

# CALIBER COLLISION<sup>®</sup>

RESTORING THE RHYTHM OF YOUR LIFE

DECATUR, ILLINOIS



Marcus & Millichap  
NNN DEAL GROUP

OFFERING MEMORANDUM

ACTUAL SITE

## 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 or 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

Investment Summary .....	4
Locations Map.....	5
Why Caliber Collision? .....	6
Tenant Summary .....	7
Hellman & Friedman .....	8
Investment Highlights.....	9
Aerial Map .....	10
Site Plan .....	11
MACRS Depreciation .....	12
Location Overview .....	13
Location Highlights.....	15
Demographics .....	16

## LIOR REGENSTREIF

SENIOR MANAGING DIRECTOR INVESTMENTS  
SENIOR DIRECTOR, NET LEASED PROPERTIES GROUP  
ENCINO OFFICE  
Tel 818.212.2730  
Lior.Regenstreif@marcusmillichap.com  
CA 01267761



# CALIBER COLLISION<sup>®</sup>

RESTORING THE RHYTHM OF YOUR LIFE

**2850 N JASPER ST**

DECATUR, IL 62526

**PRICE**

**\$2,230,000**

**CAP**

**5.65%**

**LEASE TERM CAP**

**6.23%**

**NOI**

**\$126,000**

## OVERVIEW

PRICE	\$2,230,000
GROSS LEASABLE AREA (GLA)	17,556 SF
LOT SIZE	2.7 Acres
NET OPERATING INCOME	\$126,000
YEAR BUILT	1978 / 1995

## LEASE ABSTRACT

LEASE TYPE	NNN
LEASE TERM	15 Years
LEASE START	7/23/2022
LEASE EXPIRATION	7/31/2037
RENEWAL OPTIONS	2x5
INCREASES	10% every 5 years
LANDLORD OBLIGATIONS	None at all

