



Jonesboro, GA



Dublin, GA

*Davita*<sup>®</sup>

Dublin, GA & Jonesboro, GA

OFFERING MEMORANDUM





## LISTED BY

### ANDREW FAGUNDO

Associate

DIRECT (310) 955-5834

MOBILE (818) 484-1658

[andrew.fagundo@matthews.com](mailto:andrew.fagundo@matthews.com)

LIC # 02062491 (CA)

### MICHAEL MORENO

AVP & Director

DIRECT (949) 432-4511

MOBILE (818) 522-4497

[michael.moreno@matthews.com](mailto:michael.moreno@matthews.com)

LIC # 01982943 (CA)

### RAHUL CHHAJED

Senior Associate

DIRECT (949) 432-4513

MOBILE (818) 434-1106

[rahul.chhajed@matthews.com](mailto:rahul.chhajed@matthews.com)

LIC # 01986299 (CA)

### KYLE MATTHEWS

Broker of Record

LIC # 67120 (GA)



# Executive Overview

## INVESTMENT HIGHLIGHTS: DUBLIN, GA

### PROPERTY

- **Attractive E-Commerce Resistant Medical Tenant**
- **Extremely Passive NN Investment** – This multi-tenant investment features a landlord-friendly lease structure that is ideal for out of state investors
- **Options** - DaVita has two (2) five (5) year options to extend
- **Corporate Guaranty** – The lease is guaranteed by Total Renal Care, Inc. (direct subsidiary of DaVita Inc. with more than \$4.5 billion in assets as of 2016) and Enterprise Holdings

### LOCATION

- **Ideal Dialysis Demographic** – Average Household Income is \$54,734 in a 5-mile radius
- **Opportunity Zone** - The clinic is located in an Opportunity Zone which is a huge tax incentive program that is being chased by \$6.1 trillion in capital

### TENANT

- **DaVita Company Footprint** - DaVita, Inc. is a Fortune 500 Company headquartered in Denver, CO and its subsidiaries operate a network of 2,510 dialysis centers across the US and 327 dialysis centers in 11 other countries
- **Investment Grade Tenant** - Enterprise Rent-A-Car under Enterprise Holdings boasts an A- credit rating per Standard & Poor's, stronger than O'Reilly Auto Parts, AutoZone, Dollar General, Dollar Tree, Walgreens, Circle K, DaVita, Fresenius, Taco Bell, and McDonald's
- **Dominant Market Share** - Enterprise Holdings is the largest operator of rental car concepts with over 9,900 locations worldwide under three brands, Enterprise Rent-A-Car, National, and Alamo Rent-A-Car



# Executive Overview

## INVESTMENT HIGHLIGHTS: JONESBORO, GA

### PROPERTY

- **Attractive E-Commerce Resistant Medical Tenant**
- **Extremely Passive NN Investment** – This single tenant healthcare investment features a landlord-friendly lease structure that is ideal for out of state investors
- **Options** - Two (2) five (5) year options to extend
- **Annual Rental Increases** – Rent increases 1.96% annually, which acts as a major hedge against inflation moving forward

### LOCATION

- **Ideal Dialysis Demographic** – Population includes around 182,000 residents within a 5-mile radius and the average household income is \$59,177 within a 5-mile radius
- **Stellar Growth Rate** – In a 5-mile radius, this market experienced an 11.07% growth rate from 2010-2019 and is projected for an additional 9.07% growth over the next 5 years!

