

Marcus & Millichap  
TAG INDUSTRIAL GROUP

# DERRICK CORPORATION

## 1006 GARBER ROAD

BROUSSARD, LA 70518

# NON-ENDORSEMENT & DISCLAIMER NOTICE

## CONFIDENTIALITY & 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 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. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

© 2021 Marcus & Millichap. All rights reserved.

## NON-ENDORSEMENT NOTICE

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 of 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. Activity ID: ZAC0060297

## SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.  
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

# DERRICK CORPORATION

## 1006 GARBER ROAD

### BROUSSARD, LA 70518

#### PRESENTED BY

---

##### TYLER SHARP

Associate  
National Office and Industrial Properties Group  
Chicago Office  
Office (312) 327-5446  
Tyler.Sharp@marcusmillichap.com  
License: IL 475.177869

##### MAX LOZMACK

Associate  
National Office and Industrial Properties Group  
Houston Office  
Office (713) 452-4264  
Max.Lozmack@marcusmillichap.com  
License: TX 724493

##### ADAM ABUSHAGUR

Senior Managing Director Investments  
National Office and Industrial Properties Group  
Dallas Office  
Office 972.755.5223  
Adam.Abushagur@marcusmillichap.com  
License TX 661916

#### BROKER OF RECORD

---

##### CHRIS SHAHEEN

Louisiana Broker of Record  
10527 Kentshire Court, Suite B  
Baton Rouge, LA 70810  
Tel: 225.376.6800  
chris.shaheen@marcusmillichap.com  
License: BROK.995692662-ACT

#### DEBT CONTACT

---

##### DUKE DENNIS

Associate Director Capital Markets  
300 Throckmorton St, Suite 1500  
Fort Worth, Texas 76102  
Tel: 817.932.6172  
duke.dennis@marcusmillichap.com

Marcus & Millichap









# TABLE OF CONTENTS

01

## INVESTMENT OVERVIEW

### SECTION 1

Offering Summary • Property Details • Offering Highlights • Rent Roll • Operating Statement  
Regional Map • Property Photos  
Tenant Summary • Acquisition Financing

02

## MARKET OVERVIEW

### SECTION 2

Market Analysis • Demographic Analysis

Marcus & Millichap

The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, multi-level structure with metal beams, pipes, and several hanging industrial lights. The lighting is dim, creating a moody atmosphere. The structure appears to be a large warehouse or factory floor with multiple levels and complex piping.

## SECTION 1

---

### INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- Located in Broussard with Proximate Access to Highway 90
- 2019 Metal Construction Featuring Two Grade-Level Doors
- Income Producing Property with Derrick Equipment Company (Derrick Corporation)
- Ability for Extra Stabilization of Outside Acreage through Storage and/or Parking
- Lease Commenced in 2019 for a Five-Year Term, Tenant Has Additional Two, Three-Year Renewal Options
- Lack of New Construction Means the Property Should Be Well Sought After for Years in The Future

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 1006 Garber Road in Broussard, LA, leased to Derrick Corporation. The subject property consists of approximately 12,000 square feet of space and is situated on 1.19 acres of land. The asset features metal construction, two grade-level doors, and the ability for extra stabilization of outside acreage for storage and parking. The income producing property's lease commenced in 2019 for a five-year term and the tenant has an additional two, three-year renewal options. Recently built in 2019, the property has proximate access to Highway 90. The lack of surrounding new construction means the property should be well sought after for years in the future.

The Derrick Corporation provides customers with state-of-the-art equipment in the mining, oil and gas drilling, civil construction, industrial, and other challenging industries worldwide. Since its inception in 1951, the Derrick Corporation has been the first to develop numerous innovations including a four bearing high-speed screen vibrator, polyurethane screen panels, and three-dimensional screens. Headquartered in Buffalo, New York, the Derrick Corporation maintains an expansive global network with operations in Canada, South Africa, U.A.E., India, Malaysia, Singapore, Indonesia, and throughout the U.S (derrick.com). The company has a workforce of 695 employees and generated revenue of \$226.82 million in 2020 (dnb.com).

Outlying Lafayette Parish contains about 4.9 million square feet of industrial space, which represents a sizable chunk of Lafayette's industrial inventory. The recent instability has not made a huge impact on the vacancy rate (3.9 percent), which has only edged up slightly in the past 12 months. Over the past five years, the submarket has posted net absorption of about 58,000 square feet per year, on average. Rents grew at a strong clip of 4 percent over the past year. Roughly 31,000 square feet has delivered over the past three years, representing a modest inventory expansion of 0.6 percent. Industrial properties have traded with regularity in recent years, and last year, the number of sales significantly exceeded the three-year average. (CoStar)



