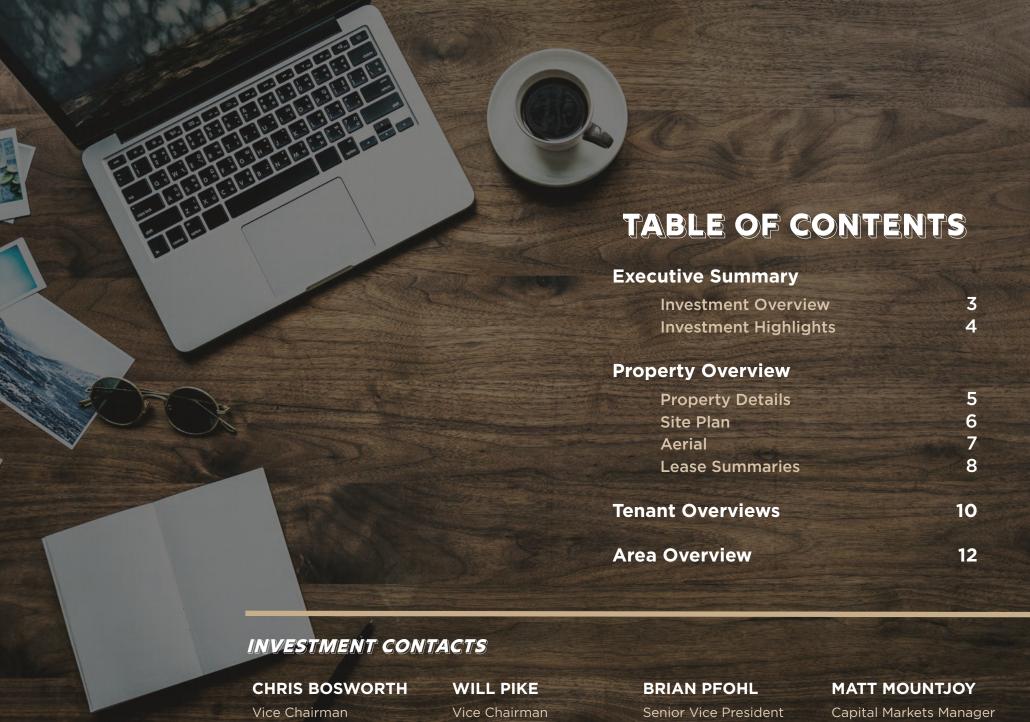


# STARBUCKS COFFEE & BANK OF AMERICA ATM

3370 NORTHSIDE PARKWAY · ATLANTA, GA

**CBRE** NET LEASE PROPERTY GROUP



Vice Chairman (404) 923 1486 chris.bosworth@cbre.com Vice Chairman (404) 923 1381 will.pike@cbre.com Senior Vice President (404) 504 7893 brian.pfohl@cbre.com Capital Markets Manager (404) 504 5939 matthew.mountjoy@cbre.com

### INVESTMENT OVERVIEW

The CBRE Net Lease Property Group is pleased to exclusively offer a new freestanding Starbucks and Bank of America ATM situated at THE BEST retail intersection in Atlanta in the extremely affluent Buckhead area. Built in 2018, Starbucks's ±9.2-year net lease features a 6% rent escalation in year 6 and 10% escalations in each of its four 5-year renewal options. Bank of America's gross lease features ±7.7 years remaining with 10% rent escalations throughout the remainder of the initial term and in each of its six 5-year renewal options. The site is situated with excellent access and visibility along Northside Parkway (Traffic Count: 21,600 VPD), where it also benefits from being within feet of Interstate 75 (Traffic Count: 209,000 VPD). Starbucks and Bank of America are positioned directly adjacent to Steak 'n Shake and Wells Fargo, and across from a Publix-anchored shopping center that is further occupied by Bank of America, Smoothie King, Goldbergs Fine Foods, Yogurtland, Willy's Mexicana Grill, Matthews Furniture + Design, Mountain High Outfitters, and OK Café, among several others. The site is proximate to the recently-redeveloped Paces Ferry Plaza—an 81,768-square-foot shopping center that is anchored by Whole Foods 365 and Ace Hardware, and occupied by AT&T, Carriage Cleaners, Lush Nails & Spa, West Stride, Hollywood Feed, Pero's Pizza, and Baby Braithwaite. Starbucks will benefit from several different revenue drivers including population density (67,923 Pop: 3 mi), Interstate 75 commuters (209,000 VPD), "spill over" from non-drive thru Starbucks across the street and proximity to 5 of the most prestigious private schools in Atlanta (Westminster, Lovett, Pace Academy, AGS and Trinity). Other major retailers within the immediate vicinity include Chick-fil-A, CVS, McDonald's, Houston's, FedEx, Blue Ridge Grill, Chevron, Allstate Insurance, Shell, Wells Fargo, SunTrust, and Local Three Kitchen & Bar, to name a few. The site further benefits from upscale dynamic demographics with a population of 67,293 and an average household income of \$150,834 within a 3-mile radius.

