



Groveport Council Committee of the Whole

CA Ventures: Sunshine & Smooch – Hayes Road

SEC of Hayes & Pontius Road, Groveport, OH

April 19, 2021

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CA Ventures

OVERVIEW

CA Ventures (“CA”) is a global, vertically integrated real estate investment management company with more than \$13 billion of assets across the United States, Europe and Latin America.

We offer comprehensive in-house investment, development, and operational services, and specialize in a range of niche, commercial real estate asset classes including student living, multifamily, industrial, office, senior living, medical office and life sciences.

Our thematic, data-driven investment strategy and unique scalable business model have allowed us to move with speed and precision over time – yielding accelerated growth and diversification on a global scale. In many ways CA is unrecognizable from the company it was at its founding, but our exceptional results continue to be unmistakable.

General Information

Year Founded	2004
Ownership Structure	Privately-owned
Global Headquarters	Chicago, Illinois
Total Corporate & Property Staff	1,500+

Track Record

Gross Asset Value	\$13.5 billion
No. of Assets Owned	190
Realized Gross Asset Value (2004-present)	\$4.2 billion
Realized IRR (2004-present)	34.5%

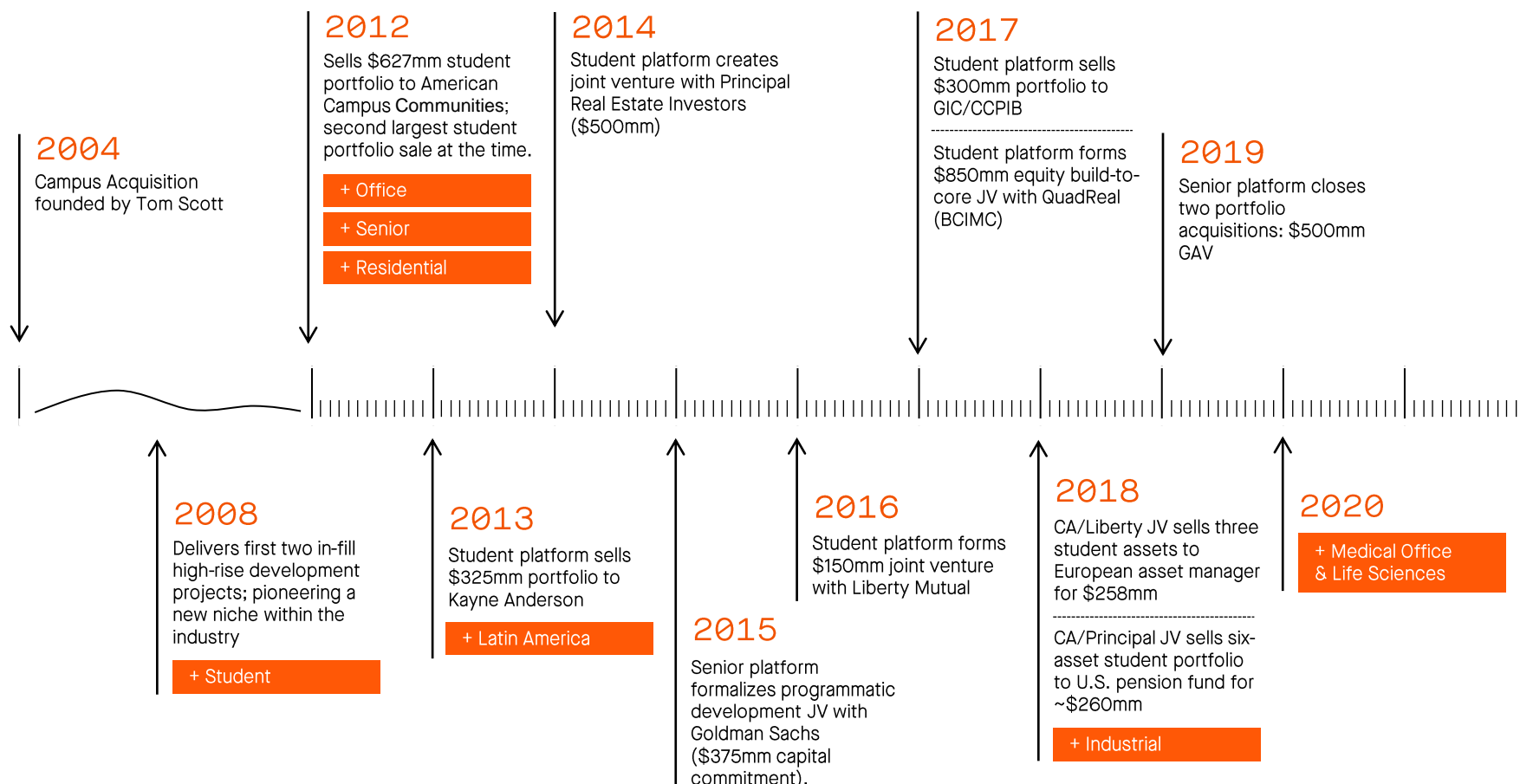
The CA platform is comprised of several stand-alone enterprises with teams of technical experts providing dedicated services for each individual asset type. The vertically integrated platform was designed to offer investors a full-service investment experience – ensuring maximum value-add at every stage of the process and optimized internal processes. The centralized investment management services provide strategic oversight and infuse the ownership mentality from project inception and throughout operations.