## ANNUALIZED OPERATING DATA

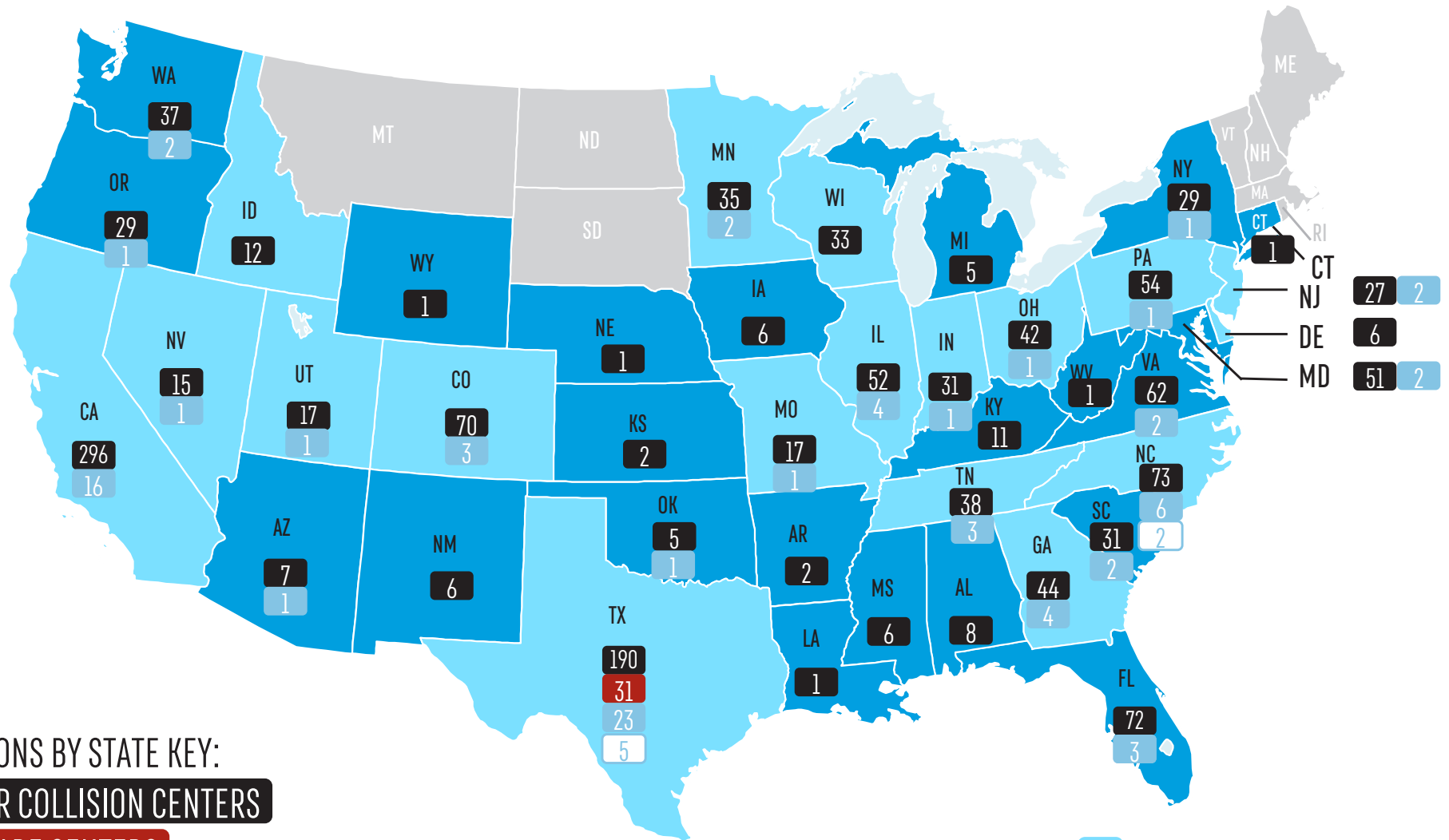
LEASE TERM	Annual Rent	Cap Rate
BASE TERM YEARS 1-5	\$126,000	5.65%
BASE TERM YEARS 6-10	\$138,600	6.22%
BASE TERM YEARS 11-15	\$152,460	6.84%
OPTION 1	\$167,706	7.52%
OPTION 2	\$184,477	8.27%



**CLICK TO VIEW COMPANY VIDEO**

**Marcus & Millichap**  
NNN DEAL GROUP

# LOCATIONS MAP



# CALIBER COLLISION®

RESTORING THE RHYTHM OF YOUR LIFE

Founded in 1997, Caliber Collision is now the nation's leading auto collision repair provider. Headquartered in Lewisville, TX, the Company operates a chain of repair centers offering various auto repair services at over 1,500 locations across the United States. The Company's commitment to the highest quality service, accurate estimates, and on-time delivery has allowed them to become the most trusted name in the industry. Caliber offers repair services from dent removal, collision repair, glass replacement, auto body rust repair & much more, providing more repairs and referred to by more insurance agents than any other collision repair provider in the country. Over the last five years, Caliber Collision has expanded its presence in the industry significantly, becoming the market leader through aggressive acquisition activity and improving its customer service, aiming to provide faster, more reliable maintenance for a fair price.

## WHY CALIBER?

- O.E. Certified Repair Centers with State-of-the-Art Equipment
- 100% Automotive Service Excellence Certified & iCar Gold Class Technicians
- On-site car rentals in partnership with Enterprise Rent-a-Car
- Written Lifetime Warranties
- Data-driven diagnostic scanning solutions
- Referred by more insurance agents than any other company