### TENANT

- **DaVita Company Footprint** - DaVita, Inc. is a Fortune 500 Company headquartered in Denver, CO and its subsidiaries operate a network of 2,510 dialysis centers across the US and 327 dialysis centers in 11 other countries



## SURROUNDING TENANTS: DUBLIN, GA





## SURROUNDING TENANTS: JONESBORO, GA





# Financial Overview



Jonesboro, GA





\$1,876,061  
PACKAGED LIST PRICE



\$160,341.81  
TOTAL NOI



8.55%  
CAP RATE



Dublin, GA



## Investment Summary

» **PROPERTY ADDRESS**1016 Claxton Dairy Rd  
Dublin, GA 31021» **LIST PRICE**

\$874,365

» **CAP RATE**

8.03%

» **GLA**

± 8,936 SF

» **YEAR BUILT**

2005

» **LOT SIZE**

± 43,560 SF

## Tenant Summary

Number of Stories

One

Tenant Trade Name

DaVita Dialysis/  
Enterprise Rent-A-Car

Lot Size

1 Acres (43,560 SF)

GLA

8,936 SF

Type of Ownership

Fee Simple

Landscaping

Professional

Topography

Generally Level

## Annualized Operating Data

Lease Commence	Monthly Rent	Annual Rent	Rent/SF
DaVita Dialysis	\$4,641.60	\$55,699.20	\$7.20
Enterprise Rent-A-Care	\$1,210.00	\$14,520.00	\$12.10

\*Enterprise shall have the right to terminate the lease with a 90 day advance written notice to Landlord at any time after July 31, 2020

## Tenant Overview

Tenant	Rent Commencement	Lease Expiration	Term Remaining	SF	% of GLA	Annual Rent	Monthly Rent	Rental Increases	Options
DaVita Dialysis	7/9/19	12/31/25	± 6.1 Years	7,736	87%	\$55,669	\$4,642	(1/1/2021-12/31/2025): \$5,105.76/Month \$61,269.12/Year \$7.92/SF	Two (2), Five (5) Year Options
Enterprise Rent-A-Car	8/1/18	7/31/23	± 3.8 Years	1,200	13%	\$14,520	\$1,210	None	None



## Investment Summary

» **PROPERTY ADDRESS**129 King St  
Jonesboro, GA 30236» **LIST PRICE**

\$1,001,696

» **CAP RATE**

9.00%

» **GLA**

± 6,324 SF

» **YEAR BUILT**

1972

» **LOT SIZE**

± 29,621 SF

## Tenant Summary

Number of Stories

One

Tenant Trade Name

DaVita Dialysis

Lot Size

0.68 Acres (29,621 SF)

GLA

6,324 SF

Type of Ownership

Fee Simple

Landscaping

Professional

Topography

Generally Level

## Annualized Operating Data

Lease Commence	Monthly Rent	Annual Rent	Rent/SF
DaVita Dialysis	\$7,512.72	\$90,152.64	\$14.26

## Tenant Overview

Tenant	Rent Commencement	Lease Expiration	Term Remaining	SF	% of GLA	Annual Rent	Monthly Rent	Rental Increases	Options
DaVita Dialysis	3/1/16	2/28/26	± 6.3 Years	6,324	100%	\$90,152.61	\$7,512.72	1.96%	Two (2), Five (5) Year Options

\*One time right to terminate this Lease on or after February 28, 2021



**COMPANY NAME**

DaVita Inc.

**OWNERSHIP**

Public (NYSE: DVA)

**YEAR FOUNDED**

1999

**INDUSTRY**

Healthcare

**HEADQUARTERS**

Denver, CO

**NO. OF EMPLOYEES**

± 74,500

**TENANT OVERVIEW**

DaVita Inc., a Fortune 500® company, is the parent company of DaVita Kidney Care and HealthCare Partners. DaVita Kidney Care is a leading provider of kidney care in the United States, delivering dialysis services to patients with chronic kidney failure and end-stage renal disease. DaVita Kidney Care consistently differentiates itself from other kidney care companies and surpasses national averages for clinical outcomes. Through its Kidney Care division, the firm is one of the US' largest providers of dialysis, providing administrative services to more than 2,200 outpatient centers across the US; it serves some 180,000 patients. The company also offers home-based dialysis services, as well as inpatient dialysis in about 900 hospitals. It operates two clinical laboratories that specialize in routine testing of dialysis patients and serve the company's network of clinics. Subsidiary HealthCare Partners (HCP) operates primary care clinics and physician practices in several states.