### INVESTMENT SUMMARY

ADDRESS	3370 Northside Parkway Atlanta, GA 30327
TOTAL PARCEL SIZE	0.37 Acres
TOTAL BUILDING SIZE	816 SF
NOI*	\$163,000
PRICE	\$3,100,000
CAP	5.25%





### INVESTMENT HIGHLIGHTS

#### **INVESTMENT GRADE TENANTS**

**Starbucks Coffee:** Headquartered in Seattle, Washington, Starbucks Corporation (NASDAQ: SBUX, S&P: BBB+) is the premier roaster, marketer and retailer of specialty coffee in the world, operating 29,324 stores in 76 countries. As of December 30, 2018, Starbucks generated TTM total revenue of \$25.3 billion and TTM net income of \$3.0 billion. Additionally, Starbucks currently has over \$19.9 billion in total assets.

**Bank of America:** Bank of America N.A. (S&P: AA-), a subsidiary of Bank of America Corporation (NYSE: BAC), is one of the world's leading financial institutions with \$2.3 trillion in assets, approximately 4,300 retail financial centers and more than 16,300 ATMs.

#### **NEW LEASES WITH ATTRACTIVE RENT ESCALATIONS**

Built in 2018, Starbucks's  $\pm 9.2$ -year net lease features a 6% rent escalation in year 6 and 10% escalations in each of its four 5-year renewal options. Bank of America's gross lease features  $\pm 7.7$  years remaining with 10% rent escalations throughout the remainder of the initial term and in each of its six 5-year renewal options.

#### **EXCELLENT ACCESS/VISIBILITY**

The site is situated with excellent access and visibility along Northside Parkway (Traffic Count: 21,600 VPD), where it also benefits from being within feet of Interstate 75 (Traffic Count: 209,000 VPD).

#### STRATEGIC LOCATION - THE BEST RETAIL INTERSECTION IN ATLANTA

Starbucks and Bank of America are positioned directly adjacent to Steak 'n Shake and Wells Fargo, and across from a Publix-anchored shopping center that is further occupied by Bank of America, Smoothie King, Goldbergs Fine Foods, Yogurtland, Willy's Mexicana Grill, Matthews Furniture + Design, Mountain High Outfitters, and OK Café, among several others.

#### **BUILT-IN CUSTOMER BASE**

Starbucks will benefit from several different revenue drivers including population density (67,923 Pop: 3 mi), Interstate 75 commuters (209,000 VPD), "spill over" from non-drive thru Starbucks across the street and proximity to 5 of the most prestigious private schools in Atlanta (Westminster, Lovett, Pace Academy, AGS and Trinity).

#### SURROUNDING REDEVELOPMENT

The site is proximate to the recently-redeveloped Paces Ferry Plaza—an 81,768-square-foot shopping center that is anchored by Whole Foods 365 and Ace Hardware, and occupied by AT&T, Carriage Cleaners, Lush Nails & Spa, West Stride, Hollywood Feed, Pero's Pizza, and Baby Braithwaite.

#### ROBUST RETAIL & COMMERCIAL CORRIDOR

The property is located within what is considered to be one of Atlanta's premier retail and commercial corridors with 3.8 MSF of retail, 9.9 MSF of office, 6.7 MSF of industrial, and 14,502 multifamily units within a 3-mile radius. In addition to the tenants occupying the Publix-anchored shopping center and Paces Ferry Plaza, other major retailers within the immediate vicinity include Chick-fil-A, CVS, McDonald's, Houston's, FedEx, Blue Ridge Grill, Chevron, Allstate Insurance, Shell, Wells Fargo, SunTrust, and Local Three Kitchen & Bar, to name a few.

