

366 ^{EAST} Broad



For Sale

OFFERING MEMORADUM

CBRE





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FOR MORE INFORMATION

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CBRE



Executive Summary



PRICE:

\$4,650,000

LOCATION:

366 East Broad Street, Columbus, Ohio

PARCEL NUMBERS:

- 010-047658
- 010-029602
- 010-022359
- 010-022316
- 010-035143

SITE FEATURES:

- Total of 51,385 SF (1.18± acres)
 - o Site A: 37,345 SF (.86 ± acres)
Includes 123 SF on E. Broad St and 303 SF on Grant St
 - o Site B: 14,040 SF (.32 ± acres)
Includes 80 SF on Grant St and 175 SF on Gay St
All public utilities are available on the site

ZONING:

DD, Downtown District

IMPROVEMENTS:

- 31,237 SF three-story office building with a finished lower level
- Built in 1926 and major remodeling in 1986

PARKING:

Surface parking at 5 cars/1,000 SF of building area (136 spots)





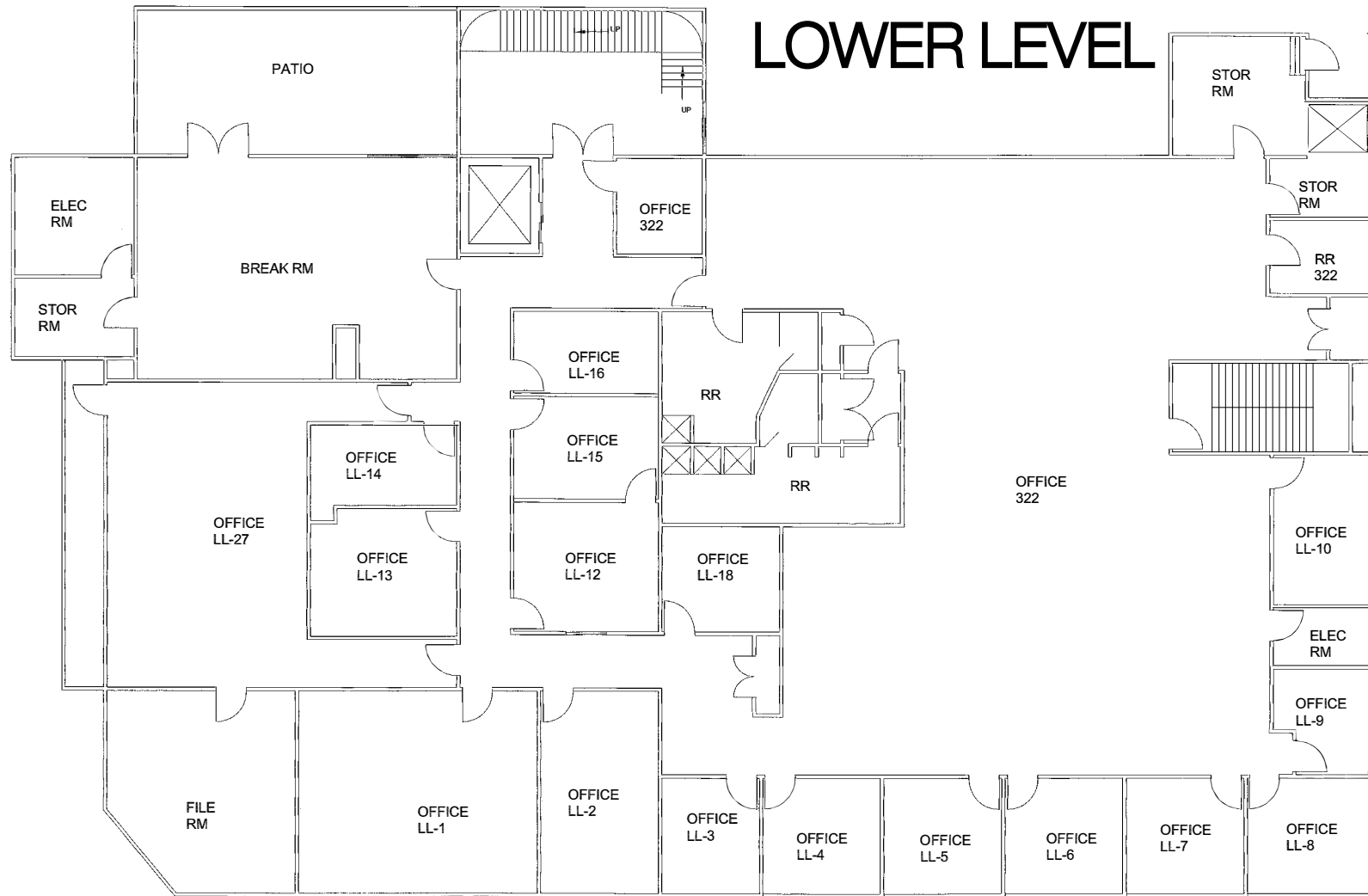
We're at a prominent location of Grant and Broad in the Discovery District.