## COMPANY HIGHLIGHTS

**1,500+**

TOTAL  
LOCATIONS

**40+**

STATES  
SERVICES

**24,000+**

TOTAL  
EMPLOYEES

**1.8 MILLION**

CAR LIVES  
RESTORED ANNUALLY

## AWARDS

**2021 BEST IN BUSINESS**  
GOLD MEDAL WINNER

**FORBES 2021 LIST OF**  
"AMERICA'S BEST LARGE EMPLOYERS"

## SERVICES OFFERED

**CALIBER**  
COLLISION®

**CALIBER**  
AUTO CARE

**CALIBER**  
AUTO GLASS

**CALIBER**  
FLEET CARE



**#1**  
LARGEST  
COLLISION  
REPAIR  
COMPANY



Marcus & Millichap  
NNN DEAL GROUP

# CALIBER COLLISION®

RESTORING THE RHYTHM OF YOUR LIFE

## TENANT SUMMARY

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

**1997**

FOUNDED

**\$4.1B**

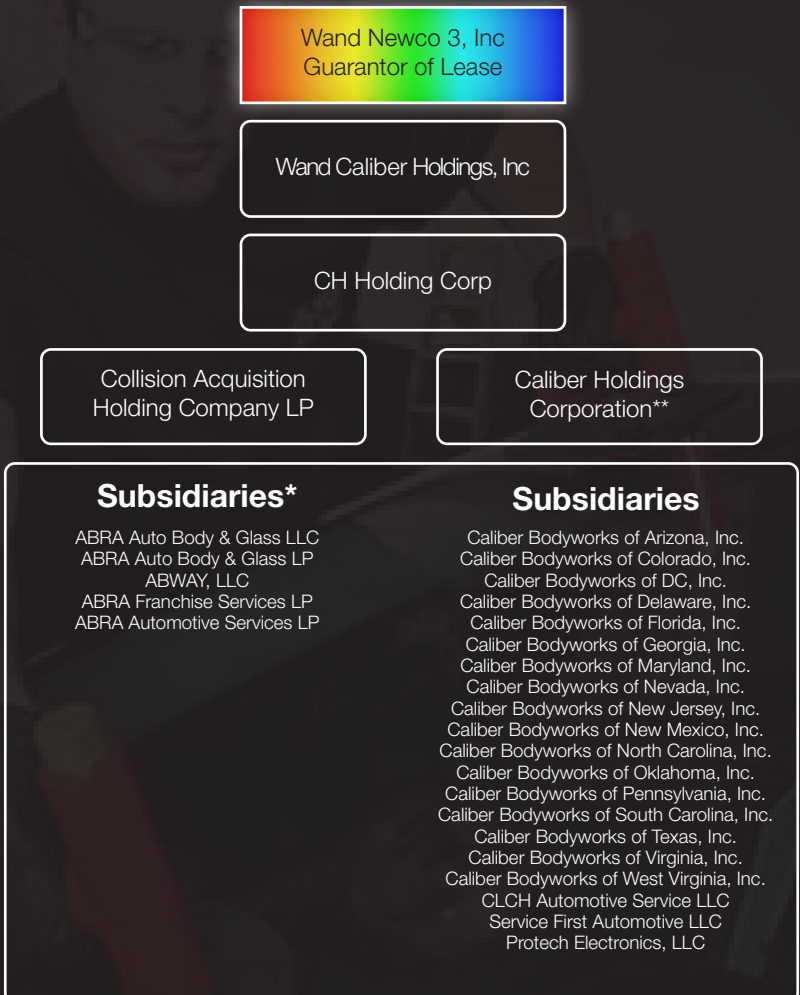
REVENUE AS OF 2021

**PRIVATE**

OWNERSHIP



## OWNERSHIP BREAKDOWN



\*\* Omers minority shareholder

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

# Hellman & Friedman

“CALIBER MAJORITY OWNERSHIP VIA MERGER WITH ABRA”

**1984**

FOUNDED

**100+**

COMPANIES OWNED

**\$85B**

TOTAL ASSETS

**HF.COM**

WEBSITE

- ❖ 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 100 companies
  - ❖ H&F is currently investing its tenth fund, with \$24.4 billion of committed capital, and over \$85 billion in assets under management as of March 2022
  - ❖ 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



