

Marcus & Millichap  
TAG INDUSTRIAL GROUP

KONTANE INTEGRATION, LLC  
810 TRINITY STREET  
MISSION, TX 78572



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TAG INDUSTRIAL GROUP

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# KONTANE INTEGRATION, LLC

810 TRINITY STREET, MISSION, TX 78572

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Marcus & Millichap









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## MARKET OVERVIEW

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The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, open space with a high ceiling, featuring a complex network of steel beams and trusses. Several large, white, dome-shaped pendant lights are suspended from the ceiling. In the lower left, a large industrial door with horizontal panels is visible. The overall atmosphere is industrial and modern.

## SECTION 1

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### INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- 102,629-Square-Foot Industrial Warehouse Situated on 5.73 Acres
- Features 26' Clear Height, Eleven Dock-High Doors, and Four Grade-Level Doors
- New NNN Lease with Kontane Integration, LLC at Below-Market Rent, Creating Upside for an Investor
- Kontane Integration, LLC Provides Warehousing, Industrial Packaging, and Third Party Logistics Services with Offices in North Carolina, South Carolina and Texas
- Tough Barrier-to-Entry Market: 6.5% Overall Vacancy and 5.9% Annual Rent Growth with No Inventory Reported Under Construction (CoStar)
  - Includes Additional Parcel Behind Building Providing Potential for Expansion of Truck Court
  - Proximate to Highway 396 with Access to Mexico and Interstate 2

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 810 Trinity Street in Mission, Texas, leased to Kontane Integration, LLC. The subject property consists of approximately 102,629 square feet of space and is situated on 5.73 acres of land. The asset features a clear height of 26', 11 dock-high doors, and four grade-level doors. The sale includes an additional parcel of land behind the building, providing potential expansion of the truck court. Located within the Hidalgo County submarket, the property has proximate access to Interstate 2 with a direct route to Mexico via Highway 396. Hidalgo County is a tough barrier-to-entry submarket with a 6.5 percent vacancy rate and a 5.9 percent annual rent growth (CoStar). With no industrial properties under construction in Hidalgo County, there are no supply pressures on vacancy or rent growth in the foreseeable future.

Kontane Integration recently signed a new triple-net lease. At \$4.75 per square foot, the tenant's rent is below the average submarket rent, creating upside for future investors. Kontane Integration is a third-party logistics provider, specializing in warehousing and industrial packaging solutions. The company utilizes sub-assembly, physical fulfillment, and cloud-based technology to build logical, customer-focused logistic platforms. Formed in 2011, Kontane Integration has grown nationally with operations in Texas, North Carolina, and South Carolina (Kontane).

The McAllen-Edinburg-Mission metro is located 250 miles south of San Antonio near the Texas-Mexico border and encompasses Hidalgo County. The metro's proximity to Mexico makes trade and logistics important drivers of the local economy. The University of Texas, Rio Grande Valley has facilities in Edinburg, McAllen and Weslaco. The Rio Grande River also runs through the area, providing recreational opportunities for locals and visitors. The metro is growing at a rapid pace and is expected to add 90,200 residents over the next five years. The metro's location on the Texas-Mexico border has turned the area into a trade hub. As a result, several logistics companies are located there. The metro has a strong healthcare sector, encompassing roughly one-third of the local employment base. The region maintains the largest land port for fresh produce imports from Mexico, with 160,000 loads of produce transported in a typical year.



## PROPERTY DETAILS

KONTANE INTEGRATION, LLC  
810 TRINITY STREET, MISSION, TX 78572

Number of Buildings	1
Total Square Feet	102,629
Warehouse Square Feet	97,976
Office Square Feet	4,653
Office Ratio	5%
Year Built	1996
Lot Size	5.73 Acres
Type of Ownership	Fee Simple
Clear Height	26'
Parking Spaces	64
Parking Surface	Concrete
Building Class	C
Tenancy	Single Tenant
Dock High Doors	11
Grade Level Doors	4
Sprinklers	Yes
Construction	Tilt Wall
Power	4v Heavy
Zoning	Light Industrial
Market	McAllen/Edinburg/Pharr
Submarket	Outlying Hidalgo County