SERVICES	REAL ESTATE →					
	Student	Senior	Residential	Industrial	Medical Office	Life Science
	Investment Management	✓	✓	✓	✓	✓
	Acquisitions	✓	✓	✓	✓	✓
	Development	✓	✓	✓	✓	✓
	Asset Management	✓	✓	✓	✓	✓
	Operations	✓	✓	✓	✓	✓



History

CA Ventures began in 2004 as a niche investor and acquirer of student apartments near large, top-tier universities. During the dawn of the recession, we pioneered core-infill, pedestrian high-rise development while our peers were building garden-style apartments 5+ miles from campus. By 2012, our portfolio of newly minted assets in strategic university markets were in high demand as the institutional investors began to take note of the countercyclical nature of purpose-built student housing. With the success of this investment and development strategy, CA began to expand its platform to include other niche real estate asset classes such as senior living, multifamily, industrial and medical office building/life sciences.



CA Industrial

OVERVIEW

Since its inception, CA Industrial has sought to leverage its market knowledge, deep team experience and data driven approach to capitalize on the need for modern multi-tenant light industrial and supply chain logistics (e-commerce) industrial real estate. CA develops, owns and operates throughout the United States within supply constrained markets with access to infrastructure and deep labor pools.

CRITERIA

- Top 5 markets (Dallas, Atlanta, Chicago, LA/Inland Empire, Northern PA., NJ) & primary growth markets (e.g. Denver, Phoenix, Charlotte, S. Florida, DC/Baltimore, Nashville, et al)
- Last mile, low vacancy / availability submarkets
- Ability to develop differentiated modern product type

Completed Projects				
1	Cincinnati / North Kentucky (Airport)	Apr-19	Dec-19	139,860
2	Indianapolis (Airport)	Aug-19	May-20	244,622
3	Chicago (O'Hare Airport)	Jul-19	May-20	146,029
Subtotal (Completed Projects)				530,511
2021 Construction Starts				
1	Glendale, AZ	Q2 2021	Q2 2023	1,448,640
2	Newnan, GA	Q1 2021	Q4 2022	214,906
3	Grand Prairie, TX	Q2 2021	Q1 2022	198,200
4	Flowery Branch, GA	Q1 2021	Q4 2021	638,520
5	Denver, CO	Q3 2022	Q4 2023	866,626
6	Dallas, TX	Q3 2021	Q2 2022	379,680
7	Columbus, OH	Q3 2021	Q3 2022	640,640
8	Indianapolis, OH	Q3 2021	Q1 2022	707,500
9	Savannah, GA	Q3 2021	Q3 2024	3,950,000
Subtotal (2021 Construction Starts)				9,044,712



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CA Industrial Executives



MICHAEL PODBOY

President, Industrial

- 20+ years of experience
- Responsible for the investment and development strategy for CA's industrial platform
- Previously served as chief financial officer, chief investment officer, and treasurer InvenTrust Properties Corp. Prior to InvenTrust, Michael was a Senior Manager at KPMG
- BA in Accounting and Computer Science from University of St. Thomas



JIMMY HWANG

Executive Vice President,
Investments

- 10+ years of experience
- Responsible for the investment management activities for CA's industrial platform
- Prior to joining CA, was a Director at JLL responsible for leading private capital advisory and equity placement activities within the Western region. Prior to JLL, was a Vice President at Evercore's Real Estate Private Capital Advisory group
- MBA from Harvard Business School and BS in Finance from University of Southern California



JIM MCGILL

Executive Vice President, Industrial

- 24+ years of experience in Industrial
- Prior to joining CA, was the Managing Director at Prologis, responsible for all capital deployment activities within the Central Region, led and oversaw a team that completed \$1.05bn of development projects totaling 22 Build-to-Suit projects totaling 19.6mm square feet and acquired over \$700mm of core and value add properties
- MBA from University of Iowa, BSc in Finance and Accounting from Iowa State University



STEVE ROWLEY

Senior Vice President, Industrial

- 18+ years of industrial experience.
- Prior to joining CA, was VP Market Officer at Liberty Property Trust, opened the Georgia office, led the Virginia office, and VP Leasing and Development in South Florida. Prior to Liberty, Steve was a senior market representative with Prologis, covering San Antonio, Austin, El Paso, Denver and Phoenix and has closed over 700 lease, acquisition, and development projects
- MBA from Kellogg School of Business at Northwestern University, BSc in Finance from BYU



CA Industrial Executives – Cont'd.