#### LONGSTANDING BANK OF AMERICA ATM

Bank of America has operated an ATM and drive through on the site for decades. The facility is complimentary to the space-constrained full-service Bank of America branch which is located in the shopping center across the street and lacks a drive through ATM.

#### LOCATED WITHIN AFFLUENT BUCKHEAD

With a 1-mile average household income of \$186,882, Buckhead—also known as "Beverly Hills of the South"—is an affluent commercial and residential district that is among the most desirable and wealthiest places in Metro Atlanta. The Buckhead submarket not only serves as a major financial center of the Southeast, but also features one of the highest concentrations of upscale retail in the United States.

#### ATLANTA MSA

Metro Atlanta is recognized as an international gateway city and is considered to be both an emerging Tier 1 technology hub and the established economic engine of the Southeast. The city's thriving economy and job base, coupled with its high quality of life and low cost of living, make it an ideal destination to draw young and educated talent from the region's major universities. With an overall population of 5.8 million throughout the 29-county metro area, Atlanta is

DEMOGRAPHICS			MULTIFAMILY	TRAFFIC COUNTS			
1-MILE POP	1-MILE AHI	3-MILE POP	3-MILE AHI	5-MILE POP	5-MILE AHI	14,502 Units	Northside Parkway NW: 21,600 VPD
5,112	\$186,882	67,293	\$150,834	255,652	\$122,687	(3-Mile)	Interstate 75: 209,000 VPD

## PROPERTY DETAILS



### STARBUCKS

NOI	\$145,000
PARCEL SIZE	0.37 Acres - Shared
BUILDING SIZE	816 SF
YEAR BUILT	2018
PARKING	10 Spaces - Shared

### Bank of America.

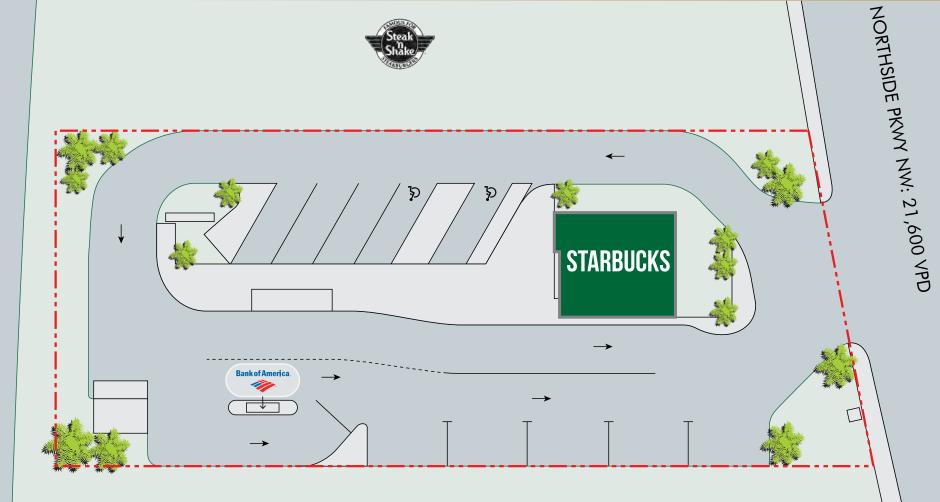


### **BANK OF AMERICA ATM**

NOI	\$18,000
PARCEL SIZE	0.37 Acres - Shared
BUILDING SIZE	N/A
YEAR BUILT	2016
PARKING	10 Spaces - Shared







### WELLS FARGO DRIVE-UP BANK







### STARBUCKS LEASE SUMMARY

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TENANT	Starbucks Corporation		
RENT COMMENCEMENT	August 1, 2018		
LEASE EXPIRATION	July 31, 2028		
LEASE TERM REMAINING	±9.2 Years		
LEASE TYPE	NN		
INITIAL TERM RENT	Years 1-5: Years 6-10:	\$145,000 \$153,700	
RENT INCREASES	6% in Year 6		
RENEWAL OPTIONS	Four 5-year options		
	Option 1:	\$169,070	
OPTION RENT	Option 2:	\$185,974	
or more it.	Option 3:	\$204,572	
ODTION DENT INCOME	Option 4:	\$225,029	
OPTION RENT INCREASES	10% in each option	Leading to the Control of Taxable Bar Bar	
TENANT'S PRO RATA SHARE	Tenant shall pay to Landlord, as additional rent, Tenant's Pro Ra Share of Operating Expenses, Landlord's Insurance, and Real Proper Taxes (collectively known as "Annual Additional Rent").		
TAXES	For each Lease Year during the Term, Tenant shall pay Landlord, as additional rent, Tenant's Pro Rata Share (100%) of Real Property Taxes. Tenant's Pro Rata Share of Real Property Taxes shall not exceed \$28,000 for the first full calendar year.		
INSURANCE	Taxes. Tenant's Pro Rata Share of Real Property Taxes shall not exceed		

Landlord's Insurance (100%). Tenant's Pro Rata Share of Insurance shall not

exceed \$1,800 for the first full calendar year.

