



*Tesla Service Station*

1110 Woodbury Avenue  
Council Bluffs, Iowa 51503  
Confidential Offering Memorandum



# Contacts

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♿  
HANDICAPPED  
PARKING  
PERMIT  
REQUIRED  
VIOLATION  
FINE \$100 TO \$200

NO PARKING  
IN FRONT  
OF THIS  
BUILDING  
VIOLATION  
FINE \$100 TO \$200



Tesla – Council Bluffs, IA

# *Tesla Service Station Strategically Located Directly Off of Interstate 80*

## INVESTMENT HIGHLIGHTS

LEASED TO THE WORLD'S MOST  
VALUABLE AUTOMOBILE COMPANY  
WITH A CORPORATE GUARANTY

IDEAL NET LEASE STRUCTURE  
WITH ATTRACTIVE RENTAL  
INCREASES

STRATEGICALLY LOCATED OFF OF  
EAST-WEST INTERSTATE 80

EASILY ACCESSIBLE TO OVER 90,500  
VEHICLES PER DAY

LOCATED WITHIN AFFLUENT  
BI-STATE MSA  
(OMAHA-COUNCIL BLUFFS)

TWO, FIVE-YEAR OPTIONS PROVIDE  
LONG TERM STABILITY





# The Offering

JLL is pleased to offer for sale the fee-simple interest in a Tesla Service Station (the “Property” or “Asset”) located in Council Bluffs, Iowa situated directly off of one of the nation’s busiest interstates in I-80. As such, the service station is easily accessible to 90,500+ vehicles daily that are traveling through the market. The Property is leased to Tesla, Inc (the “Tenant”), the world’s most valuable automobile maker, with over \$27 billion of annual revenue in the most recent trailing twelve months. Additionally, the location benefits from being the only Tesla service station throughout both the states of Iowa and Nebraska. This offering presents the opportunity to acquire an easily accessible automobile retail asset that is located within a centrally located MSA and leased to one of the world’s most innovative companies.

## INVESTMENT HIGHLIGHTS

- The Property is subject to an ideal double net lease with limited landlord responsibility
  - **2.0% annual rental escalations in the primary term to provide investors a hedge against inflation**
  - **Immediate rental bump in May of 2021 makes the cap rate 7.13%**
  - Two, 5-year option periods provides additional stability for future ownership
- Tesla, Inc. is the world’s most valuable automobile company
  - Over \$27 billion of annual revenue in trailing twelve months
  - Worth more than Ford, General Motors, Honda, and Fiat combined (June 2020)
- The Property is ideally positioned along Interstate 80
  - Second largest interstate in the United States and key thoroughfare across multiple Midwest markets
  - Local market portion is trafficked by over 90,500 vehicles per day
- Located in the premiere, bi-state Omaha-Council bluffs MSA
  - #1 for expanded corporate facilities among areas with populations between 200,000 and 1 million for four years in a row (Site Selection Magazine)
  - The metro, with it’s “Fab Five”, ranks highest in the entire United States for metro areas with the most Fortune 500 companies per capita