JOE TRINKLE

Senior Vice President, Industrial

- 30+ years of commercial/industrial experience
- Prior to joining CA, was SVP Regional Director for Liberty Property Trust, leading markets in Texas, Florida, Arizona and the Midwest. Initiated LPT's Industrial Practice Group, executive sponsor for Industrial Strategy Team and Digital Transformation Projects, served on Investment Committee, head of National Leasing
- BS Civil Engineering from Villanova University, MBA from Villanova University



ED PITULA

Vice President, Development

- 23+ years of experience
- Prior to joining CA, was Vice President at McShane Construction, opened the West Coast office in Irvine, CA, responsible for more than 7.5 million square feet of industrial, office, medical office, and sports performance projects totaling more than \$480 million in contract value
- LEED Accredited Professional (LEED AP)
- BS in Civil Engineering from Marquette University



KYLE ROBERSON

Vice President, Development

- 18+ years of experience in construction
- Prior to joining CA, was SVP of Construction and Development for Stream Realty Partners in Houston, TX. There he managed over \$800 million in ground up developments of industrial, office, medical office and retail. Kyle has managed over 10 million square feet of new commercial construction over the past 12 years
- BS from Texas A&M University



LYNX CHAN

Development Consultant

- 24+ years of experience in master planned development
- Managed public/private finance, development and capital improvement projects totaling over \$1.5bn.
- Previously of JLL Development and provided advisory services to clients on projects over \$1bn
- MBA from Kellogg School of Business at Northwestern University, Master of Architecture from University of Sheffield, UK

**CA INDUSTRIAL
SUNSHINE HAYES
ROAD**
GROVEPORT, OHIO

SITE AREA:	47.59 AC
FOOTPRINT:	640,640 SF
AUTO PARKING:	310
TRAILER PARKING:	154

SITE PLAN

0 110 220

Site Plan with Aerial Overlay



Utilities to Site – Water and Sanitary



CODED NOTES

- ① Sanitary and water service dependent on service expansion agreement with City of Columbus and Groveport.
- ② Size of Water Main to be determined in agreement with Groveport.
- ③ Size of Forcemain will be determined by demand of proposed building.
- ④ Existing Easement location is approximate.

Economic Benefit of Development

City Income Taxes

CA Ventures, Groveport, OH				
City Income Taxes				
	Building Size	Jobs	Jobs	Jobs
Building	640,640 SF	150	250	420
Annual Wage	\$35,460			

JEDD Income Tax	Building Income Tax Revenues with 150 Jobs			Building Income Tax Revenues with 250 Jobs			Building Income Tax Revenues with 420 Jobs		
	Total Income Tax Revenue	City Share	School District Share	Total Income Tax Revenue	City Share	School District Share	Total Income Tax Revenue	City Share	School District Share
Income Tax Rate	2.0%	50.0%	50.0%	2.0%	50.0%	50.0%	2.0%	50.0%	50.0%
New Payroll	\$5,319,000			\$8,865,000			\$14,893,200		
2021	\$0			\$0			\$0		
2022*	\$0			\$0			\$0		
2023	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2024	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2025	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2026	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2027	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2028	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2029	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2030	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2031	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2032	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2033	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2034	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2035	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
2036	\$106,380	\$53,190	\$53,190	\$177,300	\$88,650	\$88,650	\$297,864	\$148,932	\$148,932
15-Year Total	\$1,489,320	\$744,660	\$744,660	\$2,482,200	\$1,241,100	\$1,241,100	\$4,170,096	\$2,085,048	\$2,085,048

*Building expected to be completed in July 2022. Conservatively, the analysis does not include any tax revenue for 2022.

Economic Benefit of Development

Current Land Taxes

CA Ventures, Groveport, OH Project						
2020 Values and Taxes						
Parcel #	Owner	Appraised Value	Assessed Value	CAUV	Acreage	Taxes Paid
180-000279-00	SUNSHINE & SMOOCH LLC	\$ 281,700	\$ 41,400	\$ 14,490	43.76	\$ 895.58

SURVEY OF ACREAGE PARCEL
SECTIONS 4 & 5, TOWNSHIP 10 NORTH, RANGE 21 WEST
MATHEWS SURVEY OF CONGRESS LANDS
TOWNSHIP OF MADISON, COUNTY OF FRANKLIN, STATE OF OHIO