**STRATEGY**

While DaVita has primarily grown through acquisitions over the years, it also expands its operations through joint ventures and partnerships. In 2015 DaVita merged two of its business units -- DaVita Clinical Research and HealthCare Partners Clinical Research -- to further expand its extensive clinical research and data analytics services, specifically in patients with chronic kidney disease and ESRD, as well as primary care and chronic disease patients treated in an integrated care organization. A long-term strategy to expand into overseas markets for growth is in play. Through acquisitions and partnerships, DaVita was able to enter the Chinese, Brazilian and Saudi Arabian markets in 2015.

**GEOGRAPHIC REACH**

California, Florida, and Texas are home to about 30% of all DaVita dialysis centers, though the firm has locations in more than 45 US states and Washington, DC. Nearly all of the company's outpatient dialysis centers are either wholly owned or majority-owned by DaVita. Currently, the company's international operations comprise a small fraction of its total business at 118 outpatient dialysis centers in 10 countries. The company has established a presence in select international markets, including Europe, Latin America, the Middle East, and the Asia/Pacific region. Colombia, Germany, India, and Malaysia together account for more than 70% of DaVita's outpatient dialysis centers outside of the US.



# Area Overview

## DUBLIN, GA

Just 15 miles south of downtown, Clayton County, Georgia, is the ideal location along Interstate 75. It provides excellent access to the excitement of Atlanta as well as the scenic main streets of historic small-town Georgia. Visitors can head to historic Old Downtown Jonesboro where many of the buildings still resemble their Civil War charm. Now businesses and government offices alternate with several antique and gift shops along North and South Main Street. Jonesboro, the county seat, has a charming residential historic district that blends nicely into the growing business and retail district.








# Area Overview

## JONESBORO, GA

Centrally located in Middle Georgia, Dublin, chosen as a “City of Excellence” by Georgia Trend Magazine in January 2000, is strategically located. The network of highways makes travel pleasant to major Georgia cities, including Macon, Atlanta, and Savannah.

Dublin-Laurens County offers something for everyone. The wonderfully mild climate of Middle Georgia creates a haven for the sportsman who enjoys tennis, golf, fishing, or hunting. Visitors will find plenty of opportunities to shop at over 400 stores, including Dublin Mall. The historic downtown is a busy retail center filled with shops, new parking areas, a plaza area with fountains, restaurants, the renovated Theatre Dublin and the Dublin-Laurens County Historical Museum.

## DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
 <b>2020 POPULATION</b>	5,201	62,577	174,218
 <b>2020 HOUSEHOLDS</b>	1,899	21,667	61,089
 <b>2020 HH INCOME</b>	\$53,602	\$60,275	\$60,387



# ATLANTA FAST FACTS



Metro Atlanta is recognized as an international gateway and the economic engine of the Southeast. As the largest economy of all metros in the region, metro Atlanta offers diverse businesses and services.



**HOME TO 26 OF AMERICA'S LARGEST CORPORATIONS (FORTUNE 1000) AND 220 OF THE NATION'S FASTEST-GROWING PRIVATE COMPANIES (INC. 5000)**, metro Atlanta is a premier location for headquarters. Metro Atlanta is also a leading headquarters location for food franchises, business services and nonprofits.



Metro Atlanta is a thriving ecosystem for entrepreneurs and new businesses. **In 2017, ATLANTA WAS NAMED A RUNNER-UP TO THE TOP 20 TECH STARTUP ECOSYSTEMS GLOBALLY AND ONE OF THE TOP 10 CITIES FOR CORPORATE INNOVATION.** There is an abundance of creative energy, talent and entrepreneurial spirit in metro Atlanta. Many companies choose metro Atlanta to locate their innovation centers.



