

Kinney Pharmacy Retail Portfolio

Clinton, NY | Lyons, 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



Portfolio Overview

\$5,495,398

Portfolio List Price

7.71%

Cap Rate

±27,253

Portfolio GLA (SF)

±3.04

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
Lease Type	NN
WALT (Weighted Average Lease Term)	±3.44 Years
Landlord Responsibilities	Roof, Structure, HVAC (Replacement)
Tenant Responsibilities	Taxes, Insurance, CAM, Parking Lot, HVAC Maintenance

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.





LEGEND

1 12 Franklin Avenue, Clinton NY 13323

2 20 Forgham Street, Lyons, NY 14489

Financial Overview

Clinton, NY | Lyons, 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



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**
CASINO · HOTEL

Vernon Downs Casino Hotel

±173 Hotel Suites
± 13 Minutes Away

Turning Stone
RESORT | CASINO

Turning Stone 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



Lewiston at Meadow Lane

±24 Units

KinneyDrugs

Subject Property

Franklin Ave



Kirkland Town Library
Library

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



**Lyon's
Farmers
Market**



Lyons Middle/High School
±475 Students



**Canalview
Apartments**

**Lyons Town
Highway Department**

KinneyDrugs®

Subject Property

**Peppermint Museum
Museum**



31



DOLLAR GENERAL

Geneva St

Site Plan

20 Forgham Street, Lyons, 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



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

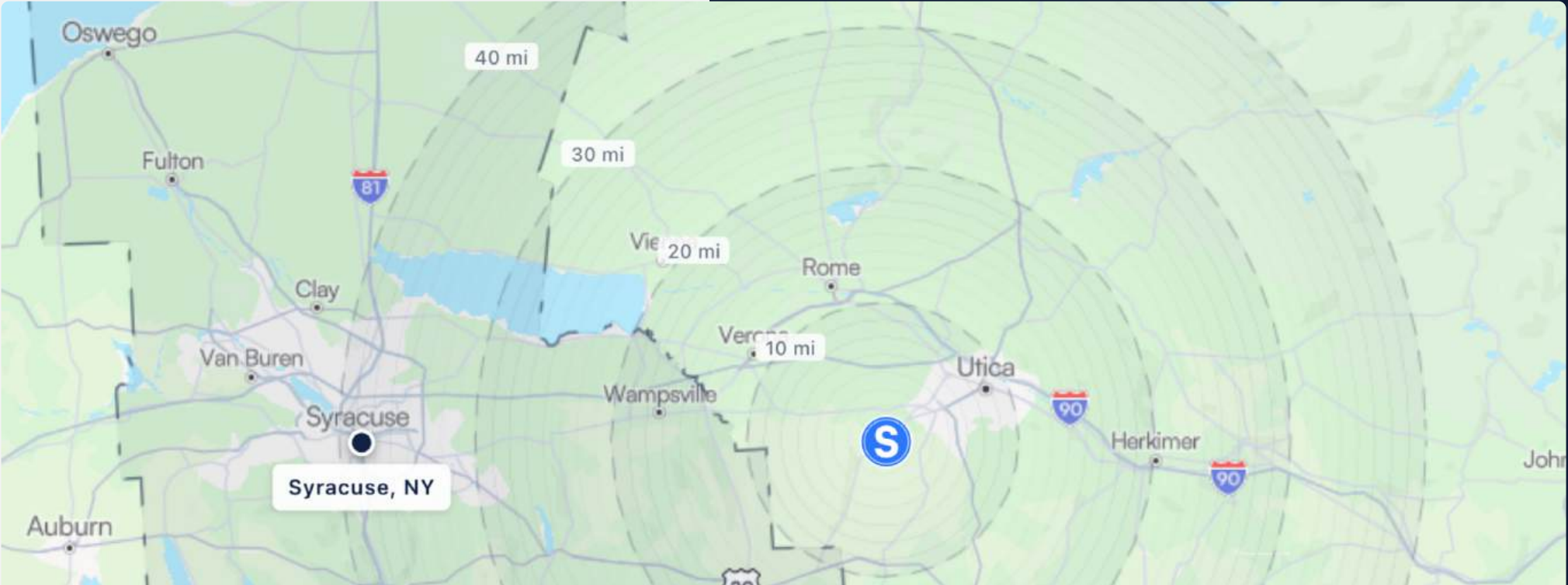
Average Household Income

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



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.