**“Find great companies & make them better”**

Marcus & Millichap

## INVESTMENT HIGHLIGHTS



**Brand New 15-Year NNN Lease**  
commenced in July 2022



**Zero landlord responsibilities**



**Regular rent increases hedge**  
against inflation



**Centrally Located, just a few hours**  
drive to Chicago, Indianapolis, and  
St. Louis



**Minimal Competition - closest existing**  
Caliber Collision is over 40 miles away



**Corporate Guarantee**



**Industry leader in Auto Body Repair**



**Less than one mile from major retail area,**  
including the Northgate Shopping Mall,  
Kroger, as well as many auto dealerships



**TARGET**

**Ashley**  
HOMESTORE

**PAPA JOHN'S**

**McDonald's**

**DUNKIN'**

**Kroger**

STEPHEN  
DECATUR  
MIDDLE  
SCHOOL

**KFC**

**NAPA**

UNIVERSITY  
OF ILLINOIS

**CHEVROLET**

**DAIRY  
QUEEN**

**AutoZone**

121

48

E PERSHING RD / IL- 48 18,900 VPD

N JASPER ST - 5,800 VPD

**Arby's**

**DOLLAR TREE**

**BIG  
LOTS!**

**Hertz**

121

**CVS**  
pharmacy

**NISSAN**

**TOYOTA**

**TOYOTA**

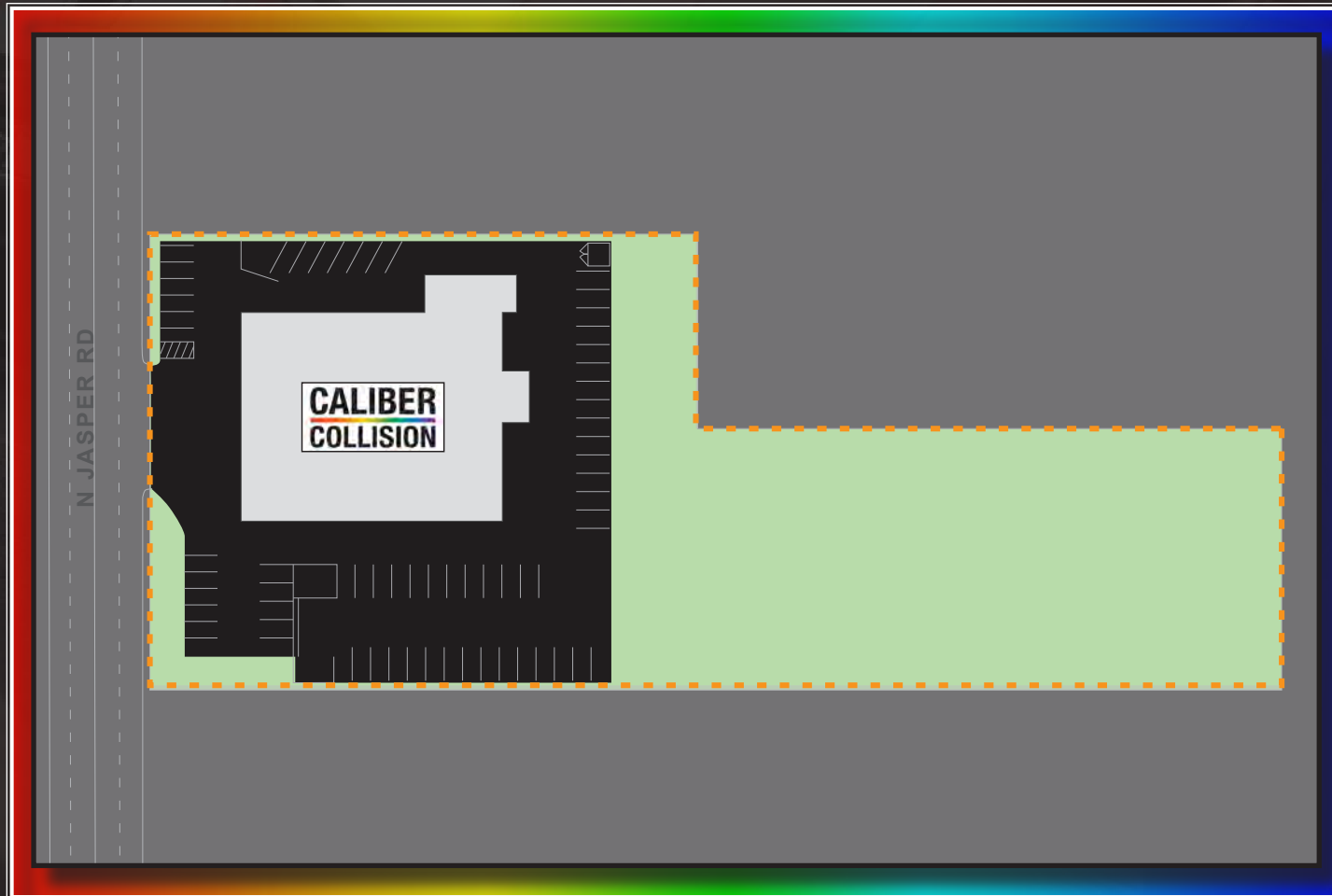
**Ford**

**U-HAUL**

**CALIBER  
COLLISION**  
America's Largest Collision Repair Company

Decatur Memorial Hospital  
300-Beds and  
2,000+ employees

# SITE PLAN



# 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!**

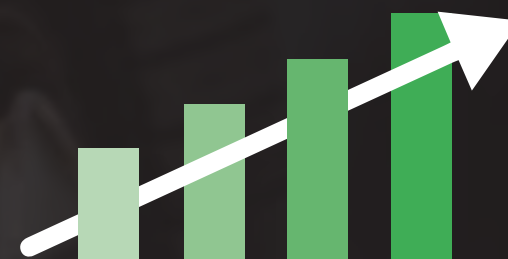
**KIMBERLY LOCHRIDGE**

Executive Vice President

(971) 213-8686

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

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



Increase Your Cash Flow  
**COST SEGREGATION**



**ACCELERATE  
DEPRECIATION**



**INCREASE  
DEPRECIATION  
EXPENSE  
DEDUCTION**



**PAY LESS  
TAX**



**INCREASE  
CASH FLOW**

\*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

## DECATUR, ILLINOIS

Decatur is the largest city and the county seat of Macon County in the state of Illinois. The city was founded in 1829 and is situated along the Sangamon River and Lake Decatur in Central Illinois. With a population of over 70,000, living in Decatur offers residents a dense suburban feel, and is just a few hours' drive from some of the largest cities in the U.S., including Chicago, St Louis, and Indianapolis.

Decatur's economy is centered around industrial and agricultural commodity processing and production. Decatur is home to the North American headquarters of agricultural conglomerate Archer Daniels Midland, international agribusiness Tate & Lyle's largest corn-processing plant, and a main design and manufacturing facility for Caterpillar Inc., which has been there for over 65 years.

Decatur is sometimes called the Soybean Capital of the World, due to the numerous crops grown on central Illinois farms and processed in Decatur. These farms have put central Illinois on the map and are what has led to Decatur becoming one of the largest agribusiness capitals of the world.

