

OFFERING MEMORANDUM

**TELLA TOOL &  
MANUFACTURING**

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PORTFOLIO

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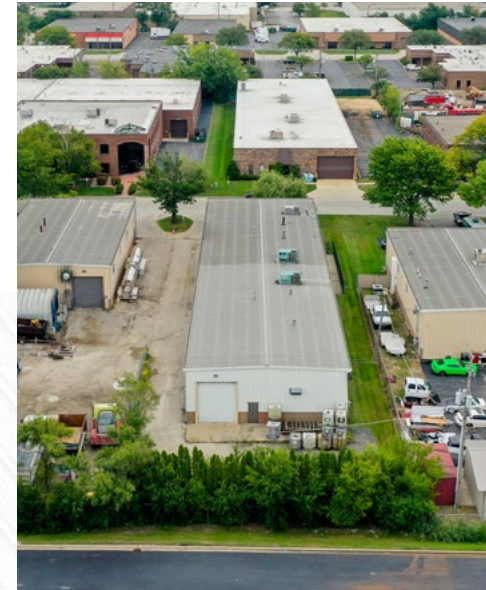
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# TELLA TOOL & MANUFACTURING

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# PORTFOLIO

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# TABLE OF CONTENTS

1

PORTFOLIO  
SUMMARY

2

INDIVIDUAL  
PROPERTIES

3

MARKET  
OVERVIEW



**TELLA TOOL &  
MANUFACTURING**

**PORTFOLIO**



# 01

## PORTFOLIO SUMMARY

**08** OFFERING SUMMARY

**10** FINANCIAL SUMMARY

**13** INVESTMENT HIGHLIGHTS

**14** TENANT SUMMARY

# PORTFOLIO

## OFFERING SUMMARY

### SUMMARY OF TERMS

#### INTEREST OFFERED

Tella Tool & Manufacturing Portfolio is a rare value-add investment opportunity consisting of four total distribution facilities. Three facilities located in Lombard, Illinois, and one in Brownsville, Texas.

#### TERMS OF SALE

Tella Tool & Manufacturing Portfolio is being offered fee simple at a price of \$11,750,000.

#### PROPERTY TOURS

All property tours must be arranged with the Marcus & Millichap listing agents. At no time shall the tenants, on-site management or staff be contacted without prior approval.



#### 1008 NORTH RIDGE AVENUE, LOMBARD, IL 60148

Number of Suites	1
Total Square Feet	10,000
Warehouse Square Feet	8,910
Office Square Feet	1,090
Year Built	1984
Lot Size	0.55 Acres



#### 1015 NORTH RIDGE AVENUE, LOMBARD, IL 60148

Number of Suites	1
Total Square Feet	59,235
Warehouse Square Feet	49,235
Office Square Feet	10,000
Year Built	1984
Lot Size	2.85 Acres



#### 245 CORTLAND AVENUE, LOMBARD, IL 60148

Number of Suites	1
Total Square Feet	24,096
Warehouse Square Feet	21,096
Office Square Feet	3,000
Year Built	1986
Lot Size	1.13 Acres



#### 3401 NAFTA PARKWAY, BROWNSVILLE, TX 77826

Number of Suites	1
Total Square Feet	50,643
Warehouse Square Feet	47,098
Office Square Feet	3,545
Year Built	2000
Lot Size	6.34 Acres

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**RARE VALUE-ADD INVESTMENT OPPORTUNITY  
CONSISTING OF FOUR TOTAL DISTRIBUTION FACILITIES.  
THREE FACILITIES LOCATED IN LOMBARD,  
ILLINOIS, AND ONE IN BROWNSVILLE,  
TEXAS.**

**LOMBARD**

245 CORTLAND AVENUE

1008 NORTH RIDGE AVENUE

1015 NORTH RIDGE AVENUE

**BROWNSVILLE**

3401 NAFTA PARKWAY

# PORTFOLIO

## FINANCIAL SUMMARY

Marcus & Millichap

FINANCIAL SUMMARY

### PROPERTY DESCRIPTION:

Property Name:	Tella Tool & Manufacturing
Total Rentable Area (SF):	143,974

### PRICING:

Sales Price:	\$11,750,000
Direct Cap Rate:	6.47%
Sale Price/SF:	\$81.61

OFFERING HIGHLIGHTS & DEBT OPTIONS

### SUMMARY

Price	\$11,750,000
Down Payment	\$3,525,000
Down Payment %	30%
Number of Buildings	4
Price Per SqFt	\$81.61
Rentable Built Area (RBA)	143,974 SF
Lot Size	10.87 Acres
Year Built/Renovated	1984/1986/2000
Occupancy	100.00%

### RETURNS

CAP Rate	6.47%
Cash-on-Cash	6.93%
Debt Coverage Ratio	1.47

### CURRENT

### PRELIMINARY QUOTE

Loan Amount	\$8,225,000
Loan Type	New
Interest Type	3.90%
Amortization	25 Years
Loan Term	10 Years

Loan information is subject to change. Marcus & Millichap Capital Corporation representative.

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# PORTFOLIO FINANCIAL SUMMARY

## RENT ROLL

TENANT NAME	LOCATION	SQUARE FEET	% BLDG SHARE	LEASE START	LEASE END	ANNUAL RENT/SF	RENT PER MONTH	RENT PER YEAR	CHANGES ON	RENTAL INCREASE	LEASE TYPE
Tenant 1	1008 North Ridge Avenue	10,000	6.09%	COE	12/31/2034	\$6.00	\$5,000	\$60,000	Jan-2026	5.00%	NNN
Tenant 2	1015 North Ridge Avenue	59,235	41.1%	COE	12/31/2034	\$6.00	\$29,618	\$355,410	Jan-2026	5.00%	NNN
Tenant 3	245 Cortland Avenue	24,096	16.7%	COE	12/31/2034	\$6.00	\$12,048	\$144,576	Jan-2026	5.00%	NNN
Tenant 4	3401 Nafta Parkway	50,643	35.2%	COE	12/31/2034	\$4.00	\$16,881	\$202,572	Jan-2026	5.00%	NNN
Total SF:		143,974				\$5.30	\$63,547	\$762,558			
Occupied Tenants: 4				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%			
Total Current Rents: \$63,332						Occupied Current Rents: \$63,332		Unoccupied Current Rents: \$0			

\* The lease will include 5% rent increase every 4 years.

