



CALIBER COLLISION

CALIBER COLLISION

RESTORING THE RHYTHM OF YOUR LIFE®

220 GREYSTONE BOULEVARD • COLUMBIA, SC 29210

OFFERING MEMORANDUM

TSG | THE **SULO**
GROUP
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Subject Property

**CALIBER
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THE OFFERING

CALIBER COLLISION

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OFFERING TERMS

PRICE
\$2,560,000

CAP
7.50%

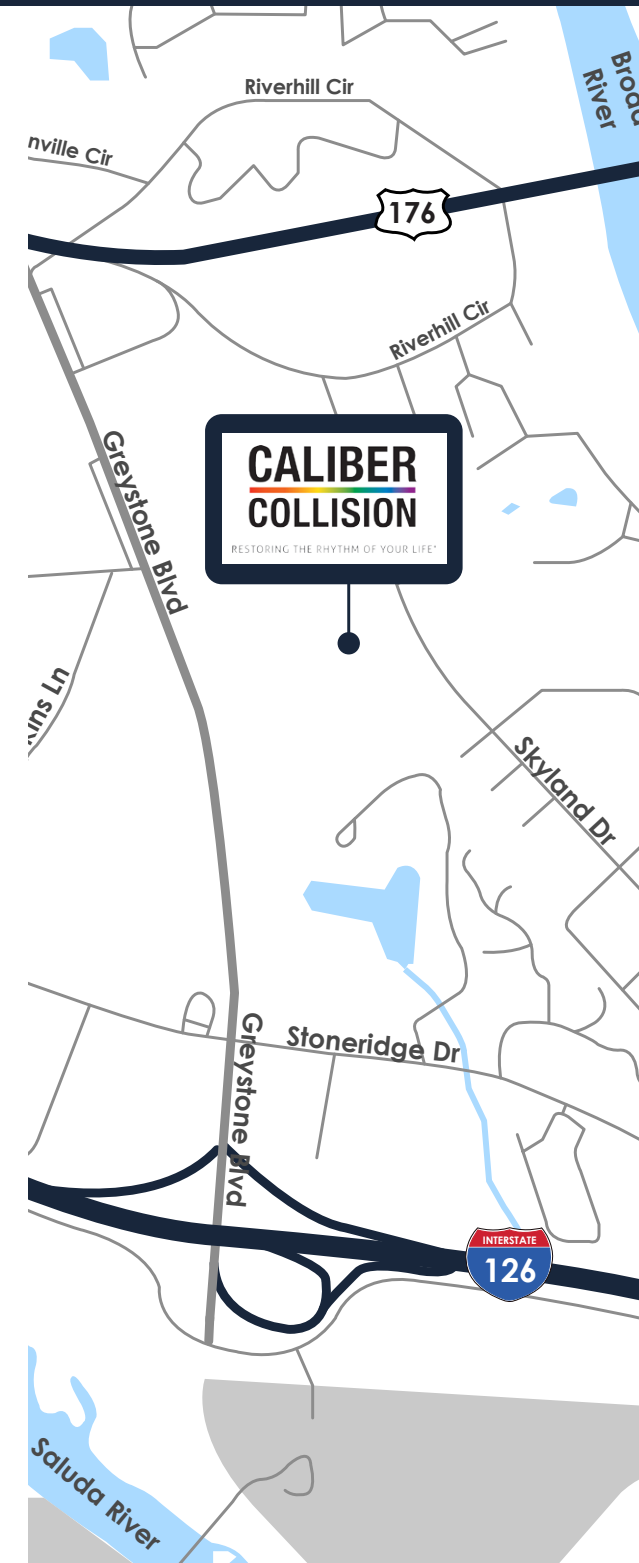
NET OPERATING INCOME
\$192,000

FINANCIAL SUMMARY

Building Sq Ft	19,000 Sq Ft
Year Built	2003
Lot Size	+/- 2.60 Acres

LEASE SUMMARY

Lease Type	Double Net
Tenant	Caliber Collision
Guarantor	Corporate
Roof and Structure	Landlord Responsible
Primary Term	10 Years
Rent Commencement Date	6/18/2016
Lease Expiration Date	6/30/2026
Term Remaining	7+ Years
Rental Increases	Yes
Renewal Options	Two, Five-Year



