative Overage Rent** — Strong store performance has generated annual percentage rent as high as \$96,000 over the past three years. The offering is underwritten using the lowest overage rent received during that period (\$73,000 in 2025), providing potential upside if sales remain strong.
- **Still Committed after 20 Years** — Kinney Drugs has successfully operated at this location for more than 20 years and reaffirmed its commitment by exercising its first renewal option in 2024, which also increased the base rent. One additional renewal option remains in 2029.
- **Opportunistic Sized Lot** — The oversized 1.55-acre parcel provides flexibility for future redevelopment or alternative site configurations.
- **Historic Erie Canal Community** — Lyons is located along the Erie Canalway National Heritage Corridor, benefiting from year-round recreational boaters, cyclists, heritage tourism, and community events including the annual Peppermint Days Festival. Combined with its role as the Wayne County seat, the market enjoys demand generated by both visitors and local government, healthcare, and commercial activity.



Investment Highlights - Kinney Pharmacy - Clinton, NY

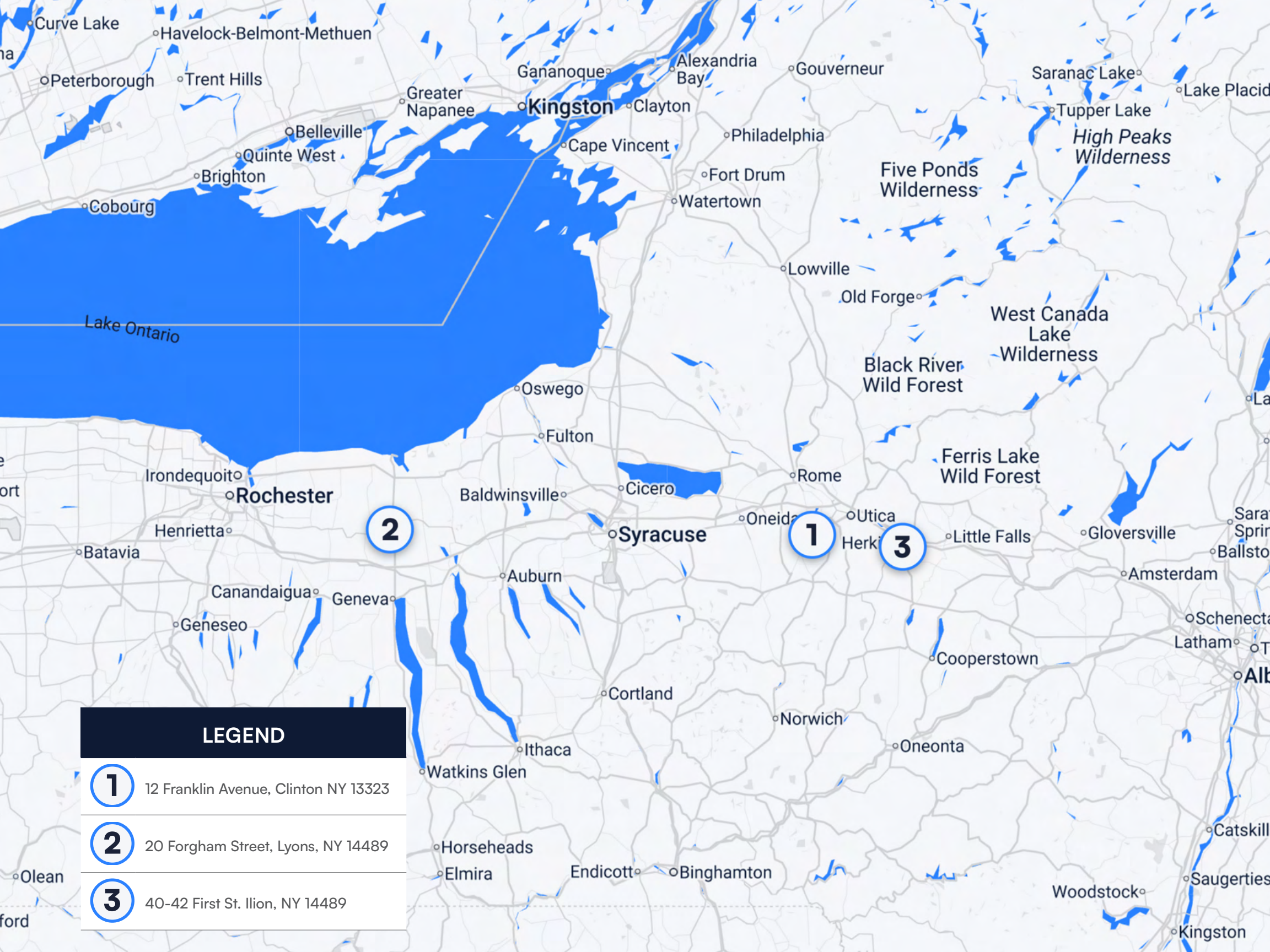
- **Century-Long, Regionally Dominant Tenant** — Kinney Drugs / KPH Healthcare Services, Inc. has served communities across the Northeast since 1903. The 100% employee-owned company operates nearly 100 locations throughout New York and Vermont and was recognized by Chain Drug Review as Regional Chain of the Year in 2024.
- **Supported by Prestigious Hamilton College** — Located just minutes from Hamilton College, one of the nation's premier liberal arts institutions, the property benefits from a stable population of students, faculty, staff, alumni, and visitors that support the area's retail economy. Hamilton's notable alumni include David Tepper, Ryan Serhant, and Nobel Peace Prize recipient Elihu Root.
- **Well Below Replacement Cost** — With the tenant paying just \$12.12 PSF in rent, the property is offered at approximately \$161.58 PSF, well below the pricing of most fee simple single-tenant retail properties in today's market.
- **Opportunistic Sized Lot** — The oversized 1.55-acre parcel provides flexibility for future redevelopment or alternative site configurations.
- **20+ Year Operating History** — Kinney Drugs has successfully operated at this location for more than 20 years and reaffirmed its commitment by exercising its first renewal option in 2025.
- **Future Rental Upside** — The current lease provides landlord with the opportunity to negotiate future rental rates after the current term expires, creating potential rental upside beyond the existing term.



