



## OFFERING MEMORANDUM







1751 DECKNER AVENUE, GREEN BAY, WI

PROPERTY SUMMARY		DEMOGRAPHICS	
TENANT	Total Renal Care, Inc.	1-MILE POPULATION	13,954
GUARANTOR	DaVita Inc.	1-MILE AHI	\$49,487
BUILDING SIZE (SF)	14,600 (13,218 leased to DaVita)	3-MILE POPULATION	72,526
PARCEL SIZE (ACRES)	0.94	3-MILE AHI	\$55,272
YEAR BUILT/RENOVATED	1969/1991	5-MILE POPULATION	137,198
LEASE TYPE	NN	5-MILE AHI	\$60,780
LEASE COMMENCEMENT	3/2/2012	PRICING	
LEASE EXPIRATION	3/2/2024	NOI	\$172,347
TERM REMAINING (YEARS)	4.8	CAP RATE	7.75%
RENT INCREASES	2.5% per year	PRICE	\$2,223,832
OPTIONS & INCREASES	Two 5-year options; 90% FMRV		
TENANCY	Multi		
VACANT SPACE	1,382 SF (Included in Building Size)		

UNDERWRITING CONSIDERATIONS

- Multi-tenant building with the following proportionate shares: DaVita (90.53%) and vacant (9.47%).
- Landlord Responsibilities:
  - Maintain property insurance and commercial general liability insurance (reimbursed by Tenant).
  - At Landlord's expense: maintain and keep in good order and repair and make any necessary replacements to the following building structures and systems: concrete slabs, footings, foundation, structural components, exterior walls (excluding painting), loading areas, flooring system (excluding floor covering), exterior plumbing, and electrical systems of the building.
  - Tenant reimburses Landlord on an amortized basis: (DaVita's proportionate share = 90.53%): maintain and keep in good order and repair and make any necessary replacements to the parking areas, roof, roof membrane, roof covering, heating, ventilation, and cooling systems ("HVAC") of the building.
- 5-mile restriction on owning a building with a competing use.

LOCATION OVERVIEW

- DaVita Green Bay is situated on Deckner Avenue (Traffic Count: 9,700 VPD) just east of Main Street/US Highway 141, which runs north-south in the states of Wisconsin and Michigan and boasts an average daily traffic volume of approximately 18,300 VPD.
- Approximately 2.5 miles west of the property is HSHS St. Vincent Hospital. The 255-bed HSHS St. Vincent Hospital is part of the HSHS - Eastern Wisconsin Division of Hospital Sisters Health System (HSHS), which also includes HSHS St. Mary's Hospital Medical Center in Green Bay, HSHS St. Nicholas Hospital in Sheboygan and HSHS St. Clare Memorial Hospital in Oconto Falls. The hospital has been serving the people of Greater Green Bay, Northeast Wisconsin, and nearby Upper Michigan for the last 125 years.
- East Town Mall is less than two miles south of the property. Built in 1982 and remodeled three times, East Town Mall is an enclosed shopping center on Green Bay's east side. East Town's anchors are Hobby Lobby, Office Max, Petco, and Kohl's.
- Green Bay, Wisconsin's unofficial nickname is Tiletown, USA, for the record number of National Football League championships, including four Super Bowls that the Packers have won. Located at the mouth of the Fox River with an MSA population of 318,236, Green Bay is an industrial city with several meatpacking and paper plants, and a port located on an arm of Lake Michigan. It is home to the National Railroad Museum; the Neville Public Museum, with exhibitions of art, history, and science; and the University of Wisconsin-Green Bay (Enrollment: 6,779).







## TENANT OVERVIEW

DaVita, Inc. (NYSE: DVA, S&P: BB) is the world's second-largest dialysis provider. Founded in 1994 and headquartered in Denver, Colorado, DaVita consists of two major divisions, DaVita Kidney Care and DaVita Medical Group (DMG). DaVita Kidney Care is comprised of the U.S. dialysis and related lab services, ancillary services and strategic initiatives, including international operations and corporate administrative support. The U.S. dialysis and related lab services business is the company's largest segment and provides kidney dialysis services to patients suffering from chronic kidney failure, also known as end stage renal disease (ESRD). Under the U.S. dialysis and lab services umbrella, the company operates 2,664 outpatient dialysis centers in 46 states and the District of Columbia which serve approximately 202,700 people each year. Additionally, the company provides acute inpatient dialysis services in approximately 900 hospitals and related laboratory services throughout the U.S. The company's other division—DMG—is a patient- and physician-focused integrated healthcare delivery and management company with experience providing coordinated, outcome-based medical care in a cost-effective manner.

Approximately 88% of the company's dialysis patients are covered under some form of government-based programs, with approximately 75% of the dialysis patients covered under Medicare and Medicare-assigned plans.

DaVita employs 70,800 people across the U.S. and boast an ever-expanding store count. As of December 31, 2018, the company reported a net revenue of \$11.4B, a net income of \$333M and had a net worth of approximately \$3.9B.



**2,664 DIALYSIS CLINICS**



**202,700 PATIENTS SERVED ANNUALLY**



**\$11.4 BILLION IN FY2018 REVENUE**



**70,800 EMPLOYEES**



**FORTUNE 500: #179**



**FORTUNE: WORLD'S MOST ADMIRABLE COMPANIES - 10 YEARS IN A ROW**

CBRE, Inc. operates within a global family of companies with many subsidiaries and/or related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates may represent various clients with competing interests in the same transaction. For example, this Memorandum may be received by our Affiliates, including CBRE Investors, Inc. or Trammell Crow Company. Those, or other, Affiliates may express an interest in the property described in this Memorandum (the "Property") may submit an offer to purchase the Property and may be the successful bidder for the Property. You hereby acknowledge that possibility and agree that neither CBRE, Inc. nor any involved Affiliate will have any obligation to disclose to you the involvement of any Affiliate in the sale or purchase of the Property. In all instances, however, CBRE, Inc. will act in the best interest of the client(s) it represents in the transaction described in this Memorandum and will not act in concert with or otherwise conduct its business in a way that benefits any Affiliate to the detriment of any other offeror or prospective offeror, but rather will conduct its business in a manner consistent with the law and any fiduciary duties owed to the client(s) it represents in the transaction described in this Memorandum.

### Confidentiality Agreement

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property. This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner. Neither the Owner or CBRE, Inc. nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property. The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived. By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc. If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

### Disclaimer

© 2019 CBRE, Inc. The information contained in this document has been obtained from sources believed reliable. While CBRE, Inc. does not doubt its accuracy, CBRE, Inc. has not verified it and makes no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs. Photos herein are the property of their respective owners and use of these images without the express written consent of the owner is prohibited. CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. All other marks displayed on this document are the property of their respective owners.

## CONTACTS

### **WILL PIKE**

Vice Chairman  
+1 404 923 1381  
will.pike@cbre.com

### **CHRIS BOSWORTH**

Vice Chairman  
+1 404 923 1486  
chris.bosworth@cbre.com

### **BRIAN PFOHL**

Senior Vice President  
+1 404 504 7893  
brian.pfohl@cbre.com

### **MATT MOUNTJOY**

Capital Markets Manager  
+1 404 504 5939  
matthew.mountjoy@cbre.com

CBRE, Inc.  
Broker Lic #00409987

### **CHRIS BODNAR**

Vice Chairman  
+1 303 628 1711  
chris.bodnar@cbre.com

### **LEE ASHER**

Vice Chairman  
+1 404 504 5965  
lee.asher@cbre.com

### **JOHN KARDELIS**

CBRE | WI Licensee  
john.kardelis@cbre.com