

Single Tenant  
Investment Offering



COMMERCIAL REALTY SOLUTIONS



# MARCO CORPORATE CENTER

**77,434 total sf** (48,934 sf office/28,500 sf warehouse)

4510 Heatherwood Rd, St. Cloud, MN 56301

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## EXECUTIVE SUMMARY

Commercial Realty Solutions is pleased to present this single tenant net leased property for sale in St. Cloud, Minnesota. Marco has 10 years remaining on their initial lease along with 4 – 5-year renewal options. This lease features a triple net structure with tenant being responsible for everything except roof and structural replacement.

Property serves as Marco's Corporate Headquarters. Over the past 4 decades, St. Cloud based Marco has grown to become one of the leading technology service providers in the nation with 54 locations in the mid-west and east-coast which service more than 36,000 customers nationally. In 2016, Marco was acquired by Norwest Equity Partners



(NEP), a leading middle market investment firm founded in 1961. NEP invests equity capital in companies that are leaders in their industry with a proven business model.

The 77,434 square foot building was constructed in 2012. Building consists of 48,934 sf of office and 28,500 sf warehouse. Situated on +/-7.20 acres, property enjoys frontage and visibility along Interstate 94 (46,077 Vehicles Per Day), which connects St. Cloud to Minneapolis/St. Paul. This property is well positioned on the corner of I-94 and County Road 75. It has great I-94 visibility and frontage. The St. Cloud MSA has a population of 196,400.

This information has been secured from sources we believe to be reliable, but we make no representations or warranties explained or implied as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.



# INVESTMENT HIGHLIGHTS

## 77,434 Square Feet

48,934 sf of offices and  
28,500 sf of warehouse

## Along Interstate 94

Well-positioned on corner of the  
first south exit to St. Cloud MSA,  
population 196,400

## Corporate Headquarters

One of the leading  
technology service providers  
in the nation

- St. Cloud based Marco has a long operating history of 40+ years
- NNN lease structure
- 10+ years remaining on initial lease term
- Building & site support +/- 12,000 square feet of warehouse addition
- Landmark property in a major growth area of St. Cloud
- Essential and thriving business model
- Neighboring properties include ATS, Arctic Cat, Coborn's Inc., Ziegler CAT, Pleasureland and Spee-Dee Delivery
- Office/Industrial submarket boast a vacancy lower than 6.0% (CoStar 2021)
- 5-mile population is 42,095 (CoStar 2021)
- Current lease rate at \$7.06 per square foot (psf)
- Remaining lease term rates are 20% below market rents

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# PROPERTY OVERVIEW

Offering Price  
**\$9,500,000.00**

<b>Cap Rate</b>	5.75%
<b>Lease Commencement</b>	July 2012
<b>Lease Expiration</b>	July 2032
<b>NOI</b>	\$546,361.21
<b>Lease Type</b>	Triple Net
<b>Renewal Options</b>	4-5 year options
<b>Tenant</b>	Marco
<b>Year Built</b>	2012
<b>Building Size</b>	77,434
<b>Land Size (Acres)</b>	7.20



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# BUILDING OVERVIEW

<b>Clear Height</b>	14' office area with exposed decking on 2nd level; 20' warehouse
<b>Dock Doors</b>	4 total
<b>Overhead Doors</b>	2 total, 14'
<b>Structure</b>	Steel frame with precast/EIFS walls
<b>Fire Protection</b>	100% wet sprinkler system
<b>Elevator</b>	One — 2-stop elevator
<b>Parking Lot</b>	Approximately 82,000 sq foot asphalt parking and maneuvering area with center landscape and concrete curb surroundings
<b>Utilities</b>	Building has all city utilities/services and adequate electrical supply for most industrial uses
<b>Backup Generator</b>	150 kilowatt generator



# MARKET OVERVIEW

St. Cloud is one of Minnesota’s fastest growing metropolitan areas with over 250,000 people in its region. Forbes.com ranked St Cloud 24th among 184 cities in the U.S. as one of the “Best Small Places for Business and Careers” based on job growth, costs of business and living, and income growth. With ample room for growth and a supportive infrastructure, St. Cloud is an attractive location for new business to break ground and for existing businesses to expand. St. Cloud boasts a highly skilled and educated workforce.