## OPERATING DATA

INCOME		CURRENT		PRO FORMA
Scheduled Base Rental Income		\$759,986		\$759,986
Total Reimbursement Income	26.1%	\$198,548	26.1%	\$198,548
Other Income		\$0		\$0
Potential Gross Revenue		\$958,534		\$958,534
General Vacancy	0.0%	\$0	0.0%	\$0
Effective Gross Revenue		\$958,534		\$958,534
Less: Operating Expenses	20.7%	(\$198,547)	20.7%	(\$198,547)
Net Operating Income		\$759,987		\$759,987
Tenant Improvements		\$0		\$0
Leasing Commissions		\$0		\$0
Capital Expenditures		\$0		\$0
Cash Flow		\$759,987		\$759,987
Debt Service		(\$515,541)		(\$515,541)
Net Cash Flow After Debt Service	6.93%	\$244,447	6.93%	\$244,447
Principal Reduction		\$198,285		\$206,158
Total Return	12.56%	\$442,732	12.78%	\$450,604

## OPERATING EXPENSES

	CURRENT	PRO FORMA
CAM	\$0	\$0
Insurance	\$35,993	\$35,993
Real Estate Taxes	\$162,554	\$162,554
Management Fee	\$0	\$0
Other Expenses - Non Reimbursable	\$0	\$0
Total Expenses	\$198,547	\$198,547
Expenses/Suite	\$49,637	\$49,637
Expenses/SF	\$1.38	\$1.38

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# INVESTMENT OVERVIEW

## 143,974-SQUARE-FOOT INDUSTRIAL PORTFOLIO IN LOMBARD, ILLINOIS AND BROWNSVILLE, TEXAS

*Marcus & Millichap is pleased to present the opportunity to acquire the four-building portfolio located at 1008 North Ridge Avenue in Lombard, Illinois, 1015 North Ridge Avenue in Lombard, Illinois, 245 Cortland Avenue in Lombard, Illinois, and 3401 Nafta Parkway in Brownsville, Texas. The subject portfolio consists of approximately 143,974 square feet of warehouse space and is situated on a total 10.87 acres of land. The asset features clear heights between 16' to 25', eleven dock-high doors, and six grade-level doors.*

*Each property is occupied by the owner, Tella Tool & Manufacturing Company, which plans on executing a 12-year absolute net leaseback upon sale of the portfolio. Tella Tool is a leading metal fabrication company with over 50 years of industry experience. Tella Tool manufactures parts for the aerospace, computer, telecommunications and automotive industries. With a global customer base, the company ships products throughout North America, South America, Europe, and Asia.*

*With proximate access to major freeways, the properties are strategically located in tough barrier-to-entry markets, averaging a 7 percent vacancy rate and 5.5 percent annual rent growth rate. The three Lombard properties are situated within West Suburbs, one of the largest submarkets in the nation with 40.7 million square feet. Despite the pandemic, the vacancy rate has remained relatively low and stable, sitting at 4.5 percent at the end of Q3 2021. At 5.8 percent, market rents are rising at the highest annual rate in over 20 years. West Suburbs' strong fundamentals has attracted substantial investment, as indicative by the 790,000 square feet of industrial space under construction (CoStar).*

*As a multicultural city that thrives on the harmony and diversity of its neighborhoods, Chicago boasts 100 neighborhoods, 77 community areas, 2.7 million residents, 50 wards, and eight major league sports teams, including two MLB teams. Chicago is a leader in reforming public schools, enhancing public safety and security initiatives, providing affordable housing in attractive and economically sound communities, ensuring accessibility for all, and fostering, social, economic and environmental sustainability (Chicago.gov).*

*The lone Texas property in the subject portfolio is located within the Greater Brownsville submarket. Market rents in Greater Brownsville are up 6.6 percent year-over-year in Q3 2021, well above the 4 percent annual average over the last five years. After trending towards a record low of 1.8 percent in Q3 2020, the vacancy rate in Greater Brownsville has jumped to 12.6 percent a year later. While alarming, the large increase in vacancies is mainly due to the new availability of one large space accounting for 7.1 percent of local inventory. However, with no industrial properties under construction, there are no supply pressures on the vacancy rate or rent growth in the near term (CoStar).*

*Metro Brownsville sits at the southernmost tip of Texas, comprising all of Cameron County. The metro's location on the coast, as well as the Texas-Mexico border, make trade a large economic driver. The Port of Brownsville is a deep-water seaport that connects to the Gulf of Mexico and is a Foreign Trade Zone. Anchored by Space X, the area is also known for its growing aerospace industry. In addition to the trade and aerospace sectors, numerous hospitals and higher-education institutions drive the local economy (Marcus & Millichap).*



# INVESTMENT HIGHLIGHTS



Tella Tool & Manufacturing is a Leading Metal Forming Company With Over 50 Years of Industry Experience



Strategically Located Industrial Warehouses With Proximate Access to Major Freeways



Features 16'-25' Clear Heights, 11 Dock-High Doors, and 6 Grade-Level Doors



Tough Barrier-to-Entry Market: Average 7% Overall Vacancy and 5.5% Annual Rent Growth

- Strategically Located Industrial Warehouses With Proximate Access to Major Freeways
- Features 16'-25' Clear Heights, 11 Dock-High Doors, and 6 Grade-Level Doors
- Tough Barrier-to-Entry Market: Average 7% Overall Vacancy and 5.5% Annual Rent Growth (CoStar)
- 12-Year Absolute Net Leaseback With Tella Tool
- Tella Tool is a Leading Metal Forming Company With Over 50 Years of Industry Experience
- Tella Tool Customer Portfolio Includes, Medical, Aerospace, Computer, Telecommunications and Defense Industries
- Customer Base in North America, South America, Europe and Asia

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# TENANT SUMMARY



Equipped with state-of-the-art machinery, Tella Tool & Manufacturing Company is a leading custom job shop that manufactures precision metal work. Through tooling, stamping, fabricating, and machining, Tella Tool is capable of working with loads ranging from 38 to 1,000 tons. Tella Tool provides a variety of products primarily to the aerospace, telecommunications, computer, and automotive industries. With a clientele consisting of General Electric, Honeywell, and Raytheon, Tella Tool is an essential supplier to some of the nation's largest manufacturers.

Servicing a variety of industries and partners:

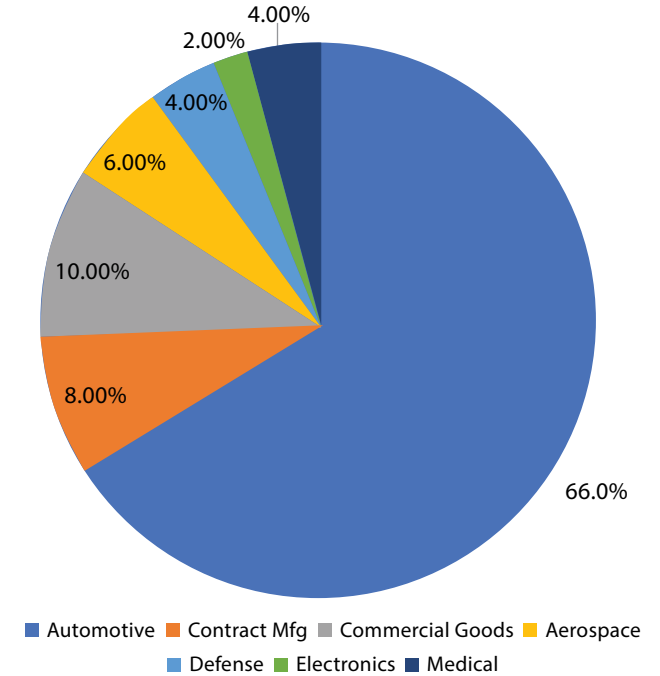
- Automotive
- Aerospace
- Electronics
- Industrial
- Defense
- Medical

## HISTORY

Founded by Dan Provenzano in his father's garage, Tella Tool began operations in Melrose Park, Illinois in 1968 by building dies for Western Electric and International Harvester. Two years later, Mr. Provenzano began making fabricated components and expanded to a 4,000-square-foot facility in Stone Park, Illinois. It was during this time, that Tella Tool began manufacturing components for the rapidly expanding telecommunications industry. By 1989, the company expanded into the computer industry and added 40,000 square feet to its then 10,000-square-foot operation.