Investment Highlights - Kinney Pharmacy - Ilion, NY

- **Diversified Two-Tenant Income** — The property is leased to Kinney Drugs and Dunkin', diversifying income across pharmacy and quick-service restaurant uses. The two-tenant structure reduces reliance on a single operator while combining an established regional pharmacy with a nationally recognized restaurant brand.
- **Attractive 7.50% Going-In Yield** — Offered at \$3,109,333, the property provides a 7.50% cap rate with approximately 6.4 years of weighted-average lease term remaining, providing investors with attractive current yield and visibility into future cash flow.
- **Immediate Contractual Rent Growth** — Annual base rent increases from approximately \$226,000 to \$233,201 in November 2026 through Dunkin's scheduled rent increase. The contractual increase provides near-term income growth without relying on lease renewal, market rent growth, or additional capital investment.
- **Low-Maintenance NN Structure** — Both tenants are responsible for taxes, insurance, and CAM, with landlord responsibilities primarily limited to the roof and structure. The NN structure reduces day-to-day ownership obligations and provides investors with a more passive income stream.
- **50,000+ Resident Trade Area** — More than 50,000 residents live within 10 miles of the property, with average household income exceeding \$81,000. Ilion is positioned along the I-90 corridor with Utica approximately 20 minutes away, providing access to a larger regional employment and consumer base.
- **Recent Lease Renewals** — Both Dunkin' and Kinney Drugs recently exercised renewal options, demonstrating continued commitment to the location and reinforcing the long-term stability of the tenant mix.
- **Largest Private Dunkin' Franchisee** — Cafua Management Company operates 200+ Dunkin' locations across seven states, making it the largest private Dunkin' franchisee in the U.S. and providing experienced, established operations behind the lease.