LEASE SUMMARY

GLA	LEASE TERM		LEASE YEARS	PAYMENT DATES		MINIMUM RENT		PSF	CAP RATE	OPTIONS
	START	END		START	END	ANNUAL	MONTHLY			
19,000	6/18/2016	6/30/2026	1-3	6/18/2016	6/30/2019	\$192,000	\$16,000	\$10.11	7.50%	Two, Five-Year
			4-6	7/1/2019	6/30/2022	CPI	CPI	TBD	TBD	
			7-9	7/1/2022	6/30/2025	CPI	CPI	TBD	TBD	
			10	7/1/2025	6/30/2026	CPI	CPI	TBD	TBD	
			11-12	7/1/2026	6/30/2028					Option 1
			13-15	7/1/2028	6/30/2031	CPI	CPI	TBD	TBD	
			16-18	7/1/2031	6/30/2034	CPI	CPI	TBD	TBD	Option 2
			19-20	7/1/2034	6/30/2036	CPI	CPI	TBD	TBD	

Lease Comments: CPI is capped at six percent in any given rent adjustment period.

INVESTMENT HIGHLIGHTS



**Extremely Well Located and
Surrounded by Car Dealerships
and Rental Car Providers**



**Pending Merger will Transform
Collision Repair Industry**

HELLMAN & FRIEDMAN

**Dominant Leadership
\$25 Billion of Total Assets**

DUTCH SQUARE MALL

**Less Than Two Miles from
Dutch Square Mall, A 600,000 SF,
40+ Store Enclosed Mall**



**Heavily Trafficked with Over
16,000 Cars per Day**



**In Close Proximity to the University
34,731 Students (2017)**

TENANT OVERVIEW



RESTORING THE RHYTHM OF YOUR LIFE®

CALIBER COLLISION

Caliber Collision Centers are the nation's largest collision repair company. They have an unyielding commitment to their customers, their communities, our culture and only the highest-quality service. It's a commitment that began when the company was founded in 1997 and continues strong to this day. To continue improving, they not only set new standards in customer service, but also implement cutting edge technology at every turn.

The company repairs more than 450,000 vehicles annually and has more than 580 convenient, state-of-the-art repair centers. They are growing throughout Arizona, California, Colorado, Delaware, Florida, Georgia, Maryland, Nevada, New Jersey, New Mexico, North Carolina, Oklahoma, Pennsylvania, South Carolina, Texas, Virginia, Wyoming, Washington DC, and West Virginia.

Caliber has recently acquired ABRA Auto Body. The combined company now boasts over 1,000 stores. The majority of ABRA's locations were in states in which Caliber previously had no presence. Caliber operated in only 10 of those states. They now have 18 additional states and now operate in 37 states. Caliber now has significant market presence in each of the primary markets of its main competitors.

No. of Locations:	600+
State Locations:	20
Total Revenue:	\$2 billion
Year Founded:	1997
Headquarters:	Lewisville, TX
Website:	calibercollision.com

HELLMAN & FRIEDMAN

HELLMAN & FRIEDMAN

Founded in 1984 Hellman & Friedman (H&F) is one of the oldest and most experienced private equity investment firms operating today. They have offices in San Francisco, New York and London with more than 50 investment professionals. Through their investing history, they have raised over \$35 billion of committed capital and have invested in over 80 companies.

They invest for the long haul to support the strategic and financial objectives of outstanding management teams. They have a clear investment philosophy and disciplined approach to investing and have demonstrated performance across multiple investment cycles over their 30-year history.

In 2014 H&F acquired Grocery Outlet, a leading "extreme-value" retailer in the U.S., with over 200 locations. Founded in 1946, Grocery Outlet is a third-generation family-led company.

Ownership:	Private
No. of Companies Owned in Portfolio:	58
Total Assets:	\$25 billion
Year Founded:	1984
Headquarters:	San Francisco, CA
Website:	hf.com

RECENT NEWS ARTICLES



How Caliber Collision Is Dominating the Industry

CEO Steve Grimshaw has expanded locations and increased revenue for the Lewisville-based company.



If you own a motor vehicle, it's predicted you'll have an accident once every 10 to 12 years. Whenever one happens it can trigger a major hassle, with out-of-pocket costs, work disruptions, and angst over finding an honest, efficient repair shop. It's an ordeal that Steve Grimshaw—CEO since 2009 of Caliber Collision, the nation's largest collision-repair outfit—knows well and has confronted head-on.

Before he joined the company, Lewisville-based Caliber “had a good reputation for fixing cars from a quality perspective, but nothing else. It was lacking a focus on customers,” Grimshaw says. “So, we designed systems and processes to focus on the customer—managing the customer, explaining everything, showing empathy, communicating that [repair] is a process. They must be fully satisfied ... and you have to knock it out of the park.”