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## KONTANE INTEGRATION, LLC

810 TRINITY STREET, MISSION, TX 78572

OFFERING PRICE  
**\$6,965,000**

CAP RATE  
**6.93%**

Offering Price	\$6,965,000
Cap Rate	6.93%
Pro-Forma Cap Rate	7.14%
Price/SF	\$67.87
Total Square Feet	102,629
Rental Rate	\$4.75
Lease Type	Triple Net (NNN)
Lease Term	< 5 Years
Rental Increases	3% Annual Increase
Tenancy	Single Tenant
Occupancy	100%

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## RENT ROLL

Tenant Name	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
Kontane Integration, LLC	102,629	100.0%	7/1/21	6/30/26	\$4.75	\$40,624	\$487,488	\$501,856	Jul-2022	3% Annual Increases	NNN	One Three-Year Renewal Option at Market Rent
Total	102,629				\$4.75	\$40,624	\$487,488	\$501,856				
Occupied Tenants: 1			Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
			Total Current Rents: \$40,624		Occupied Current Rents: \$40,624		Unoccupied Current Rents: \$0					



## DEBT QUOTE

### MARCUS MILLICHAP CAPITAL CORPORATION

810 TRINITY STREET, MISSION, TX 78572

Lender	Bank/Credit Union
Loan Amount	\$5,220,000
Max Proceeds	Up to 75% LTV
Term	Up to 10 Years
Amortization	25 Years
Interest-Only	Up to 1 Year
Interest Rate	5-Years Fixed: 4.0%
Lender Fee	0.50%
Prepayment	Open
Recourse	Limited Recourse (25% to 50%) to Full Recourse Depending on Leverage

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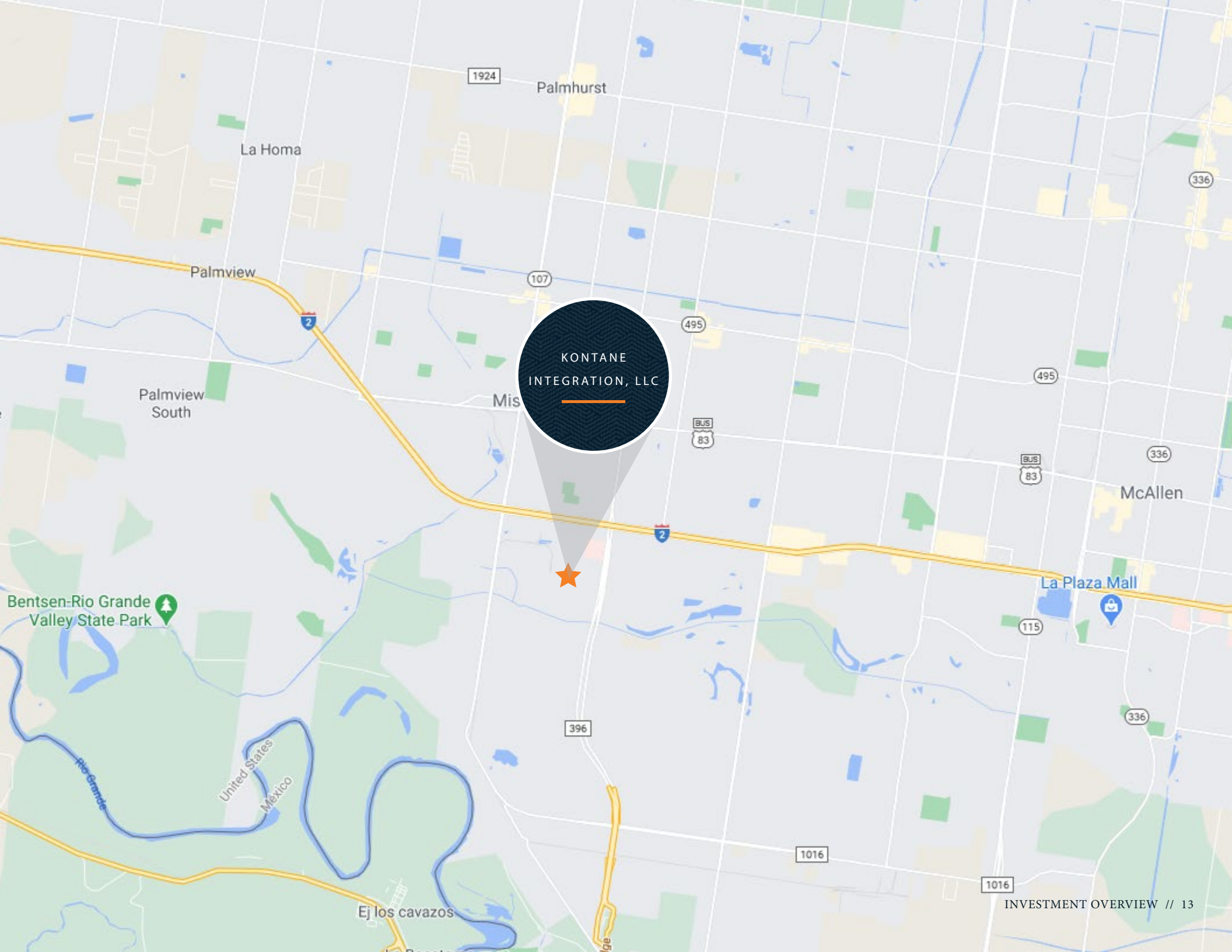


## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	487,488	4.75	501,856	4.89
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	56,905	0.55	56,905	0.55
Insurance	28,327	0.28	28,327	0.28
Real estate Taxes	82,384	0.80	82,384	0.80
Total Reimbursement Income	\$167,616	97.2%	\$167,616	97.2%
Effective Gross Revenue	\$655,104	\$6.38	\$669,472	\$6.52

Operating Expenses	Current	Per SF	Pro Forma	Per SF
CAM	56,905	0.55	56,905	0.55
Insurance	28,327	0.28	28,327	0.28
Real Estate Taxes	87,184	0.85	87,184	0.85
Total Expenses	\$172,416	\$1.68	\$172,416	\$1.68
Expenses as % of EGR	26.3%		25.8%	
Net Operating Income	\$482,688	\$4.70	\$497,056	\$4.84





KONTANE  
INTEGRATION, LLC





KONTANE  
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Royal Technologies

Stanely Black and Decker








RGV Electrical Supply

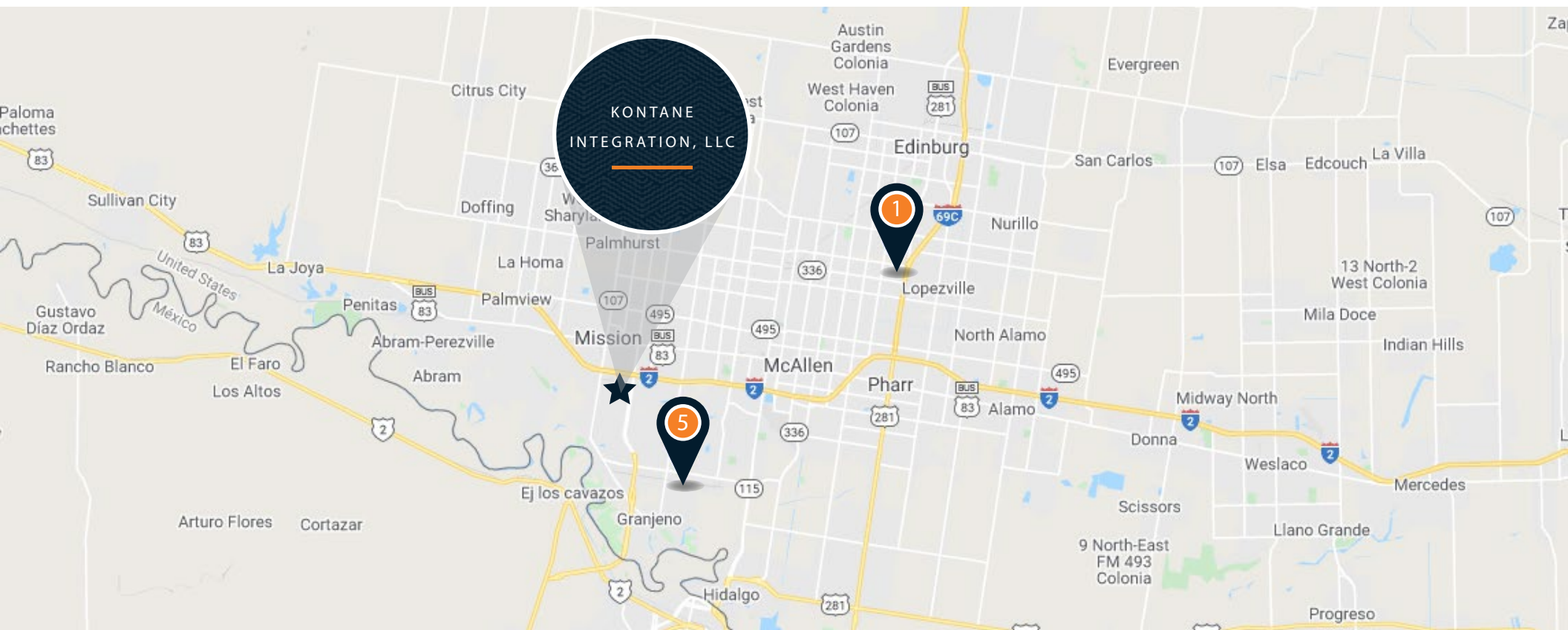
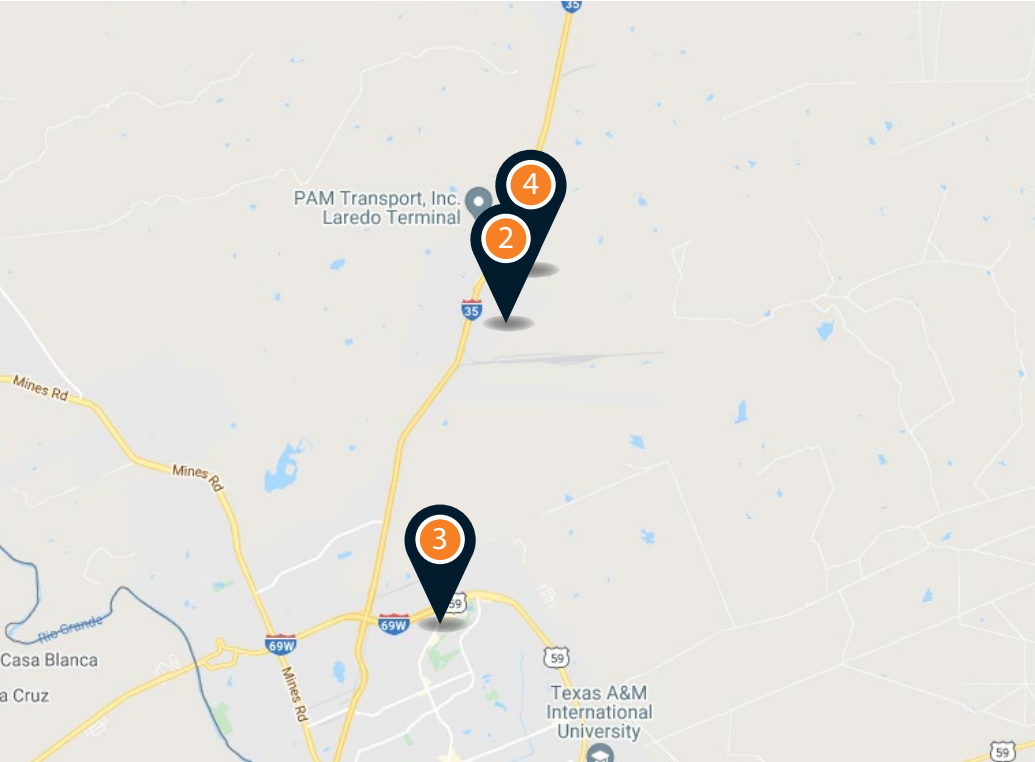
La Bonanza Avocados