A business-friendly environment and low cost of doing business are key elements for growth and opportunity in the metro Atlanta region. Site Selection named Georgia the **#1 STATE FOR BUSINESS CLIMATE** in 2013, 2014, 2015 and 2016. Area Development ranked Georgia the **#1 STATE FOR DOING BUSINESS** in 2014, 2015 and 2016. KPMG indexed Atlanta with the **LOWEST RELATIVE COST OF DOING BUSINESS** of the nation's ten largest metro areas in 2016.





## EMORY UNIVERSITY

Emory University, located just steps from the subject property, is one of the world's leading research universities. It is a top-ranked private institution recognized for its outstanding liberal arts colleges, graduate and professional schools, and of the world's leading healthcare systems. Emory also ranks as the second-largest employer in the metro Atlanta area. The total number of employees for both Emory University and Emory Healthcare is around 33,026.

Emory University is also one of the region's leading economic drivers. Its economic impact totals around \$5.6 billion per year, with the Emory University totaling around \$2.1 billion and Emory Healthcare estimated at \$3.5 billion.

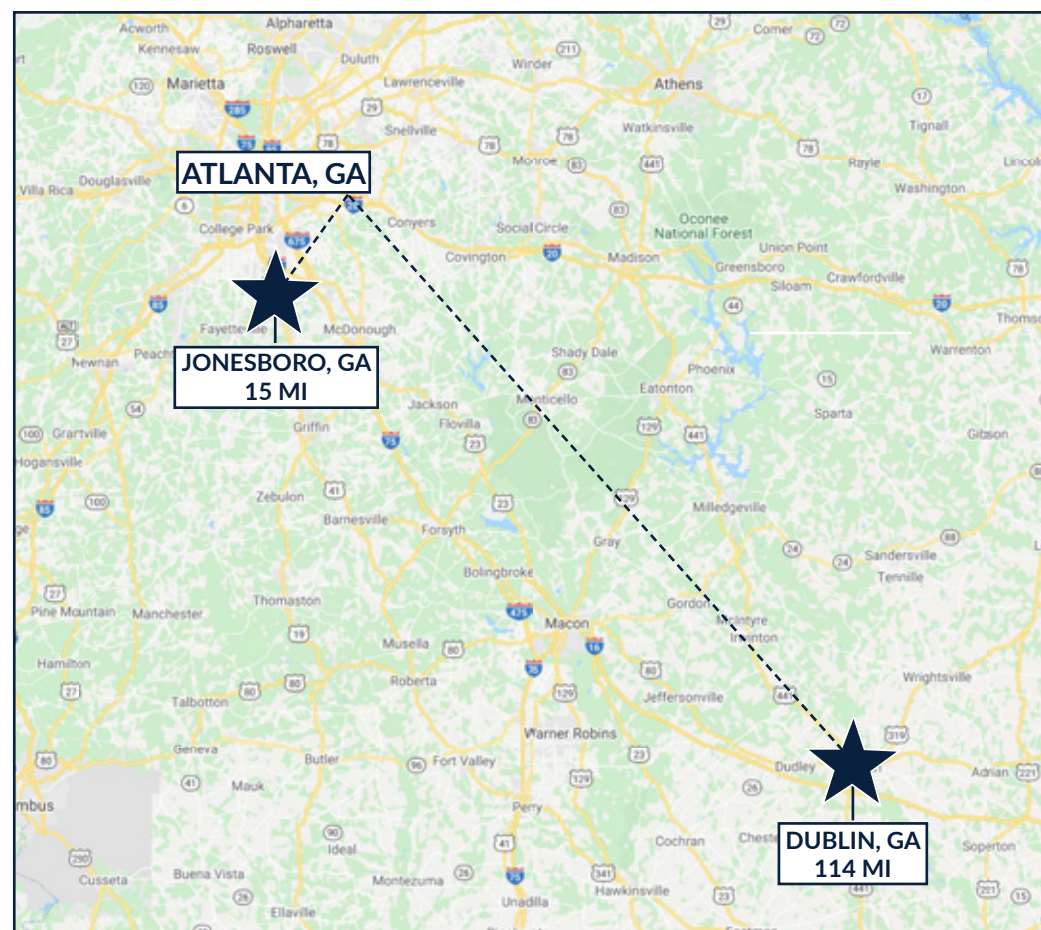
## TARGETED INDUSTRIES

### TECHNOLOGY

- » World-class technology community – from startups to FORTUNE 500 companies
- » Headquarters of technology leaders including NCR, Global Payments, First Data, SecureWorks, among others
- » Home to the Advanced Technology Development Center
- » (ATDC) – one of 12 business incubators changing the world, according to Forbes
- » Strengths in FinTech, cyber security, IoT/mobile, health IT, digital media and supply chain

### SUPPLY CHAIN & ADVANCED MANUFACTURING

- » Global logistics hub for the Southeast with extensive intermodal network of air, road, rail and port
- » 5th in the nation for metro area transportation and
- » logistics employment
- » 6th largest U.S. industrial real estate market
- » Strengths in supply chain management software, distribution services, food processing, aerospace and automotive





## ATLANTA MSA

Atlanta is the capital of and the most populous city in the U.S. state of Georgia, the cultural and economic center of the Atlanta metropolitan area, and the ninth largest metropolitan area in the United States.

Atlanta is an “alpha-” or “world city”, exerting a significant impact upon commerce, finance, research, technology, education, media, art, and entertainment. It ranks 36th among world cities and 8th in the nation with a gross domestic product of \$270 billion. Atlanta’s economy is considered diverse, with dominant sectors including logistics, professional and business services, media operations, and information technology.