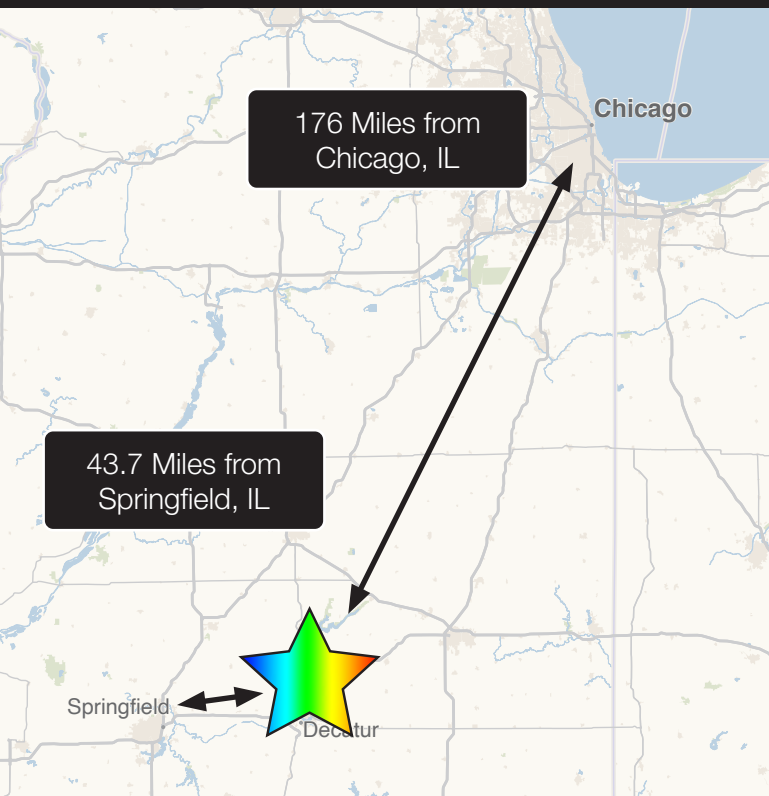
The city is also rich with American history and is famous as the being the first home of President Abraham Lincoln, who moved there at the age of 21, where he began his career in politics. The city's symbol is the Transfer House, which served as the transfer point of the city's electric streetcar system and is now listed on the National Register of Historic Places. Decatur is also home to a famous Frank Lloyd Wright site, The Edward Irving House.

The area's largest employers are all within a few miles to the subject site, such as Archer Daniels Midland, Caterpillar, and the Decatur Memorial Hospital. The city is served by the Decatur Airport, offering direct flights to Chicago, and operated by SkyWest, and Millikin University, a private four-year university with over 2,000 students.





DECATUR, ILLINOIS



### MAJOR EMPLOYERS DECATUR, ILLINOIS

COMPANY	EMPLOYEES
Archer Daniels Midland Co.	4,000
Caterpillar, Inc.	4,000
Decatur Memorial Hospital	2,266
Decatur Public Schools	1,500
St. Mary's Hospital	1,100
Ameren aka Illinois Power Company	1,250
Tate & Lyle fka AE Staley Mfg. Co.	822
Millikin University	600
Norfolk Southern Railroad	600
Star Tek Inc.	600

# LOCATION HIGHLIGHTS

## DECATUR, ILLINOIS



**76,583**

TOTAL POPULATION  
WITHIN 5-MILE RADIUS



**IL-48**

STRATEGICALLY POSITIONED  
NEAR MAJOR  
NATIONAL RETAILERS



**\$64,816**

AVERAGE HOUSEHOLD  
INCOME WITHIN 5-MILE RADIUS



**18,900 VPD**

E PERSHING RD / IL-48

**5,800 VPD**

N JASPER ST



**40 MI**

NEAREST CALIBER  
COLLISION LOCATION



**150 MI**

SOUTH OF  
DOWNTOWN CHICAGO

POPULATION	1 MILE	3 MILES	5 MILES
2026 Projection	4,371	48,642	75,218
2021 Estimate	4,425	49,505	76,583
Growth 2021 - 2026	-1.22%	-1.74%	-1.78%
2000 Census	4,941	56,782	86,421
2010 Census	4,641	52,669	81,456
Growth 2000 - 2010	-6.07%	-7.24%	-5.75%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2026 Projections	2,005	20,437	31,715
2021 Estimate	2,022	20,710	32,095
Growth 2021 - 2026	-0.83%	-1.32%	-1.18%
2000 Census	2,348	23,850	35,792
2010 Census	2,145	22,237	34,378
Growth 2000 - 2010	-8.62%	-6.76%	-3.95%