DOWNTOWN ST. CLOUD

- ◆ **Best City for Women in the Workforce**  
#39 of 259 U.S. Cities — *NerdWallet.com*
- ◆ **Best Performing Small City**  
#58 of 201 U.S. Cities (2018) — *Milken Institute*
- ◆ **Best Place for Business & Careers**  
#24 of 184 U.S. Cities — *NerdWallet.com*
- ◆ **Best City for Young Entrepreneurs**  
#28 of 181 MSA's — *NerdWallet.com*
- ◆ **Most Livable City**  
*2019 Livcom Awards*
- ◆ **Fastest Growing U.S. City**  
#7 of 500 U.S. Cities — *NerdWallet.com*

Employer	Employees
<b>Centracare Health Systems</b> - Medical Center	<b>5,500</b>
<b>State of Minnesota</b> - State Government	<b>2,300</b>
<b>St. Cloud VA Health Care System</b> - Medical Center	<b>1,700</b>
<b>St. Cloud Area ISD #742</b> - Education	<b>1,300</b>
<b>Capital One</b> - Savings Institution	<b>900</b>
<b>Fulfillment Distribution Center</b> - Warehouse/Distribution	<b>800</b>
<b>Coborn's Inc.</b> - Grocery/Convenience Stores	<b>700</b>
<b>New Flyer of America Inc.</b> - Bus Manufacturing	<b>700</b>
<b>Stearns County</b> - County Government	<b>700</b>
<b>Bluestem Brands, Inc.</b> - Mail Order House	<b>500</b>

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◆ Interstate 94 Corporate Office Presence

