



SANDS INVESTMENT GROUP  
NET INVESTMENTS. NET RESULTS.



## OFFERING MEMORANDUM

9002 Sparta Pike | Watertown, TN 37184



# EXCLUSIVELY MARKETED BY:

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**SANDS INVESTMENT GROUP**  
NET INVESTMENTS... NET RESULTS

2701 Ocean Park Boulevard, Suite 140  
Santa Monica, CA 90405  
844.4.SIG.NNN

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

In Cooperation With Sands Investment Group Tennessee, LLC - Lic. #263973



**KAVEH EBRAHIMI**

Lic. # 344496

310.853.1426 | DIRECT  
kaveh@SIGnnn.com



**ZACH MARTIN**

Lic. # 02044335

310.626.1852 | DIRECT  
zach@SIGnnn.com



**GABE SIMPSON**

Lic. # 02022122

424.738.1555 | DIRECT  
gabe@SIGnnn.com

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# INVESTMENT SUMMARY

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Sands Investment Group is Pleased to Exclusively Offer For Sale the 3,600 SF Fast Pace Urgent Care Located at 9002 Sparta Pike in Watertown, Tennessee. This Corporate Guaranteed Triple Net Lease With ~12 Years Remaining, Provides For a Secure Investment.



Representative Image

## OFFERING SUMMARY

PRICE	\$1,231,500
CAP	8.00%
NOI	\$98,520
PRICE PER SF	\$342.08
YEARS REMAINING	~12 Years
LEASE GUARANTY	Corporate Guarantee From Fast Pace Urgent Care, LLC

## PROPERTY SUMMARY

ADDRESS	9002 Sparta Pike Watertown, TN 37184
COUNTY	Wilson
BUILDING AREA	3,600 SF
LAND AREA	1.23 AC
BUILT	2019



# HIGHLIGHTS



New Construction Fast Pace Urgent Care Clinic



Corporate Guarantee From FP Urgent Care, LLC



Fast Pace Urgent Care Currently Operates Over 90 Clinics Across 3 States



In 2016, Revelstoke Capital Partners Completed Its Fast Pace Acquisitions as Its Private Equity Sponsor; This Represents More Than \$1.2 Billion of Total Enterprise Value For Revelstoke



In 2018, CRG (a Leading Healthcare Investment Firm) Partnered With Fast Pace Urgent Care and Revelstoke, Resulting in Additional Capital For Continued Growth of the Concept



Ideal 1031 Exchange Opportunity



Long-Term Lease in Place With ~12 Years Remaining



1.25% Annual Increases



Triple Net (NNN) Leases With Landlord Responsible For Roof and Parking Lot (Structure Only; Includes Long Term Roof Warranty)



Stable Regional Tenant Undergoing Rapid Growth



Urgent Care is a \$16 Billion Industry With 3.5% Annual Growth. Approximately 9,300 Clinics In Operation in the U.S as of Nov. 2015 Employing Approximately 73,000 Healthcare Professionals\*

\*(Business Insider | Markets Insider | April 2017)

# LEASE SUMMARY

TENANT	Fast Pace Urgent Care
PREMISES	A Building of Approximately 3,600 SF
LEASE COMMENCEMENT	November 22, 2019
LEASE EXPIRATION	November 21, 2031
LEASE TERM	~12 Years Remaining
RENEWAL OPTIONS	3 x 5 Years
RENT INCREASES	1.25% Annually
LEASE TYPE	Triple Net (NNN)
PERMITTED USE	Medical
PROPERTY TAXES	Tenant's Responsibility
INSURANCE	Tenant's Responsibility
COMMON AREA	Tenant's Responsibility
ROOF & STRUCTURE	Landlord's Responsibility
REPAIRS & MAINTENANCE	Tenant's Responsibility
HVAC	Tenant's Responsibility
UTILITIES	Tenant's Responsibility