Tenant, at Tenant's expense, shall keep the Premises in good order and repair, including maintaining all plumbing, HVAC, electrical, and lighting facilities and equipment within the Premises and exclusively serving the Premises, and the store front, doors, and plate glass of the Premises. Tenant shall obtain and maintain a maintenance agreement for the HVAC systems during the term of this Lease and any extension thereof. Tenant's obligations under this Section shall not include any structural or seismic repairs, improvements, or alterations to the Premises, the Building, or the Property.

### REPAIRS & MAINTENANCE

Landlord shall maintain, repair, and make replacements to the Premises, the Building, and the Property. Landlord shall, at its sole cost and expense, make the repairs and replacements and perform such work that is necessary to maintain the Building and the Property in a good and first class condition (subject to Tenant's payment obligations, if any). Such repairs, replacements, and maintenance shall include, without limitation: (a) the upkeep of the roof, roof membrane, and roof systems, foundation, exterior walls, interior structural walls, and all structural components of the Premises, the Building, and the Property; (b) the maintenance and repair of all utility systems and plumbing systems which serve the Building and/or the Property as a whole and not a particular tenant's premises; (c) the replacement of the HVAC systems if required, and (d) providing installation, removal and storage of hurricane shutters to the extent required by applicable law.

### COMMON AREA MAINTENANCE/ OPERATING EXPENSES

The following items are excluded from Operating Expenses: (a) the initial cost of any item properly charged to a capital account; (b) the cost of any capital addition, repair, or replacement to the Building or Property; (c) structural repairs and replacements; and

(d) management fees in excess of 10% of Operating Expenses.

Landlord shall maintain, repair and make replacements to all Common

Areas on the Property.

Tenant shall pay Landlord, as additional rent, Tenant's Pro Rata Share of Operating Expenses (90%). Tenant's Pro Rata Share of Operating Expenses shall not exceed \$10,800 for the first full calendar year. The cap shall be increased by 5% annually. **Estimated Annual CAM:** \$6,000.

#### BANK OF AMERICA LEASE ROFR

If Bank of America closes its ATM Drive-Thru and the lease between Landlord and Bank of America (the "ATM Lease") is terminated by Bank of America in accordance with its terms, Starbucks shall have the first right of refusal to lease the Bank of America ATM leased area from Landlord on the same economic terms as were being paid by Bank of America pursuant to the ATM Lease with Landlord on the termination date of the ATM Lease. 60 days.

### **BANK OF AMERICA ATM LEASE SUMMARY**

TENANT	Bank of America, National Association			
RENT COMMENCEMENT	December 9, 2016			
LEASE EXPIRATION	December 31, 2026			
LEASE TERM REMAINING	±7.7 Years			
LEASE TYPE	Gross			
INITIAL TERM RENT	Years 1-5: Years 6-10:	\$18,000 \$19,800		
RENT INCREASES	10% in Year 6			
RENEWAL OPTIONS	Six 5-year options			
OPTION RENT	Option 1: Option 2: Option 3: Option 4: Option 5: Option 6:	\$21,780 \$23,958 \$26,354 \$28,989 \$31,888 \$35,077		
OPTION RENT INCREASES	10% in each option			
TAXES	Landlord shall pay all ad valorem property taxes and other taxes assessed against the Premises. The property taxes are 100% reimbursed by Starbucks.			
INSURANCE	Tenant shall (i) insure the Premises against loss or damage by fire and other casualties included in the so-called "Special Causes of Loss Endorsement" in an amount not less than 100% of the replacement value thereof, and (ii) insure against property damage and public liability arising by reason of occurrences on or about the Premises in an amount not less than \$500,000 in respect or loss or damage to property, in an amount not less than \$2,000,000 in respect of injury to or death of any one person, and in an amount not less than \$2,000,000 in respect of any one accident or disaster. So long as Tenant maintains a net worth in excess of \$50,000,000, Tenant may self-insure.			
	insurance on the Property affording minimum protection for bodily injury, death or property damage of not less than \$2,000,000 in any one accident or occurrence and \$2,000,000 in the aggregate.			
	Landlord's Insuranc	e is substantially reimbursed by Starbucks.		
REPAIRS & MAINTENANCE	Tenant, at its sole expense, shall maintain the Premises (excluding any Common Areas located on the Premises) in good condition, ordinary wear and tear, and damage through casualty, condemnation and/or the negligence or misconduct of Landlord excepted.			

