



SANDS INVESTMENT GROUP  
NET INVESTMENTS... NET RESULTS



Fast Pace Health  
104 1<sup>st</sup> Avenue S  
Collinwood, TN 38450



# EXCLUSIVELY MARKETED BY:



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

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# INVESTMENT SUMMARY

Sands Investment Group is Pleased to Exclusively Offer For Sale the 3,600 SF Fast Pace Health Located at 104 1<sup>st</sup> Avenue South in Collinwood, Tennessee. This Corporate Guaranteed Triple Net Lease With ~11 Years Remaining, Provides For a Secure Investment.



Representative Image

## OFFERING SUMMARY

PRICE	\$1,127,000
CAP	7.50%
NOI	\$84,540
PRICE PER SF	\$313.05
YEARS REMAINING	~11 Years
LEASE GUARANTY	Corporate

## PROPERTY SUMMARY

ADDRESS	104 1 <sup>st</sup> Ave S Collinwood, TN 38450
COUNTY	Wayne
BUILDING AREA	3,600 SF
LAND AREA	0.514 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 109 Clinics Across 3 States



In January 2020, Fast Pace Modified Their Name to Fast Pace Health



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 ~11 Years Remaining



5% Rental Increases Every 6 Years



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)





Representative Image

# LEASE SUMMARY

TENANT	Fast Pace Urgent Care
PREMISES	A Building of Approximately 3,600 SF
LEASE COMMENCEMENT	April 26, 2019
LEASE EXPIRATION	April 25, 2031
LEASE TERM	~11 Years Remaining
RENEWAL OPTIONS	2 x 6 Years
RENT INCREASES	5% Every 6 Years
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	ANNUAL BASE RENT	RENT PER SF
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3,600 SF	\$85,540	\$23.76
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**FAST PACE HEALTH**  
 **URGENT CARE**

The image shows a map of Tennessee with various cities and highways labeled. A red callout box with a white border is positioned in the lower-left quadrant, pointing to a specific location near Knoxville. The text inside the box reads "FAST PACE HEALTH" in a bold, red, sans-serif font, followed by a red cross icon with a white pulse line, and then "URGENT CARE" in a bold, red, sans-serif font. The map background is light blue with white lines for roads and green areas for parks or forests. Major cities like Nashville, Knoxville, and Chattanooga are visible. The callout box is a speech bubble-like shape with a tail pointing to a blue dot on the map.

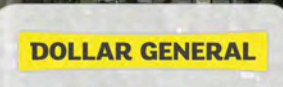
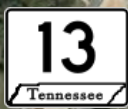


Collinwood  
Elementary School

Collinwood High  
School

Collinwood Middle  
School

1st Ave







Collinwood  
Middle School

Collinwood  
Church of God

Collinwood United  
Methodist Church

Collinwood  
Church of Christ

Family  
Dentist

Collinwood  
City Hall

Dragonfly



Hasti-Mart



Collinwood  
Hardware



**FAST PACE HEALTH**  
 **URGENT CARE**

	3 MILES	5 MILES	10 MILES
POPULATION	2,127	2,953	7,669
AVERAGE HH INCOME	\$49,812	\$49,668	\$52,915

E Broadway St

4th Ave S

1st Ave



# CITY OVERVIEW

Collinwood | Wayne County | Tennessee



WAYNE COUNTY COURTHOUSE

## Collinwood, TN

Collinwood is a city located in Wayne County in the state of Tennessee. The city's 2017 estimate population was about 1,000 residents, and the county's population, as a whole, was about 16,583 residents. The City of Collinwood is the only city of Tennessee located directly on the border of the Natchez Trace Parkway. The city is situated on a relatively broad plain surrounded by low hills and hollows. Collinwood can also be found 28 miles north of Florence, AL and 12 miles south of Waynesboro, TN which is the county's seat. The city is also located around 100 miles to Nashville, 165 miles to Memphis, and 105 miles to Huntsville, Alabama.



NASHVILLE, TN

## Economy

The economy of Wayne County employs about 1,077 people and is specialized in Mining, Quarrying, Oil, Gas Extraction, and Retail trade. Nashville's economy also affects Wayne County, as a whole. Nashville has become a major music recording and production center. The Big Three record labels, as well as numerous independent labels, have offices in Nashville. The city is also home to Fortune 500 companies being Amazon, Bridgestone, Dell, Dollar General, Phillips, Nissan and Tractor Supply Company. The number of people visiting Music City each year keeps rising. About 15.2 million tourists visited Nashville in 2018 – nearly 5 percent more than 2017.



NATCHEZ TRACE PARKWAY

## Contemporary Life

The best thing to do in the area is to visit the Natchez Trace Parkway, which is a 444-mile recreational road and scenic drive through three states. It roughly follows the "Old Natchez Trace" a historic travel corridor used by American Indians, "Kaintucks," European settlers, slave traders, soldiers, and future presidents. Today, people can enjoy not only a scenic drive but also hiking, biking, horseback riding, and camping along the parkway. From spring to winter, the county always has numerous activities. The county has a Tour de Wayne for bicycle enthusiasts, Christmas tree decoration in the County Courthouse, and the Spring Home and Garden Show.



# TENANT PROFILE



On October 7, 2009, the dream of Stan Bevis became a reality when the doors to the first Fast Pace Urgent Care Clinic were opened in Collinwood, Tennessee. The dream of providing accessible and cost-effective healthcare to the uninsured and underserved is still part of the company mission today. With a firm foundation on urgent care needs and in response to our patients' desires for additional services, Fast Pace Urgent Care aims to push for a new vision of healthcare in rural communities that will consist of an array of different services. In order to better represent this goal, Fast Pace modified its name, in January 2020, to Fast Pace Health. This decision sets forth Fast Pace Health's vision for the future in urgent and primary care, behavioral health, orthopedics, and more. Fast Pace Health is a primary source for not only urgent care, but for total health care.

**Mission:** To improve the health of those in the communities that we serve.

With the addition of staff and continued requests for clinic locations, rapid growth beyond anything that had initially been imagined became a reality. Fast Pace Health has grown from one clinic in Collinwood, TN to clinics throughout 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 Health locations without the hassle of transferring insurance and payment information or medical history. Technology is also allowing the implementation of virtual appointments in clinic locations. Though the growth continues, there is still very much the same "small town" feel. Each clinic is staffed by locals, and they also provide support staff – maintenance, landscaping, construction and cleaning crews. Each clinic supports the community through membership in their local Chambers of Commerce and by sponsorships of everything from community events, to local charities, to sports teams, and clinic staff is encouraged to volunteer wherever their interests lie. We are changing the delivery of healthcare in these rural areas by integrating excellent patient care, education, accessibility, community service, in a way that puts the patient's needs first and improves the health status of our communities.



COMPANY TYPE  
Private



FOUNDED  
2009



# OF LOCATIONS  
109+



HEADQUARTERS  
Waynesboro, TN



WEBSITE  
fastpaceurgentcare.com





# REVELSTOKE CAPITAL PARTNERS

**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.





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