SQUARE  
FOOTAGE

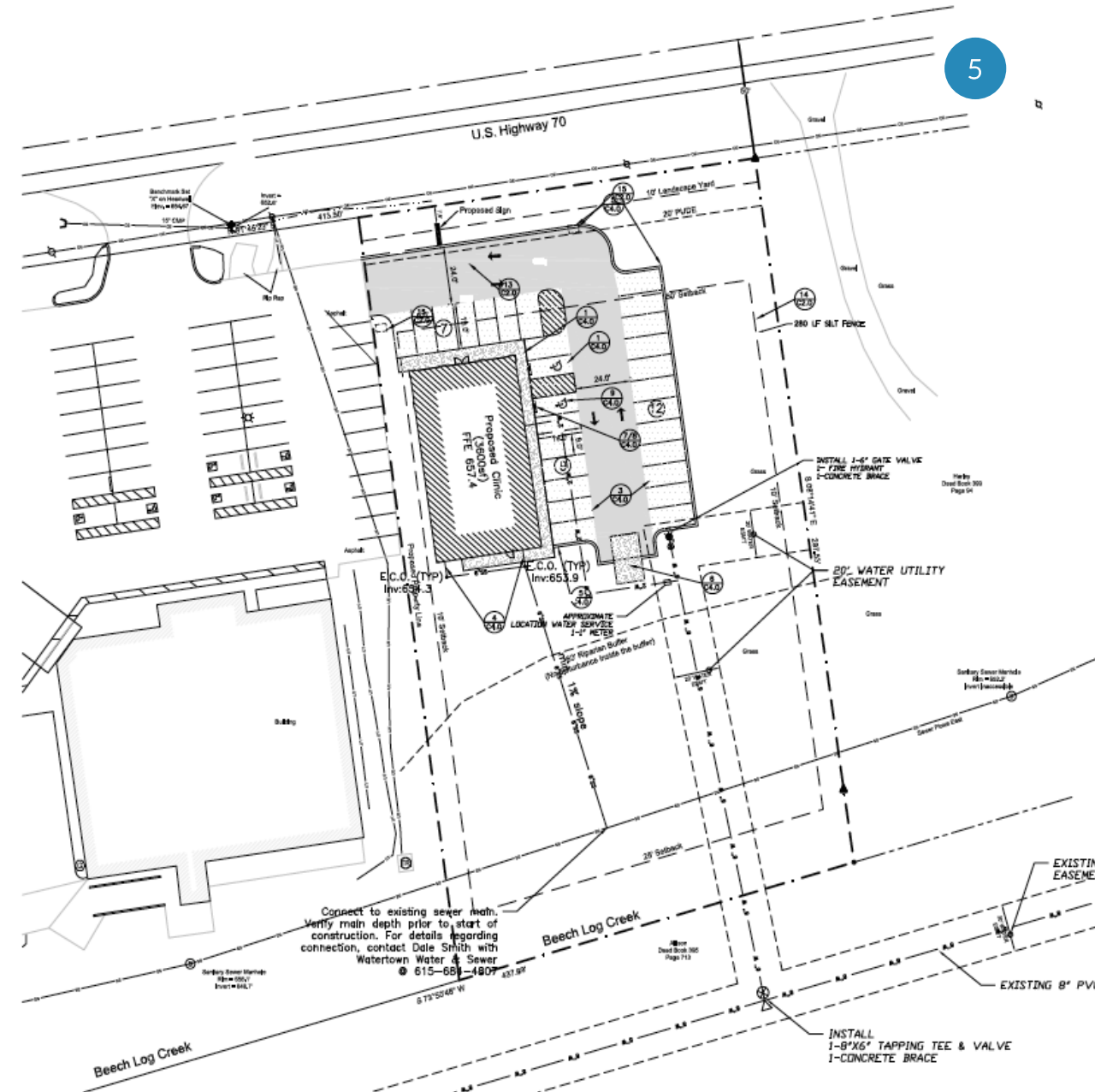
3,600 SF

ANNUAL  
BASE RENT

\$98,520

RENT  
PER SF

\$27.37



9002 Sparta Pike | Watertown, TN 37184







Watertown  
Gazette

**HARDWARE**  
OF WATERTOWN

**MONA LISA**  
**PIZZA**

W Main St

Watertown  
Drugs

**MI RANCHITO**  
Mexican Restaurant

Old W.E. Stephens  
Mfg. Co.

**WILSON**  
Bank & Trust

Depot  
Junction Cafe

Jim's Antique  
Shop



Watertown Veteran  
Memorial

Sun Graphics  
Signs



Sparta Pike

**DOLLAR GENERAL**

Statesville Rd



**FAST PAGE**  
URGENT CARE CLINIC





# DEMOGRAPHICS

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Fast Pace Urgent Care | 9002 Sparta Pike | Watertown, TN 37184