Under Grimshaw's leadership, Caliber—whose tagline is “Restoring the rhythm of your life”—seems to have knocked quite a few out of the park. The company has increased its number of locations, from 68 to more than...

Full Article Click Here: <https://www.dmagazine.com/publications/d-ceo/2017/march/how-caliber-collision-is-dominating-the-industry/>

MarketWatch

Caliber Collision and Abra Auto Body Repair of America to Merge, Creating a Leading Collision Repair Provider in 37 States

Creating THE Employer of Choice and Leader in Customer Experience-Combined Company's Industry-Leading Capabilities Designed to Transform the Customer Experience While Offering Unmatched Opportunities for Teammates

Caliber Collision (“Caliber”) and Abra Auto Body Repair of America (“Abra”) today announced a definitive merger agreement that brings together the companies' talented teams, trusted brands and industry-leading operations to better serve their customers and insurance clients with the highest-quality repairs and a seamless customer experience. The combination joins two complementary leaders in the \$47-billion-a-year collision repair industry that are known for delivering consistently high customer satisfaction. The combined company will...

Full Article Click Here: <https://www.marketwatch.com/press-release/caliber-collision-and-abra-auto-body-repair-of-america-to-merge-creating-a-leading-collision-repair-provider-in-37-states-2018-12-05>



Caliber to absorb ABRA, keep all 1,000 shops, span 37 states; revenues could be \$3.5B

Caliber Collision and ABRA on Wednesday announced industry-shaking plans to merge into a single company that one analyst projected could comprise \$3.5 billion of revenue.

Caliber Collision's more than 600 shops and ABRA's 400 locations in 37 states will merge and be operated under the Caliber brand, led by existing Caliber CEO Steve Grimshaw.

“This combination will allow us to offer even greater satisfaction for our valued customers and insurance clients while creating new opportunities for the talented teammates of both companies,” Grimshaw said in a statement. “With more than 1,000 stores in 37 states and the District of Columbia, we look forward to...”

Full Article Click Here: <https://www.repairerdrivennews.com/2018/12/05/caliber-to-absorb-abra-keep-all-1000-shops-span-37-states-revenues-could-be-3-5b/>

LOCATION OVERVIEW

COLUMBIA, SOUTH CAROLINA

Columbia, South Carolina is about 73.9 miles northeast of Augusta, South Carolina and about 93.6 miles south of Charlotte. With several distinct shopping districts and a recently revitalized downtown, tons of new shops, restaurants and other thriving businesses mix in amidst old favorites like The Nickelodeon, Mast General Store and King's Jewelers. Columbia SC grants you front row access to all of this with affordable prices, manageable traffic, lots of parking and walkable districts, too. Columbia is home to the University of South Carolina which was chartered in 1801 and has grown from one building on the historic horseshoe to over 155 facilities on more than 358 acres. University of South Carolina offers more than 350 undergraduate and graduate courses of study.

Riverbanks Zoo and Gardens is home to more than 2,000 magnificent animals and one of the nation's most beautiful botanical gardens. The Columbia food scene is buzzing with new and exciting restaurants popping up all the time. One will find coffee shops, bakeries, a vegan café, fast-casual eateries, and a family-friendly Mexican restaurant. Snag an outdoor table year-round and enjoy our lively, tree-lined downtown.

In the heart of South Carolina, tradition and tomorrow pair perfectly in Columbia. It's a modern city where stately buildings buzz with new business, and centuries-old sites give rise to fresh perspectives. It's a creative hub that's fed by university and capital city communities; all this in the midst of surrounding natural beauty. With dynamite shopping, food and tons to see and do year round, it's the real southern hot spot that will leave you looking forward to what's next.