## PROPERTY DETAILS

### DERRICK CORPORATION

1006 GARBER ROAD, BROUSSARD, LA 70518

Number of Suites	1
Number of Buildings	1
Total Square Feet	12,000
Warehouse Square Feet	9,760
Office Square Feet	2,240
Office Ratio	19%
Year Built	2019
Lot Size	1.19 Acres
Type of Ownership	Fee Simple
Parking Spaces	11
Parking Surface	Concrete
Building Class	B
Tenancy	Single
Grade Level Doors	2
Construction	Metal
Zoning	C2
Roof Type	Metal
Market	Lafayette
Submarket	Outlying Lafayette Parish
Market Vacancy	3.80%

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved. (Activity ID: ZAC0060297)







OFFERING HIGHLIGHTS

DERRICK CORPORATION

1006 GARBER ROAD, BROUSSARD, LA 70518

OFFERING PRICE  
**\$1,350,000**

CAP RATE  
**8.00%**

Offering Price	\$1,350,000
Cap Rate	8.00%
Price/SF	\$112.50
Total Square Feet	12,000
Rental Rate	\$9.00
Lease Type	Triple Net (NNN)
Lease Term	3 Year
Tenancy	Single
Occupancy	100.00%

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved. (Activity ID: ZAC0060297)

## RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Lease Type	Renewal Options and Option Year Rental Information
Derrick Corporation	Suite 1	12,000	100.0%	11/1/19	11/1/24	\$9.00	\$9,000	\$108,000	\$108,000	NNN	Two (3) Year Renewal Options @ CPI
Total		12,000				\$9.00	\$9,000	\$108,000	\$108,000		
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%			
Total Current Rents: \$9,000						Occupied Current Rents: \$9,000		Unoccupied Current Rents: \$0			

Notes: Tenant has right to terminate on or before Sunday March 2nd, 2023. After this date, the Right to Terminate is null and void.