Caraveo Papayas



## LEASE COMPARABLES

PROPERTIES		LEASE COMMENCEMENT	LEASE RATE	RENTABLE SF	LEASE TYPE	YEAR BUILT	TENANCY	LOT SIZE (Acres)	CONSTRUCTION	NOTES
 <b>810 Trinity St, Mission, TX 78572</b>		-	<b>\$4.75</b>	<b>102,629</b>	<b>NNN</b>	<b>1996</b>	<b>Single Tenant</b>	<b>5.7278</b>	<b>Tilt Wall</b>	-
 901 W Owassa Rd, Edinburg, TX 78539		7/29/2021	\$5.40	77,086	NNN	2000	Multi Tenant	8.6	Tilt Wall	Origin Fresh, LLC
 13486 S Unitec Dr, Laredo, TX 78045		7/12/2021	\$7.80	63,500	MG	1992	Multi Tenant	7.89	Tilt Wall	Asking Rate
 810 Nafta Blvd, Laredo, TX 78045		6/30/2021	\$6.60	118,842	IG	2004	Single Tenant	6.89	Tilt Wall	Asking Rate
 13604 N Unitec Dr, Laredo, TX 78045		8/1/2020	\$7.20	52,360	NNN	1993	Single Tenant	5.66	Tilt Wall	Asking Rate
 105 Villa Dr, Corpus Christi, TX 78408		3/21/2020	\$6.00	134,244	NNN	1973	Single Tenant	9	Metal	Asking Rate
 5300 George McVay Dr, McAllen, TX 78503		8/1/2019	\$5.04	76,000	NNN	2000	Multi Tenant	11	Tilt Wall	Asking Rate









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# TENANT SUMMARY

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“3PL Solutions that are Actionable,  
Collaborative, and Strategic.”

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## TENANT

Kontane Integration

## HEADQUARTERS

McAllen, TX

## DATE FOUNDED

2011

## LOCATIONS

North Carolina, South Carolina  
and Texas

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



In 2007, Michael Stone of The Stone Group, established SVC Integration (Stone Valley Capital), a budding real estate and asset management firm. At the time, third-party logistics (3PL) between the United States and Mexico was largely non-existent. SVC Integration partnered with Daimler Trucks to become the first to introduce manufacturing logistics within McAllen, Texas. Within three years, SVC Integration was considered the “logistics arm East of the Mississippi” for manufacturing companies desiring to streamline warehouse infrastructures, transportation and shipping between Mexico and Texas.

In 2011, SVC Integration merged with another 3PL company based in the Carolinas, Kontane Logistics, to form Kontane Integration. Kontane Integration has become an industry leader in 3PL, with offices in North Carolina, South Carolina, and Texas. The company has expanded to include warehousing and distribution, cross-docking, freight consolidation, import material receipt, line sequencing, parts distribution, development of logistics information systems, sub-assembly, and foreign trade zones services.

Kontane Integration has the assets, certification, experience and flexibility to develop client-aligned supply chain solutions. In collaboration with partner customers, the company creates value in new ways. The company utilizes sub-assembly, physical fulfillment, and cloud-based technology to build logical, customer-focused logistic platforms. Over the last five years, Kontane Integration has expanded in areas of automotive, consumer goods and electronics. With an underlying effort to bypass cross-country hurdles, provide realistic solutions, and spur client revenues, Kontane Integration currently services Fortune 100 to 500 companies globally.



## CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,944 debt  
and equity  
financings in 2019



National platform operating  
within the firm's  
brokerage offices



\$7.18 billion total  
national volume  
in 2019



Access to more capital sources  
than any other firm in the  
industry

## WHY MMCC?

.....

Optimum financing solutions to  
enhance value

.....

Enhanced control through MMCC's  
ability to qualify investor finance  
contingencies


.....

Enhanced control through quickly  
identifying potential debt/equity sources,  
processing, and closing buyer's  
finance alternatives

.....

Enhanced control through MMCC's  
ability to monitor investor/due diligence  
and underwriting to ensure timely,  
predictable closings

.....



The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, multi-level structure with metal beams, pipes, and several pendant lights hanging from the ceiling. The lighting is dim, creating a moody atmosphere. The structure appears to be a large warehouse or a factory interior.