### COMMON AREA MAINTENANCE

Landlord shall at all times operate and maintain the Common Areas, including all Common Areas located on the Premises, in accordance with standards of first-class retail shopping centers in the Atlanta, Georgia area. Landlord's obligation to maintain the Common Areas includes rubbish disposal, and removal of any other weather-related sediment or debris (including, without limitation, snow and ice removal).

**TERMINATION OPTION** 

Tenant may, at its option, elect to terminate this Lease after the 2nd year of the lease term for any reason or for no reason at all by delivering to Landlord not less than 180 days' prior written notice thereof specifying the date upon which Tenant is terminating the Lease.



# TENANT OVERVIEW | STARBUCKS COFFEE

### **COMPANY OVERVIEW**

Number of Locations 29,324

Headquarters Seattle, WA

Employees 291,000

Ticker SBUX (S&P: BBB+)

Company Website www.starbucks.com



Starbucks—which operates 29,324 stores in 76 countries—is the premier roaster, marketer and retailer of specialty coffee in the world. Originally founded in 1971, Starbucks Corporation's common stock trades on the NASDAQ Global Select Market ("NASDAQ") under the symbol "SBUX" and has an investment-grade credit rating of BBB+. Starbucks provides regular and decaffeinated coffee beverages, Italian-style espresso beverages, cold blended beverages, iced shaken refreshment beverages, premium teas, packaged roasted whole bean coffees, and soluble coffees. The company's stores also offer various fresh food items, including pastries, prepared breakfast and lunch sandwiches, oatmeal, and salads, as well as juices and bottled water. Further, the company provides various coffee and tea products, and licenses its trademarks through other channels, such as licensed stores, grocery, and national food-service accounts. The Starbucks brand portfolio includes Teavana, Seattle's Best Coffee, Evolution Fresh, La Boulange, and Ethos.

Over the last 10 years, the company has almost doubled its footprint from 15,000 stores to more than 29,000. In fiscal 2018, the company opened hundreds of new stores, primarily in the Americas and China/Asia Pacific segments. As of December 30, 2018, Starbucks generated TTM total revenue of \$25.3 billion and TTM net income of \$3.0 billion. Additionally, Starbucks currently has over \$19.9 billion in total assets.

# TENANT OVERVIEW | BANK OF AMERICA

Bank of America (S&P: AA-, NYSE: BAC) is one of the world's leading financial institutions serving individual consumers, small and middle-market businesses, and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the U.S. to 66 million consumer and small business relationships through 4,300 retail financial centers, 16,300 ATMs, and its award-winning online banking platform. Bank of America, which is a global leader in wealth management, corporate and investment banking, and trading across a broad range of asset classes, services corporations, governments, institutions, and individuals around the world. In addition, the company offers industry-leading support to 3 million small business owners through a suite of innovative, easy-touse online products and services. It serves clients through operations in all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and more than 35 countries. Over the years, Bank of America has grown via numerous mergers and acquisitions including Countrywide, Merrill Lynch, FleetBoston, MBNA, and LaSalle Bank.

Bank of America's competitive advantages range from its massive deposit and consumer lending franchise to the "thundering herd" of Merrill Lynch's brokers and wealth managers. With the firm being less complex than many of its peers, Bank of America is ready to capitalize on its strengths as American consumers continue to experience one of the longest bull markets on record. The bank's exposure to U.S. consumers should continue to benefit the firm over the next several years. With interest rates at historic lows, consumers are borrowing at a rapid rate. Along with falling unemployment rates and rising home prices, this phenomenon is likely to contribute to exceptionally low credit losses and will serve as a catalyst for the continuation of loan growth.

#### FINANCIAL PERFORMANCE

As of December 31, 2018, Bank of America Corporation reported total assets of \$2.35 trillion, 2018 net revenues of \$91.25 billion and 2018 net income of \$28.15 billion. Further, Bank of America's consumer banking operation reported 2018 net revenues of \$37.52 billion and 2018 net income of \$12.03 billion.