LEGEND

- 1** 12 Franklin Avenue, Clinton NY 13323
- 2** 20 Forgham Street, Lyons, NY 14489
- 3** 40-42 First St. Ilion, NY 14489

Financial Overviews

Clinton, NY | Lyons, NY | Ilion, NY



Financial Overview

12 Franklin Ave, Clinton NY 13323

\$2,266,667

List Price

7.50%

Cap Rate

\$161.58

Price/SF

\$12.12

Rent/SF

Type of Ownership	Fee Simple
Lessee Signatory	Corporate
Lease Type	NN
Lease Start Date	2/4/06
Lease Expiration Date	2/3/31
Term Remaining	±4.67 Years
Landlord Responsibilities	Roof, Structure, HVAC (Replacement)
Tenant Responsibilities	Taxes, Insurance, CAM, Parking Lot, HVAC (Maintenance)
Rent Increases	Negotiable
Options	Three, 5-Year Options

Term	Monthly Rent	Annual Rent	Rent/SF	Cap Rate
Current - 02/03/2031	\$14,166.67	\$170,000.04	\$12.12	7.50%
Option 2	TBD	TBD	TBD	TBD
Option 3	TBD	TBD	TBD	TBD
Option 4	TBD	TBD	TBD	TBD

Renewal Notice: Landlord and Tenant agree to begin rent negotiations for the renewal term approximately one year prior to the expiration of the First Renewal Period.





Top 15 Nationally
Ranked Liberal Arts
College, Founded In 1793



Hamilton

Hamilton College

±2,037 Students | ±1,000 Employees

New Hartford

Walmart
Supercenter



TARGET

LOWE'S

HOBBY
LOBBY

DUNKIN'

Kirkland Art Center
Art center



Clinton Elementary School

±531 Students



Clinton Senior High

±360 Students



Clinton Middle School

±283 Students



UNITED STATES
POSTAL SERVICE

DOLLAR
GENERAL



UTICA COFFEE
ROASTING CO.

Nala's



Kirkland Town Library
Library

KeyBank

ACCESS
Federal Credit Union



Lewiston at Meadow Lane

±24 Units

KinneyDrugs

Subject Property

SUBWAY

Franklin Ave

VERNON DOWNS **Vernon Downs Casino Hotel**
CASINO · HOTEL ±173 Hotel Suites
± 13 Minutes Away

Turning Stone **Turning Stone Resort Casino**
RESORT | CASINO ±709 Rooms | ±125 SF Casino
20+ Dining Venues
±22 Minutes Away

Top 15 Nationally
Ranked Liberal Arts
College, Founded In 1793

Hamilton
Hamilton College
±2,037 Students | ±1,000 Employees

 **Clinton Manor Apartments**
±101 Units
 **Mohawk Valley Apartments**
±39 Units



 **CVS pharmacy**



 **ClintonTractor & Implement Co.**
The Calidonna Family

 **Lewiston at Meadow Lane**
±24 Units

 **KinneyDrugs**
Subject Property

Kirkland Town Library
Library

 **ACCESS**
Federal Credit Union

Franklin Ave

Site Plan

12 Franklin Ave, Clinton NY 13323



Financial Overview

20 Forgham Street, Lyons, NY 14489

\$3,228,731

List Price

7.85%

Cap Rate

\$270.54

Price/SF

\$253,455*

NOI

Type of Ownership	Fee Simple
Lessee Signatory	Corporate
Lease Type	NN
Lease Start Date	2/15/04
Lease Expiration Date	2/14/29
Term Remaining	±2.67 Years
Increases	5% At Option
Landlord Responsibilities	Roof, Structure, HVAC (Replacement)
Tenant Responsibilities	Taxes, Insurance, CAM, Parking Lot, HVAC (Maintenance)

Term	Monthly Rent	Annual Rent	Rent/SF
Current - 2/15/2029	\$15,033.53	\$180,402.36	\$15.62
Option 2	\$15,785.21	\$189,422.52	\$16.40

*NOI is base rent plus the 2025 average rent of \$73,053.03. In the lease, Tenant pays 2.5% of Gross Receipts above the Natural Breakpoint as annual percentage rent, capped at 150% of annual base rent.