The decade of the 1990s brought opportunities in the tool construction and automotive industries. In 2000, Tella Tool opened up its first facility outside of Illinois, with the 51,000-square-foot warehouse in Brownsville, Texas. From its inception as a small tool and die shop in Melrose Park, Tella Tool has grown its brand to become widely recognized as an industry leader in metal stamping and assembly, fabrication, and computer numerical control (CNC machining). Today, Tella Tool occupies more than 140,000 square feet in four plants across two states with over 100 employees.

## 2019 SALES BREAKDOWN BY INDUSTRY



## ACHIEVEMENTS

When Mr. Provenzano established Tella Tool, his goal was to make the company an industry leader in innovation and technology, while providing unparalleled service and quality products at competitive prices. Throughout Tella Tool's history, Mr. Provenzano always placed his investment in hiring and training quality people; a decision that has paid off nicely.

- 2014: Tella Tool receives ISO14001 registration approval
- 2014 & 2015: Tella Tool received consecutive recognition from the Workers Compensation Trust of Illinois (WTCI) for maintaining "zero lost time accidents" in 2013 and 2014
- 2015: Tella Tool featured in the June edition of "MetalForming" magazine



**HEADQUARTERS**  
LOMBARD, ILLINOIS



**1 LOCATION**  
BROWNSVILLE, TEXAS



**DATE FOUNDED**  
1968



**EMPLOYEE #**  
100



**WEBSITE**  
[WWW.TELLATOOL.COM/INDEX.HTML](http://WWW.TELLATOOL.COM/INDEX.HTML)



**2019 REVENUE**  
\$27 MILLION

## MISSION STATEMENT

*Our mission is to constantly strive to implement the critical initiatives required to achieve our vision. In doing this, we will deliver operational excellence in every department and meet or exceed our commitments to the many customers we serve. All of our long-term strategies and short-term actions are molded by a set of core values that are shared by each and every Tella Tool employee.*





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**PORTFOLIO**





# 02

## INDIVIDUAL PROPERTIES

- 18** 1008 NORTH RIDGE AVENUE  
LOMBARD, IL 60148
- 20** 1015 NORTH RIDGE AVENUE  
LOMBARD, IL 60148
- 22** 245 CORTLAND AVENUE  
LOMBARD, IL 60148
- 24** 3401 NAFTA PARKWAY  
BROWNSVILLE, TX 78526

1008

NORTH RIDGE AVENUE  
LOMBARD, IL 60148



# PROPERTY DETAILS



Lombard, IL

Located in



10,000<sup>SF</sup>

Total Square Feet



1

Number of Buildings



0.55<sup>Acres</sup>

Lot Size



1984

Year Built

Number of Suites	1	Tenancy	Single
Number of Buildings	1	Grade Level Doors	2
Total Square Feet	10,000	Construction	Masonry/ Steel Panel
Warehouse Square Feet	8,910	Power	480 Volts 800 Amps
Office Square Feet	1,090	Type of Lighting	Fluorescent
Office Ratio	11%	Zoning	I
Year Built	1984	Roof Type	Flat Rubber Membrane
Lot Size	0.55 Acres	Age/Condition of Roofs	Approximately 4 Years Old
Clear Height	16'	Age/Condition of HVAC	Good Condition
Parking Spaces	10	Market	Chicago
Parking Surface	Concrete	Submarket	West Suburbs
Building Class	C	Market Vacancy	4.40%

1015

NORTH RIDGE AVENUE  
LOMBARD, IL 60148



# PROPERTY DETAILS



Lombard, IL  
Located in



59,235<sup>SF</sup>  
Total Square Feet



1  
Number of Buildings



2.85  
Acres  
Lot Size



1984  
Year Built

Number of Suites	1	Tenancy	Single
Number of Buildings	1	Dock High Doors	4
Total Square Feet	59,235	Grade Level Doors	1
Warehouse Square Feet	49,235	Construction	Masonry
Office Square Feet	10,000	Power	480 Volts
Office Ratio	17%	Type of Lighting	Fluorescent
Year Built	1984	Roof Type	Flat Rubber Membrane
Lot Size	2.85 Acres	Age/Condition of Roofs	Approximately 4 Years Old
Clear Height	18'	Age/Condition of HVAC	Good Condition
Parking Spaces	105	Market	Chicago
Parking Surface	Concrete	Submarket	West Suburbs
Building Class	C	Market Vacancy	4.40%

245

CORTLAND AVENUE  
LOMBARD, IL 60148



# PROPERTY DETAILS



Lombard, IL

Located in



24,096<sup>SF</sup>

Total Square Feet



1.13<sup>Acres</sup>

Lot Size



1

Number of Buildings



1986

Year Built

Number of Suites	1	Dock High Doors	2
Number of Buildings	1	Grade Level Doors	2
Total Square Feet	24,096	Construction	Masonry
Warehouse Square Feet	21,096	Power	480 Volts 800 Amps
Office Square Feet	3,000	Type of Lighting	Fluorescent
Office Ratio	12%	Zoning	IND
Year Built	1986	Roof Type	Flat Rubber Membrane
Lot Size	1.13 Acres	Age/Condition of Roofs	Good Condition
Clear Height	18'	Age/Condition of HVAC	Good Condition
Parking Spaces	50	Market	Chicago
Parking Surface	Concrete	Submarket	West Suburbs
Tenancy	Single	Market Vacancy	4.40%

# 3401

NAFTA PARKWAY  
BROWNSVILLE, TX 78526





# PROPERTY DETAILS



**Brownsville, TX**

Located in



**50,643<sup>SF</sup>**  
Total Square Feet



**1**  
Number of Buildings



**6.34** Acres  
Lot Size



**2000**  
Year Built

Number of Suites	1	Dock High Doors	5
Number of Buildings	1	Grade Level Doors	1
Total Square Feet	50,643	Sprinklers	Yes
Warehouse Square Feet	47,098	Construction	Tilt Wall
Office Square Feet	3,545	Type of Lighting	Fluorescent
Office Ratio	7%	Roof Type	Pitched Metal
Year Built	2000	Age/Condition of Roofs	Good Condition
Lot Size	6.34 Acres	Age/Condition of HVAC	Good Condition
Clear Height	25'	Market	Brownsville/ Harlingen
Parking Surface	Concrete	Submarket	Greater Brownsville
Building Class	B		
Tenancy	Single		



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**PORTFOLIO**



# 03

## MARKET OVERVIEW

**28** LOCATION OVERVIEW

**30** SUBMARKET OVERVIEW

**34** CITY AMENITIES

**38** DEMOGRAPHICS

# CHICAGO METRO

## LOCATION OVERVIEW

Known as the Greater Chicagoland area, Chicago-Naperville-Elgin is one of the largest metros in the nation with 9.5 million people across 14 counties. Chicago itself maintains a population of 2,716,450 residents. The metro has one of the biggest economies in the nation and is buoyed by its distribution, finance, manufacturing operations and growing high-tech sectors. Fortune 500 companies headquartered in the metro include Boeing, Walgreens, Allstate and McDonald's. The region's transit network ranks among the largest and most efficient in the world. The vast network of freeways, centralized location, a large rail-truck intermodal facility, and the Port of Chicago contribute to the metro's position as a major distribution and logistics hub. Chicago is the nation's premier freight rail hub, with major carriers BNSF, Union Pacific, CSX, and Norfolk Southern servicing the region.

World-class education institutions, including Northwestern University and the University of Chicago, help provide a skilled labor pool. Nearly 37 percent of residents age 25 and older hold a bachelor's degree and of these, 14 percent have also earned a graduate or professional degree, which is well above the national level. The Chicago area's relative affordability is largely due to its lower housing costs. The median home price is significantly less than in other cities of its size and is below that of many smaller cities, including Seattle and Denver. The local homeownership at 64 percent is slightly above the national rate.



Shutterstock

Greater Chicagoland is a major global tourist and convention destination. Typically, more than 50 million people visit the metro annually and support approximately 500,000 jobs in the leisure and hospitality sector. The Chicago metro has something to offer every one of its residents and visitors, whether it is legendary blues and jazz music, cultural and educational venues, professional sports, dining, entertainment, shopping or recreational amenities. Cultural activities and artistic venues underpin the metro's cosmopolitan lifestyle. The region is home to various well-known museums, including the world-class Field Museum, Shedd Aquarium, Art Institute of Chicago, and Adler Planetarium. The theater scene rivals the world's best, and troupes, dance companies, symphony orchestras and music venues abound (Marcus & Millichap).

# BROWNSVILLE METRO

## LOCATION OVERVIEW

Situated at the southernmost tip of Texas, the Brownsville metro comprises all of Cameron County. The metro's location on the coast as well as the Texas-Mexico border make trade a large economic driver.

The Port of Brownsville is a deep-water seaport that connects to the Gulf of Mexico and is a Foreign Trade Zone. Roughly 44,000 people work at the port. Several heavy manufacturing firms are located in the area including Fisher Dynamics, Tella Tool, National Electric Coil, and Balch Machine Company. A growing aerospace industry is anchored by SpaceX. The company is planning to build a commercial launch pad in the area. SpaceX has partnered with the University of Texas Rio Grande Valley for training and research into aerospace, radio, and electronics.



Space X Falcon Heavy Rocket



In addition to the trade and aerospace sectors, numerous hospitals and higher-education institutions drive the local economy. Brownsville is home to the Valley Regional Medical Center and the Valley Baptist Medical Center. Additionally, the University of Texas Rio Grande Valley opened a school of medicine in 2016. The education and healthcare sectors employ nearly 30 percent of the workforce. Brownsville offers visitors a mix of cultures, outdoor activities, and unique experiences. Overall affordability allows 57 percent of all households to own a home. (Marcus & Millichap).

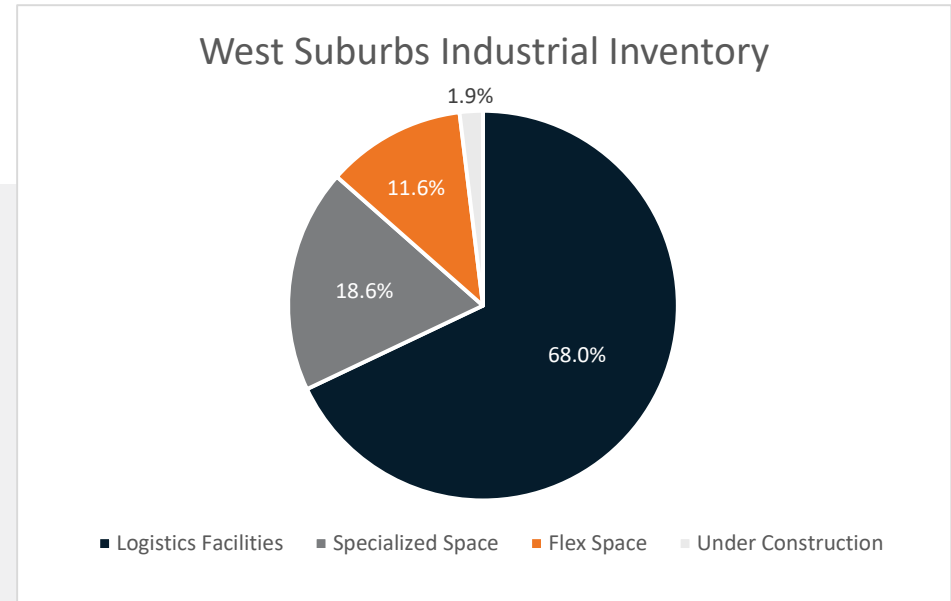
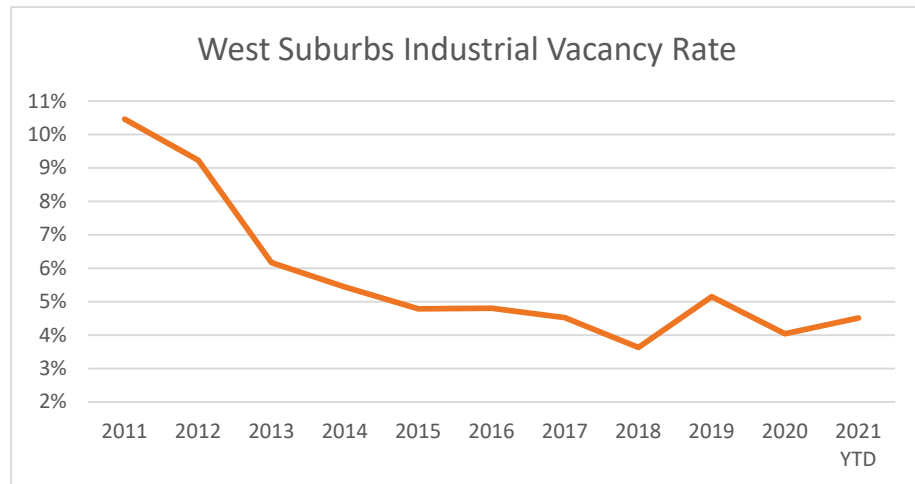
Photograph by Nick Simonite