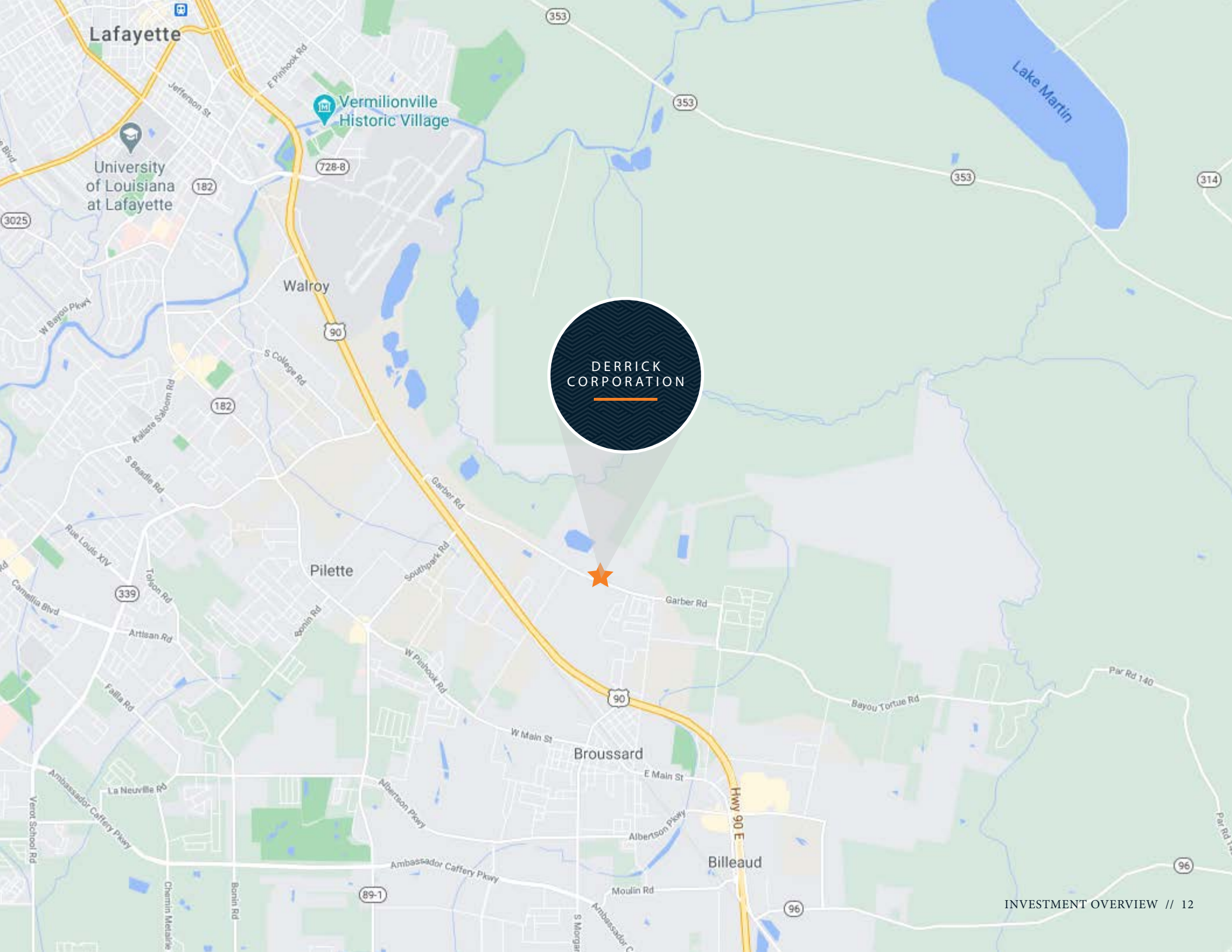


## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	108,000	9.00	108,000	9.00
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	7,200	0.60	7,200	0.60
Real estate Taxes	7,867	0.66	7,867	0.66
Total Reimbursement Income	\$15,067 100.0%	\$1.26	\$15,067 100.0%	\$1.26
Effective Gross Revenue	\$123,067	\$10.26	\$123,067	\$10.26

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	7,200	0.60	7,200	0.60
Real Estate Taxes	7,867	0.66	7,867	0.66
Total Expenses	\$15,067	\$1.26	\$15,067	\$1.26
Expenses as % of EGR	12.2%		12.2%	
Net Operating Income	\$108,000	\$9.00	\$108,000	\$9.00



DERRICK  
CORPORATION



An aerial photograph of an industrial park. In the center, a large, light-colored metal building with a gabled roof is highlighted with an orange star. A white circular callout with a dark blue wavy pattern and the text "DERRICK CORPORATION" is positioned above the star, with a white line pointing to the building. The facility includes several other industrial buildings, parking lots with cars and trucks, and large green open spaces. In the background, there are more industrial structures and a residential area with houses and trees under a clear blue sky.

DERRICK  
CORPORATION







---

## TENANT SUMMARY

“Derrick is committed to providing customers with state-of-the-art equipment to meet their ever-changing needs. High quality, innovation and reliability are Derrick’s pledge today and for the future.”

---

### TENANT

#### Derrick Corporation

##### HEADQUARTERS

Buffalo, New York

##### DATE FOUNDED

1951

##### REVENUE

\$226.82 Million

##### EMPLOYEES

695+

---

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



The Derrick Corporation was created to solve some of the most challenging mechanical separation needs of the mining industry. In 1951, H. William Derrick Jr. teamed up with Messinger Bearing Co. to develop the first four bearing high-speed screen vibrator. That same year, the Derrick Manufacturing Company was formed as a proprietorship. With the third generation of Derricks actively involved in the business, it is committed to the guiding principles and philosophy that have led to its success. Derrick is committed to providing customers with state-of-the-art equipment to meet their ever-changing needs.

Over the years, the Derrick Corporation has experienced exponential growth, expanding from mining to oil and gas drilling, civil construction, industrial, and other challenging industries worldwide. Derrick has an expansive network of thousands of cohesive individuals that are located across the globe. The company's number one priority is to serve its global families; tenured employees, multi-national partners, and surrounding communities. The Derrick Corporation's unique, close-knit culture and shared, long-term outlook is not only paramount to the company's success, but to the success of all integral stakeholders. High quality, innovation, and reliability are Derrick's pledge today and for the future.



## CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,944 debt  
and equity  
financings in 2019



National platform operating  
within the firm's  
brokerage offices



\$7.18 billion total  
national volume  
in 2019



Access to more capital sources  
than any other firm in the  
industry

## WHY MMCC?

.....

Optimum financing solutions to  
enhance value

.....

Enhanced control through MMCC's  
ability to qualify investor finance  
contingencies


.....

Enhanced control through quickly  
identifying potential debt/equity sources,  
processing, and closing buyer's  
finance alternatives

.....

Enhanced control through MMCC's  
ability to monitor investor/due diligence  
and underwriting to ensure timely,  
predictable closings

.....





The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, multi-level structure with metal beams, pipes, and several hanging industrial lights. The lighting is dim, creating a moody atmosphere. The structure appears to be a large warehouse or a factory interior.

## SECTION 2

---

### MARKET OVERVIEW

Marcus & Millichap

# LAFAYETTE

## LOUISIANA

---

Lafayette is situated in southwestern Louisiana and considered the epicenter of Cajun culture. The largest and most populous portion of French Louisiana's Acadiana region, the metro is known for its Cajun and Creole cuisine, entertainment and Zydeco music. A hub for in-state trade, Lafayette lies an hour west of Baton Rouge and roughly 120 miles from New Orleans. Metro population growth of 24,100 residents is expected in the next five years, spread between the parishes of Acadia, Iberia, Lafayette, St. Martin and Vermilion.