## SECTION 2

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### MARKET OVERVIEW

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# MCALLEN- EDINBURG-MISSION TEXAS

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The McAllen-Edinburg-Mission metro is located 250 miles south of San Antonio near the Texas-Mexico border and encompasses Hidalgo County. The metro's proximity to Mexico makes trade and logistics important drivers of the local economy. The University of Texas, Rio Grande Valley has facilities in Edinburg, McAllen and Weslaco. The Rio Grande River also runs through the area, providing recreational opportunities for locals and visitors. The metro is growing at a rapid pace and is expected to add 90,200 residents over the next five years.



LOGISTICS INDUSTRY



HEALTHCARE

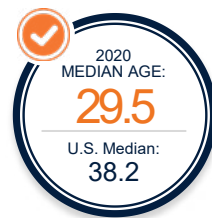


FOOD STORAGE AND  
PROCESSING

## METROPLEX GROWTH

### ECONOMY

The metro has a diverse employment base, including sectors such as healthcare, retail and trade. The healthcare sector is a significant part of the economy and several large hospitals are located in the area, including Rio Grande Regional Hospital, McAllen Medical Center and McAllen Heart Hospital. GE Aviation and Royal Technologies Corp. have major manufacturing facilities in the metro, supplying hundreds of jobs. South Texas College is located within McAllen. It regularly receives grants to provide equipment upgrades and manufacturing training. Texas A&M University opened a satellite campus in the new master-planned community of Tres Lagos.





## DEMOGRAPHICS



148,223

Total Population  
Within 5 miles



47.77%



52.23%



\$60,148

Average Household Income  
Within 5 miles



1,939

Employees  
Within 1 mile

## DEMOGRAPHICS

POPULATION	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Population	2,796	69,423	161,350
■ 2020 Estimate			
Total Population	2,647	62,982	148,223
■ 2010 Census			
Total Population	2,433	55,123	132,215
■ 2000 Census			
Total Population	1,766	37,000	96,393
■ Daytime Population			
2020 Estimate	4,403	71,288	154,401
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Households	1,091	22,291	48,964
■ 2020 Estimate			
Total Households	1,016	20,161	44,721
Average (Mean) Household Size	2.96	3.15	3.33
■ 2010 Census			
Total Households	904	17,247	38,950
■ 2000 Census			
Total Households	628	11,628	27,681

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2020 Estimate			
\$200,000 or More	8.98%	4.05%	2.96%
\$150,000 - \$199,000	5.11%	3.66%	3.53%
\$100,000 - \$149,000	10.31%	8.43%	8.06%
\$75,000 - \$99,999	9.86%	9.27%	9.25%
\$50,000 - \$74,999	13.43%	16.70%	15.85%
\$35,000 - \$49,999	12.51%	14.89%	14.98%
\$25,000 - \$34,999	10.07%	10.67%	10.88%
\$15,000 - \$24,999	10.45%	13.39%	14.53%
Under \$15,000	19.26%	18.94%	19.96%
Average Household Income	\$93,291	\$66,042	\$60,148
Median Household Income	\$47,039	\$42,061	\$39,720
Per Capita Income	\$36,098	\$21,177	\$18,182
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2020 Estimate Total Population	2,647	62,982	148,223
Under 20	28.60%	32.45%	33.68%
20 to 34 Years	16.40%	18.70%	19.71%
35 to 39 Years	5.45%	6.00%	6.25%
40 to 49 Years	12.19%	12.67%	12.56%
50 to 64 Years	14.05%	14.23%	14.02%
Age 65+	23.31%	15.93%	13.80%
Median Age	39.60	33.97	32.12
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	1,741	38,261	87,808
Elementary (0-8)	16.45%	14.82%	17.15%
Some High School (9-11)	10.21%	11.46%	13.53%
High School Graduate (12)	23.59%	23.68%	22.98%
Some College (13-15)	15.65%	17.52%	16.62%
Associate Degree Only	5.04%	5.53%	5.55%
Bachelors Degree Only	16.96%	16.12%	14.36%
Graduate Degree	9.76%	7.06%	5.53%
■ Time Travel to Work			
Average Travel Time in Minutes	21	23	23





## 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.*

11-2-2015

### 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.

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- 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:
  - that the owner will accept a price less than the written asking price;
  - 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.

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Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

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