# SUBMARKET OVERVIEW

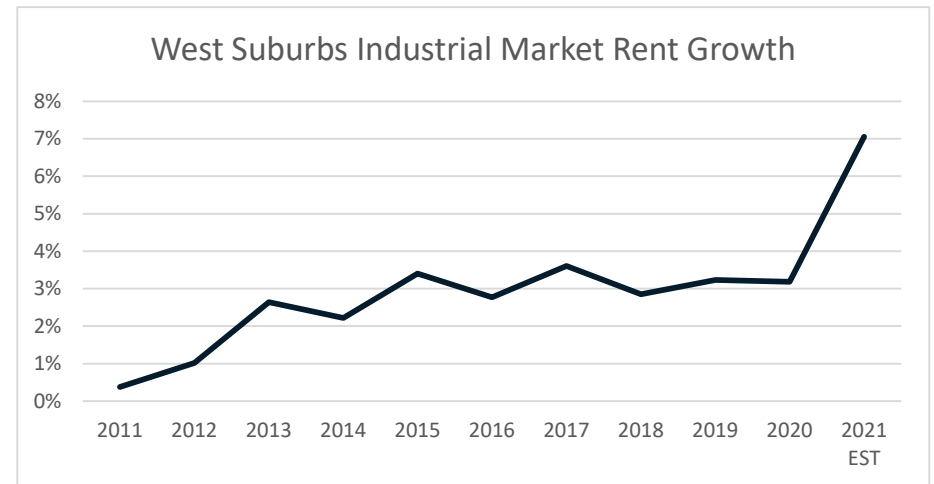
## WEST SUBURBS SUBMARKET

The West Suburbs submarket houses the three Lombard properties in the subject portfolio. At 40.7 million square feet, West Suburbs is one of the largest industrial submarkets in the nation. Logistics facilities account for the largest share of inventory with 28.2 million square feet, followed by 7.7 million square feet of specialized space, and 4.8 million square feet of flex space. The current 787,756 square feet of space under construction will increase inventory by a sizable 1.9 percent. Despite what's in the pipeline, local inventory has only expanded by 1.5 percent since 2011, making West Suburbs a tough barrier to entry market given its strong fundamentals.

Despite the pandemic, the vacancy rate has remained relatively low and stable, sitting at 4.5 percent at the end of Q3 2021. Matter of fact, vacancy rates have not been this low since the turn of the new century. With net absorption forecast to top 440,000 square feet in 2022, the vacancy rate in West Suburbs is expected to remain at these historically low rates for the foreseeable future.



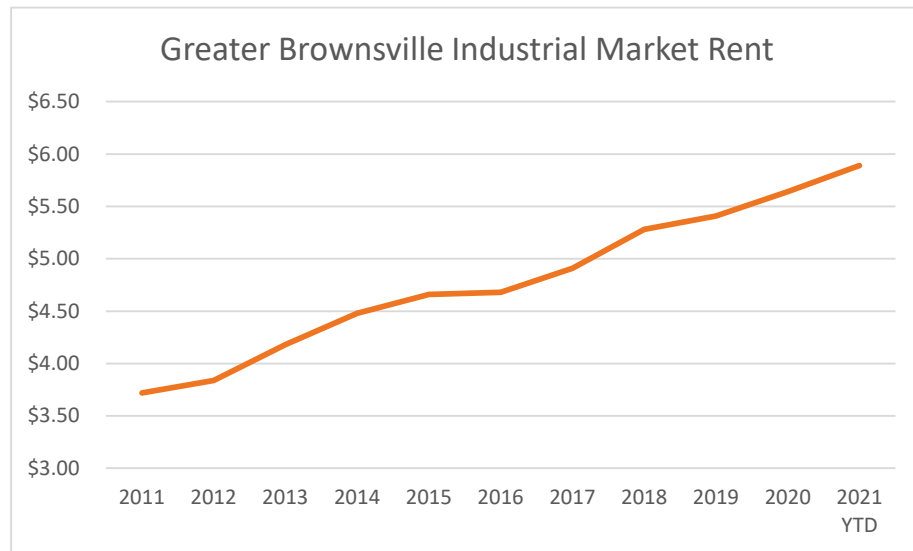
As of the third quarter, market rents are rising at the highest annual rate in over 20 years at 5.8 percent. Furthermore, market rents are projected to finish the year up 7 percent. Since 2011, market rents are up an impressive 41 percent, averaging \$9.15 per square foot. Manufacturing facilities boast a 12 percent premium with an average rate of \$10.25 per square foot.



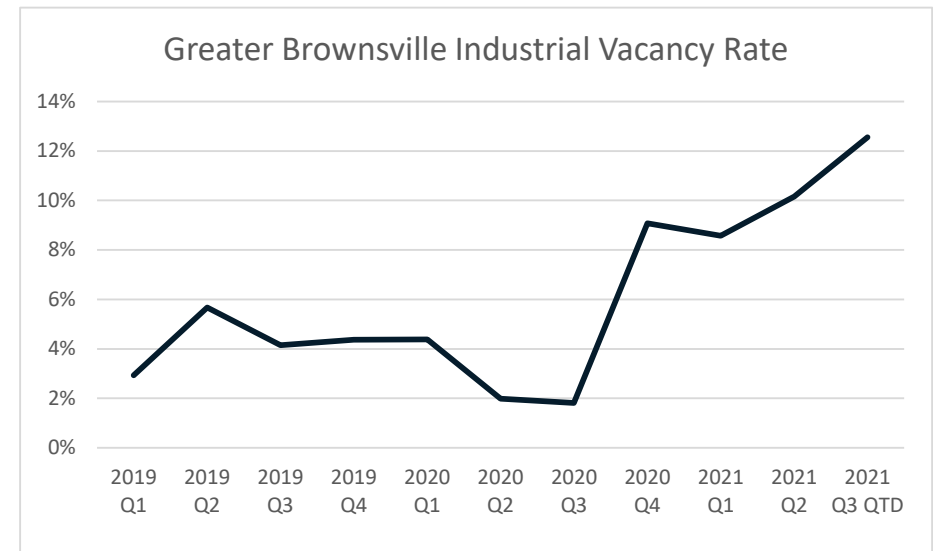
Source: CoStar



# GREATER BROWNSVILLE SUBMARKET



The Greater Brownsville submarket is home to the 50,643-square-foot Texas property in the subject portfolio. At 6.6 percent, market rents in Greater Brownsville are growing at a significantly faster pace than the 4 percent annual average seen since 2016. Market rents have notably increased 58.3 percent to an average of \$5.89 per square foot since 2011.