## PROPERTY SUMMARY

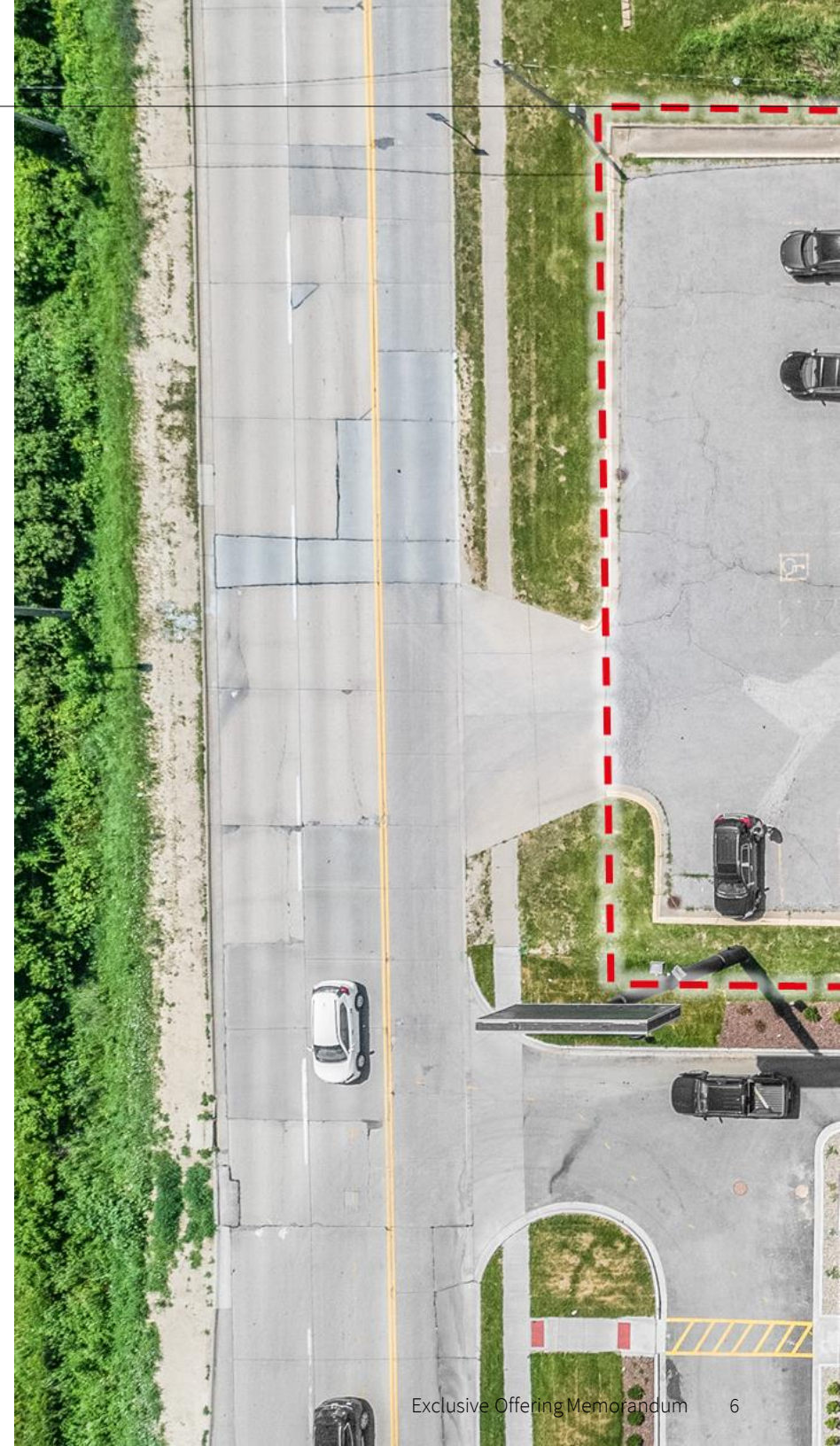
Address	1110 Woodbury Avenue Council Bluffs, IA
Tenant (Guarantee)	Tesla (Corporate)
<b>Price</b>	<b>\$2,530,000</b>
<b>Cap Rate</b>	<b>7.00%</b>
Year 1 NOI	\$176,782
Lease Type	NN
Square Footage	8,888 SF
Site Size	1.0 acres
Owner Interest	Fee Simple
Lease Expiration	4/30/2026

## PROPERTY OVERVIEW

<b>Address</b>	1110 Woodbury Avenue Council Bluffs, Iowa 51503
<b>Building Size</b>	8,888 SF
<b>Parcel Size</b>	1.0 acres
<b>Year Built</b>	1991

## LEASE OVERVIEW

<b>Tenant</b>	<b>Tesla (Guaranty: Corporate)</b>
<b>Primary Lease Term</b>	7 Years
<b>Lease Type</b>	NN
<b>Landlord Responsibilities</b>	Roof & Structure
<b>Rent Commencement</b>	May 1, 2019
<b>Lease Expiration</b>	April 30, 2026
<b>NOI   PSF</b>	\$176,782   \$19.89
<b>Increases</b>	2% annually
<b>Renewal Options</b>	Two, Five-Year Options









