

OFFERING MEMORANDUM

CALIBER COLLISION

ELIZABETHTOWN
KENTUCKY

New Construction
New 15 Year NNN Lease

Marcus & Millichap
NNN DEAL GROUP



FILE PHOTO. NOT REPRESENTATIVE OF THE SUBJECT SITE

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TABLE OF CONTENTS

Why buy a Caliber Collision?	4
Investment Highlights.....	5
Investment Summary	6
Investment Highlights.....	7
Aerial Map	9
Tenant Summary.....	10
MACRS Depreciation	13
Location Overview	14
Location Highlights.....	15
Location Map	16
Demographics.....	17



WHY BUY A CALIBER COLLISION?



1,200+
LOCATIONS



40
STATES

WHY BUY A CALIBER COLLISION?

- ❖ Caliber is the largest and one of the most profitable players in the industry with auto insurance driven contracts as a steady feeder of inventory
- ❖ Recession, e-commerce and pandemic resistant offering a stable market demand, as long as there are cars on the road, there will be a need for body work
- ❖ Caliber has ever growing partnerships with various local and nationally known auto dealerships
- ❖ Repeatedly out performs competitors across key performance metrics
- ❖ Brand recognition, thereby creating a level of consumer confidence

CRITICAL LINK BETWEEN INSURANCE CARRIERS & CALIBER CUSTOMERS

- ❖ Insurance companies control approximately 80% of all industry volume, and customer repair experience drives policy retention
- ❖ Insurance carriers offer guaranteed work satisfaction on repairs, Caliber's network supports guaranteed work, reinforcing client retention and consumer satisfaction
- ❖ The marriage between Caliber's mission supports a continued marriage between them and insurance partners

INVESTMENT HIGHLIGHTS

This newly constructed (2021) Caliber Collision is offering a brand new 15 year NNN passive investment opportunity to be delivered in December 2021. The lease calls for two 5-year options with 10% rent bumps every 5-years including the option periods. This allows a landlord to stay ahead of possible inflation.

Limited competition in immediate area with the nearest nationally recognized auto body shop being located 35 miles from the site.

Marcus & Millichap
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NNN

New 15 Year Net Lease (Zero Landlord Responsibilities) Featuring 10% Rental Increases Every 5 Years.

abra®

ABRA Merger with Caliber Collision, created a Leading Collision Repair Chain of more than 1,200 locations in 40 States, operated under the Caliber Brand. ABRA is a Leading Vehicle Damage Repair Provider in the U.S.

HELLMAN & FRIEDMAN

Dominant Leadership: Hellman & Friedman, Private Equity Firm with Over \$25 Billion of Total Assets, they are majority owners after merger.



Rent bumps hedge against inflation.



Population in the immediate area has grown by over 8% in recent years

INVESTMENT SUMMARY

1351 RING RD, ELIZABETHTOWN, KY 42701

PRICE: \$5,244,485

CAP: 5.35%

RENT: \$280,580

OVERVIEW

Price	\$5,244,485
Gross Leasable Area (GLA)	11,582 SF
Lot Size	1.78 Acres
Net Operating Income	\$280,580
CAP Rate	5.35%
Year Built	2021

LEASE ABSTRACT

Lease Type	NNN
Lease Term	15 Years
Lease Start	12/1/2021 est
Lease Expiration	12/1/2036 est
Renewal Options	2x5
Increases	10% Every 5-Years

ANNUALIZED OPERATING DATA

Lease Term	Annual Rent
1-5	\$280,580
6-10	\$308,638
11-15	\$339,502
Option 1	\$373,452
Option 2	\$410,797

INVESTMENT HIGHLIGHTS

- ◆ New 2021 construction.
- ◆ New 15 year NNN lease to commence December 2021 (estimate).
- ◆ 10% rent bumps every five years written into the lease will hedge against inflation.
- ◆ Minimal national competition in immediate area, with nearest being more than 35 miles from the site.
- ◆ Strategically located near several draws to the region: Sam's Club, Home Depot, Harbor Freight and the Towne Mall, just to name a few.