## Population

3-MILE

3,495

5-MILE

5,850

10-MILE

16,693



## Average Household Income

3-MILE

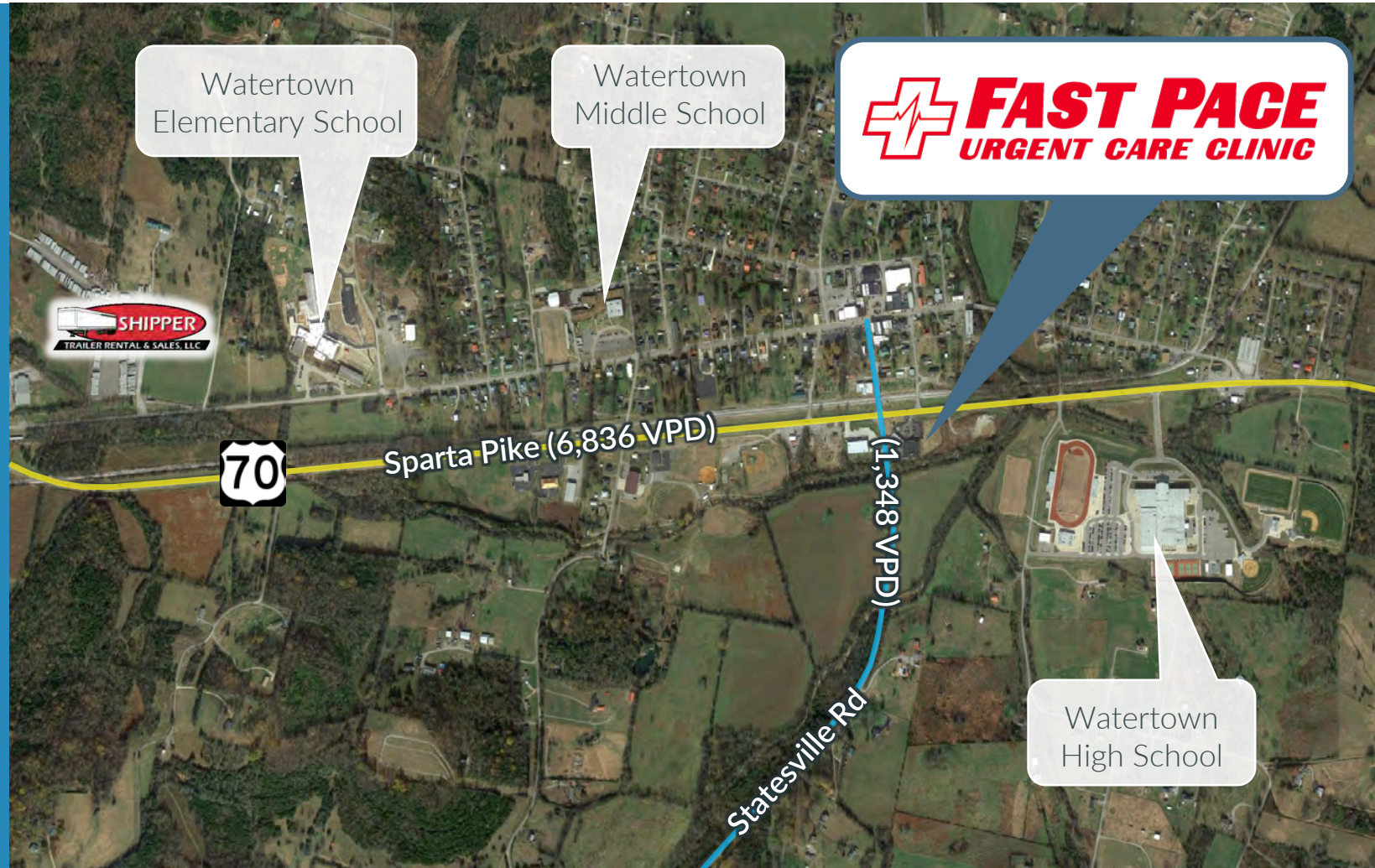
\$62,705

5-MILE

\$68,885

10-MILE

\$72,936





# CITY OVERVIEW

Watertown | Wilson County | Tennessee

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## Watertown, TN

Watertown is a town located in Wilson County in the state of Tennessee. The population was 1,530 at the 2017 estimate census. The city is located southeast of Lebanon, and Northwest of Smithville. Watertown is situated 40 miles east of Nashville and 10 miles southeast of Lebanon on Highway 70 (also known as Sparta Pike). The town is a perfect small town, but close enough to visit or work in big cities for a change of pace.



## Economy

The Nashville MSA is home to over half a dozen Fortune 500 companies including Community Health Systems, Dollar General Corp., and Tractor Supply Co. Nashville is also a major national center for healthcare and home to the headquarters of such automotive giants. The world capital of country music and one of the leading travel destinations in the country, Nashville currently attracts more than 14.5 million visitors per year.



## Contemporary Life

Watertown is home to the Stardust Drive-in theater, which opened in 2003. The drive-in theater is a very unique place since most drive-ins around the country have closed. Watertown is also noted for its annual Jazz Festival. The town is also home to the Short Mountain Distillery, which includes tours and a café. The city is a 45 minute drive to downtown Nashville where people can go to the Grand Ole Opry and visit the "Music City's" attractions.