The Tenant under the Lease is Bank of America, N.A., which is the entity under which Bank of America Corporation primarily operates its banking activities. As of December 31, 2018, the Corporation had \$2.3 trillion in assets and approximately 204,000 full-time equivalent employees.

### **COMPANY OVERVIEW**

CREDIT RATING:	S&P: AA-
TTM REVENUE:	\$91.3 Billion (As of 12/31/2018)
TOTAL ASSETS:	\$2.4 Trillion (As of 12/31/2018)
NUMBER OF LOCATIONS:	4,300
NUMBER OF EMPLOYEES:	204,000
HEADQUARTERS:	Charlotte, NC
FORTUNE 500:	#24
WEBSITE:	www.bankofamerica.com

# ATLANTA: CAPITAL OF THE SOUTHEAST



Metro Atlanta is recognized as an international gateway city and is also considered to be both an emerging Tier 1 technology hub and the established economic engine of the Southeast. The city's thriving economy and job base, coupled with its high quality of life and low cost of living, make it an ideal destination to draw young and educated talent from the region's major universities.

With an overall population of 5.8 million throughout the 29-county metro area, Atlanta is the ninth-largest Metropolitan Statistical Area (MSA) in the United States and is projected to be the 6th most populated metro area by 2020. Over the course of the 1990s and into the 2000s, Atlanta evolved from the regional "capital" of the Southeast into its current distinction as a leading international city for business. Atlanta prospers by combining layers of logistical advantages with a low cost of doing business, an educated workforce, and a high quality of living. Diversified and substantial investment from corporations and state and local governments make Atlanta an incredible place to do business. As further proof that Atlanta is a mainstay of global commerce, this fast-growing metropolis is also host to the busiest airport in the world, Hartsfield-Jackson Atlanta International Airport.

#### METRO ATLANTA & SURROUNDING AREAS FORTUNE 500 COMPANIES HEADQUARTERED IN AREA COMPANY **TICKER FORTUNE 500 RANK REVENUES (BILLIONS)** The Home Depot HD 23 \$100.9 2 United Parcel Service UPS 46 \$65.8 3 The Coca-Cola Company KO 64 \$35.41 Delta Air Lines DAL 71 \$41.2 5 Aflac Inc. AFL 126 \$29.2 6 Southern Co. SO 145 \$19.9 Genuine Parts Co. **GPC** 180 \$16.3 8 First Data Corp. FDC 242 \$12.1 9 SunTrust Banks Inc. STI \$9.2 303 10 Mohawk Industries MHK 311 \$9.0 Veritiv **VRTV** 331 \$8.3 12 PulteGroup, Inc. PHM 353 \$7.7 13 **HD** Supply HDS 364 \$7.5 14 **AGCO** AGCO 370 \$7.4 15 NCR NCR 409 \$6.5 16 Asbury Automotive Group, Inc. MHK 410 \$6.5

ICE

437

17

Intercontinental Exchange

\$6.0

### **MARKET AT A GLANCE**

#### ECONOMIC STRENGTH AND STABILITY

- » Over 2,100 international companies are represented in Atlanta
- » Top Tech Talent Market
- » Cost of living is below the U.S. average
- » Atlanta has been recognized for some of the lowest operating costs in the nation
- » Hartsfield-Jackson Atlanta International Airport is #1 in the world in passenger volume, serving 103+ million passengers annually with over 90 international destinations in 55 countries and over 260,000 passengers per day (2017)

#### MAJOR POPULATION CENTER

- » The 29-county MSA the nation's 9th largest contains approximately 5.8 million people
- » More than 58% of individuals 25+ years of age have post-secondary education, well above the national average of 52%
- » Median household income has increased 62% since 1990, with 22.5% of households currently earning \$100,000+ annually

#### HIGHLY EDUCATED WORKFORCE

- » Ranked as 7th Major U.S. city for production of graduates with Bachelor's degrees or higher
- » Home to more than 50 accredited universities, colleges, and technical schools including Georgia Institute of Technology, Emory University, Georgia State University, and the Atlanta University Center which includes Clark, Spelman, and Morehouse Colleges

### **JOB GROWTH IS REVVING UP AGAIN**

Atlanta has held its place in the top 5 cities for Fortune 500 headquarters for over a decade. 26 Fortune 1000 companies have headquarters in Atlanta and more than 70% of the Fortune 1000 firms have operations in the metro area. Looking forward, Atlanta's diverse economy, strong in-migration, population growth, and business-friendly environment are expected to fuel above-average job growth. According to the Department of Labor, Atlanta employment and labor force numbers grew by nearly 48,000 jobs in 2017, which was a rate of 1.7%. The growth rate outpaced the state and nation's job growth rate of 1.5 percent.