Downtown Lyons

**H&R
BLOCK**

**Lyon's
Farmers
Market**



Lyons Middle/High School
±475 Students



Canalview
±36 Units

KinneyDrugs®

Subject Property

Peppermint Museum
Museum



Lyons Town
Highway Department

31



LOVE'S HOME
furnishings



DUNKIN'

DOLLAR GENERAL

Geneva St

Site Plan

20 Forgham Street, Lyons, NY 14489



Financial Overview

40-42 First St. Ilion, NY 14489

\$3,109,333

List Price

7.50%

Cap Rate

\$232.91

Price/SF

\$233,201

NOI

Type of Ownership	Fee Simple
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Lessee Signatory Corporate (Kinney) / Franchisee (Dunkin)

Lease Type NN

WALT (Weighted Avg. Lease Term) ±6.39 Years

Landlord Responsibilities Roof and Structure

Tenant Responsibilities Taxes, Insurance, CAM

Term	Monthly Rent	Annual Rent	Rent/SF
Current (Combined)	\$19,433.38	\$233,200.56	\$17.47



Financial Overview | Kinney Pharmacy

40-42 First St, Ilion, NY 14489

Type of Ownership	Fee Simple
Lessee Signatory	Corporate
Lease Type	NN
Lease Start Date	07/07/2006
Lease Expiration Date	01/31/2032
Term Remaining	±5.51 Years
Rent Increases	5.56%, 5%, 5%
Options Remaining	Three, 5-Year
Landlord Responsibilities	Roof and Structure
Tenant Responsibilities	Taxes, Insurance, CAM

Term	Monthly Rent	Annual Rent	Rent PSF
Current — 01/31/2032	\$15,833.38	\$190,000.56	\$14.12
Option 2	\$16,713.21	\$200,558.52	\$14.91
Option 3	\$17,548.87	\$210,586.44	\$15.65
Option 4	\$18,426.32	\$221,115.84	\$16.43



Financial Overview | Dunkin' Donuts

40-42 First St, Ilion, NY 14489

Type of Ownership	Fee Simple
Lessee Signatory	Franchisee
Lease Type	NN
Lease Start Date	11/01/2006
Lease Expiration Date	10/31/2036
Term Remaining	±10.26 Years
Rent Increases	8.3% at Option
Options Remaining	One, 10-Year
Landlord Responsibilities	Roof and Structure
Tenant Responsibilities	Taxes, Insurance, CAM

Term	Monthly Rent	Annual Rent	Rent PSF
Current — 11/01/2036	\$3,600.00	\$43,200.00	\$3.21
Option 2	\$3,900.00	\$46,800.00	\$3.48