Congaree National Park

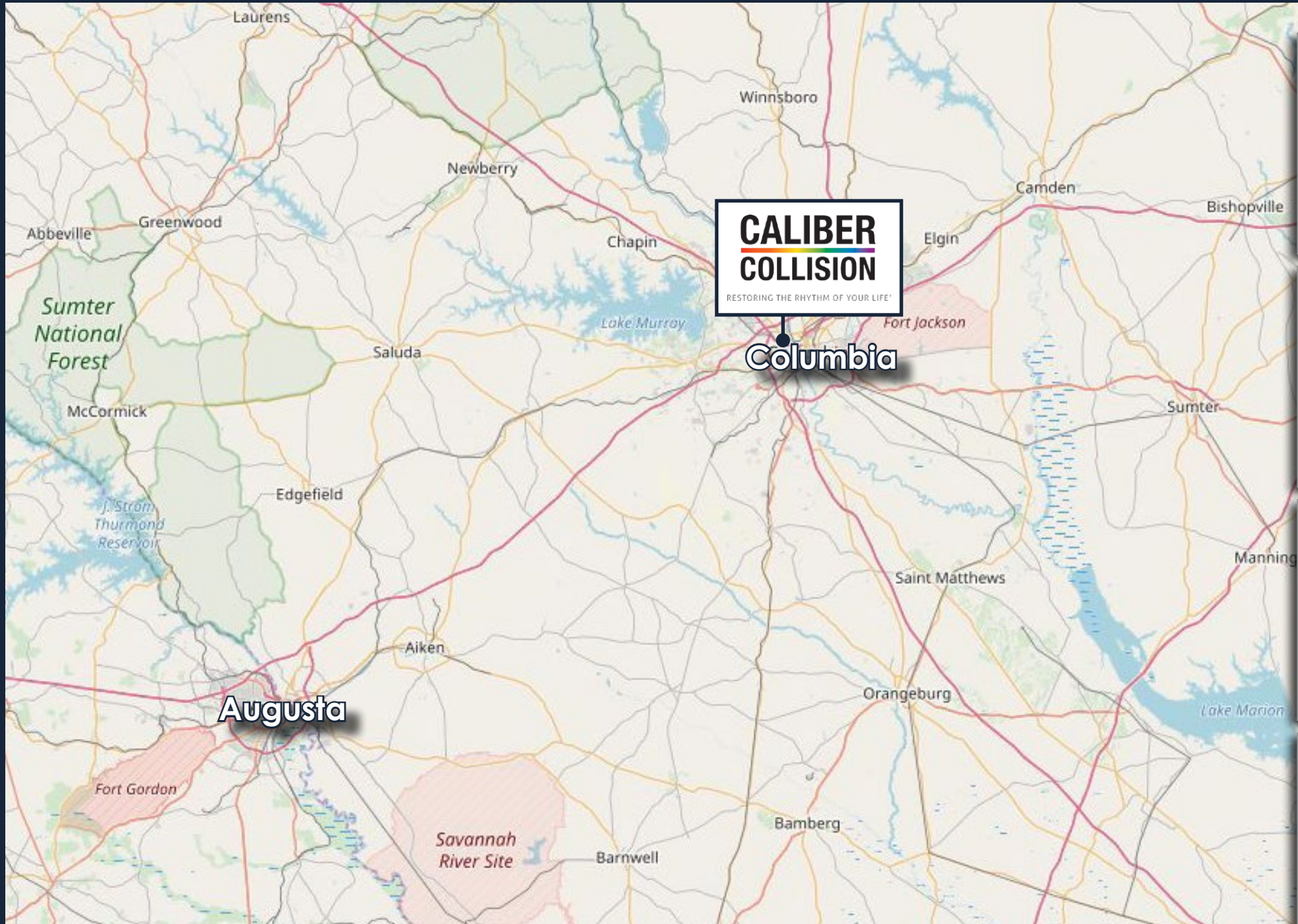


Riverbanks Zoo and Garden



University of South Carolina

AREA MAP



73.9 MILES
NORTHEAST OF
AUGUSTA, GA



10.1 MILES
COLUMBIA
METROPOLITAN AIRPORT



6.6 MILES
RICHLAND
MALL



4.1 MILES
UNIVERSITY OF
SOUTH CAROLINA

PROPERTY PHOTOS



AERIAL - NORTHWEST



AERIAL - SOUTHWEST



Subject Property

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AERIAL - WIDE



DUTCH SQUARE MALL

Burlington
coat factory
Office DEPOT
planet fitness
RubyTuesday
amc
WELLS FARGO
Hardee's
Schlotzsky's
BAKERY
CAFE