### CORPORATE RELOCATION MAGNET

As the economic recovery continues, businesses are focused on streamlining their operations in regions with lower operating costs and a well-educated, growing labor force. This talent pool coincides well with Atlanta's prime location which is within a short flying distance of a vast majority of U.S. population centers. Atlanta is competitive in a wide range of degree levels, offering a ready workforce to relocating companies and startups in high-end services as well as skilled manufacturing. Moody's notes that Atlanta's job growth in professional and technical services far exceeds the U.S. average and is set to continue for the foreseeable future. Atlanta's high concentration of highly-educated professionals will continue to make the area a preferred destination for corporate relocations and expansions.

Companies such as Pulte Homes, NCR, First Data, Sony Ericsson, Novelis, and Hydro Phi are just a few examples of companies that have chosen to relocate their headquarters from around the country to Atlanta, making a long-term investment in the city's workforce and economy.

### FORTUNES FOR THE FUTURE: DRIVERS FOR GROWTH

Atlanta's position as a global business center for established companies has never been in question. FDI Magazine, a foreign direct investment news outlet, ranked Atlanta the #5 City of the Future in the U.S. based on economic potential, human resources, infrastructure, quality of life, FDI strategy and business climate.

Atlanta continues to attract many companies due to the state's attractive business climate and highly valuable logistical assets. Georgia is the #5 ranked state for business according to both Site Selection Magazine and Chief Executive due to its low corporate and personal income tax, highly-educated workforce, quality healthcare and low percentage of unionized labor. Atlanta is building on these advantages through programs like its Opportunity Zones which were recently extended to Midtown and Downtown businesses and offer tax credits for each new job added.

In addition to a strong base of internationally recognized firms, the city is already turning to the next generation of Fortune 500 companies to drive future employment growth. Atlanta is poised for a new wave of growth in a diverse range of innovative fields.

**Technology** – Atlanta has a thriving ecosystem ideal for the cultivation of the high-growth technology sector. A key factor helping lure tech companies to the market includes the lowest cost of doing business and the second lowest cost of living among the top-10 markets in the country. One of the defining characteristics of Atlanta's tech sector is that a heavy concentration are primarily business-to-business technology companies (FinTech, Cybersecruity, Health IT, Marketing Automation and Logistics Technology). A strong indicator of the continued growth to come is the noticeable rise and healthy levels of venture capital and private equity investment in Atlanta-based tech companies. Atlanta has seen more than \$1.7 billion of venture and private equity investments in local technology companies since 2015.

**Film & Television** – As a result of generous tax incentives in the state, movie and television production companies have flocked to Georgia in recent years, making it the third most popular filming location in the U.S., behind only California and New York. Gov. Nathan Deal announced that the industry generated \$9.5 billion in the 2017 fiscal year thanks to more than 300 film and television productions shot in the state.

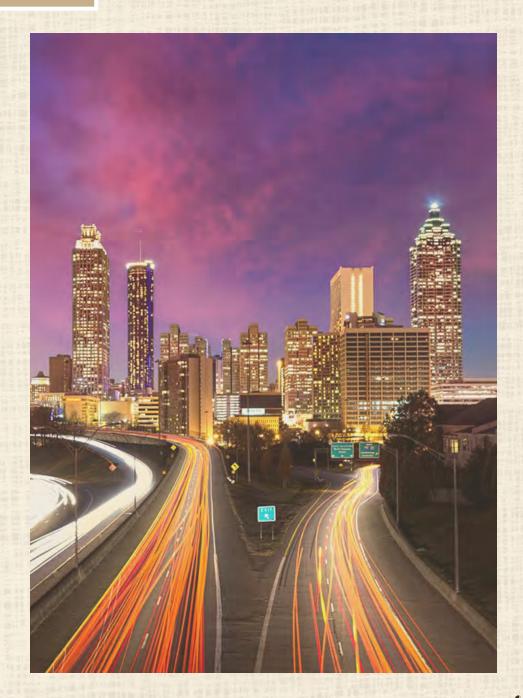
**Bioscience** - The city is ranked #5 in university research nationally. A key component of the ranking is Emory University's place at #4 in the U.S. for discovering new drugs and vaccines among public-sector research institutions, with 27 products in the marketplace and 12 more in human clinical trials. Atlanta is also home to the Georgia Research Alliance, a non-profit that is government funded and run by a board of high-level business leaders and university presidents. GRA has leveraged \$525 million in state funds into \$2.6 billion of federal and private investment.