◆ 45 Miles to Minneapolis/St. Paul MSA





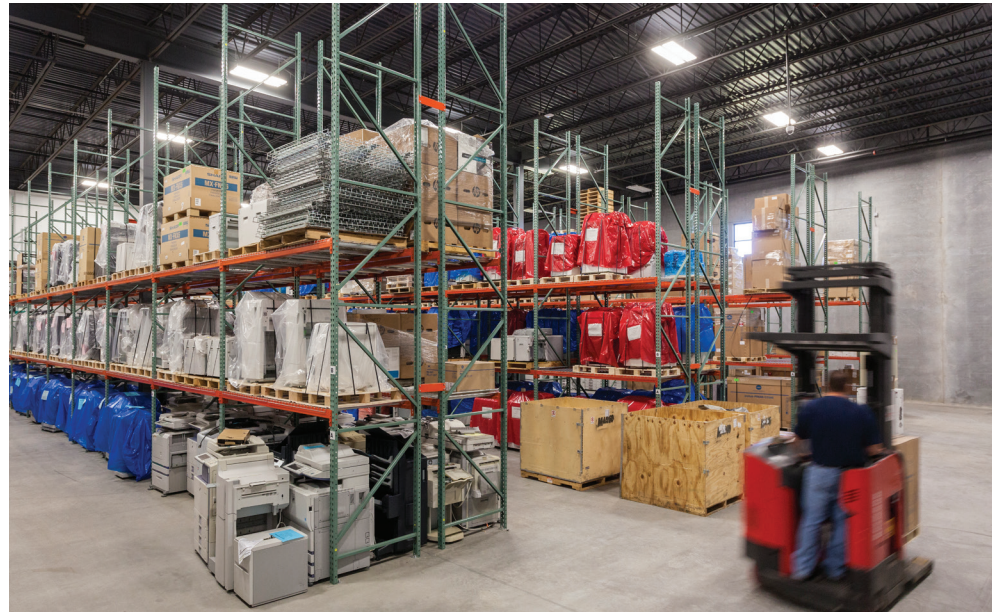
# EXTERIOR



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# INTERIOR



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# AERIAL

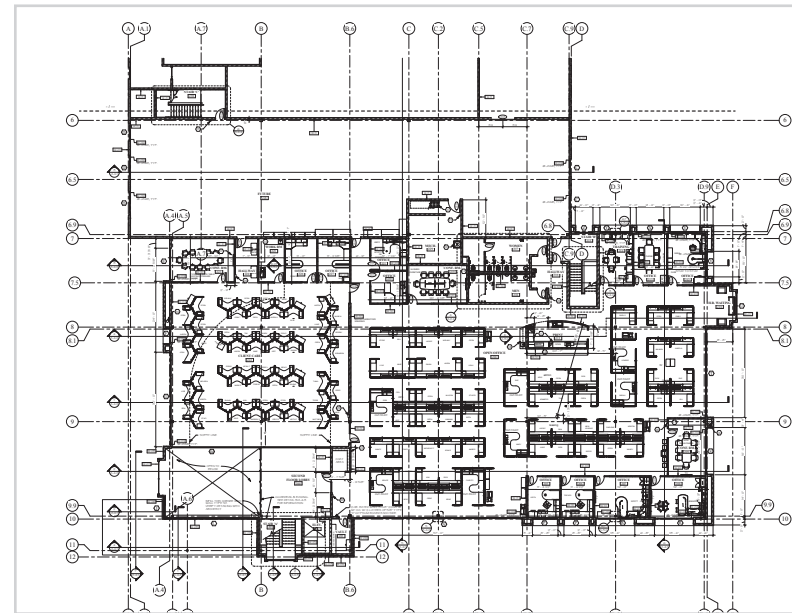
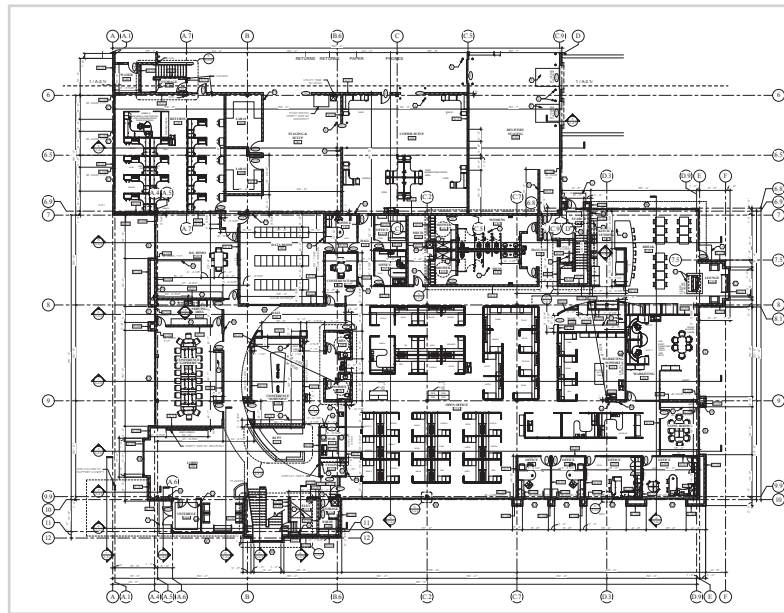
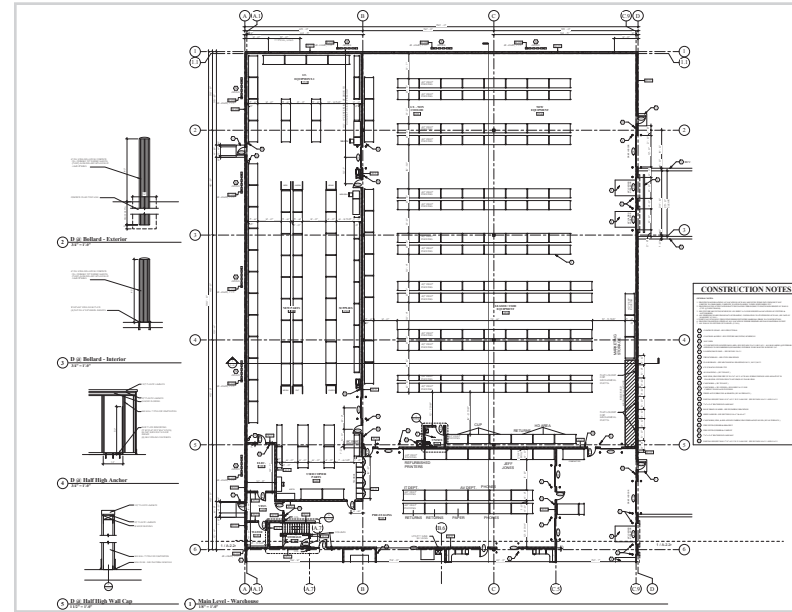
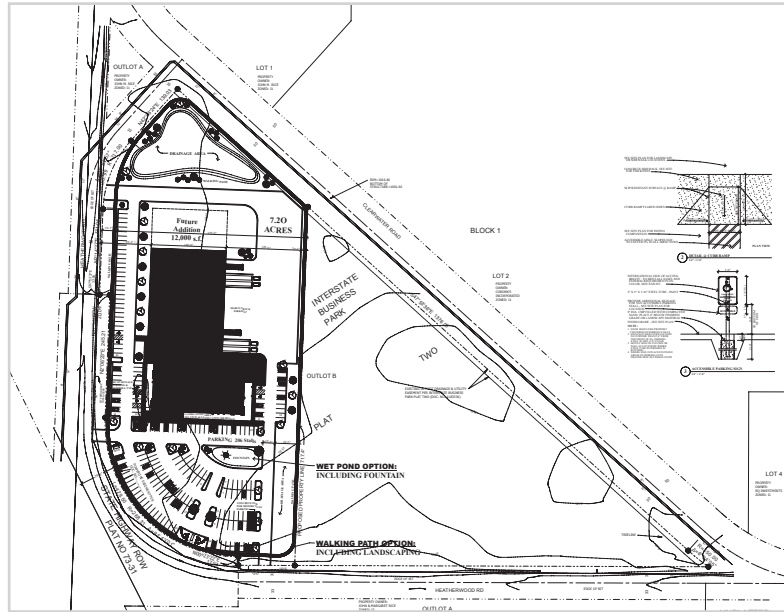


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# FLOOR PLANS

Additional site plan/floor plans available upon request.



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*Marco's mission is to help their customers effectively apply technology that contributes to their success.*

## SERVICES

Marco specializes in business IT services, copier/printer solution and managed cloud services. Other services include; Audio & Visual, Phone Systems, Security, Managed Services, Enterprise Content, Shredding and Management.

## STRATEGIC PARTNERS

Marco has done their best to partner with only the best in the business when it comes to service systems, some of their partners include; Toshiba, Sharp, Panasonic, Cannon, Hewlett Packard, Dell, Barracuda and Crestron.

## ACHIEVEMENTS

Marco received the industry leading status of Certified Gold Partner in the USA from Cisco, a rare certification that places Marco in an elite national group and validates its expertise and capabilities to serve major markets nationwide. Other 2020 awards include; CNR MSP 500, Tech Elite 250, Solution Provider 500. Toshiba ProMasters Elite, Expertise – Best IT Managed Service Providers in MN and StarTribune Top Work Places of 2020, 2022 Recognized by Star Tribune and St.Louis Post Dispatch as Top workplace. 2022 Partnership with Nest Health Connections to create well-being program "Gold Standard Well-Being" 2022 Cloud Tango names Marco as Top Service Provider.



Norwest Equity Partners

Marco was acquired by Norwest Equity Partners in 2016. Headquartered in Minneapolis and established in 1961, NEP is one of the largest private equity firms in the mid-west. NEP focuses time and capital on investing in profitable, middle market companies that are leaders within their industry. Companies under NEP umbrella include; Old Hickory Smokehouse, GoHealth, Movanti Athletic, RedMonkey, Ramsey Industries, WestStar Aviation, Integrative Nutrition, Eyebobs, BIX Produce and Clover Imaging Group.