INTERSTATE
90
± 23,445 VPD



5
± 14,400 VPD



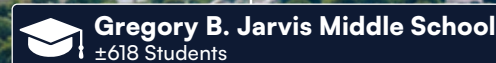
55
± 15,490 VPD



First St ± 1,630 VPD



Mohawk River



Beer Bliss

Ilion Police Station



Mohawk River

5

± 14,400 VPD

55

± 15,490 VPD



London Towers
±106 Units



MAIN MOON
明月

DOLLAR GENERAL

INTERSTATE
90

± 23,445 VPD



Central Valley Academy
±2,175 Students

Ilion Central Fire Station

Ilion Community Church



Ilion Police Station



BeaconBank

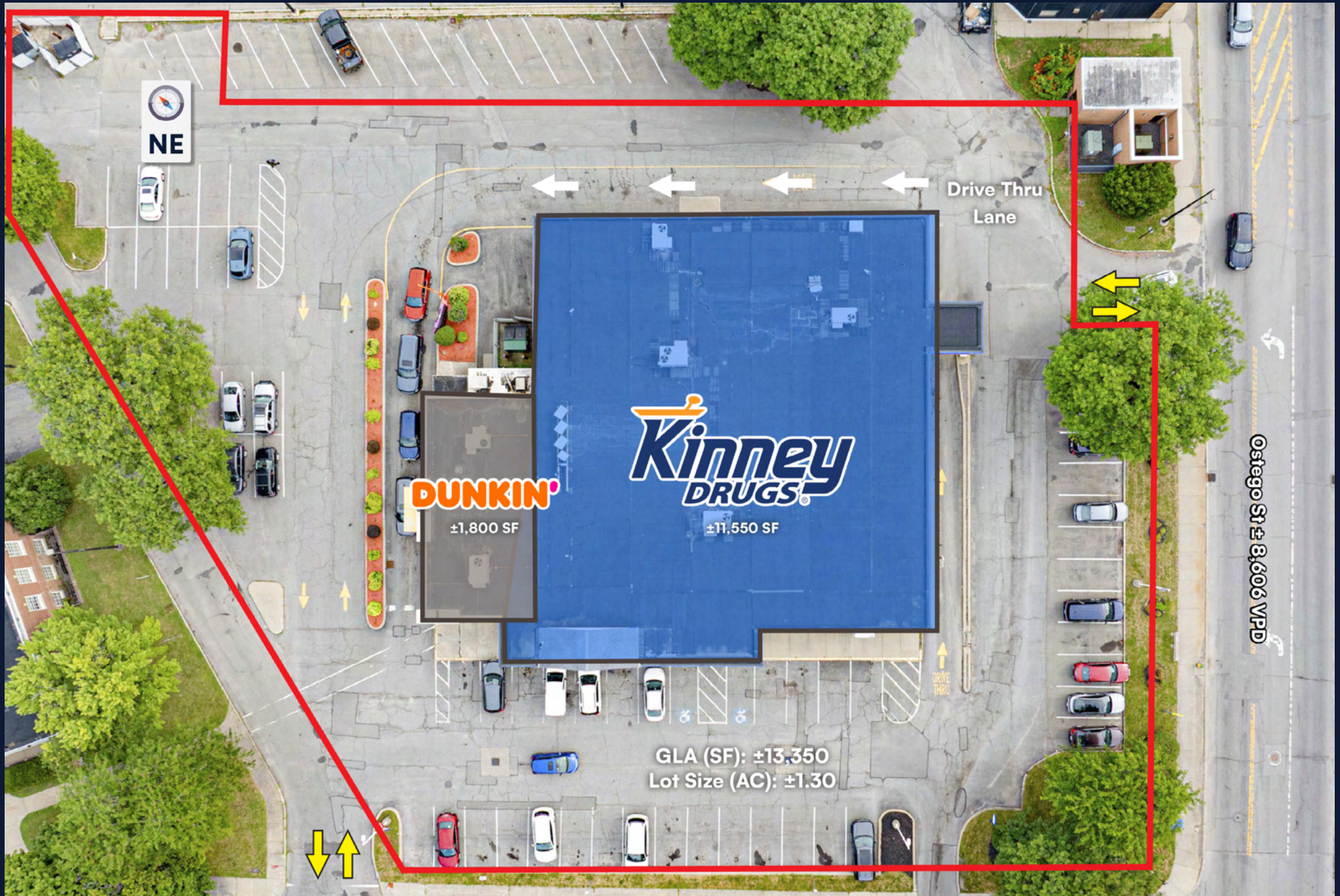


Beer Bliss

Ostego St ± 8,606 VPD

Site Plan

40-42 First St. Ilion, NY 14489



| Tenant Overview



Tenant Overview

Kinney Drugs is a well-established regional pharmacy and retail chain that has served communities across Upstate New York and Vermont for more than a century. Founded in 1903, the company has built a strong reputation as a community-focused healthcare provider, offering pharmacy services, immunizations, prescription delivery, and general retail merchandise. As a 100% employee-owned company operating under the KPH Healthcare Services umbrella, Kinney Drugs differentiates itself through local market expertise, customer loyalty, and a service-oriented business model that has enabled it to maintain a durable presence in smaller and rural markets often underserved by larger national chains.