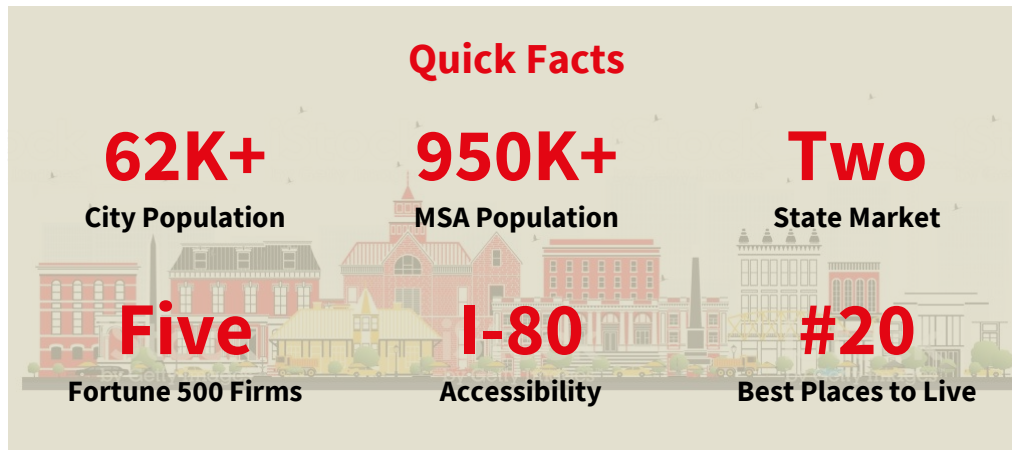
## COUNCIL BLUFFS OVERVIEW

Council Bluffs is the largest city in Southwest Iowa with a population of over 62,000. Additionally, the city is adjacent to Omaha, Nebraska's largest city. Together, the cities make up the bi-state Omaha-Council Bluffs MSA, which has a population of nearly 1,000,000.

The Omaha-Council Bluffs MSA is well-known as a Midwest powerhouse. The metro, with its "Fab Five", ranks highest in the entire United States for metro areas with the most Fortune 500 companies per capita. Included in the list are Berkshire Hathaway, Union Pacific, Conagra Foods, Peter Kiewit Sons', and Mutual of Omaha. Several other large companies call the region their headquarters, including The Gallup Organization, Physicians Mutual, TD Ameritrade, Werner Enterprises, and First National Bank.

### ACCOLADES:

- #1 for expanded corporate facilities among areas with populations between 200,000 and 1 million for four years in a row (Site Selection Magazine)
- #20 in top 100 places to live in the United States (Livability)
- All-America City Award, which selects 15 of the top communities in the country (National Civic League)