Broad River Rd
23,000 CPD

Subject Property

**CALIBER
COLLISION**

RESTORING THE RHYTHM OF YOUR LIFE®

Greystone Blvd
16,200 CPD

71,400 CPD

INTERSTATE
126

Walmart
Supercenter

**RIVERBANKS
ZOO & GARDEN**
columbia south carolina

PRISMA
HEALTH
Richland Hospital

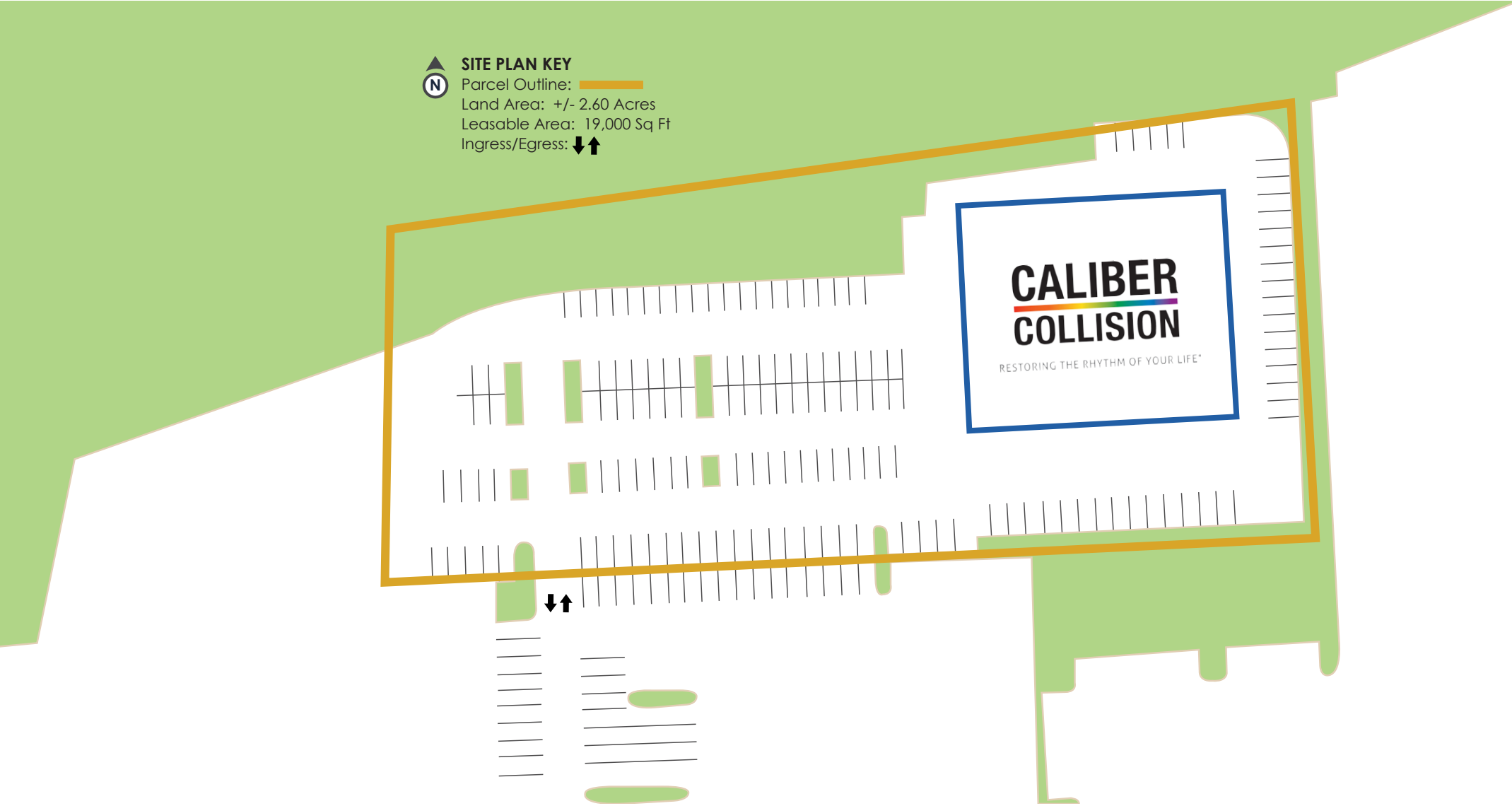

UNIVERSITY OF
SOUTH CAROLINA
34,731 Students (2017)

DOWNTOWN

AERIAL



SITE PLAN



DEMOGRAPHICS

2016 Population



1-MILE	3-MILE	5-MILE
5,380	57,199	161,450

2016 Households



1-MILE	3-MILE	5-MILE
2,862	26,344	65,720

Average Household Income



1-MILE	3-MILE	5-MILE
\$36,612	\$37,771	\$37,348

POPULATION

	1-MILE	3-MILE	5-MILE
2010 Population	5,236	54,753	155,379
2016 Population	5,380	57,199	161,450
2021 Population	5,397	57,756	161,938

HOUSEHOLDS

	1-MILE	3-MILE	5-MILE
2010 Households	2,804	25,335	63,059
2016 Households	2,862	26,344	65,720
2021 Households	2,880	27,075	67,015

INCOME

	1-MILE	3-MILE	5-MILE
Median Household Income	\$36,612	\$37,771	\$37,348
Per Capita Income	\$25,040	\$25,059	\$23,213
Average Household Income	\$46,462	\$52,352	\$54,081