HOUSEHOLDS BY INCOME (2021 Est.)	1 MILE	3 MILES	5 MILES
\$200,000 or More	0.71%	1.68%	3.27%
\$150,000 - \$199,999	1.67%	1.82%	3.01%
\$100,000 - \$149,999	6.38%	8.02%	10.54%
\$75,000 - \$99,999	7.19%	8.65%	10.60%
\$50,000 - \$74,999	15.56%	16.15%	17.33%
\$35,000 - \$49,999	13.80%	15.33%	14.99%
\$25,000 - \$34,999	13.64%	12.04%	10.94%
\$15,000 - \$24,999	16.44%	13.83%	11.98%
\$10,000 - \$14,999	11.30%	7.73%	6.12%
Under \$9,999	13.32%	14.74%	11.20%
2021 Est. Average Household Income	\$44,676	\$51,620	\$64,816
2021 Est. Median Household Income	\$31,733	\$36,353	\$44,194
2021 Est. Per Capita Income	\$21,265	\$22,324	\$27,829

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
2021 Estimated Population by Age	4,425	49,505	76,583
Under 4	8.0%	7.4%	6.6%
5 to 14 Years	11.3%	12.9%	12.2%
15 to 17 Years	2.4%	3.5%	3.4%
18 to 19 Years	2.0%	2.8%	2.8%
20 to 24 Years	6.4%	7.0%	6.7%
25 to 29 Years	7.6%	7.5%	6.9%
30 to 34 Years	6.3%	6.2%	5.9%
35 to 39 Years	6.3%	5.9%	5.7%
40 to 49 Years	10.8%	10.9%	10.9%
50 to 59 Years	11.3%	11.7%	12.1%
60 to 64 Years	5.8%	6.1%	6.8%
65 to 69 Years	6.1%	5.1%	5.8%
70 to 74 Years	4.6%	4.3%	4.7%
Age 75+	11.0%	8.7%	9.4%
2021 Median Age	39.7	37.2	39.9

2021 Population 25 + by Education Level	3,094	32,844	52,364
Elementary (0-8)	2.69%	2.48%	1.93%
Some High School (9-11)	11.83%	9.99%	7.95%
High School Graduate (12)	38.71%	37.34%	35.11%
Some College (13-15)	24.85%	25.11%	24.78%
Associates Degree Only	6.44%	7.40%	7.86%
Bachelors Degree Only	9.13%	10.51%	13.63%
Graduate Degree	4.28%	6.07%	7.91%

# CALIBER COLLISION®

RESTORING THE RHYTHM OF YOUR LIFE

**LIOR REGENSTREIF**

SENIOR MANAGING DIRECTOR INVESTMENTS  
SENIOR DIRECTOR, NET LEASED PROPERTIES GROUP  
ENCINO OFFICE  
Tel **818.212.2730**  
[Lior.Regenstreif@marcusmillichap.com](mailto:Lior.Regenstreif@marcusmillichap.com)  
CA 01267761

DECATUR, ILLINOIS



ACTUAL SITE

**Marcus & Millichap**  
NNN DEAL GROUP

**OFFERING MEMORANDUM**

**STEVEN WEINSTOCK**

ILLINOIS MANAGING BROKER  
ONE MID AMERICA PLAZA, STE. 200  
OAKBROOK TERRACE, IL 60181  
(630) 570-2200  
[STEVEN.WEINSTOCK@MARCUSMILLICHAP.COM](mailto:STEVEN.WEINSTOCK@MARCUSMILLICHAP.COM)  
LIC #: 471.011175 LIC #: 471.011175