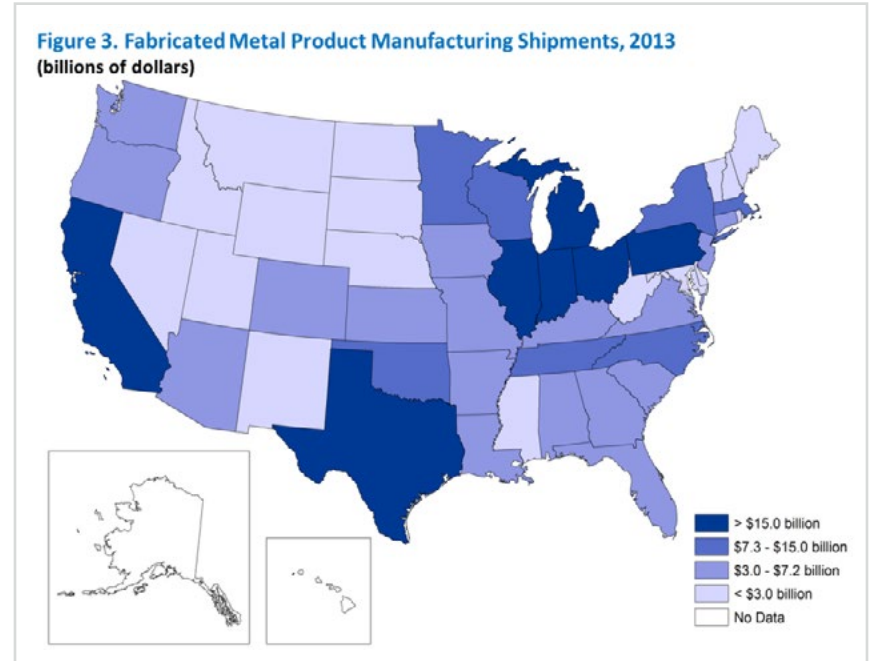
The vacancy rate in Greater Brownsville hit a record low of 1.8 percent in Q3 2020, but has risen to 12.6 percent since then. While alarming, the large increase in the vacancy rate is primarily due to the 675,822-square-foot space located at 6700 Paredes Line Road that became available during Q4 2020. This space alone accounts for 7.1 percent of local inventory. Yet with no industrial properties under construction, the vacancy rate should continue its previous downward trajectory.

# FABRICATED METAL PRODUCTS INDUSTRY

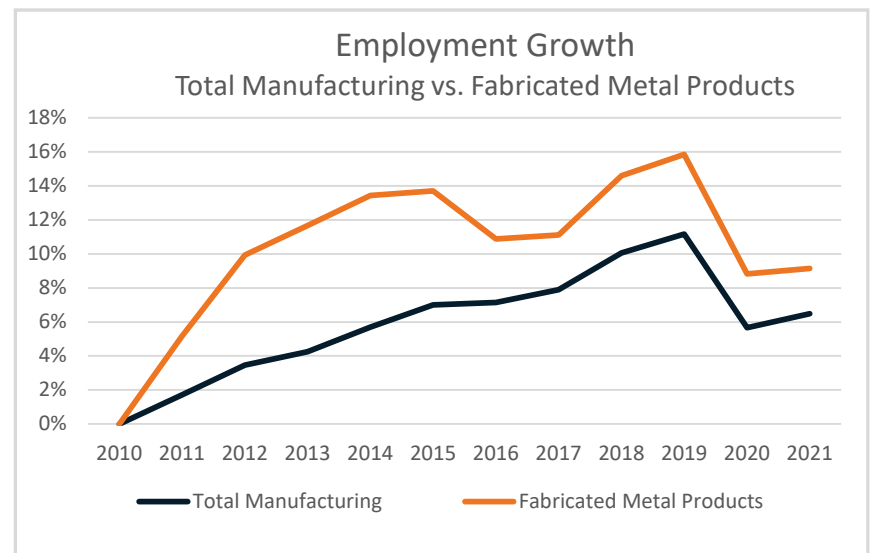
Owner occupier, Tella Tool & Manufacturing, operates within the fabricated metal product manufacturing subsector. The fabricated metal products industry involves the transformation of metal into non-machinery intermediate or end products that are used in a variety of industries including aerospace, furniture, telecommunications, computer, and automotive. Important fabricated metal processes include forging, stamping, bending, forming, machining, and assembling (Bureau of Labor Statistics).

The fabricated metal products industry is one of the largest manufacturing subsectors, generating \$363 billion in 2020 (U.S. Census Bureau). Based on a 2013 study, the Commerce Department found that 52 percent of all fabricated metal products were produced in just eight states, including Texas and Illinois. Texas actually led the way, accounting for 9 percent of total output.

While the overall manufacturing industry has struggled in the U.S. for decades, fabricated metal products has fared much better. From 2010 to 2019, employment in fabricated metal products grew by 15.8 percent, compared to 11.2 percent for the overall manufacturing industry. Even with the sharp decline in employment due to the Covid-19 Pandemic, employment in fabricated metal products stands at 1.4 million workers, representing a 9.2 percent increase over the last decade. The typical employee is paid nearly \$28 an hour, about 40 percent higher than the national median hourly rate (Bureau of Labor Statistics).



Source: Census Bureau Annual Survey of Manufactures



Source: Bureau of Labor Statistics



# CUSTOMER BASE

Tella Tool's customer base is largely concentrated in the aerospace and defense, telecommunications, computer, and automotive industries.

## U.S. AEROSPACE & DEFENSE

- The U.S. Aerospace & Defense (A&D) industry is the largest in the world, encompassing the design, development and manufacture of technologically advanced aircraft, space systems and defense capabilities
- A&D generated \$909 billion in sales in 2019, up 6.7% from the prior year
- In 2019, A&D exports amounted to \$148 billion and the industry posted a positive trade balance of over \$79 billion (Aerospace Industries Association)

## COMPUTER & ELECTRONIC PRODUCTS

- In 2020, computer and electronic products manufacturing generated \$281 billion in the U.S., nearly a 6 percent annual increase (St. Louis Federal Reserve)
- Manufacturing activity employs just over one million people
- Average hourly pay is \$39.10, 31 percent higher than the payrate for all manufacturing employees (Bureau of Labor Statistics)

## TELECOMMUNICATIONS

- Industries in telecommunications engage in transmitting voice, data, text, sound, and video across various types of technologies, such as cable, radio, satellite, internet, and other electromagnetic systems
- 677,300 people employed in telecommunications (Bureau of Labor Statistics)
- Telecommunications pulled in \$644 billion in 2019, representing a 50 percent expansion since 2002 (St. Louis Federal Reserve)

## AUTOMOTIVE

- Prior to the pandemic, the manufacturing of final automotive products contributed nearly \$400 billion to the U.S. economy in 2019
- Production of automotive products is the single largest domestic industry for final manufactured goods (St. Louis Federal Reserve)
- Auto manufacturing employs 923 thousand workers nationwide
- Factory workers make an average of \$25.23 per hour (Bureau of Labor Statistics)



# MARKET OVERVIEW

## CITY AMENITIES LOMBARD, IL

O'Hare International Airport	1	10000 W O'Hare Ave, Chicago, IL 60666
Crowne Plaza Lombard Downers	2	1250 Roosevelt Rd, Glen Ellyn, IL 60137
Marcus Addison Cinema	3	1555 W Lake St, Addison, IL 60101
EarthMed Medical & Recreational Marijuana Dispensary	4	852 S Westgate St, Addison, IL 60101
AMITA Health Adventist Medical Center	5	701 Winthrop Ave, Glendale Heights, IL 60139
Downtown Elmhurst	6	133 N York St, Elmhurst, IL 60126
Elmhurst Art Museum	7	150 S Cottage Hill Ave, Elmhurst, IL 60126
College of DuPage Addison Center	8	301 S Swift Rd, Addison, IL 60101



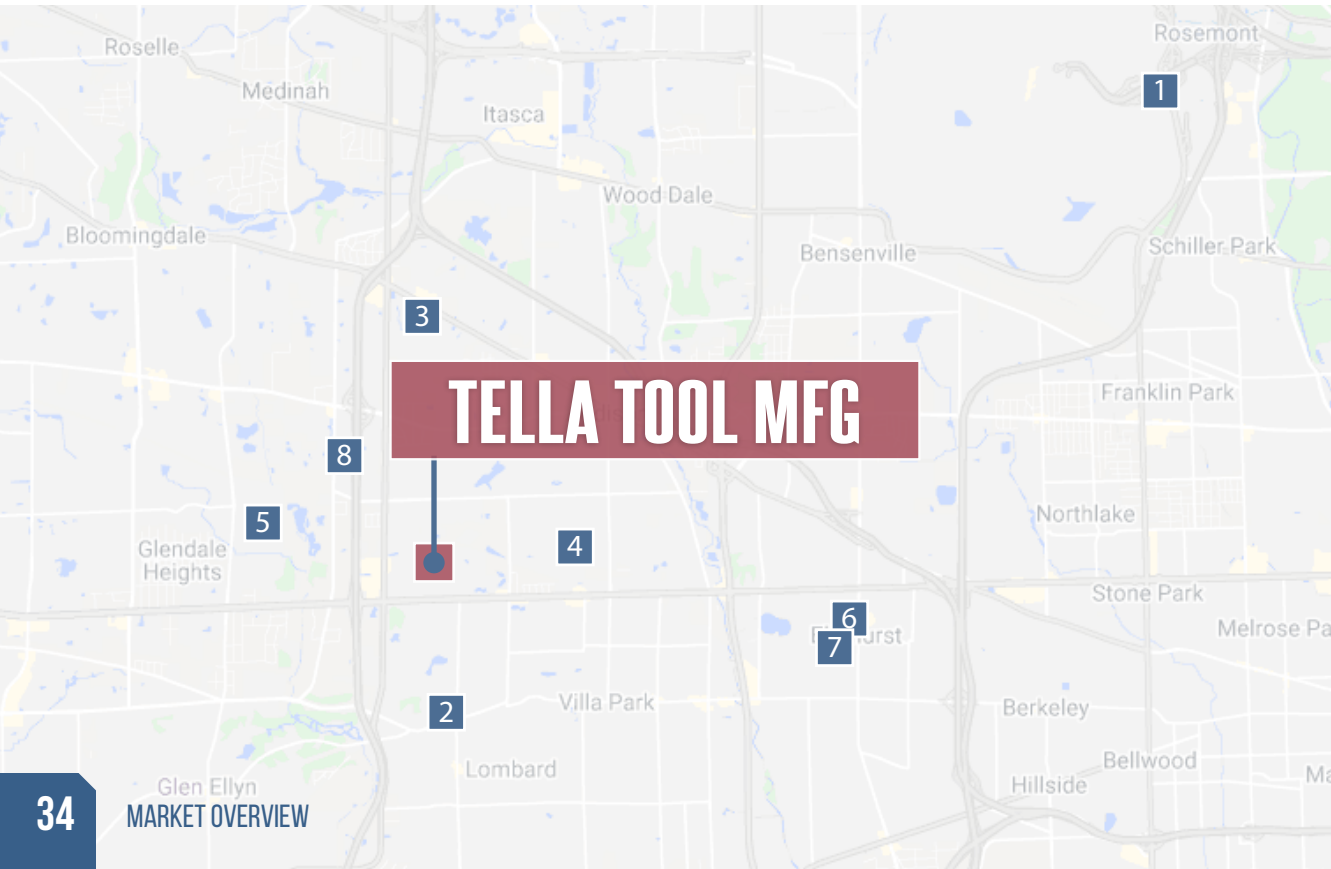
O'Hare International Airport



Marcus Addison Cinema



AMITA Health Adventist Medical Center



# CITY AMENITIES BROWNSVILLE, TX

- |  |   |   |
|--|---|---|
| Brownsville South Padre Island International Airport | 1 | 700 Amelia Earhart Dr, Brownsville, TX 78521    |
| H-E-B Grocery Store                                  | 2 | 2950 Southmost Road, Brownsville, TX 78521      |
| Walmart Supercenter                                  | 3 | 2205 Ruben M Torres Blvd, Brownsville, TX 78526 |
| Brownsville Museum of Fine Art                       | 4 | 660 E Ringgold St, Brownsville, TX 78520        |
| UTRGV - The University of Texas Rio Grande Valley    | 5 | 1 W University Blvd, Brownsville, TX 78520      |
| Downtown Brownsville                                 | 6 | Brownsville, TX                                 |
| Matamoros, Mexico                                    | 7 | Tamaulipas, Mexico                              |



Brownsville Museum of Fine Art



UTRGV - The University of Texas Rio Grande Valley



Downtown Brownsville



# MAJOR EMPLOYERS

## CHICAGO, IL

### Employers

- 1 U.S. Government
- 2 Chicago Public Schools
- 3 City of Chicago
- 4 Cook County
- 5 Northwestern Memorial Healthcare
- 6 Advocate Aurora Health
- 7 University of Chicago
- 8 Amita Health
- 9 United Continental Holdings Inc.
- 10 Amazon.com Inc.

[https://www.employco.com/PDFs/Crains2018\\_02-11-2019.pdf](https://www.employco.com/PDFs/Crains2018_02-11-2019.pdf)



University of Chicago



Northwestern Memorial Healthcare

## BROWNSVILLE, TX

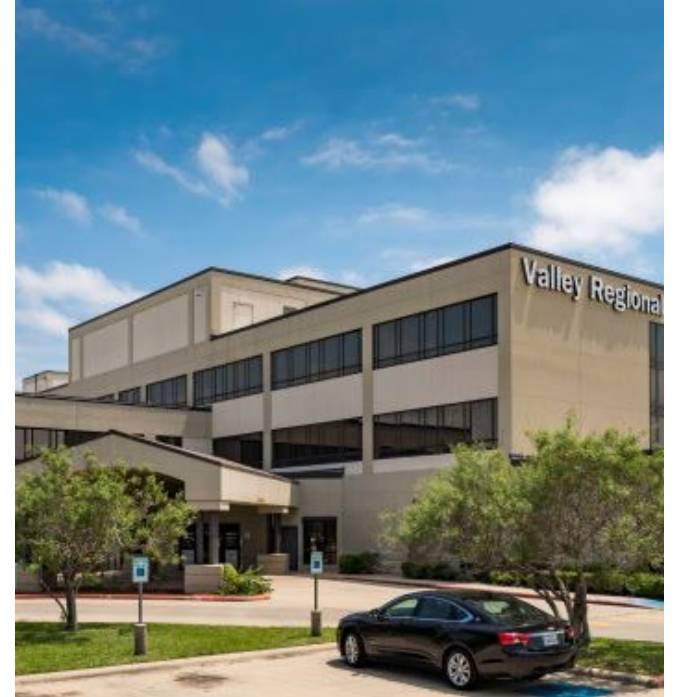
### Employers

- 1 Brownsville Independent School District
- 2 Caring For You Home Health
- 3 Cameron County
- 4 University of Texas at Brownsville
- 5 Keppel Amfels
- 6 City of Brownsville
- 7 Abundant Life Home Health
- 8 Wal-Mart
- 9 H-E-B Grocery
- 10 Valley Regional Medical Center

Brownsville Economic Development Council 2014



Abundant Life Home Health



Valley Regional Medical Center

# IMPRESSIVE FUNDAMENTALS

## ECONOMY

**\$72,500**

Metro Chicago Median Household Income

**\$304,400**

Median Home Price in Chicago Area

**57%**

Metro Brownsville Home Ownership Rate

**44,000**

# of Employees at Port of Brownsville

**37%**

Portion of Chicagoans Over 25 with Bachelor's Degree

## WORK FORCE

**40.7**

MILLION SQUARE FEET  
Size of Chicago West Suburbs Inventory

**58.3%**

INCREASE  
in Market Rent in Greater Brownsville Since 2011

## SUBMARKET

## POPULATION

**9.5** MILLION PEOPLE  
IN CHICAGO MSA

**434,000**  
PEOPLE  
IN BROWNSVILLE MSA

**\$363**  
BILLION

2020 Output of Fabricated Metal Products Industry

**9.2%**  
INCREASE

in Workforce for Fabricated Metal Products Over Last Decade

## TARGET SECTORS

# LOMBARD, IL DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
<b>2025 Projection</b>			
Total Population	4,619	106,537	298,142
<b>2020 Estimate</b>			
Total Population	4,625	106,343	297,639
<b>2010 Census</b>			
Total Population	4,595	105,497	294,540
<b>2000 Census</b>			
Total Population	4,673	102,972	288,818
<b>Daytime Population</b>			
2020 Estimate	6,487	105,810	351,415
<b>HOUSEHOLDS</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
<b>2025 Projection</b>			
Total Households	1,598	36,876	108,629
<b>2020 Estimate</b>			
Total Households	1,596	36,730	108,138
Average (Mean) Household Size	2.9	2.9	2.7
<b>2010 Census</b>			
Total Households	1,579	36,228	106,597
<b>2000 Census</b>			
Total Households	1,611	35,618	104,096

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
<b>2020 Estimate</b>			
\$200,000 or More	8.5%	6.7%	10.3%
\$150,000 - \$199,000	12.8%	7.9%	9.8%
\$100,000 - \$149,000	24.4%	20.3%	19.9%
\$75,000 - \$99,999	18.9%	15.0%	13.8%
\$50,000 - \$74,999	15.9%	17.2%	15.9%
\$35,000 - \$49,999	7.3%	11.2%	10.5%
\$25,000 - \$34,999	5.1%	7.5%	6.9%
\$15,000 - \$24,999	3.9%	7.0%	6.4%
Under \$15,000	3.2%	7.1%	6.5%
Average Household Income	\$116,365	\$98,127	\$113,662
Median Household Income	\$94,207	\$74,831	\$81,606
Per Capita Income	\$40,202	\$33,932	\$41,513

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
<b>Population By Age</b>			
2020 Estimate Total Population	4,625	106,343	297,639
Under 20	25.4%	26.6%	25.4%
20 to 34 Years	18.6%	20.4%	19.8%
35 to 39 Years	7.4%	7.6%	6.9%
40 to 49 Years	14.2%	12.9%	12.6%
50 to 64 Years	20.8%	18.9%	19.5%
Age 65+	13.6%	13.6%	15.7%
Median Age	39.0	37.0	38.4
<b>Population 25+ by Education Level</b>			
2020 Estimate Population Age 25+	3,163	71,377	202,266
Elementary (0-8)	2.4%	7.2%	5.0%
Some High School (9-11)	4.1%	6.0%	5.1%
High School Graduate (12)	24.7%	26.8%	22.7%
Some College (13-15)	20.7%	20.1%	19.5%
Associate Degree Only	7.6%	6.8%	6.8%
Bachelors Degree Only	26.2%	22.3%	26.2%
Graduate Degree	14.2%	10.8%	14.6%
<b>Average Travel Time in Minutes</b>			
Average Travel Time in Minutes	30.0	29.0	30.0

Marcus & Millichap

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# BROWNSVILLE, TX DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
<b>2025 Projection</b>			
Total Population	15,876	70,901	185,472
<b>2020 Estimate</b>			
Total Population	15,205	66,444	174,257
<b>2010 Census</b>			
Total Population	14,523	61,208	161,366
<b>2000 Census</b>			
Total Population	8,594	42,574	128,571
<b>Daytime Population</b>			
2020 Estimate	12,608	66,562	171,975
<b>HOUSEHOLDS</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
<b>2025 Projection</b>			
Total Households	4,058	21,595	54,255
<b>2020 Estimate</b>			
Total Households	3,843	20,116	50,760
Average (Mean) Household Size	4.0	3.3	3.4
<b>2010 Census</b>			
Total Households	3,593	18,218	46,332
<b>2000 Census</b>			
Total Households	2,001	12,455	35,592

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
<b>2020 Estimate</b>			
\$200,000 or More	1.8%	2.4%	1.8%
\$150,000 - \$199,000	1.9%	2.9%	2.4%
\$100,000 - \$149,000	7.3%	10.4%	8.1%
\$75,000 - \$99,999	9.4%	11.9%	9.8%
\$50,000 - \$74,999	17.1%	19.5%	17.3%
\$35,000 - \$49,999	12.6%	13.8%	13.7%
\$25,000 - \$34,999	11.5%	10.0%	10.7%
\$15,000 - \$24,999	15.5%	11.8%	14.5%
Under \$15,000	22.8%	17.2%	21.6%
Average Household Income	\$52,346	\$63,658	\$54,544
Median Household Income	\$35,195	\$46,757	\$38,179
Per Capita Income	\$13,229	\$19,367	\$15,981

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
<b>Population By Age</b>			
2020 Estimate Total Population	15,205	66,444	174,257
Under 20	39.3%	34.0%	34.9%
20 to 34 Years	21.3%	20.1%	20.3%
35 to 39 Years	6.8%	6.5%	6.4%
40 to 49 Years	12.6%	13.1%	12.3%
50 to 64 Years	12.4%	14.5%	14.1%
Age 65+	7.6%	11.8%	12.0%
Median Age	26.7	31.6	30.7
<b>Population 25+ by Education Level</b>			
2020 Estimate Population Age 25+	7,973	38,925	100,435
Elementary (0-8)	24.4%	13.2%	20.4%
Some High School (9-11)	15.7%	12.0%	14.3%
High School Graduate (12)	20.9%	22.6%	22.8%
Some College (13-15)	15.3%	19.5%	16.8%
Associate Degree Only	5.8%	7.5%	6.6%
Bachelors Degree Only	13.1%	18.4%	14.2%
Graduate Degree	4.8%	6.8%	5.0%
<b>Average Travel Time in Minutes</b>			
Average Travel Time in Minutes	22.0	21.0	22.0



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# 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.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- 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.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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_____ Licensed Supervisor of Sales Agent/Associate	_____ License No.	_____ Email	_____ Phone
_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone

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

\_\_\_\_\_  
Date





# TELLA TOOL & MANUFACTURING

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