# AERIAL



**MENARDS**

FUTURE MENARDS  
DEVELOPMENT

**HyVee**  
EMPLOYEE OWNED



**SUBWAY**



**TACO BELL**

**Edward Jones**

**FAMILY  
FARE**  
SUPERMARKETS



Interstate 80: 90,500+ VPD



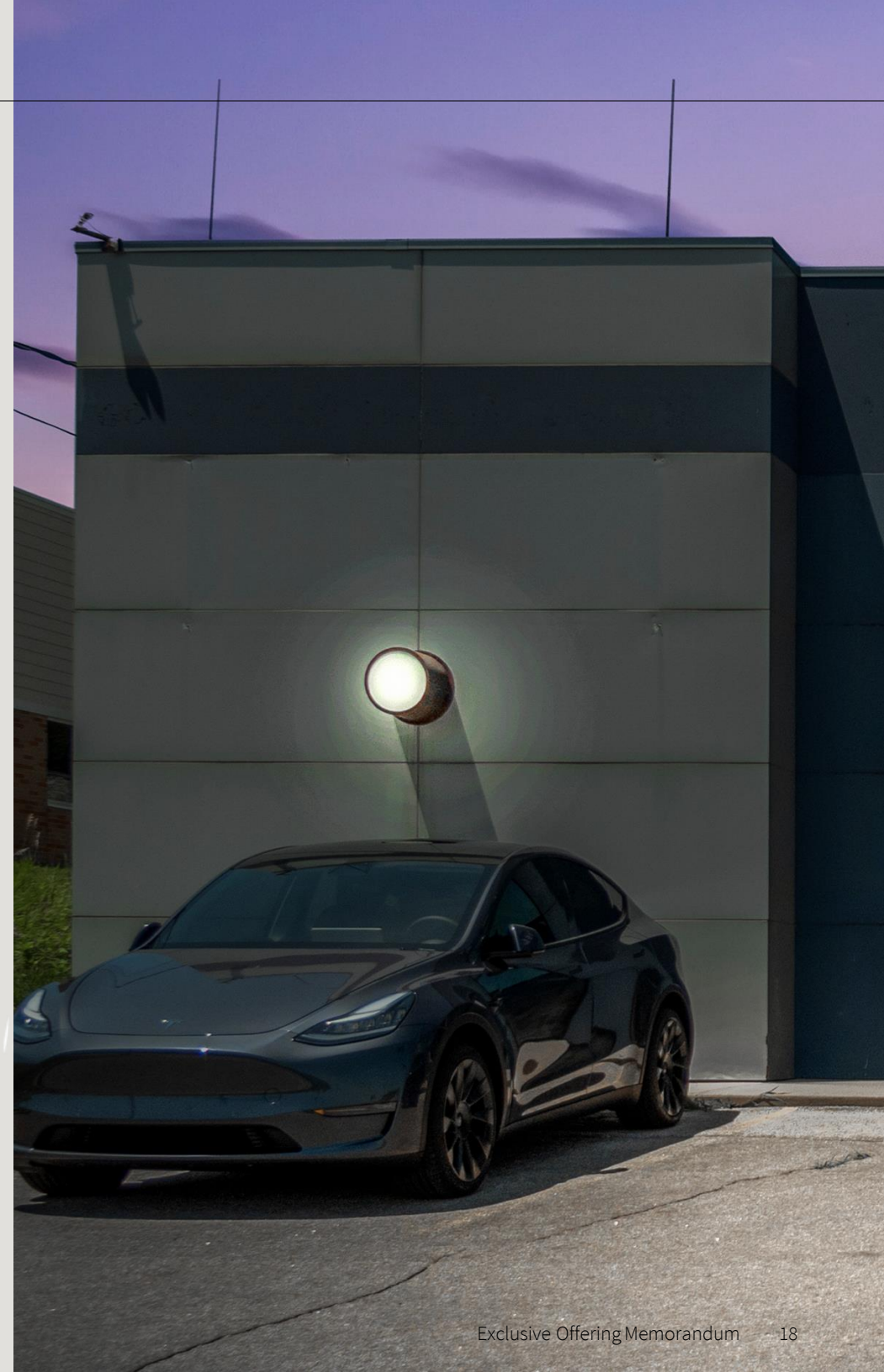




## *Tenant Overview*

### Corporate Overview – TTM ended March 31,2020

<b>Company:</b>	Tesla, Inc.
<b>Year Founded:</b>	2003
<b>Headquarters:</b>	Palo Alto, CA
<b>Ownership Type:</b>	Public (NASDAQ: TSLA)
<b>Sector:</b>	Automobile Manufacturers
<b>Employees:</b>	48,000+
<b>Revenue:</b>	\$26.0 Billion
<b>Gross Profit   Margin:</b>	\$4.7 Billion   18.2%
<b>EBITDA   Margin:</b>	\$3.0 Billion   11.7%