47,637
TOTAL
POPULATION
WITHIN 5-MILE
RADIUS



\$73,520
AVERAGE
HOUSEHOLD
INCOME WITHIN
5-MILE RADIUS



17,504 VPD - RING RD
35,048 VPD - DIXIE HIGHWAY SOUTH





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TENANT SUMMARY

CALIBER COLLISION

OMERS has been the parent company for Caliber Collision since 2013. Once the merger with Abra took place in February 2019, Hellman & Friedman became the majority ownership, with Omer being minority shareholder.

OMERS Private Equity (Toronto, Canada & Lewisville, Texas): A Worldwide company. OMERS Private Equity has been making private equity investments since 1987 on behalf of OMERS, one of Canada's largest pension plans with in excess of \$60.8 billion of assets. They manage over \$6.5 billion of investments globally. Being part of a pension fund has its advantages. It affords the ability to focus on investing in businesses for long-term value creation rather than near-term earnings. Capital is readily available eliminating the need to fundraiser. It also provides the opportunity to leverage the relationships of the other investment entities and resources of OMERS.

OMERS bought Caliber Collision repair services in November 2013. Caliber is one of the largest independent provider of auto collision repair services in the United States with a network of 157 collision centers located in California, Texas, Arizona, Nevada, Oklahoma, and Colorado. The Company has approximately 3,700 employees and repairs more than 450,000 vehicles annually.

OMERS Administrative Corp – Standard & Poor's AA+ Rated
Moody's Rated B2

CALIBER COLLISION



LEWISVILLE, TX
HEADQUARTERS

1997

FOUNDED

1,200

LOCATIONS

PRIVATE

OWNERSHIP

AUTOMOTIVE

INDUSTRY

\$4 Bil

ANNUAL REVENUE (EST)

**MARK
SANDERS**

PRESIDENT/COO

AMERICA'S LARGEST COLLISION REPAIR COMPANY

CALIBER COLLISION CENTERS

Caliber Collision Centers is the largest collision repair company in America with more than 1,200 I-CAR Gold Class Professional certified collision repair centers across 40 states. Caliber is consistently ranked among the highest in customer satisfaction in the industry and backs all repair work with a written, lifetime warranty available at any of its repair centers. The company repairs more than 450,000 vehicles annually. Caliber Collision has undergone rapid recent growth by aggressively acquiring various local autobody repair shops. Caliber Collision has developed strategic partnerships with 57 car dealerships throughout the U.S. in addition to 34 insurance carriers, which include AAA, GEICO, Farmers, Liberty Mutual, Allstate, and USAA.

- ❖ **Caliber has strategic partnerships with 57 car dealerships throughout the US**
- ❖ **Caliber has contracted with 34 insurance carriers**

 **1,200**
LOCATIONS IN
40 STATES

 **\$4+ Billion**
APPROXIMATE
ANNUAL
REVENUE IN
2019

 **450,000+**
VEHICLES
REPAIRED
ANNUALLY

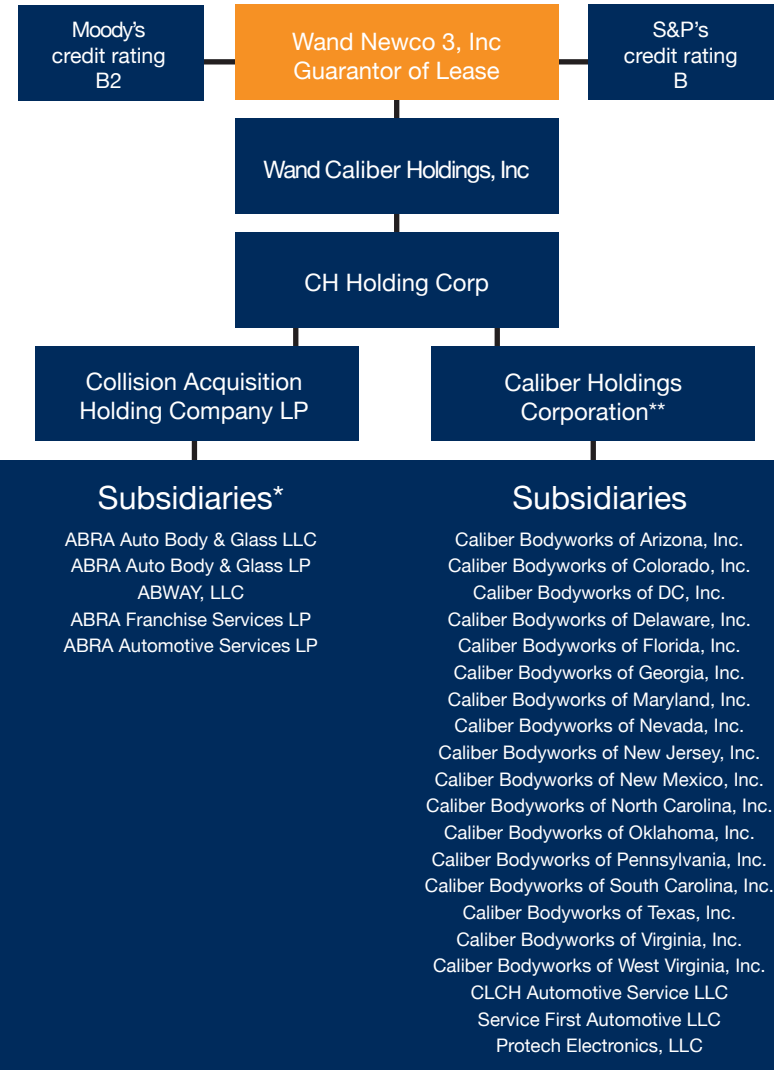
 **ABSOLUTE
INTERNET
PROOF
INVESTMENT**

 **QUALIFIES
FOR
ACCELERATED
DEPRECIATION**

#1
**NATION'S
LARGEST
COLLISION
REPAIR
COMPANY**

 **GROWING
MULTI-
BILLION
DOLLAR
INDUSTRY**

OWNERSHIP BREAKDOWN



* Omers minority shareholder

** Hellman & Friedman - majority ownership via merger with Abra 2/2019

HELLMAN & FRIEDMAN

“CALIBER MAJORITY OWNERSHIP VIA MERGER WITH ABRA”

HELLMAN & FRIEDMAN

- ❖ One of the most experienced and successful investment organizations in the private equity industry
 - ❖ Founded in 1984, H&F has raised over \$35 billion of committed capital and invested in more than 80 companies
 - ❖ H&F is currently investing out of its seventh fund with more than \$8.9 billion of committed capital
 - ❖ Offices in San Francisco, New York and London with more than ~50 investment professionals
- ❖ Investment philosophy focused on businesses with strong, defensible franchises and predictable revenue and earnings growth which generate attractive returns on the capital
- ❖ Strong investment experience across distribution and consumer-oriented businesses
 - ❖ Acquired Grocery Outlet with 3rd generation Read family Co-CEOs in October 2014

HELLMAN & FRIEDMAN



SAN FRANCISCO, CA

HEADQUARTERS

1984

FOUNDED

58

NO. OF COMPANIES
OWNED IN PORTFOLIO

PRIVATE

OWNERSHIP

\$25 BILLION

TOTAL ASSETS

HF.COM

WEBSITE

MACRS DEPRECIATION (MODIFIED ACCELERATED COST RECOVERY SYSTEM)

COST SEGREGATION BENEFITS

Cost segregation identifies personal property (generally 5- or 7-year recovery), land improvements (generally 15-year recovery), and other short-lived properties that have been erroneously classified as building property (39- or 27.5-year recovery), which can result in cost savings.

- ◆ MACRS allows for greater accelerated depreciation over longer time periods
- ◆ Deduct greater amounts during the first few years of an asset's life, and relatively less later
- ◆ Any property that is being depreciated can elect the MACRS accounting and do a cost segregation
- ◆ Take advantage of the new 100% bonus depreciation rules that started in 2018
- ◆ Greatly reduce recapture on projects with rehab, renovation or capital expenditures

Subject property qualifies for tax savings via accelerated depreciation via cost segregation.

Call today to see if cost segregation is right for you!

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*INFORMATION SECURED FROM SOURCES WE BELIEVE TO BE RELIABLE. ALL INVESTORS UNDERSTAND BROKER IS NOT QUALIFIED TO PROVIDE TAX ADVICE AND THAT SUCH ADVICE MUST BE CONFIRMED FROM AN ACCOUNTANT OR TAX PROFESSIONAL.

LOCATION OVERVIEW

ELIZABETHTOWN, KENTUCKY

Elizabethtown is a city in Hardin County, Kentucky. It serves as the county seat of Hardin County and is part of the Louisville metropolitan area. It is a thriving community and only 45 miles south of downtown Louisville. Interstate 65 runs through the middle of the city making transportation easy and accessible. The city's strong foundations and fun activities make it the perfect place for any business to thrive.

There are various attractions that bring visitors to the streets of Elizabethtown. One of the most exciting things to do in the city is visit the Towne Mall. The mall features over 50 notable retailers such as Bath & Body Works, JCPenny, and many others. It attracts tens of thousands of visitors from all over Kentucky every year and is a big boost to Elizabethtown's economy.

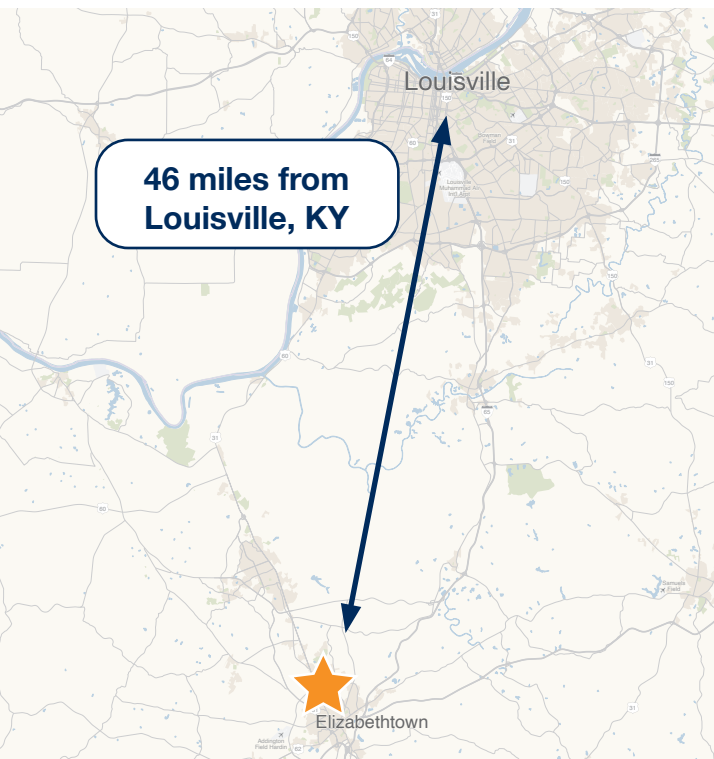
Another popular attraction in the area is the Elizabethtown Sports Park. This large park features more than 150 acres in the heart of Elizabethtown. It includes twelve professional soccer fields, three baseball fields, three large pavilions, and multiple locker rooms. The park is surrounded by dozens of family restaurants and hotels, bringing in thousands of families every year. Downtown Elizabethtown is the place to be on a night out. With high-end eateries and boutiques, there is something for everyone to enjoy.

The city itself has seen a rapid growth in development in the past five years, as hundreds of new residential and commercial developments have been completed.

The largest employer in the area is the Hardin Memorial Hospital and employs more than 1,600 people.

The city is known for its strategic location, as it is right off Interstate 65, which gives it close proximity to Louisville and Nashville. Over 1 million workers are within a 45-minute radius of Elizabethtown, which makes finding workers for your business easy.

Elizabethtown is also located less than twenty minutes south of Fort Knox, one of the United States Army's largest bases. The 109,000-acre site covers multiple counties of Kentucky and has been home of the US Army Armor Center and the US Army Armor School for the past sixty years. More than 40,000 soldiers, family members, and employees reside on the base and thousands more visit every year. The area also hosts the General George Patton Museum of Leadership, where visitors can learn more about the history of Fort Knox, and the Fort Knox Water Park, where visitors can have fun with their family. Fort Knox is also home to the summer training facilities for The Reserve Officer Training Corps, where young adults are trained every year to become officers in the US military.



MAJOR EMPLOYERS ELIZABETHTOWN, KY

U.S. Army	20,000
Metalsa	1,900
Hardin Memorial Hospital	1,600
Akebono	700
AGC Automotive Automobile	700
Altec Industries Aerial	620
Jack Henry & Assoc.	330
Mouser Cabinetry	248
Summit Polymers Injection	240
Flint Group Organic	225

LOCATION HIGHLIGHTS

ELIZABETHTOWN, KENTUCKY



Conveniently located directly
off Ring Road, one of
the main thoroughfares
in the region



The region's retail hub
surrounds the location



The only Caliber Collision
within a 30-minute drive
from the site



Daytime population doubles
due to regional attractions
and places to work

CALIBER COLLISION



DEMOGRAPHICS / ELIZABETHTOWN, KY



47,637

Total Population
Within 5-Mile Radius



\$73,520

Average Household Income
Within 5-Mile Radius



\$55,282

Median Household Income
Within 5-Mile Radius

**CALIBER
COLLISION**



18,681 → **41.08%**

Total Households Within
5-Mile Radius

From 2000

POPULATION	1 MILE	3 MILES	5 MILES
2025 Projection	4,141	29,281	47,637
2020 Estimate	3,863	28,092	45,211
Growth 2020 - 2025	7.22%	4.23%	5.37%
2000 Census	2,865	21,776	33,496
2010 Census	3,417	26,135	41,534
Growth 2000 - 2010	19.26%	20.01%	24.00%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2025 Projections	1,935	12,304	18,681
2020 Estimate	1,776	11,696	17,644
Growth 2020 - 2025	8.94%	5.20%	5.88%
2000 Census	1,242	9,048	13,241
2010 Census	1,575	11,041	16,478
Growth 2000 - 2010	26.86%	22.03%	24.45%

HOUSEHOLDS BY INCOME (2020 Est.)	1 MILE	3 MILES	5 MILES
\$200,000 or More	3.27%	3.71%	3.35%
\$150,000 - \$199,999	4.71%	4.44%	4.56%
\$100,000 - \$149,999	15.30%	14.26%	14.32%
\$75,000 - \$99,999	16.31%	14.53%	14.58%
\$50,000 - \$74,999	19.24%	16.47%	16.84%
\$35,000 - \$49,999	10.90%	12.71%	12.86%
\$25,000 - \$34,999	10.73%	11.57%	11.24%
\$15,000 - \$24,999	10.69%	11.34%	11.01%
\$10,000 - \$14,999	3.48%	4.34%	4.27%
Under \$9,999	5.38%	6.62%	6.98%
2020 Est. Average Household Income	\$75,564	\$74,353	\$73,520
2020 Est. Median Household Income	\$60,657	\$54,897	\$55,282
2020 Est. Per Capita Income	\$34,906	\$31,078	\$28,835

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
2020 Estimated Population by Age	3,863	28,092	45,211
Under 4	6.4%	6.1%	6.2%
5 to 14 Years	12.9%	13.0%	13.5%
15 to 17 Years	3.7%	3.9%	4.1%
18 to 19 Years	2.2%	2.2%	2.3%
20 to 24 Years	5.5%	5.8%	6.1%
25 to 29 Years	6.0%	6.8%	6.8%
30 to 34 Years	5.9%	6.2%	6.2%
35 to 39 Years	6.7%	6.4%	6.5%
40 to 49 Years	12.8%	12.3%	12.9%
50 to 59 Years	14.4%	13.9%	14.0%
60 to 64 Years	6.6%	6.3%	6.2%
65 to 69 Years	5.8%	5.3%	5.1%
70 to 74 Years	4.1%	3.8%	3.6%
Age 75+	7.0%	8.0%	6.7%
2020 Median Age	40.6	39.7	38.8
2020 Population 25 + by Education Level	2,679	19,382	30,735
Elementary (0-8)	3.55%	2.41%	2.40%
Some High School (9-11)	6.78%	5.63%	5.72%
High School Graduate (12)	26.52%	26.44%	28.13%
Some College (13-15)	24.89%	24.00%	24.02%
Associates Degree Only	9.03%	10.65%	11.06%
Bachelors Degree Only	15.73%	15.97%	15.01%
Graduate Degree	13.05%	14.43%	13.13%



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CALIBER COLLISION

ELIZABETHTOWN
KENTUCKY

Lior Regenstreif

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SENIOR DIRECTOR, NET LEASED PROPERTIES GROUP

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