Advanced Manufacturing and Supply Chain Management - Atlanta's supply chain and advanced manufacturing industry is the largest growth sector in recent years. Seventy percent of the top 20 supply chain management software providers have operations in Atlanta, including six corporate headquarters. State-wide, Georgia continues to increase its connectivity to the global marketplace. Given Atlanta's dominance as a global logistics hub with the busiest airport in the world and as home to both UPS and Delta, the Port of Savannah has become a critical element in the expansion of its distribution capabilities. Furthermore, given that the Northwest is one of the closest submarkets to the distribution hub surrounding Hartsfield-Jackson Atlanta International Airport, the continued growth of this industrial sector should continue to benefit the Northwest in years to come. Many tenants in the Northwest chose their location due to proximity to the airport. Additionally, Atlanta mayor Keisha Lance Bottoms continues to promote a high-speed rail line linking metro Atlanta to Savannah - this additional linkage could serve to boost both the Atlanta and Savannah economies.

### FORTUNES FOR THE FUTURE: DRIVERS FOR GROWTH (CONTINUED)

Port of Savannah - Atlanta is 250 miles from the Port of Savannah, the fastest growing port in the nation. Georgia's deep water ports and inland barge terminals expedite deliveries to 153 countries around the globe and sustain more than 369,000 jobs throughout the state annually, contributing \$20.4 billion in income and \$84.1 billion in revenue to Georgia's economy. The Port of Savannah is the fastest-growing and fourth-busiest port in the nation, with 36 weekly vessel calls, more than any other container terminal on the U.S. East Coast. The Port of Savannah contributes significantly to promoting American businesses in the global marketplace. In 2014, the Savannah Harbor Expansion Project was authorized to begin construction to deepen the harbor to 47 feet through the Water Resources Reform and Development Act of 2014. Completion is expected as early as 2020. In addition, the Port of Savannah has 10 Super Post-Panamax ship-to-shore cranes on order, for a total of 36 cranes. Four will arrive in 2018, and the final six by 2020. Investments are also being made in road and rail improvements in order to increase service to inland markets and strengthen the logistics network across the state.

Hartsfield-Jackson Atlanta International Airport - Located 7 miles south of the city's Central Business District, Hartsfield-Jackson Atlanta International Airport ("Hartsfield") is the world's busiest airport, serving more than 104 million passengers annually with nonstop service to more than 150 U.S. destinations and 70 international destinations in more than 50 countries. The Airport boasts a direct economic impact of \$34.8 billion in metro Atlanta and a total direct economic impact of \$70.9 billion in Georgia. It is also the largest employer in Georgia, with more than 63,000 employees. The Airport is a frequent recipient of awards of excellence for concessions, operations, sustainability, architectural engineering, and construction. ATL is now in the midst of a \$6 billion capital improvement program, ATLNext, which will modernize the Domestic Terminal and concourses, and include new parking decks, a 440-room hotel, Class A commercial office space, a new runway, a new concourse and expand cargo facilities. With flying times of less than two hours to 80% of the U.S. population, Hartsfield has played a key role in the growth of Atlanta into one of the country's top business centers and deserves its nickname as the "Gateway to the World."



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 offerer or prospective offerer, 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.

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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.

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### INVESTMENT CONTACTS

### **CHRIS BOSWORTH**

Vice Chairman (404) 923 1486 chris.bosworth@cbre.com

#### **WILL PIKE**

Vice Chairman (404) 923 1381 will.pike@cbre.com

#### **BRIAN PFOHL**

Senior Vice President (404) 504 7893 brian.pfohl@cbre.com

### **MATT MOUNTJOY**

Capital Markets Manager (404) 504 5939 matthew.mountjoy@cbre.com

### CBRE, Inc.

3280 Peachtree Road NE Atlanta, GA 30305 (404) 504 7900 **CBRE**