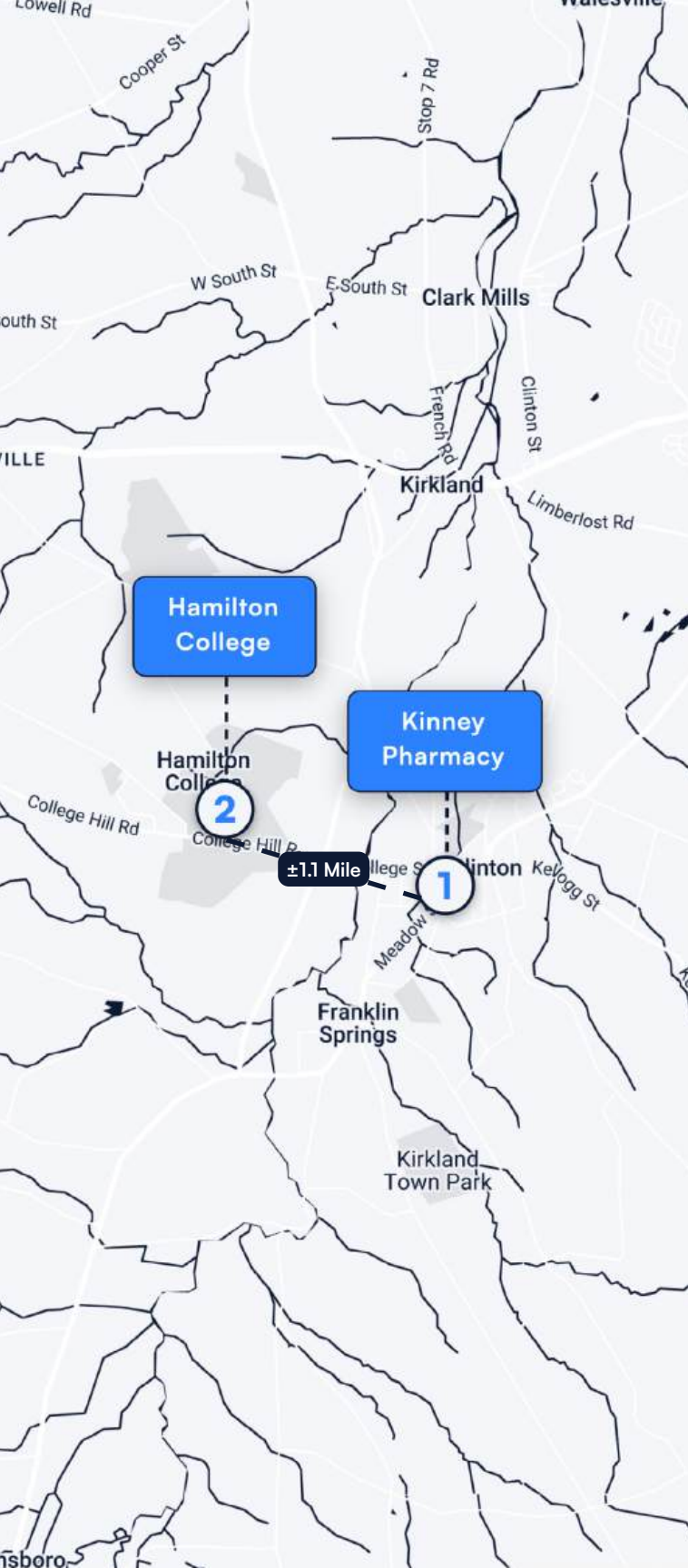
Largest Semiconductor Campus
In The United States

50,000+
Projected New Jobs

\$44.8B
Gross Domestic Product

Sources: wikipedia, esd.ny.gov





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
Best Liberal Arts
College in the U.S. (2026)

13.5%
Acceptance
Rate (2026)

2,046
Undergraduate
Students (2026)

1,168
Total Employees
(2026)



Lyons, NY

Market Overview

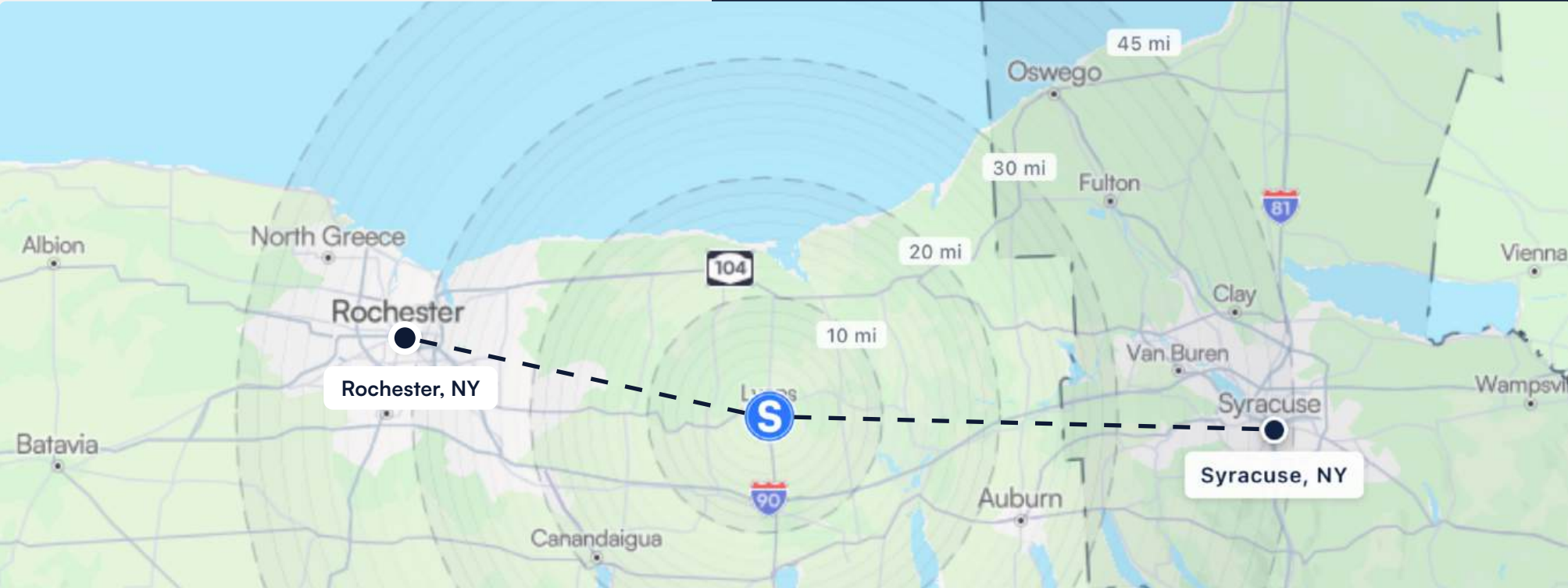
Lyons, New York serves as the governmental and administrative center of Wayne County, providing a stable economic foundation supported by public-sector employment, healthcare services, agriculture, and local commerce. Strategically located along NY Route 31 and within close proximity to Interstate 90, 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** ("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:

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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.

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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.

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