## COMPANY OVERVIEW

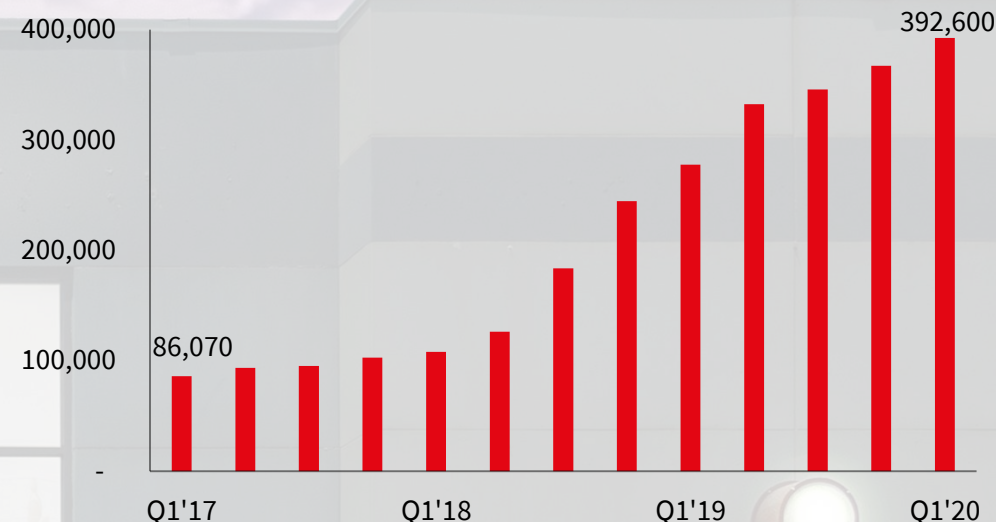
Tesla was founded in 2003 with the goal of not only building electric cars that utilize sustainable energy, but are better overall, quicker, and more fun to drive than gasoline vehicles. Launching its Roadster in 2008, the firm has grown from unveiling cutting-edge battery technology and electric powering to building premium sedans, mid-sized SUVs, semi-trucks, and traditional trucks. All of their vehicles go above and beyond sustainability with the Model S reaching 0-60mph in 2.28 seconds, the Model X holding a 5-star safety rating across every category, and the Tesla Semi expected to save owners at least \$200,000 over a million miles based on fuel cost alone.

To continue growing the company and the sustainable energy ecosystem, Tesla has expanded into the homeowner, business, and utilities spaces. New products include the Powerwall, Powerpack, and Solar Roof. Additionally, with manufacturing expertise and production volume soaring, Tesla is now able to make their products affordable to more and more people, accelerating both the world's clean energy and company's profits.

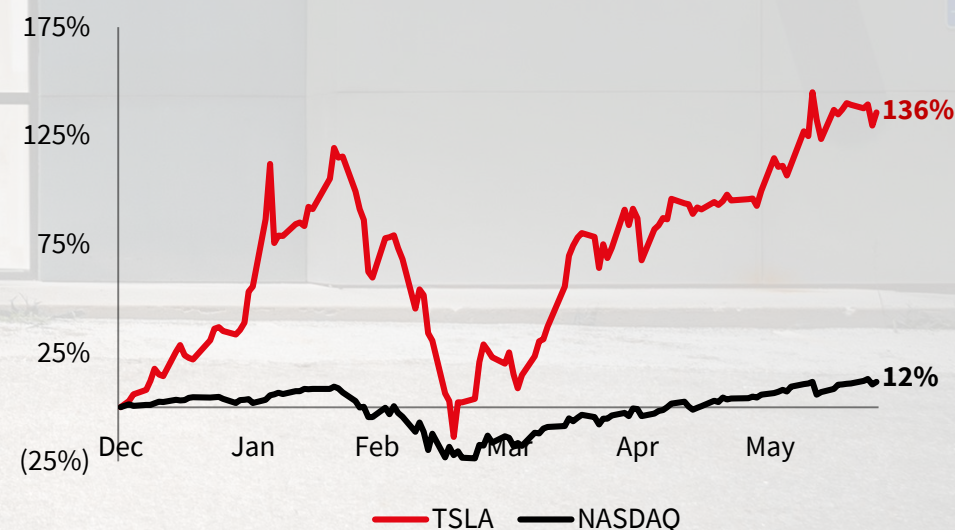
## RECENT HIGHLIGHTS

- Tesla's stock price recently hit \$1,000 for the first time, making it the world's most valuable car company and worth more than Ford, General Motors, Honda, and Fiat Chrysler put together
- Tesla China experienced record sales of the Model 3 in May that were three times the volume in April
- Tesla finished 2019 with \$6.3 billion in cash, more than ever before; The company saw another \$1.8B increase in in Q1 2020 to \$8.1 billion
- Q1 2020 was the first time in history that Tesla achieved a positive net income in a seasonally weak first quarter and achieved best first quarter for both production and deliveries in their history
- Grew newer Solar Roofs business line production to 1,000 in single week

## TTM Vehicle Deliveries



## YTD Stock Price Performance





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