# TENANT PROFILE

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Fast Pace is the independent largest provider of urgent care and primary care services in Tennessee and one of the fastest growing companies in the industry. Since partnering with Shore Capital in 2012, The clinic has grown from its initial seven employees to more than 500 clinical staff and about 102 locations across Middle and West Tennessee, Kentucky and Mississippi, with plans for future expansion.

With expansion comes the convenience of being able to be treated at any of the Fast Pace locations without the hassle of transferring insurance and payment information or medical history. The clinics are electronically linked so that if you have to be seen at a clinic miles from home your information is available to healthcare professionals on the spot. Fast Pace is headquartered in Waynesboro, TN and provides convenient and affordable healthcare services to rural markets throughout Tennessee, Mississippi and Kentucky. Fast Pace provides treatment for a wide range of illnesses, injuries, and common conditions, in addition to diagnostic and screening services.



COMPANY TYPE  
Private



FOUNDED  
2011



# OF LOCATIONS  
102



HEADQUARTERS  
Waynesboro, TN



WEBSITE  
[fastpaceurgentcare.com](http://fastpaceurgentcare.com)





# REVELSTOKE CAPITAL PARTNERS

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**Revelstoke** is a private equity firm formed by experienced investors who focus on building industry-leading companies. Revelstoke strives to partner with management teams to execute on a disciplined organic and acquisition strategy to build exceptional companies. Since the firm's inception in mid-2013, Revelstoke has raised in excess of \$700 million in equity commitments across its various investing entities. [www.revelstokecp.com](http://www.revelstokecp.com).

August 24, 2016 - Revelstoke Capital Partners ("Revelstoke"), a Denver-based private equity firm, has completed its investment in Fast Pace Urgent Care. ("Fast Pace" or the "Company"), a portfolio company of Shore Capital Partners. With its investment in Fast Pace, Revelstoke has now completed 23 acquisitions, which includes eight platform investments and 15 add-on acquisitions, representing more than \$1.2 billion of total enterprise value.

Highlighted below are seven things to know about the transaction as well as urgent care growth.

1. One of the players in the transaction is Brentwood, Tenn.-based Fast Pace, a provider of urgent care and primary care services. Since 2013, the company has grown from seven clinics in Tennessee to 36 clinics in Tennessee and Kentucky. The growth came primarily through opening 26 new locations and acquiring three locations. Fast Pace is a portfolio company of Shore Capital, a Chicago-based private equity firm focused exclusively on microcap healthcare investments.

2. The other player in the transaction is private equity firm Revelstoke, which focuses on building healthcare and business services companies. Since the firm's inception in mid-2013, Revelstoke has raised more than \$700 million in equity commitments across its various investing entities and has completed 23 acquisitions totaling over \$1.2 billion in enterprise value, according to an announcement of the transaction.

3. Houlihan Lokey advised Fast Pace on the acquisition. The company said its healthcare group provides advice to healthcare services, managed care, seniors housing, biopharmaceutical and life sciences companies. Including Fast Pace, Houlihan Lokey has advised on four urgent care transactions.

4. Scott Becker, publisher of Becker's Healthcare, said, "The deal is reflective of the high amount of interest in the urgent care area."

5. For instance, Nashville, Tenn.-based Hospital Corporation of America in November acquired Urgent Care Extra's Nevada operations, which include 14 urgent care centers in Las Vegas.

6. In February, San Francisco-based Dignity Health announced it is teaming up with Atlanta-based GoHealth Urgent Care in a joint venture to bring consumer-focused urgent care to the Bay Area. And Last August, Boston-based Partners HealthCare announced plans to open up to 12 urgent care clinics in the next three years to cater to patients who need medical care, but don't need to go to an emergency room.

7. These investments are driven partly by the rise in active patients older than 50 who desire convenient care for injuries and illness, but want to be connected to a larger system where their regular physician may practice and where urgent visits can become part of their medical record, Tom Charland, CEO of consulting firm Merchant Medicine, told The Wall Street Journal.



# CONFIDENTIALITY AGREEMENT

The information contained in the following Offering Memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Sands Investment Group and should not be made available to any other person or entity without the written consent of Sands Investment Group.

This Offering Memorandum 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, 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 Offering Memorandum has been obtained from sources we believe to be reliable; however, Sands Investment Group has not verified, and will not verify, any of the information contained herein, nor has Sands Investment Group 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.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose its contents in any manner detrimental to the interest of the Owner. You also agree that by accepting this Memorandum you agree to release Sands Investment Group and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this property.





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Representative Image



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Lic. # 02044335  
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[zach@SIGnnn.com](mailto:zach@SIGnnn.com)



**GABE SIMPSON**

Lic. # 02022122  
424.738.1555 | DIRECT  
[gabe@SIGnnn.com](mailto:gabe@SIGnnn.com)