Encompassing \$304 billion, the Atlanta metropolitan area is the eighth-largest economy in the country and 17th-largest in the world. Corporate operations comprise a large portion of Atlanta’s economy, with the city serving as the regional, national, or global headquarters for many corporations. Atlanta contains the country’s third largest concentration of Fortune 500 companies, and the city is the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, Chick-fil-A, UPS, and Newell-Rubbermaid.

Atlanta is home to professional franchises for three major team sports: the Atlanta Braves of Major League Baseball, the Atlanta Hawks of the National Basketball Association, and the Atlanta Falcons of the National Football League. Due to the more than 30 colleges and universities located in the city, Atlanta is considered a center for higher education.

## ECONOMY

Atlanta’s economy is considered diverse, with dominant sectors including logistics, professional and business services, media operations, and information technology. Corporate operations comprise a large portion of Atlanta’s economy, with the city serving as the regional, national, or global headquarters for many corporations.

Over 75 percent of Fortune 1000 companies conduct business operations in the Atlanta metropolitan area, and the region hosts offices of about 1,250 multinational corporations. Many corporations are drawn to Atlanta on account of the city’s educated workforce; as of 2010, nearly 43% of adults in the city of Atlanta have college degrees, compared to 27% in the nation as a whole.





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **DaVita, Inc.** located at **1016 Claxton Dairy Rd, Dublin, GA 31021 & 129 King St, Jonesboro, GA 30236.** ("Property"). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.





Dublin, GA & Jonesboro, GA

## LISTED BY

**ANDREW FAGUNDO**

Associate

DIRECT (310) 955-5834

MOBILE (818) 484-1658

[andrew.fagundo@matthews.com](mailto:andrew.fagundo@matthews.com)

LIC # 02062491 (CA)

**MICHAEL MORENO**

AVP & Director

DIRECT (949) 432-4511

MOBILE (818) 522-4497

[michael.moreno@matthews.com](mailto:michael.moreno@matthews.com)

LIC # 01982943 (CA)

**RAHUL CHHAJED**

Senior Associate

DIRECT (949) 432-4513

MOBILE (818) 434-1106

[rahul.chhajed@matthews.com](mailto:rahul.chhajed@matthews.com)

LIC # 01986299 (CA)

**KYLE MATTHEWS**

Broker of Record

LIC # 67120 (GA)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES