

# OFFERING MEMORANDUM



## Offering Highlights:

- 65,515 SF Office/Warehouse Building on 10.4 Acres
- Located approximately 1.5 Miles from existing Klüber Lubrication manufacturing location
- Klüber Lubrication was founded in 1929 in Munich Germany. It is a worldwide company with over 2000 employees in 30 countries with over \$780m in revenue
- Property is Located in the Greater Boston MSA, the Tenth Largest MSA in the US with 4.6 Million People
- Close Proximity to Manchester-Boston Regional Airport



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## CONFIDENTIALITY AND DISCLAIMER

This Offering Memorandum has been prepared by Lee & Associates of St. Louis, Financial Management Group and Fini Real Estate Group for use by a limited number of parties, and does not purport to provide a complete summary of the Klüber Lubrication Investment Sale (“Property”) or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective investors may need or desire. All projections have been developed by Lee & Associates of St. Louis, Financial Management Group, Fini Real Estate Group, the Owner and designated sources and are based upon assumptions relating to the general economy, competition, and other factors beyond the control of Owner, and therefore are subject to variation. No representation is made by Lee & Associates of St. Louis, Financial Management Group, Fini Real Estate Group, or the Owner as to the accuracy or completeness of the information contained herein, and nothing contained herein, is, or shall be relied on as a promise or representation as to the future performance of the Portfolio. Although the information contained herein is believed to be correct, the Owner and its employees, disclaim any responsibility for inaccuracies, and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further Lee & Associates of St. Louis, Financial Management Group, Fini Real Estate Group, the Owner and its employees disclaim any and all liability for representation and warranties, expressed and implied, contained in, or for omission from, the Offering Memorandum or any other written or oral communication transmitted or made available to the recipient. The Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Portfolio or the Owner as of the date of preparation of the Offering Memorandum. Analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the individual properties of the Portfolio will be made available upon written request to interested and qualified prospective investors.

The Owner, Lee & Associates of St. Louis, Financial Management Group, and Fini Real Estate Group each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Portfolio, and/or terminate discussions with any entity at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase of the Portfolio has been fully executed, delivered and approved by the Owner and its legal counsel and any conditions to the Owner’s obligation thereunder have been satisfied or waived. Lee & Associates of St. Louis, Financial Management Group, and Fini Real Estate Group is not authorized to make any representation or agreements on behalf of the Owner.

This Offering Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, (such contents as so limited herein called the “Contents”) are of a confidential nature. By accepting the Offering Memorandum, you agree (i) that you will hold and treat it in the strictest confidence, (ii) that you will not photocopy or duplicate it, (iii) that you will not disclose the Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you if necessary for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of the owner, Lee & Associates of St. Louis, Financial Management Group, or Fini Real Estate Group, (iv) and that you will not use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Owner, Lee & Associates of St. Louis, Financial Management Group, and Fini Real Estate Group and (v) to return it to Lee & Associates of St. Louis, Financial Management Group, or Fini Real Estate Group immediately upon request of the Owner, Lee & Associates of St. Louis, Financial Management Group, or Fini Real Estate Group.

If you have no interest in the Portfolio at this time, please return the Offering Memorandum forthwith:

Lee & Associates of St. Louis  
1 McBride & Sons Center Drive, suite 140  
St. Louis, MO 63005

## *Investment Overview*

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# Executive Summary

## KLUBER LUBRICATION

4 Kitty Hawk Landing,  
Londonderry, NH 03053



## Investment Overview

Sale Price	\$5,615,000
CAP Rate	7.0%
Net Operating Income	\$393,090
Lease Expiration	March 14, 2023
Building Size	65,515 SF
Building Expansion Date	October, 2007
Rent/SF	\$6.00 NNN
Market	Manchester, NH
Major Metro	45 Miles from Boston, MA
Options to Renew	3 – 5 Year Options

## Property Overview

### Property

4 Kitty Hawk Landing, Londonderry, NH is located in the Manchester, NH area, adjacent to the Manchester-Boston Regional Airport and is approximately 1.5 miles from Klüber Lubrication's existing Manufacturing location.

Londonderry is the fourth largest city in New Hampshire on the southern border of Manchester NH, which is the largest city in the state and is approximately 45 miles NW of downtown Boston. The Manchester-Nashua metro area has a population of 402,922. Londonderry also serves as a bedroom community to Boston, MA, the tenth largest metro area in the country with a population of 4.5 million.

### Tenant

Klüber Lubrication is a full subsidiary of Freudenberg Chemical Specialties and is a company of the Freudenberg Group since 1966, Founded over 160 years ago by Carl Johann Freudenberg, Freudenberg is a family-owned company with an international focus. Freudenberg Group is in 57 countries with approximately 37,500 Employees.

### Website

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

*Lease Abstract &  
Landlord Responsibilities*

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# Lease Abstract

KLUBER LUBRICANTS | Londonderry, NH

For Sale | \$5,615,000

Tenant	Kluber Lubrication NA LP
Address	4 Kitty Hawk Landing Londonderry, NH 03053
Annual Net Rental	\$393,090
Lease Term	Five (5) Years
Lease Commencement	March 15, 2018
Lease Expiration	March 14, 2023
Building Size	65,515 SF
Rent/Month	\$32,757.50
Rent/SF	\$6.00, NNN
Annual Increases	2% Annual Increases
Options to Renew	Three (3), Five (5) Year Options with No Less Than Six (6) Months Notice  Option 1: Base Rent is 2% Increase from End of Initial Term, with 2% Annual Increases  Option 2: 1 <sup>st</sup> Year Base Rent is FMV with 2% Annual Increases  Option 3: Base Rent is 2% Increase from End of 2 <sup>nd</sup> Option Term, with 2% Annual Increases

# Landlord Responsibilities

KLUBER LUBRICANTS | Londonderry, NH



For Sale | \$5,615,000

## Maintenance & Repair

Landlord shall **have no maintenance and/or repair obligations** except for the replacement of (i) roof structure and roof, (ii) the parking areas of the Premises, (iii) the HVAC System, and (iv) the utility trunk lines from the Premises property line to the Building; **provided that** such replacement shall only be required at the end of the useful life of the item in question assuming proper ongoing maintenance of such item.

## Roof

Landlord is responsible for replacement Roof Structure and Roof after the expiration of the agreed upon ten (10) years of remaining useful life at the commencement of the Lease.

## Office Furnaces

Landlord responsible for replacement of the two (2) furnaces in the office area after the expiration of the agreed upon three (3) years of remaining useful life

## All Heaters

Landlord is responsible for the replacement of all of the heaters after the expiration of the approximately three (3) to five (5) years of remaining useful life.

*Building Information*

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# Building Aerial & Details

KLUBER LUBRICANTS | Londonderry, NH



## Building Details

Building Size	65,515 SF	Clear Height	24' Clear
Parcel Size	10.4 Acres	Column Spacing	20' x 40'
Office Finish	3,609 SF	Loading	19 Truck Docks 13 Grade Level Drive-ins
Warehouse	56,012 SF – Built in 2003 9,506 SF – Built in 2007	Parking	Approximately 160 Parking Spaces with Additional Truck and Trailer Parking
Construction	Insulated Metal Panel and Masonry	Sprinkler	100% Wet Sprinkler System
Roof	Metal Roofing System	Electrical Service	600 Amp 120/220V Service
		HVAC	100% HVAC in the Office area with Natural Gas-Fired Heat in Warehouse

# Additional Building Aerials

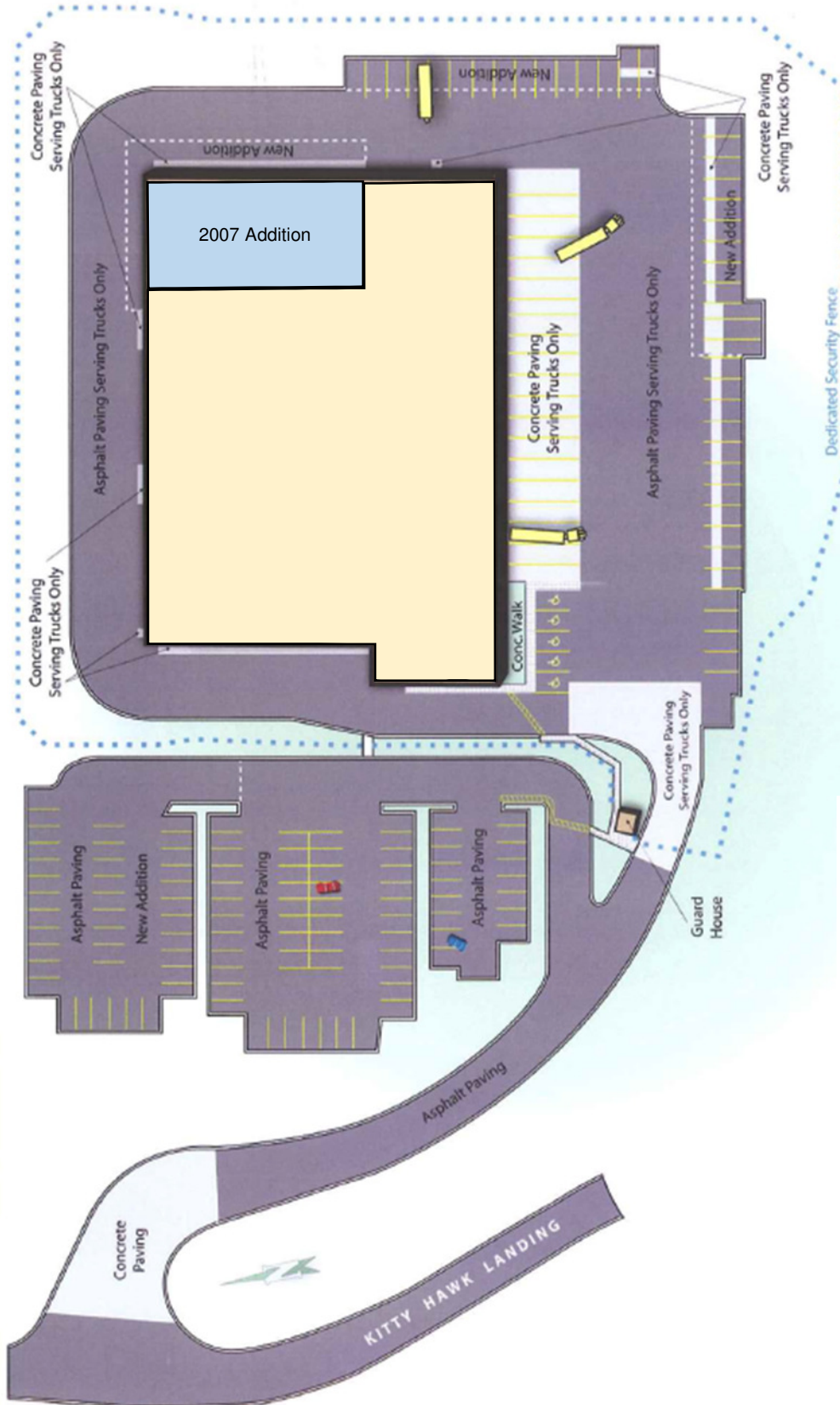


Facing East



Facing West

# Site Plan





# Demographics

4 Kitty Hawk Landing, Londonderry, NH 03053	3 miles	5 miles
<b>Population</b>		
2017 Population	20,865	92,959
2022 Estimate	90,687	185,592
<b>Households</b>		
2017 Total Households	8,231	35,374
2022 Total Households Estimate	8,494	36,380
<b>Median Household Income</b>		
2017 Median Household Income	\$85,754	\$72,125
2022 Median Household Income	\$93,517	\$77,969
<b>Average Household Income</b>		
2017 Average Household Income	\$103,593	\$89,900
2022 Average Household Income	\$118,020	\$101,438

## *Tenant Profile*

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# Tenant Profile



Klüber Lubrication is a full subsidiary of Freudenberg Chemical Specialties, which is in turn a company of the Freudenberg Group. Freudenberg Group is a family-owned company headquartered in Weinheim, Germany, and founded over 160 years ago by Carl Johann Freudenberg. They are currently in approximately 57 countries and have 37,500 employees.

Klüber Lubrication was founded by Theodor Klüber in Munich in 1929. Klüber Lubricants was purchased by the Freudenberg Group in 1966. For more than 80 years, Klüber Lubrication has provided all major global OEMs and operators with tribological solutions and specialty lubricants. Through intensive consultancy and wide-ranging services, Klüber is able to produce high-quality products according to customer-specific requirements. Our extensive industry-specific knowledge, state-of-the-art research and test equipment, as well as our highly trained sales experts make it possible for us to develop products which offer better performance, durability and decreased maintenance needs, and which always consider effects for the environment. All this makes Klüber Lubrication a reliable partner for companies in industries such as automotive and transportation, conventional and renewable energies, food and food processing, or mechanical engineering and plant design.

Klüber Lubrication employees approximately 2000 employees, and works in more than 30 countries. 2016 revenue were approximately \$780m.



## *Location Information*

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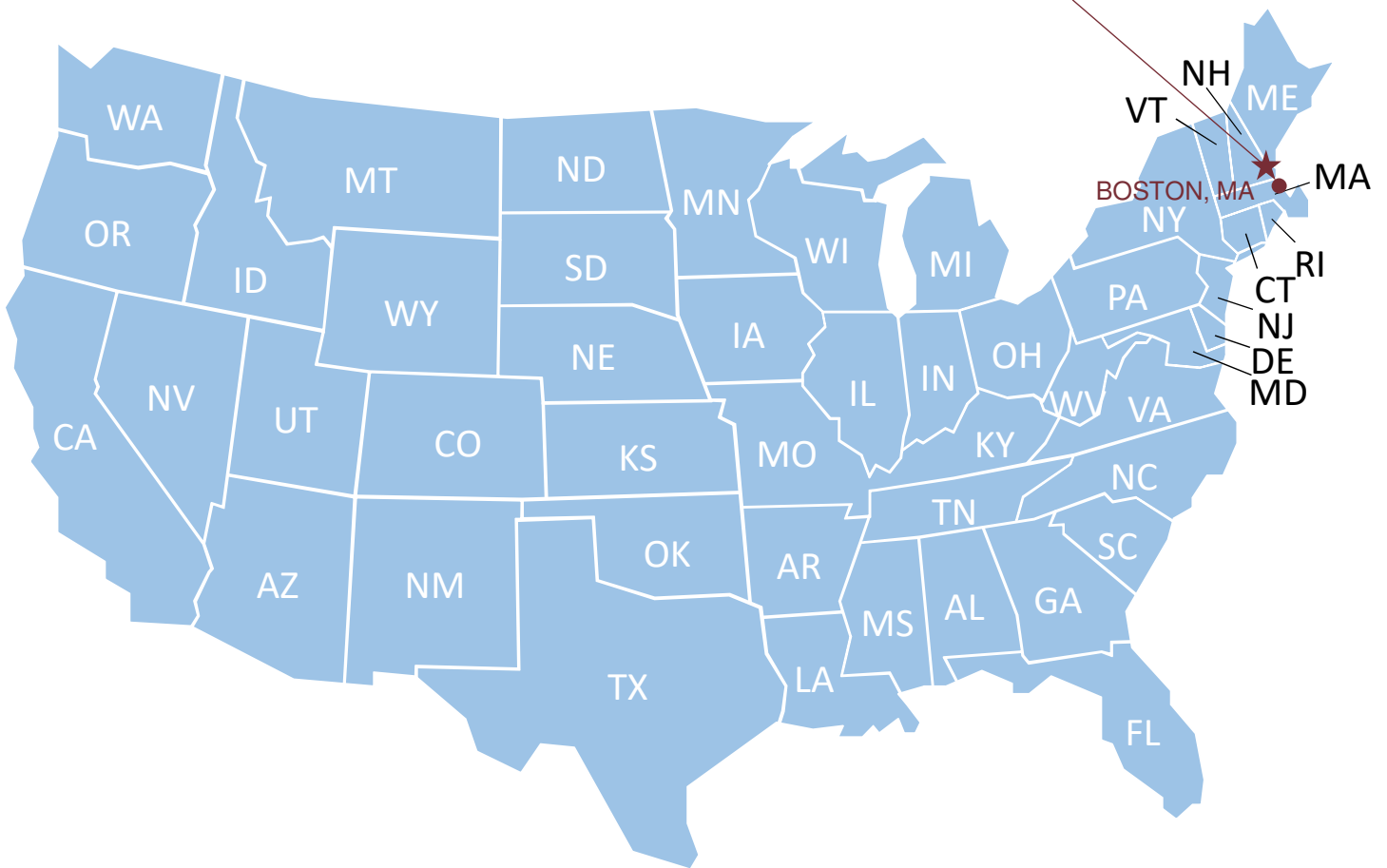


# Location Information

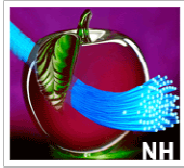
## SITE LOCATION National Map

65,515 SF

*Klüber Lubrication*  
4 Kitty Hawk Landing  
Londonderry, NH 03053



# Location Information



**Londonderry**  
Business is good. Life is better.



## Location Overview

New Hampshire is considered one of the most live-able states in the nation. Its unrivaled beauty and close proximity to major metropolitan areas makes this a preferred destination for expanding companies and young professionals looking to participate in its vibrant economy. New Hampshire possesses some of the brightest minds and one of the best network infrastructures on the East Coast. From biotech to telecommunications to robotics and manufacturing, New Hampshire is on the cutting edge. It has one of the lowest unemployment rates in nation at 2.6% and the second lowest tax burden in the country. New Hampshire is the only New England state that is projected to have job growth, increased population and rising income for 2018, due in large part to the highly educated population residing within the state.

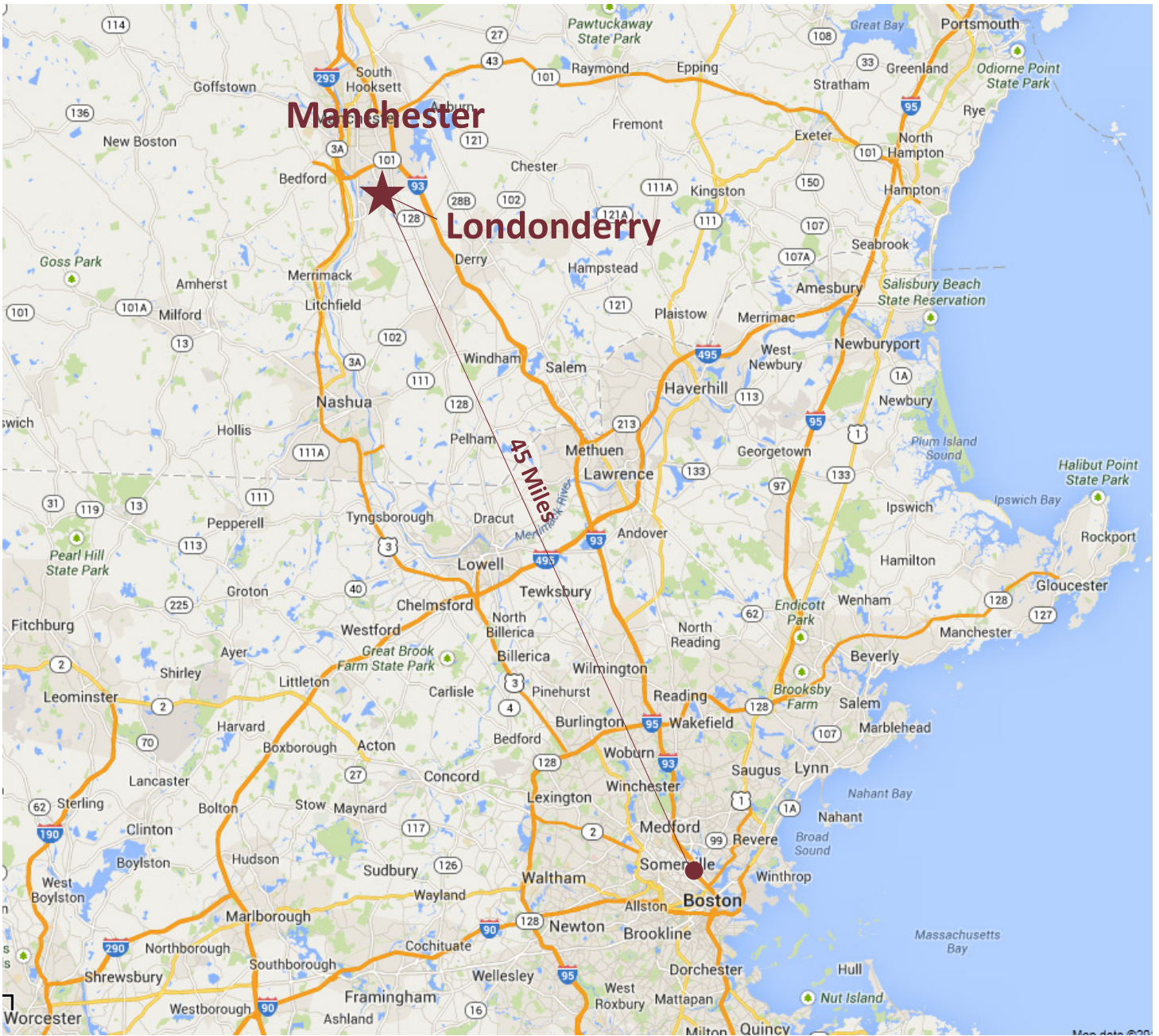
Londonderry is the fastest growing community in the state. It sits at the apex of New Hampshire's "Enterprise Corridor" - an area of Southern New Hampshire just 45-minutes from Downtown Boston.

As the fourth largest town in New Hampshire, Londonderry is a combination of a bedroom community to the metro-areas of Boston and Manchester and co-host of Manchester-Boston Regional Airport, one of the fastest growing commercial airports in the nation and is serviced by Southwest, Delta, United, and American Airlines.

Londonderry has a population of approximately 25,000 residents primarily engaged in high-tech industries such as defense, software development and biotech. Corporate and business neighbors include national companies/brands such as: StonyField Yogurt, Ecco Shoes, Klüber Lubricants, Elliot Medical Center at Londonderry/Dana Farber Cancer Institute, Insight Technology, L-3 Communications (LLL), Pratt Whitney Logistic Center (600,000SF), Harvey Industries, United Parcel Service, FedEx (220,000SF) and Coca-Cola, among others.

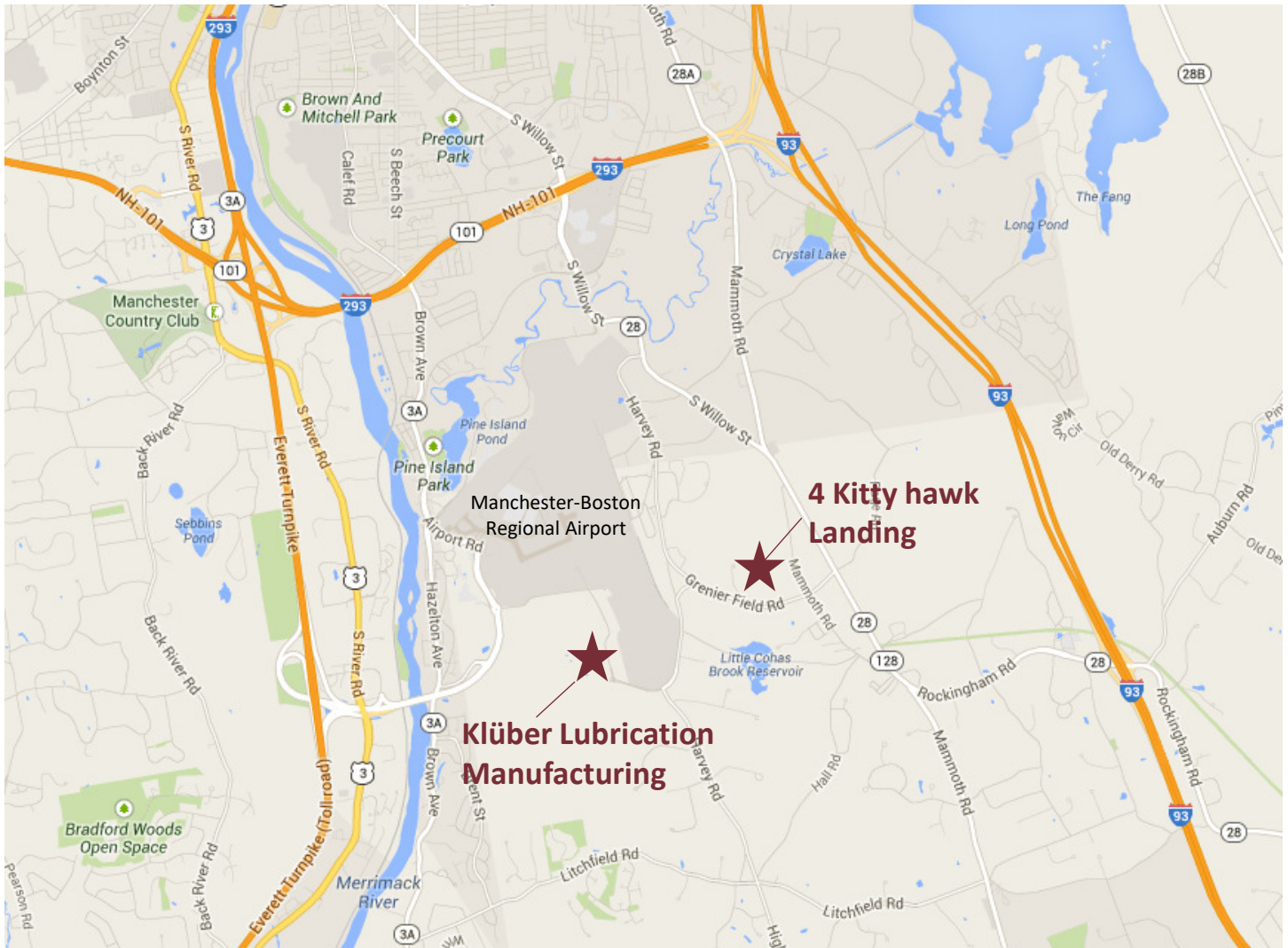
# Location Information

## SITE LOCATION New Hampshire/Massachusetts Area



# Location Information

## SITE LOCATION Londonderry, NH Area



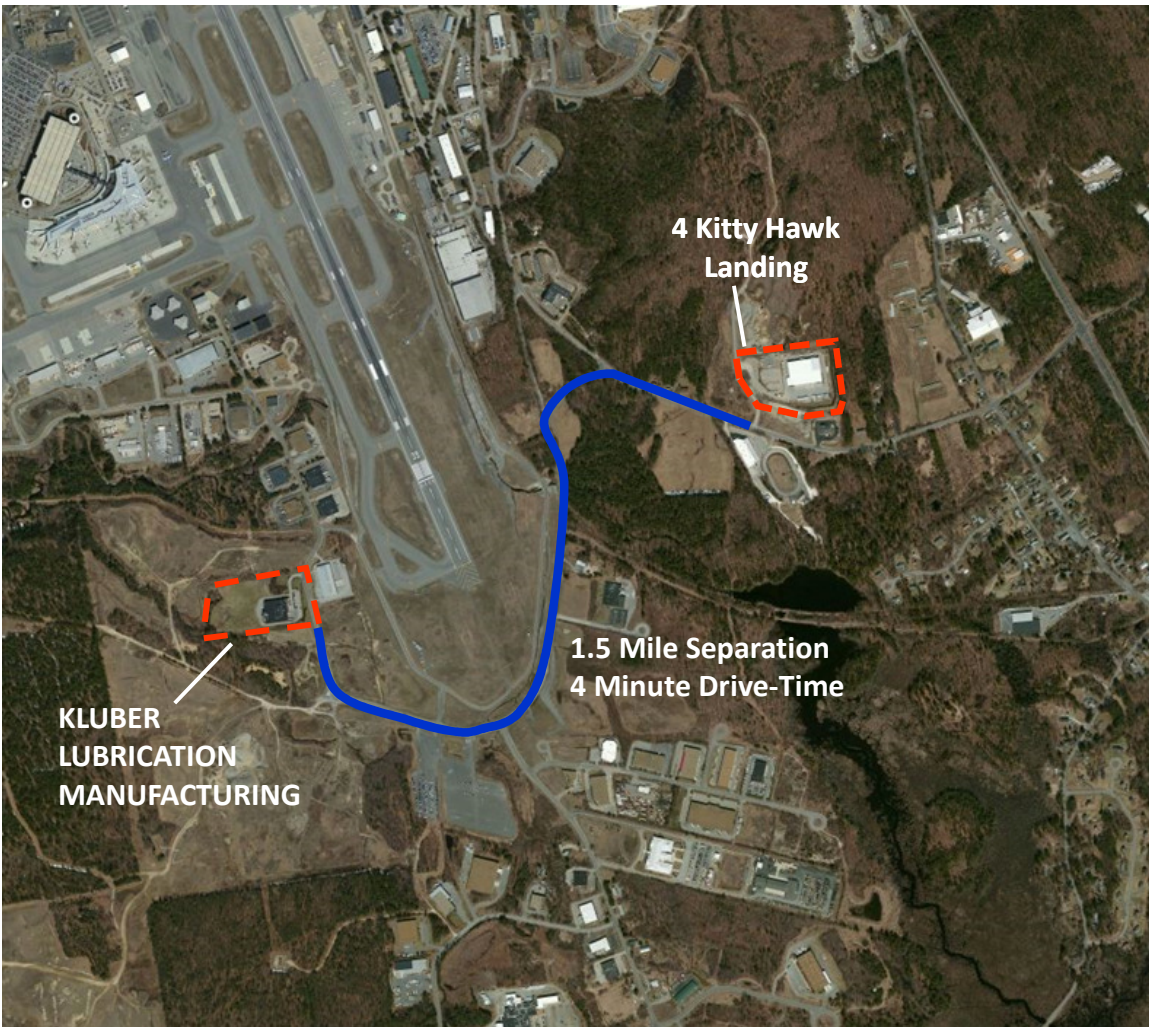
# Location Information

## Local Area Aerial



# Location Information

## Property Aerial





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