## INTERNATIONAL CAR WASH GROUP 345 West Duval Street, Lake City, FL

- Tax Free State | Traffic Counts of Over 43,000 Per Day
- Corporate Guarantee With 950+ Locations
- Qualifies For 100% Bonus Depreciation In Year One

- ♦ Long Term NNN Lease With 1.75% Annual Rental Increases
- Strong Store Sales | High Performing Location
- Largest Car Wash Operator In The World

Actual Site

# **FREE VACUUN** ICWG MEMORANDUM International Car Wash Group

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some

#### **SPECIAL COVID-19 NOTICE**

properties, including newly-constructed facilities or newlyacquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions, Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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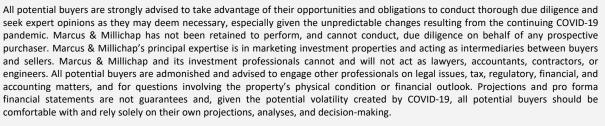
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ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.





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## Investment Highlights PRICE: \$4,980,288 | CAP: 5.90% | RENT: \$293,837



### About the Investment

- ✓ Tax Free State: Florida ICWG Location
- ✓ Qualifies For Bonus Depreciation: The Property Qualifies for 100% Bonus Depreciation In Year One of Ownership
- ✓ Long Term Lease With Zero Landlord Responsibilities & Annual Increases: True Triple Net (NNN) Lease With Approximately 17.50 Years Remaining In Initial Term With 1.75% Annual Rental Increases and Four, Five-Year Extension Options
- ✓ Corporate Guarantee: The Lease is Subject to a Corporate Guarantee by International Car Wash Group "ICWG" With More Than 950 Locations Across Europe, Australia and the U.S.
- ✓ Strong Store Sales: Please Inquire With Listing Agent For More Information

### **About the Location**

- ✓ Strong Traffic Counts | West Duval Street & Main Boulevard | 43,500 & 22,000 Vehicles Per Day, Respectively
- ✓ Dense Retail Corridor | The Home Depot, Dick's Sporting Goods, Aldi, Publix, Big Lots, CVS Pharmacy, Walgreens, Hobby Lobby, PetSmart, Winn-Dixie, McDonald's, Taco Bell, Wendy's, Toyota and Many More
- ✓ Immediate Access to Healthcare | One Mile From Lake City VA Medical Center | 283-Bed State-of-the-Art Facility

### About the Tenant / Brand

- ✓ The World's Largest Car Wash Company: ICWG was Founded In 1965 and is Now the World's Largest Car Wash Operator, Washing More Than 35 Million Cars Every Year.
- ✓ In August 2015, ICWG entered the U.S. market and now operates more than 135 locations, making it the country's second largest operator.
- ✓ Favorable Industry Trends: In the U.S., the Percentage of Drivers that Wash their Vehicle at a Professional Car Wash has Increased from 47% in 1994 to 72% in 2014







Four (4), Five (5) Year Options



Property Description		RENT SCHEDULE			
					Dent Freelation
Property	International Car Wash Group	Lease Year(s) Year 1	Annual Rent \$278,935	Section Science Scienc	Rent Escalation
Property Address	345 West Duval Street	Year 2	\$283,816	\$23,651	1.75%
		Year 3	\$288,783	\$24,065	1.75%
City, State, ZIP	Lake City, FL 32055	Year 4*	\$293,837	\$24,486	1.75%
Building Size (SF)	6,566	Year 5	\$298,979	\$24,915	1.75%
Lot Size	+/- 1.26 Acres	Year 6	\$304,211	\$25,351	1.75%
	· · · · · · · · · · · · · · · · · · ·	Year 7	\$309,535	\$25,795	1.75%
Type of Ownership	Fee Simple	Year 8	\$314,952	\$26,246	1.75%
	The Offering	Year 9	\$320,463	\$26,705	1.75%
Durali e a Duite		Year 10	\$326,071	\$27,173	1.75%
Purchase Price	\$4,980,288	Year 11	\$331,778	\$27,648	1.75%
CAP Rate	5.90%	Year 12	\$337,584	\$28,132	1.75%
Annual Rent	\$293,837	Year 13	\$343,492	\$28,624	1.75%
Lease Summary		Year 14	\$349,503	\$29,125	1.75%
		Year 15	\$355,619	\$29,635	1.75%
Property Type	Net-Leased Car Wash	Year 16	\$361,842	\$30,154	1.75%
Guarantor	International Car Wash Group	Year 17	\$368,174	\$30,681	1.75%
		Year 18	\$374,618	\$31,218	1.75%
Original Lease Term	20 Years	Year 19	\$381,173	\$31,764	1.75%
Lease Commencement	December 28 <sup>th</sup> , 2018	Year 20	\$387,844	\$32,320	1.75%
Lease Expiration	December 31 <sup>st</sup> , 2038	*Current Rent is \$288,783. Rent Increases to \$293,837 on 12/28/21; Pricing is based on Year 4 Rent			
Lease Type	Triple-Net (NNN)	INVESTMENT	SUMMARY		
Roof & Structure	Tenant Responsible		is pleased to preser		•
Rental Increases	1.75% Annually		City, FL. The tenant er landlord responsibil		

Duval Street in Lake City, FL. The tenant entered a brand new, 20-year triple-net (NNN) lease with no landlord responsibilities on December 28<sup>th</sup>, 2018. There are 1.75% annual rental escalations throughout the base term as well as the four, five-year tenant renewal option periods. The lease has a corporate guarantee by International Car Wash Group ("ICWG"). ICWG operates more than 950 locations throughout the United States and Internationally.

**Options to Renew** 







### About International Car Wash Group

International Car Wash Group ("ICWG") is the world's largest car wash company currently operating in 14 countries around the globe, washing more than 35 million cars every year through a network of more than 950 locations. In August 2015, ICWG entered the U.S. market and now operates more than 200 locations, making it one of the country's largest operators. ICWG is led by an experienced team of car wash and investment professionals committed to delivering value, both for their customers and investors. The team is focused on developing and growing ICWG through a combination of market expansion, continuous innovation and investment. The sites are committed to delivering unparalleled service with consistent wash quality to each customer.

The Company has grown significantly in recent years through acquisitions, opening new sites in existing markets, investing in an extensive refurbishment program and expanding its international presence.

### Key United States Brands

ICWG entered the US in August 2015 and already has over 150 sites which makes us one of the major players in the market. The US sites operate under 3 key brands – Car Wash USA Express, Goo-Goo 3 Minute Express Wash and Supersonic in the state of Utah.



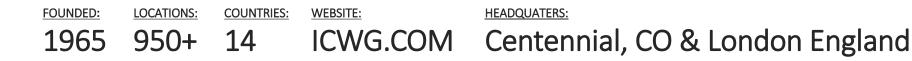
**<u>CARWASH USA</u>** – Acquired by ICWG in 2015, Car Wash USA Express now consists of over 60 sites covering Alabama, Arkansas, Colorado, Georgia, Ohio, Mississippi, Tennessee and Texas. It is currently the largest express exterior car wash in the Mid-South offering a wash that takes just 3 minutes, coupled with free vacuums.



<u>GOO-GOO</u> – Since 1945 Goo-Goo 3 Minute Express Wash has met the needs of the driving public by giving customers a quality carwash with fast, economical, great service. Acquired by ICWG in July 2017, there are over 50 express wash outlets in seven states primarily in the southern United States and Ohio.



<u>SUPERSONIC</u> – Supersonic Car Wash was founded in Ogden, Utah in 1959 and was Utah's only full service car wash at the time. Acquired by ICWG in August 2015, Supersonic provides additional opportunities to grow within the state of Utah with a number of locations already identified.



ICWG- Lake City, FL





## Driven Brands Announces Acquisition of International Car Wash Group

#### CHARLOTTE, N.C. - AUGUST 05, 2020

Driven Brands ("Driven") announced its acquisition of International Car Wash Group ("ICWG") has been completed. With the addition of ICWG, Driven now encompasses more than 4,000 locations across 15 countries and approximately \$3.8 billion in annual system-wide sales, making it the largest automotive aftermarket services company by location count in North America.

Driven is a portfolio company of Roark Capital and has completed more than 35 acquisitions over the past five years. In addition to ICWG, Driven's portfolio includes Take 5 Oil Change, Meineke Car Care Centers, Automotive Training Institute, Maaco, CARSTAR, ABRA, Uniban, 1-800-Radiator & A/C and PH Vitres d'Autos.

"We are excited to officially welcome ICWG to our growing family of brands," said Jonathan Fitzpatrick, Chief Executive Officer of Driven Brands. "The team at ICWG should be incredibly proud of the company they've helped create, and we look forward to building on their success and accelerating long-term growth at ICWG."

Driven Brands<sup>™</sup>, headquartered in Charlotte, NC, is the parent company of some of North America's leading automotive service brands including Take 5 Oil Change, Meineke Car Care Centers, Automotive Training Institute, Maaco, CARSTAR, 1-800-Radiator & A/C in addition to several other reputable brands. As a result of the ICWG acquisition, Driven Brands has more than 4,000 centers across 15 countries, and combined, all businesses generate approximately \$3.8 billion in system-wide sales and service over 50 million vehicles annually.



(1) https://www.prweb.com/releases/driven\_brands\_announces\_acquisition\_of\_international\_car\_wash\_group/prweb17304453.htm



## Depreciation Benefits- Example Analysis

## **Bonus Deprecation- 100% Year One**

Assumptions			
Asset Type	Car Wash		
Ownership	Fee Simple		
Rent	\$293,837		
Cap Rate	5.90%		
Purchase Price	\$4,980,288		
Loan Amount	\$3,237,187		
Down Payment	\$1,743,100		
Land Allocation	20.00%		
Total Depreciable Basis for Improvements	\$3,984,230		
Depreciation Schedule	1 Year		
Federal Tax Rate	37.00%		
Year 1 Depreciation	\$3,984,230		
Potential Year 1 Tax Savings	\$1,474,165		

## **Standard Depreciation**

Assumptions			
Asset Type	Car Wash		
Ownership	Fee Simple		
Rent	\$293,837		
Cap Rate	5.90%		
Purchase Price	\$4,980,288		
Loan Amount	\$3,237,187		
Down Payment	\$1,743,100		
Land Allocation	20.00%		
Total Depreciable Basis for Improvements	\$3,984,230		
Depreciation Schedule	39 Year		
Federal Tax Rate	37.00%		
Year 1 Depreciation	\$102,159		
Potential Year 1 Tax Savings	\$37,799		

\*We encourage all prospective purchasers to confirm with their accountant

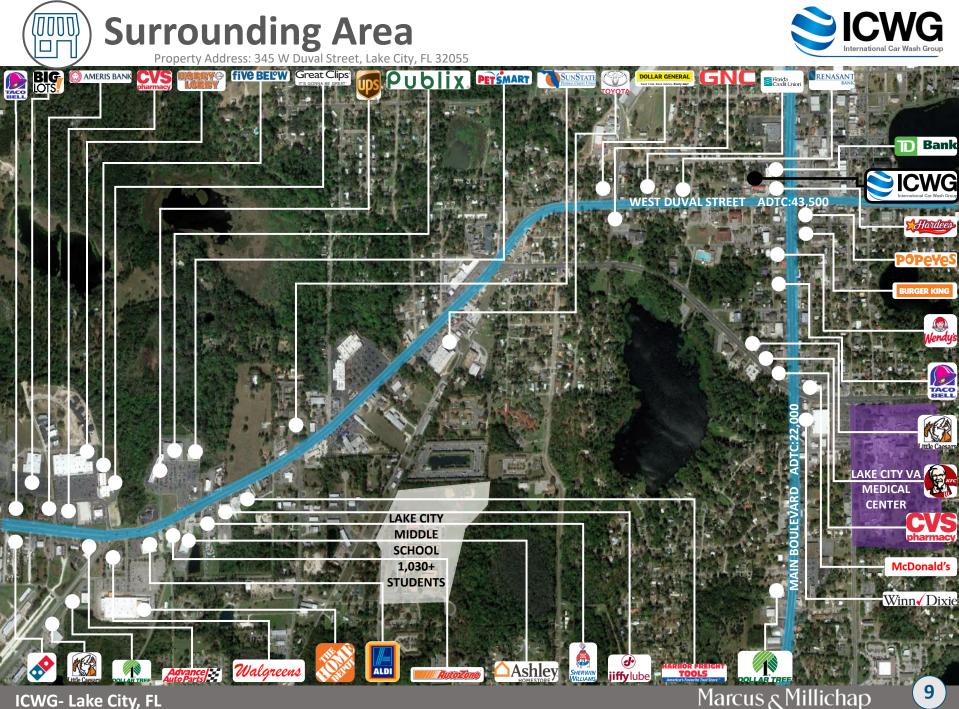
ICWG- Lake City, FL

## **Accelerated Depreciation- Fifteen Year**

<u>Assumptions</u>			
Asset Type	Car Wash		
Ownership	Fee Simple		
Rent	\$293,837		
Cap Rate	5.90%		
Purchase Price	\$4,980,288		
Loan Amount	\$3,237,187		
Down Payment	\$1,743,100		
Land Allocation	20.00%		
Total Depreciable Basis for Improvements	\$3,984,230		
Depreciation Schedule	15 Year		
Federal Tax Rate	37.00%		
Year 1 Depreciation	\$265,615		
Potential Year 1 Tax Savings	\$98,277		

## **Ground Lease**

<u>Assumptions</u>			
Asset Type	Car Wash		
Ownership	Fee Simple		
Rent	\$293,837		
Cap Rate	5.90%		
Purchase Price	\$4,980,288		
Loan Amount	\$3,237,187		
Down Payment	\$1,743,100		
Land Allocation	20.00%		
Total Depreciable Basis for Improvements	\$0		
Depreciation Schedule	None		
Federal Tax Rate	37.00%		
Year 1 Depreciation	\$0		
Potential Year 1 Tax Savings	<mark>\$0</mark>		



ICWG- Lake City, FL



Surrounding Area Property Address: 345 W Duval Street, Lake City, FL 32055







Surrounding Area Property Address: 345 W Duval Street, Lake City, FL 32055





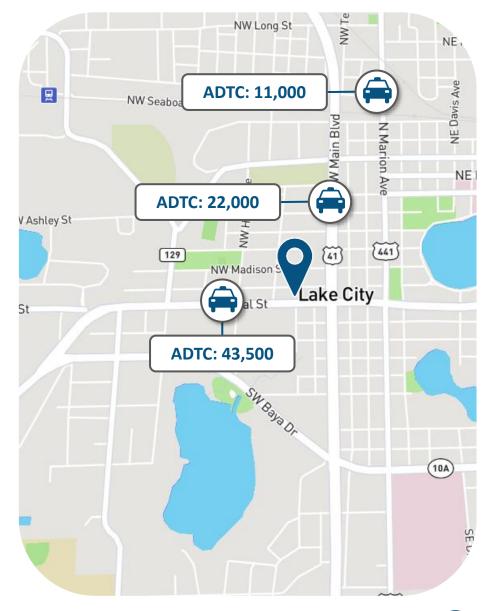


The subject Car Wash benefits from being well-positioned in a dense retail corridor consisting of national and local tenants, shopping centers, and medical facilities. Major national tenants in the area include The Home Depot, Dick's Sporting Goods, Aldi, Publix, Big Lots, CVS Pharmacy, Walgreens, Hobby Lobby, PetSmart, Winn-Dixie, McDonald's, Taco Bell, Wendy's, Toyota, as well as many more. The subject investment property benefits from its immediate access to healthcare. Lake City VA Medical Center is located one mile from the subject property. The state-of-the-art facility has 283 staffed beds. Additionally, the subject investment property benefits from its proximity to numerous academic institutions, the most notable being Florida Gateway College. The college is located less than six miles away and has an enrollment greater than 3,000 students.

The site is situated on West Duval Street, which has an average daily traffic count of 43,500 vehicles. West Duval Street intersects with both Main Boulevard and North Marion Avenue, which bring an additional 22,000 and 11,000 vehicles, respectively, into the immediate area daily. The subject property greatly benefits from its robust demographics. There are more than 32,000 individuals residing within a five-mile radius of the subject property and more than 54,000 individuals within a ten-mile radius. These figure have increased by 25% and 26%, respectively, since 2000.

Lake City is the county seat of Columbia County, Florida. It is the principal city of the Lake City Micropolitan Statistical Area, which is composed of Columbia County. Lake City is located in northern Florida and lies at the intersection of Intereste-10 and Interstate-75. Jacksonville is located just 60 miles east of Lake City. Lake City and Columbia County are known as "The Gateway to Florida" because Interestate-75 runs through them, carrying a large percentage of Florida's tourist and commercial traffic. The city relies on travelers for a considerable part of its economy. The town is known for its Olustee Battle Festival held annually in February, which is a reenactment of the Battle of Olustee. Lake City is the location of the Osceola National Forest's administrative offices. Since 2000, three companies have begun large operations in Lake City: Hunter Panels, New Millennium and United States Cold Storage. Target built their first company-owned and third-party-operated perishable food distribution in Lake City in 2008. Lake City and its natural beauty and outdoor activities attract visitors year-round. This pristine part of Florida is a natural theme park for outdoor enthusiasts, festival goers, music lovers or those who simply want to spend a little time in a quiet, tranquil setting. Lake City has crystal-clear freshwater springs, rocking music festivals, history, culture, paddling and biking.



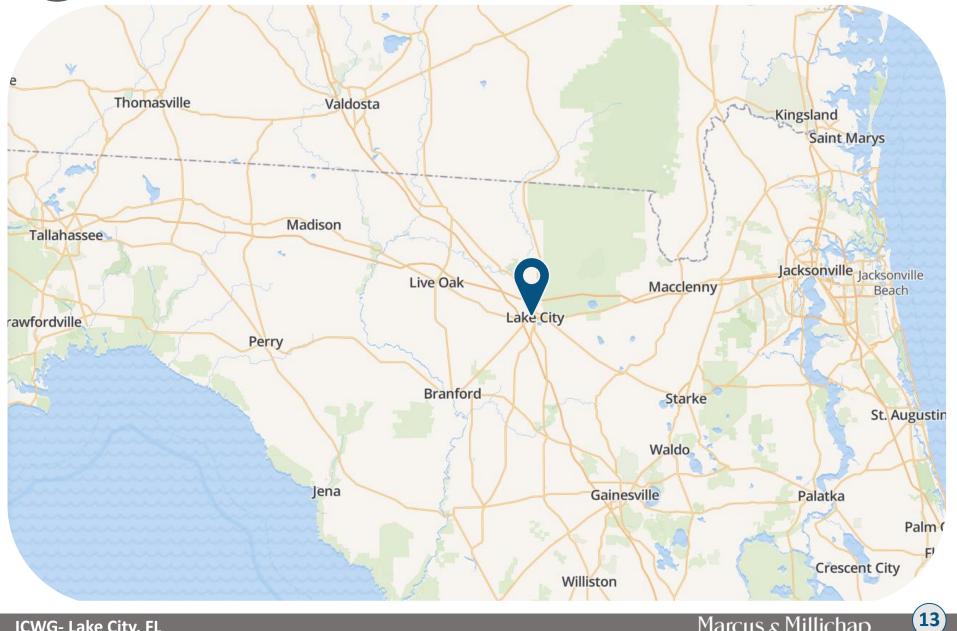


### ICWG- Lake City, FL



Local Map Property Address: 345 W Duval Street, Lake City, FL 32055





### ICWG- Lake City, FL



#### **Regional Map** Property Address: 345 W Duval Street, Lake City, FL 32055 Salina St. Louis Jefferson City Emporia Charleston Frankfort Charlottesville Evansville Beckley Dodge City Carbondale Wichita Richmond Lynchburg Joplin Springfield Paducah **Bowling Green** Norfolk Poplar Bluff mon Clarksville Woodward Nashville Tulsa Kitty Ha Fayetteville Greensboro Knoxville Jonesboro Jackson Asheville **Oklahoma** City Fort Smith Charlotte 0 Memphis Fayetteville Little Rock Huntsville Lawton Anderson Tupelo Wilmington Columbia Wichita Falls Athens Atlanta Myrtle Beach Sherman k Birmingham Augusta Texarkana Greenville Denton El Dorado Macon Dallas Charleston Shreveport Monroe Abilene Tyler Montgomery Jackson Savannah Waco San Angelo Do Lufkin Alexandria Hattiesburg Dothan Brunswick Valdos Tallahassee Biloxi Pensacola **Jacksonville** Austin Lafayette New Orleans Houston iicola Oric Del Rio San Antonio Galveston Ocala Victoria Orlando Beeville mpa **Corpus Christi** Laredo clova Palm Beach Fort Myers Matamoros Mjami nterrey 4

### ICWG- Lake City, FL

BAH



## Demographics

Property Address: 345 W Duval Street, Lake City, FL 32055



		PC	PU
	10 Miles		202 202
White Springs			202
	Greenhold		200
	5 Miles		INC
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		T	Me Per
	3 Miles		1 CI
Vellborn			НО
	$\mathbf{O}$	Os	202
		Nation	202
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(247)	/	DE CONTRACTOR	
	(240)		RA
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			Asi
		238	

	3 Miles	5 Miles	10 Miles
OPULATION			
2025 Projection	18,549	32,560	55,555
2020 Estimate	18,584	32,426	54,900
2010 Census	17,961	31,156	52,041
2000 Census	15,322	25,947	43,536
INCOME			
Average	\$56,670	\$59,674	\$59,444
Median	\$41,853	\$45,299	\$45,646
Per Capita	\$22,755	\$24,886	\$22,502
HOUSEHOLDS			
2025 Projection	7,206	12,872	20,010
2020 Estimate	7,171	12,724	19,643
2010 Census	7,004	12,338	18,845
2000 Census	6,001	10,345	15,967
HOUSING			
2020	\$148,062	\$152,861	\$152,668
EMPLOYMENT			
2020 Daytime Population	29,012	37,978	51,572
2020 Unemployment	3.95%	3.65%	3.67%
2020 Median Time Traveled	20 Mins	21 Mins	23 Mins
RACE & ETHNICITY			
White	61.82%	69.74%	73.31%
Native American	0.02%	0.05%	0.04%
African American	32.21%	24.19%	21.48%
Asian/Pacific Islander	1.32%	1.60%	1.22%



## Market Overview

Property Address: 345 W Duval Street, Lake City, FL 32055



Jacksonville, is the most populous city in the U.S. state of Florida and the largest city by area in the contiguous United States. It is the seat of Duval County, with which the city government consolidated in 1968. Consolidation gave Jacksonville its great size and placed most of its metropolitan population within the city limits. With an estimated population greater than 911,00 as of 2019, Jacksonville is also the most populous city in the southeastern United States. The Jacksonville metropolitan area has a population of 1,631,488 and is the fourth largest in Florida. Jacksonville is centered on the banks of the St. Johns River in the First Coast region of northeast Florida, about 25 miles south of the Georgia state line and 340 miles north of Miami. The Jacksonville Beaches communities are along the adjacent Atlantic coast. The area was originally inhabited by the Timucua people, and in 1564 was the site of the French colony of Fort Caroline, one of the earliest European settlements in what is now the continental United States. Under British rule, settlement grew at the narrow point in the river where cattle crossed, known as Wacca Pilatka to the Seminole and the Cow Ford to the British. A platted town was established there in 1822, a year after the United States gained Florida from Spain; it was named after Andrew Jackson, the first military governor of the Florida Territory and seventh President of the United States.

Harbor improvements since the late 19th century have made Jacksonville a major military and civilian deep-water port. Its riverine location facilitates Naval Station Mayport, Naval Air Station Jacksonville, the U.S. Marine Corps Blount Island Command, and the Port of Jacksonville, Florida's third largest seaport. Jacksonville's military bases and the nearby Naval Submarine Base Kings Bay form the third largest military presence in the United States. Significant factors in the local economy include services such as banking, insurance, healthcare and logistics. As with much of Florida, tourism is important to the Jacksonville area, particularly tourism related to golf.

## **Information About Brokerage Services**



#### Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- · Inform the client of any material information about the property or transaction received by the broker;
- · Answer the client's questions and present any offer to or counter-offer from the client; and
- · Treat all parties to a real estate transaction honestly and fairly.

#### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- · Must not, unless specifically authorized in writing to do so by the party, disclose:
- o that the owner will accept a price less than the written asking price;
- o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
- any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- · Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Tim Speck	432723	Tim.Speck@marcusmillichap.com	972.755.5200
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone
Buyer/Te	nant/Seller/Land	lord Initials Date	

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov





TX Broker of Record:

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## Marcus & Millichap

## **EXCLUSIVE NET LEASE OFFERING**

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