FRENCH CONNECTION



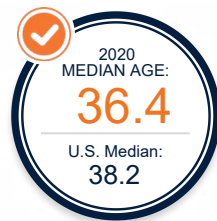
RAGIN' CAJUNS



ENERGY INDUSTRY

## ECONOMY

Oil-field service companies maintain a sizable local presence despite recent job cuts. Frank's International, Island Operating Co., WHC, Schlumberger and Baker Hughes all maintain payrolls between 700 and 1,000 workers. Lafayette is home to Stuller, the world's largest jewelry and setting manufacturer. The company employs more than 1,200 people. Education and healthcare employment supported the metro's economy while the oil industry struggled. Lafayette General Health and Lafayette Parish School System account for a large portion of the jobs.





## DEMOGRAPHICS



70,378

Total Population  
Within 5 miles



50.08%



49.92%



\$96,768

Average Household Income  
Within 5 miles



4,327

Employees  
Within 1 mile

## DEMOGRAPHICS

POPULATION	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Population	1,605	20,656	76,299
■ 2020 Estimate			
Total Population	1,467	18,761	70,378
■ 2010 Census			
Total Population	1,255	15,882	61,320
■ 2000 Census			
Total Population	1,105	13,812	50,648
■ Daytime Population			
2020 Estimate	4,069	29,962	107,603
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Households	608	8,772	30,709
■ 2020 Estimate			
Total Households	549	7,922	28,151
Average (Mean) Household Size	2.47	2.42	2.41
■ 2010 Census			
Total Households	461	6,654	24,384
■ 2000 Census			
Total Households	395	5,671	19,622

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2020 Estimate			
\$200,000 or More	7.27%	6.11%	8.64%
\$150,000 - \$199,000	7.99%	5.24%	6.54%
\$100,000 - \$149,000	17.77%	15.91%	15.04%
\$75,000 - \$99,999	16.28%	14.48%	12.98%
\$50,000 - \$74,999	20.97%	19.11%	16.78%
\$35,000 - \$49,999	7.44%	12.06%	10.63%
\$25,000 - \$34,999	5.51%	8.88%	8.14%
\$15,000 - \$24,999	9.10%	8.96%	9.11%
Under \$15,000	7.68%	9.27%	12.15%
Average Household Income	\$99,624	\$88,013	\$96,768
Median Household Income	\$74,154	\$64,771	\$65,246
Per Capita Income	\$37,385	\$37,276	\$39,027
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2020 Estimate Total Population	1,467	18,761	70,378
Under 20	26.77%	25.20%	25.81%
20 to 34 Years	21.19%	23.47%	23.46%
35 to 39 Years	9.07%	8.37%	7.54%
40 to 49 Years	13.91%	12.87%	12.04%
50 to 64 Years	19.70%	18.91%	18.19%
Age 65+	9.38%	11.19%	12.94%
Median Age	36.10	35.75	35.46
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	1,009	13,110	47,232
Elementary (0-8)	2.17%	1.62%	2.21%
Some High School (9-11)	5.19%	6.99%	6.16%
High School Graduate (12)	30.43%	30.18%	25.34%
Some College (13-15)	20.19%	22.57%	20.96%
Associate Degree Only	9.98%	6.02%	5.01%
Bachelors Degree Only	26.58%	24.79%	27.78%
Graduate Degree	5.32%	7.54%	11.83%
■ Time Travel to Work			
Average Travel Time in Minutes	24	23	23



# DERRICK CORPORATION

## 1006 GARBER ROAD

### BROUSSARD, LA 70518

#### PRESENTED BY

##### TYLER SHARP

Associate  
National Office and Industrial Properties Group  
Chicago Office  
Office (312) 327-5446  
Tyler.Sharp@marcusmillichap.com  
License: IL 475.177869

##### MAX LOZMACK

Associate  
National Office and Industrial Properties Group  
Houston Office  
Office (713) 452-4264  
Max.Lozmack@marcusmillichap.com  
License: TX 724493

##### ADAM ABUSHAGUR

Senior Managing Director Investments  
National Office and Industrial Properties Group  
Dallas Office  
Office 972.755.5223  
Adam.Abushagur@marcusmillichap.com  
License TX 661916

#### BROKER OF RECORD

##### CHRIS SHAHEEN

Louisiana Broker of Record  
10527 Kentshire Court, Suite B  
Baton Rouge, LA 70810  
Tel: 225.376.6800  
chris.shaheen@marcusmillichap.com  
License: BROK.995692662-ACT

#### DEBT CONTACT

##### DUKE DENNIS

Associate Director Capital Markets  
300 Throckmorton St, Suite 1500  
Fort Worth, Texas 76102  
Tel: 817.932.6172  
duke.dennis@marcusmillichap.com

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP