

OFFERING MEMORANDUM

---

# CALIBER COLLISION

---

COLONIAL HEIGHTS  
VIRGINIA

---

Marcus & Millichap  
NNN DEAL GROUP





## CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

## NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

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

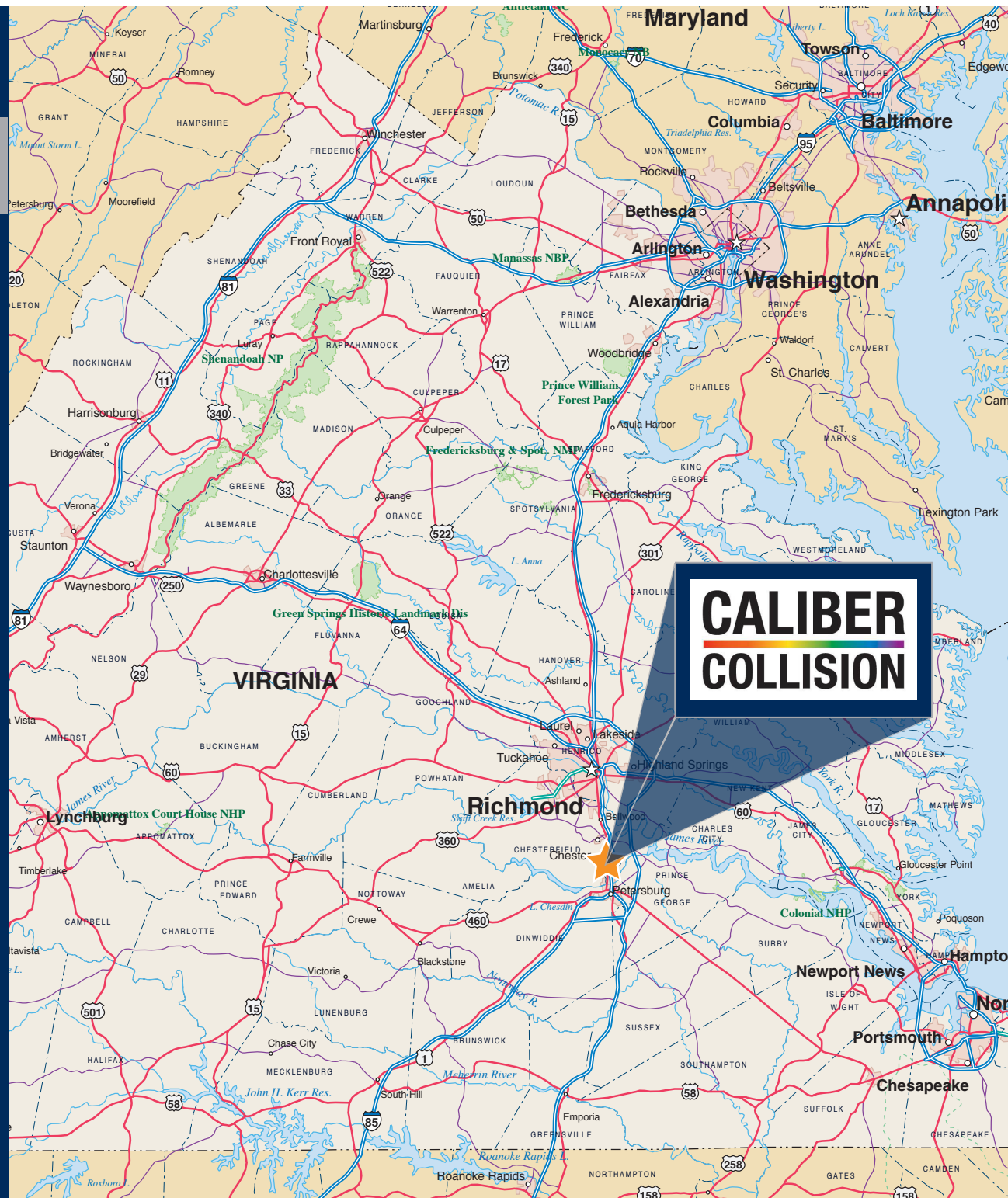
**Marcus & Millichap**



# TABLE OF CONTENTS

Why buy a Caliber Collision? .....	4
Investment Highlights.....	5
Investment Summary .....	7
Investment Highlights.....	8
Aerial Map .....	9
Tenant Summary.....	11
MACRS Depreciation .....	14
Site Plan .....	15
Location Overview .....	17
Location Highlights.....	21
Location Map .....	22
Demographics.....	23

**Marcus & Millichap**  
NNN DEAL GROUP





# WHY BUY A CALIBER COLLISION?



**1,310+**  
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 15 year passive investment opportunity lease, commenced in September 2019. 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.

**Marcus & Millichap**  
NNN DEAL GROUP

**NNN**

**15 Year Net Lease (Minimal 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 11% in recent years**



# CALIBER COLLISION





# INVESTMENT SUMMARY

3245 BOULEVARD, COLONIAL HEIGHTS, VA 23834

**PRICE: \$3,840,650**

**CAP: 5.60%**

**RENT: \$215,076**

## OVERVIEW

Price	\$3,840,650
Gross Leasable Area (GLA)	20,307 SF
Lot Size	1.43 Acres
Net Operating Income	\$215,076
CAP Rate	5.60%
Built / Renovated	1977 / 2019

## ANNUALIZED OPERATING DATA

Lease Term	Annual Rent
1-5	\$215,076
6-10	\$236,583
11-15	\$260,241
Option 1	\$286,266
Option 2	\$314,892

## LEASE ABSTRACT

Lease Type	NNN*
Lease Term	15 Years
Lease Start	9/9/2019
Lease Expiration	9/30/2034
Renewal Options	2x5
Increases	10% Every 5-Years
Landlord Obligation	Minimal*

\* Minimal landlord obligations. Landlord is responsible solely for in ground plumbing and structure (structure is insured).

# INVESTMENT HIGHLIGHTS

- ◆ Minimal collision repair centers in the immediate area - cornering the auto body repair facilities in the surrounding region
- ◆ 12.9 years remaining on a modified NNN lease - minimal landlord obligations
- ◆ Regular 10% rent increases every five years (next increase in 2024)
- ◆ Located along Route 301 (Boulevard)- the region's thoroughfare
- ◆ Strategically located just 8-miles from the main gate to Ft. Lee Army Base (Combined Arms Support Command (CASCOM))
- ◆ Located just 4-miles north of Virginia State University - home to more than 4,025 undergrads.



**86,741**

TOTAL  
POPULATION  
WITHIN 5-MILE  
RADIUS



**\$76,264**

AVERAGE  
HOUSEHOLD  
INCOME WITHIN  
5-MILE RADIUS



**28,000 VPD** - BOULEVARD

**12,000 VPD** - E ELLERSLIE AVE







THE HEIGHTS  
BAPTIST  
CHURCH



John Randolph Medical  
Center - Hospital

ExxonMobil

State Farm  
Insurance Agent

Bark Avenue Pet  
Salon & Spaw

**CALIBER  
COLLISION**

NORTH  
ELEMENTARY  
SCHOOL

FORT LEE  
ARMY BASE  
Approx 7 miles  
from site



BURGER  
KING

Advance  
Auto Parts

WALGREENS



Southside College  
of Health Sciences

FOOD  
LION



Publix®

SUPERCUTS

CVS  
pharmacy

ExxonMobil

VSU  
VIRGINIA STATE

Approx 3.4 miles  
from site

BOULEVARD - 28,000 VPD

E ELLERSLIE AVE - 12,000 VPD





NORTH  
ELEMENTARY  
SCHOOL

**CALIBER  
COLLISION**

Bark Avenue Pet  
Salon & Spaw

Holiday Tours -  
Travel Agency

Andrew's Grill -  
Restaurant

State Farm  
Insurance Agent

Beechwood Auto -  
Used Car Dealer

ORANGE AVE

BOULEVARD - 28,000 VPD

SHERWOOD DR



# 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

**1,310+**

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 1,310+ 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**

 **1,310+**  
LOCATIONS IN  
40 STATES

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

 **450,000+**  
VEHICLES  
REPAIRED  
ANNUALLY

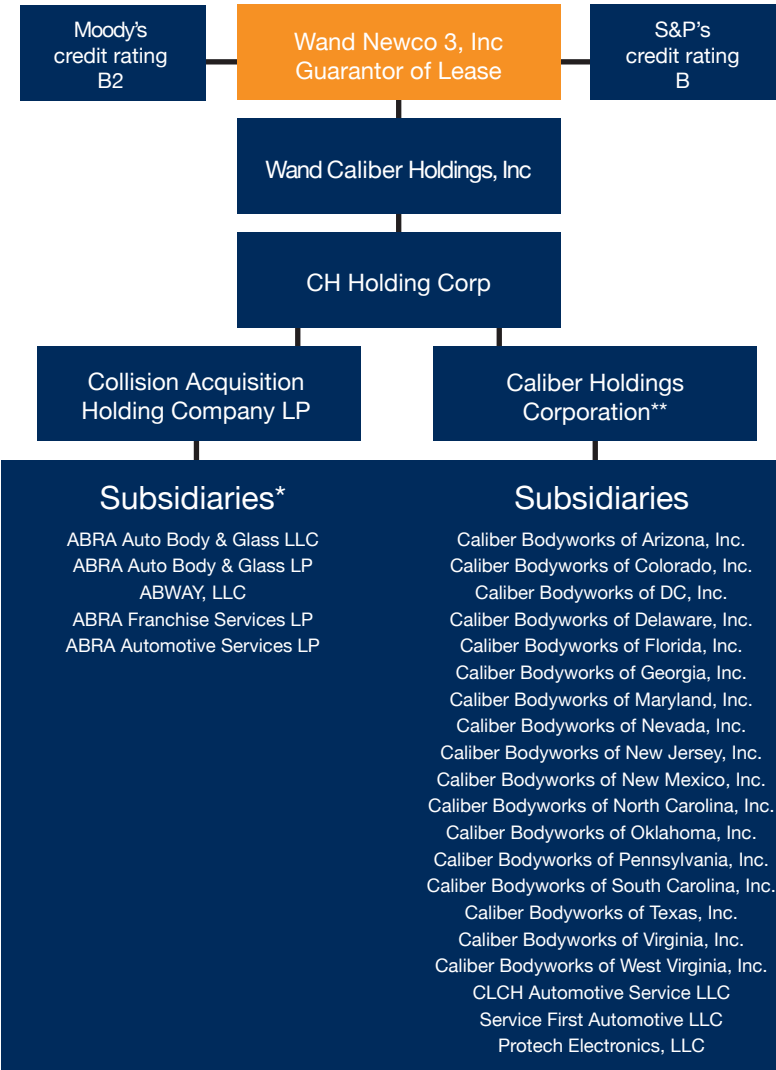
 **ABSOLUTE  
INTERNET  
PROOF  
INVESTMENT**

 **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!*

### KIMBERLY LOCHRIDGE

Executive Vice President

(971) 213-8686

[Klochridge@engineeredtaxservices.com](mailto:Klochridge@engineeredtaxservices.com)

[www.EngineeredTaxServices.com](http://www.EngineeredTaxServices.com)



\*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.



# SITE PLAN



# CALIBER COLLISION





# LOCATION OVERVIEW

---

## COLONIAL HEIGHTS, VIRGINIA

Colonial Heights is a quaint historical city in central Virginia. The city covers a land area of about 8 square miles. The cities of Colonial Heights, Petersburg, and Hopewell, Virginia make up what is commonly referred to as the Tri-Cities area. The proximity to Virginia's state capital makes Richmond's amenities a realistic option for Colonial Heights residents. In addition, Atlantic beaches lie less than two hours to the east and the famed Blue Ridge Mountains are about two hours to the west, making Colonial Heights a wonderful option for those looking to remain near the large and lively capital city of Richmond.

Colonial Heights is known for having exceptional regional tourism. Many people from the surrounding areas come to Colonial Heights for a day or weekend getaway. Its rich history and various historical landmarks, as well as its focus on reviving and sustaining the local arts scene, makes Colonial Heights a delightful option for those looking to be near a large city, with all the charm of a small east coast town. Legend says that Colonists arrived in this area weeks before the settlement of Plymouth, inspiring the city's name. It is also said by residents that because of the predominance of historical architecture, wandering through the city feels like a step back in time. There are annual arts and crafts festivals and parades, that draw in thousands of tourists annually. Colonial Heights is also home to the Southpark Mall, which

is the largest shopping center in the surrounding area, providing large opportunities for employment as well as traffic to the city. Interstate 95, one of the most traveled thoroughfares in the nation, passes right through the center of this city, creating an average of 30,000 cars to pass through Colonial Heights daily.

Richmond, the nearest metropolitan area, is the capital city of Virginia, roughly 110 miles south of Washington, D.C, and about 25 minutes away by car from Colonial Heights. The metro is the financial center of the Mid-Atlantic region, as well as a center for manufacturing, distribution and trade. Richmond's strategic location on the James River and a well-developed intermodal transportation network provide an ideal setting for a growing logistics and distribution sector. Amazon recently announced plans for a fulfillment center along Interstate 95 south of Richmond.

◆ Home to **FORT LEE ARMY BASE**

◆ Home to **VIRGINIA STATE UNIVERSITY**

# LOCATION OVERVIEW

## VIRGINIA STATE UNIVERSITY

Richmond is home to many educational centers, with over 75 colleges in Richmond and the surrounding areas. Virginia State University is among the most noteworthy. It was founded in 1882 and consistently holds its place as one of the top HBCU's in the nation, with over 5000 students currently enrolled. The largest Richmond university is Virginia Commonwealth University, or VCU, with almost 30,000 students enrolled this year. VCU is recognized for its dominance in both the research and medical programs. The medical school and its associated hospital, VCU Health, boasts being one of the world's premier academic health centers, which attracts many doctors, hospital staff, and patients to the area.

The market's educated workforce is also drawing more companies to the region and already, Richmond houses more Fortune 500 firms than many larger cities, including but not limited to Brink's, US Defense Supply Center, CarMax, Performance Food Group, Altria Group, Dominion Energy and Genworth Financial.



*Virginia State University*



# LOCATION OVERVIEW

## FORT LEE ARMY BASE

Colonial Heights's proximity to Richmond allows it to benefit from the growth and revenue of the entire state of Virginia, including the city of Petersburg, which is home to the newly expanded army base and training center, Fort Lee. Fort Lee recently became the logistical hub of the U.S. Army, creating an overwhelming influx of residents to the tri-cities area. Fort Lee has a long history, dating back to 1917. It supports more than 28,500 people on post and nearly 63,000 off post, including personnel from all branches of the military service, their families, government civilians and contractors, military retirees and reservists. Additionally, 70,000 troops will pass through Fort Lee classrooms each year, making it the third largest training site in the Army. Fort Lee has frequently been the site of tailored logistics training, immediate processing and rapid deployment of specialized logistics units and personnel and provides advanced training in Petroleum and Water and Aerial Delivery and Field Services, each receiving brand new, state-of-the-art headquarters and training facilities after 2000. In May 2001, the Army Women's Museum also opened at Fort Lee, with more than 13,000 feet of gallery space and thousands of artifacts used to tell the long, proud history of women in the Army, again drawing in thousands of tourists annually.

As Colonial Heights, the tri-cities, and the nearby metropolis of Richmond, continue to develop economically, there has been and will continue to be enormous potential for growth, both for residents and employment opportunities.



*Fort Lee*





NORTH  
ELEMENTARY  
SCHOOL

**CALIBER  
COLLISION**

Bark Avenue Pet  
Salon & Spaw

Holiday Tours -  
Travel Agency

Andrew's Grill -  
Restaurant

Beechwood Auto -  
Used Car Dealer

verizon



**SUPERCUTS**

**Publix®**

**WELLS  
FARGO**

**WALGREENS**

E ELLERSLIE AVE - 12,000 VPD

BOULEVARD - 28,000 VPD

SHERWOOD DR

ORANGE AVE





## MAJOR EMPLOYERS COLONIAL HEIGHTS, VIRGINIA

Walmart

Colonial Heights School Board

City of Colonial Heights

Colonial Heights Operations

Care Advantage

Red Lobster & Olive Garden

Publix Nc Employee Services, LLC

J.C. Penny Corporation, Inc

Chick-Fil-A at Southpark

The Home Depot

# LOCATION HIGHLIGHTS

## COLONIAL HEIGHTS, VIRGINIA HOME TO FT. LEE ARMY BASE



Conveniently located directly  
off Route 301 (Boulevard),  
the areas main thoroughfare




Surrounded by both  
natural and residential  
barriers to entry



Less than 4 miles  
from Virginia State University



Minimal auto body  
collisions center competition  
in the immediate area

A detailed street map of a residential neighborhood. A blue callout box with a white border points to a specific location marked by an orange star. The star is located at the intersection of Hillcrest Ave and Elmuda Ave. The map shows various streets, including Swift Creek Ln, Springdale Ave, Woodlawn Ave, and others. A large blue area represents a body of water, likely a lake or reservoir. The map is oriented with North at the top.

# CALIBER COLLISION





# DEMOGRAPHICS / COLONIAL HEIGHTS, VA



**86,741**

Total Population  
Within 5-Mile Radius



**\$76,264**

Average Household Income  
Within 5-Mile Radius



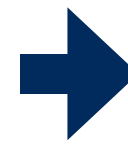
**\$62,542**

Median Household Income  
Within 5-Mile Radius



**31,410**

Total Households Within  
5-Mile Radius



**10.47%**

From 2000

**CALIBER  
COLLISION**

POPULATION	1 MILE	3 MILES	5 MILES
2025 Projection	6,351	33,745	86,741
2020 Estimate	6,432	33,580	85,851
Growth 2020 - 2025	-1.26%	0.49%	1.04%
2000 Census	5,850	29,160	77,337
2010 Census	6,246	32,284	83,366
Growth 2000 - 2010	6.76%	10.71%	7.80%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2025 Projections	2,839	12,645	31,410
2020 Estimate	2,849	12,512	30,874
Growth 2020 - 2025	-0.35%	1.07%	1.74%
2000 Census	2,573	11,162	28,431
2010 Census	2,760	11,976	29,720
Growth 2000 - 2010	7.27%	7.29%	4.54%

HOUSEHOLDS BY INCOME (2020 Est.)	1 MILE	3 MILES	5 MILES
\$200,000 or More	2.84%	2.62%	2.81%
\$150,000 - \$199,999	5.64%	5.37%	5.21%
\$100,000 - \$149,999	15.39%	16.78%	16.63%
\$75,000 - \$99,999	14.61%	15.78%	14.79%
\$50,000 - \$74,999	24.13%	22.00%	19.96%
\$35,000 - \$49,999	12.25%	12.22%	11.30%
\$25,000 - \$34,999	10.09%	8.92%	9.19%
\$15,000 - \$24,999	7.28%	8.04%	9.02%
\$10,000 - \$14,999	3.71%	3.81%	4.81%
Under \$9,999	4.08%	4.47%	6.28%
2020 Est. Average Household Income	\$78,668	\$77,556	\$76,264
2020 Est. Median Household Income	\$64,529	\$64,659	\$62,542
2020 Est. Per Capita Income	\$35,203	\$30,163	\$28,824

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
2020 Estimated Population by Age	6,432	33,580	85,851
Under 4	8.2%	6.5%	6.7%
5 to 14 Years	12.1%	12.3%	12.0%
15 to 17 Years	3.7%	3.8%	3.7%
18 to 19 Years	1.8%	6.6%	4.0%
20 to 24 Years	6.1%	8.7%	7.8%
25 to 29 Years	7.7%	6.5%	7.4%
30 to 34 Years	5.8%	5.7%	6.5%
35 to 39 Years	5.9%	5.9%	6.5%
40 to 49 Years	10.6%	11.1%	12.1%
50 to 59 Years	12.5%	12.1%	13.0%
60 to 64 Years	5.6%	5.4%	5.8%
65 to 69 Years	4.3%	4.2%	4.6%
70 to 74 Years	4.6%	4.0%	3.9%
Age 75+	11.3%	7.2%	6.1%
2020 Median Age	39.0	34.9	36.5
2020 Population 25 + by Education Level	4,389	20,841	56,539
Elementary (0-8)	1.78%	2.34%	3.23%
Some High School (9-11)	6.65%	8.18%	10.50%
High School Graduate (12)	36.41%	34.43%	33.76%
Some College (13-15)	26.47%	23.58%	22.96%
Associates Degree Only	9.48%	8.20%	7.21%
Bachelors Degree Only	11.47%	14.12%	13.45%
Graduate Degree	6.42%	7.87%	7.53%





# CALIBER COLLISION

---

# CALIBER COLLISION

---

COLONIAL HEIGHTS  
VIRGINIA

---

## Lior Regenstreif

SENIOR MANAGING DIRECTOR INVESTMENTS  
SENIOR DIRECTOR, NET LEASED PROPERTIES GROUP  
ENCINO OFFICE

Tel: (818) 212-2730

Fax: (818) 212-2710

[Lior.Regenstreif@marcusmillichap.com](mailto:Lior.Regenstreif@marcusmillichap.com)

License: CA 01267761

Marcus & Millichap  
NNN DEAL GROUP