Year Founded
1903

Headquarters
Gouverneur, NY

Store Count
97 Locations

Employees
2,600+

Website
kinneydrugs.com

Market Overviews

Clinton, NY | Lyons, NY | Ilion, NY



Clinton, NY

Market Overview

Clinton, New York is a historic and highly regarded village located in Oneida County within the Mohawk Valley region of Central New York. The city is home to Hamilton College, one of the nation's premier liberal arts institutions. Residents and visitors enjoy a walkable downtown featuring local shops, restaurants, and community events, while nearby regional transportation corridors provide convenient access to Utica, Syracuse, and other major employment centers.

\$100,028

Average Household Income

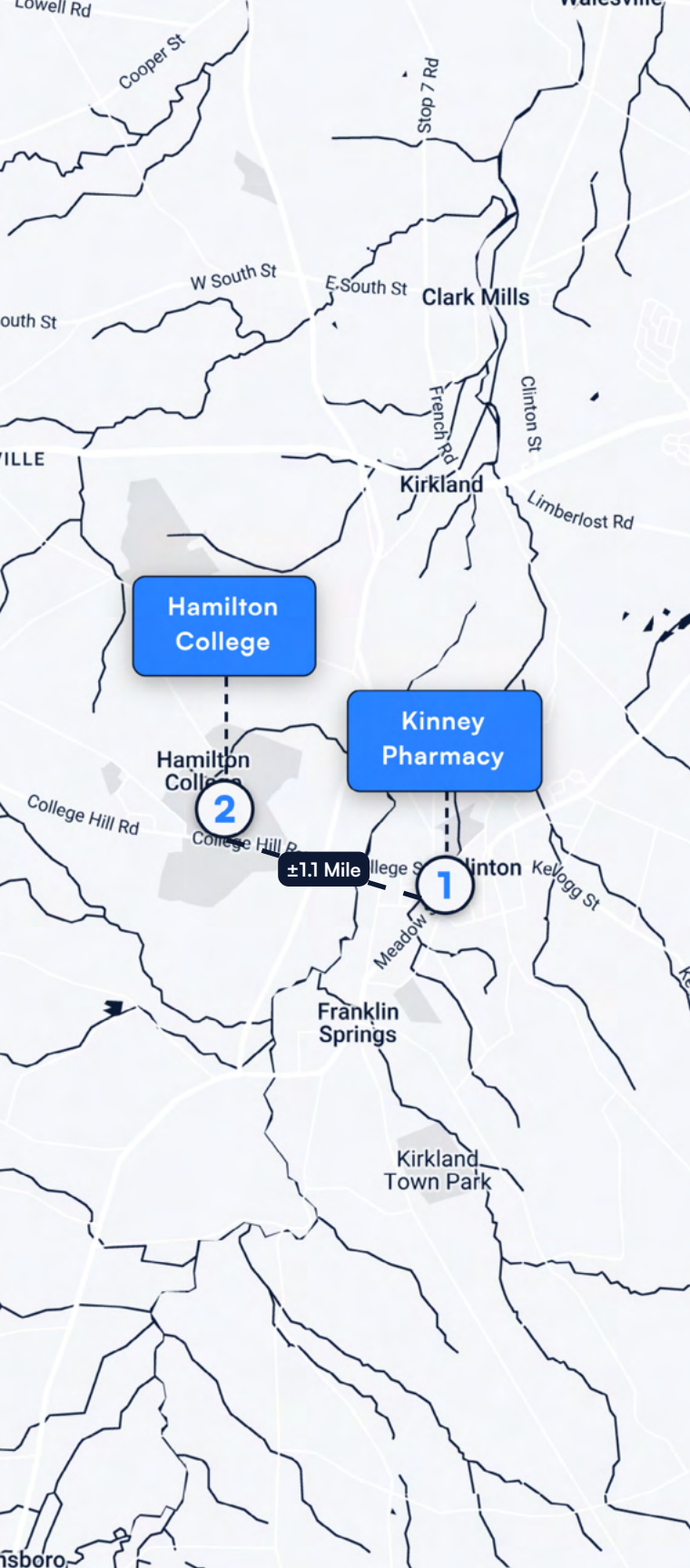
10-Minutes

Drive Time to Hamilton College

Affluent College Town Destination

Population	3-Mile	5-Mile	10-Mile
2025 Population	10,411	24,683	129,155
Households	3-Mile	5-Mile	10-Mile
2025 Households	3,953	10,180	51,656
Income	3-Mile	5-Mile	10-Mile
Avg Household Income	\$97,108	\$100,028	\$81,944





Hamilton College

Hamilton College is a private liberal arts college located in Clinton, New York, founded in 1793. Known as one of the “Little Ivies,” the college emphasizes close interaction between students and faculty, strong writing and communication skills, and a flexible open curriculum with no core requirements. Students can choose from more than 50 areas of study while benefiting from small class sizes, undergraduate research opportunities, and extensive study abroad programs. Hamilton has a highly selective admissions process and is recognized for its commitment to meeting 100% of demonstrated financial need for admitted students.

Ranked #13	13.5%	2,046	1,168
Best Liberal Arts	Acceptance	Undergraduate	Total Employees
College in the U.S. (2026)	Rate (2026)	Students (2026)	(2026)



Ilion, NY

Market Overview

Ilion, New York, is a historic Mohawk Valley community in Herkimer County known for its manufacturing legacy and strategic location along the New York State Thruway (I-90). The village benefits from convenient access to Utica and other regional employment centers while offering a small-town setting with established neighborhoods, local businesses, and outdoor recreational opportunities.

\$76,886

Average Household Income

20-Minutes

Drive Time to Utica

Strategically Located in Upstate

Population	3-Mile	5-Mile	10-Mile
2025 Population	21,539	26,143	50,041
Households	3-Mile	5-Mile	10-Mile
2025 Households	9,097	11,035	20,706
Income	3-Mile	5-Mile	10-Mile
Avg Household Income	\$75,103	\$76,886	\$81,085



Syracuse, NY

Syracuse, New York is the economic and cultural center of Central New York, serving as a major hub for education, healthcare, technology, manufacturing, and logistics. Strategically located at the intersection of Interstates 81 and 90, the city provides exceptional regional

connectivity and access to major Northeast markets. Syracuse University, one of the nation's leading research institutions, contributes significantly to the area's talent pipeline, innovation ecosystem, and consumer activity.

Largest Semiconductor Campus
In The United States

50,000+
Projected New Jobs

\$44.8B
Gross Domestic Product

Sources: wikipedia, esd.ny.gov



Lyons, NY

Market Overview

Lyons, New York serves as the governmental and administrative center of Wayne County, providing a stable economic foundation supported by public-sector employment, healthcare services, agriculture, and local commerce. Strategically located along NY Route 31 and within close proximity to Interstate 90, the community benefits from convenient access to both Rochester and Syracuse, positioning it within a well-connected Upstate New York corridor.

92,000

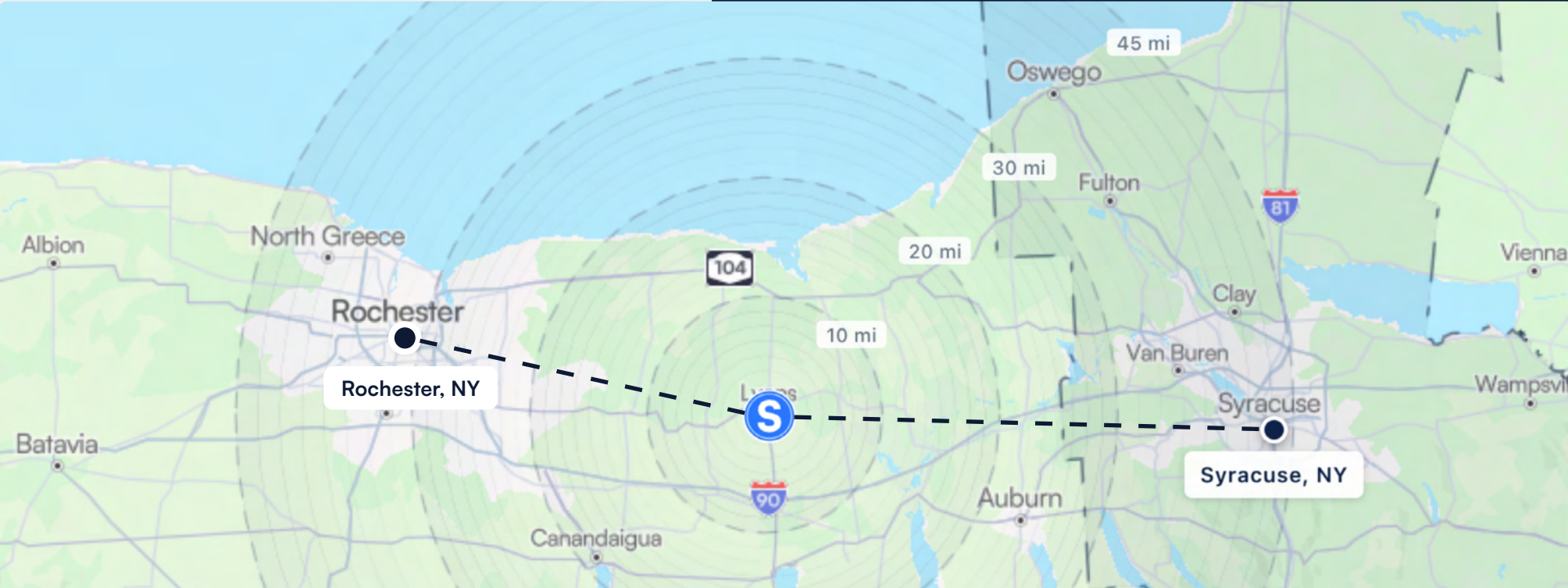
Wayne County Population

45,000+

Labor Force Population

Gateway to Wayne County

Population	3-Mile	5-Mile	10-Mile
2025 Population	5,647	11,024	35,764
Households	3-Mile	5-Mile	10-Mile
2025 Households	2,290	4,523	14,610
Income	3-Mile	5-Mile	10-Mile
Avg Household Income	\$75,890	\$72,899	\$78,075



Rochester, NY

Rochester, New York is one of the Northeast's leading centers for innovation, healthcare, higher education, and advanced manufacturing, supported by a diverse economy generating more than \$78 billion in annual gross domestic product. As the third-largest metropolitan area in New York State, Rochester benefits from a highly educated workforce, world-

class research institutions, and a strong legacy of technological advancement. Major employers including the University of Rochester, Rochester Regional Health, Rochester Institute of Technology, and numerous optics, photonics, and life sciences companies provide a stable economic foundation and continue to drive investment throughout the region.

1.1M+

Metropolitan Population

2.7M+

Annual Airport Passengers (Frederick Douglass Greater Rochester International Airport)

\$78.5B

Gross Domestic Product

Sources: census.gov, rochester.edu, rit.edu, rochesterbiz.com, rocairport.com



Disclaimer & Confidentiality Agreement

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **12 Franklin Ave, Clinton, NY 13323, 20 Forgham St, Lyons, NY 14489 & 40-42 First St. Ilion, NY 14489** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer: There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.

Kinney Pharmacy

Retail Portfolio

Clinton, NY | Lyons, NY | Ilion, NY

Exclusively Listed By



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