This Special Improvement District (SID) was formed in 2007 and is funded by property owners east of the downtown core with the primary purpose of making this downtown gem remains clean and safe. The Discovery District boundaries might best be delineated by Livingston Avenue/ Interstate 70 to the south, Fifth Avenue to the west, Interstate 71 to the east, and Interstate 670 to the north. This area consists of many cultural and educational institutional uses including Columbus State Community College, Columbus College of Art and Design, Franklin University, Capital University of Law School, Columbus Museum of Art, Thurber House, and the Columbus Metropolitan Library. This neighborhood also has several medical office buildings, including Grant Hospital Columbus Ohio, Grant Medical Center Outpatient Care Center.

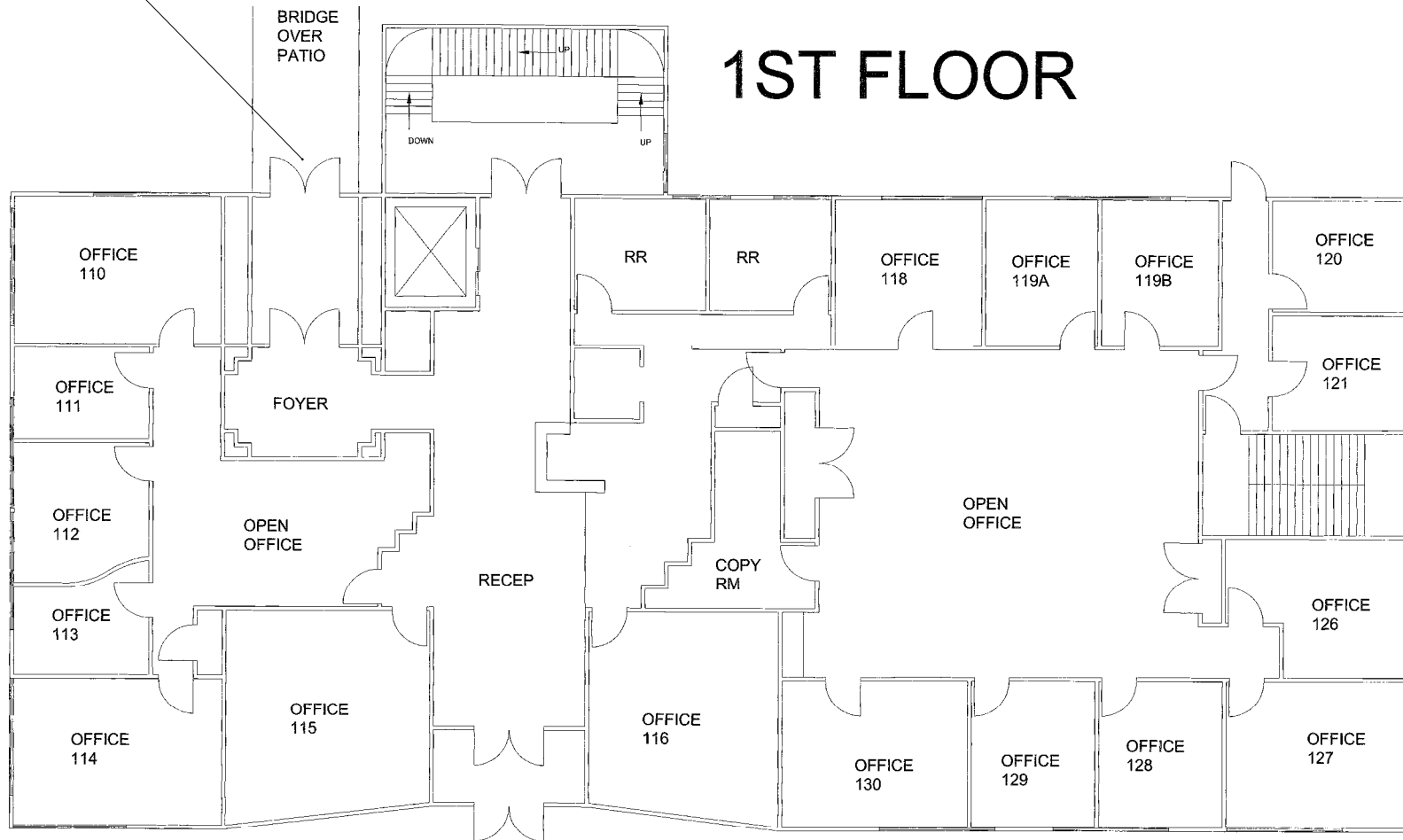


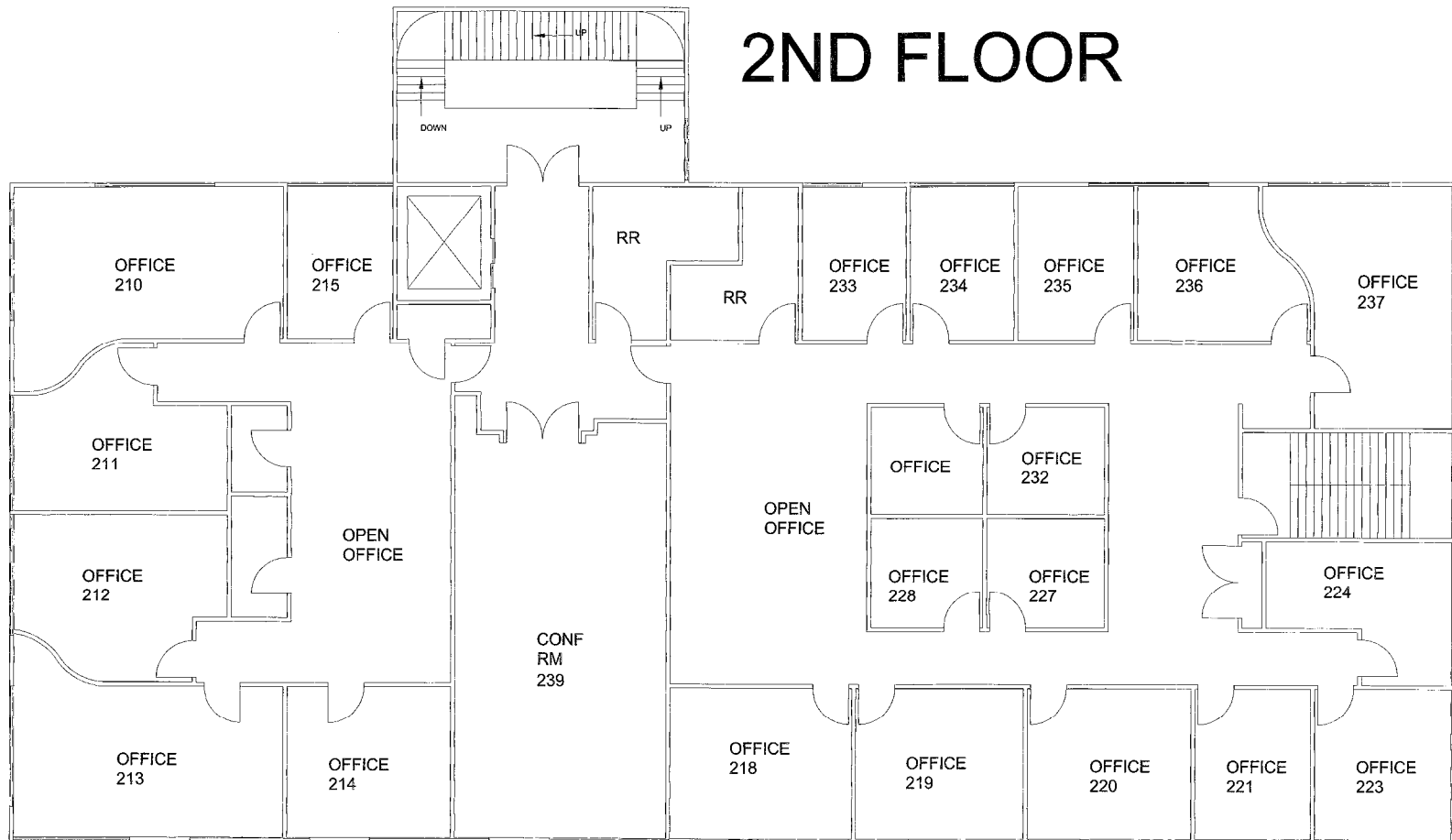


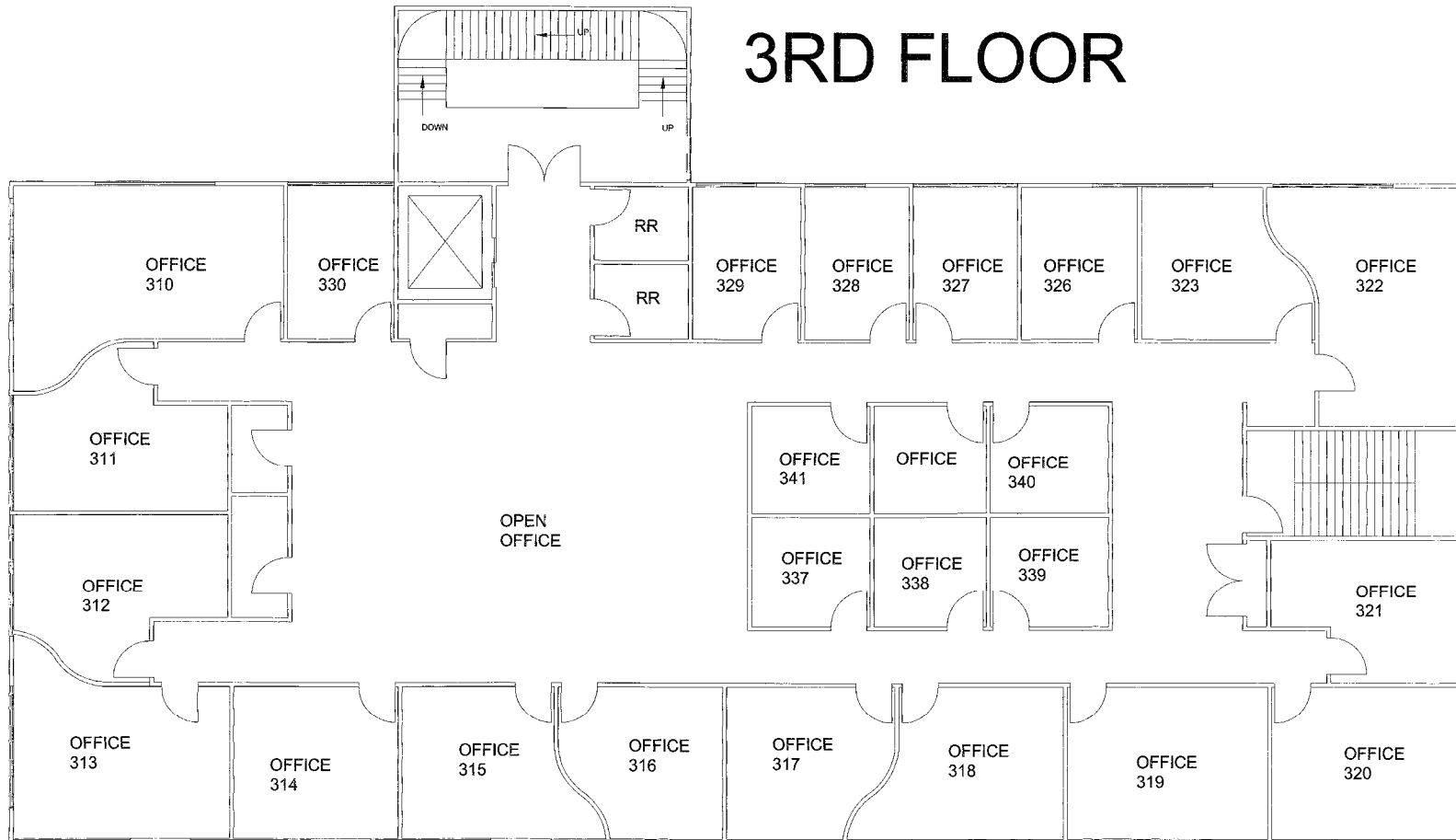
Property Overview

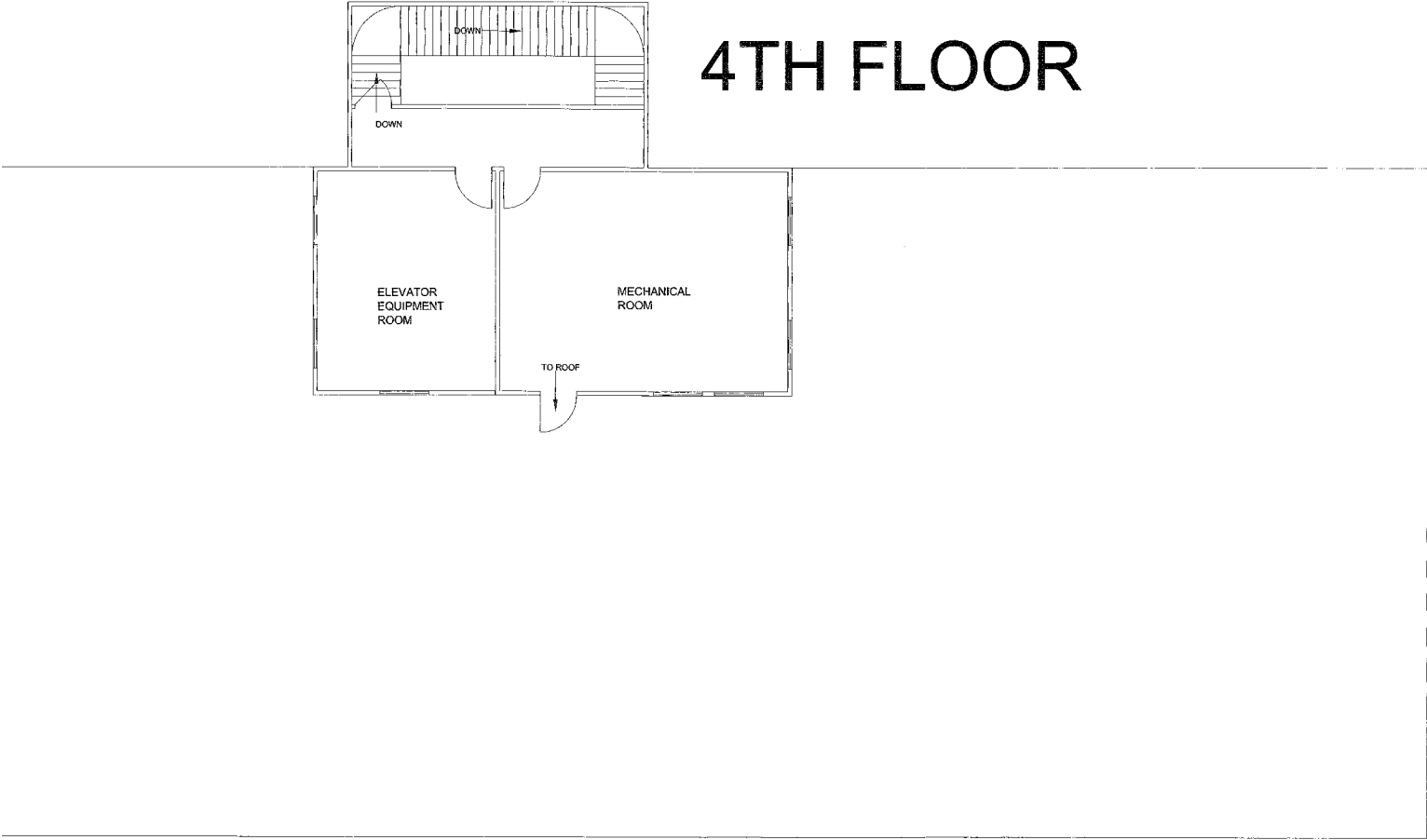


PARKING LOT ENTRY









4TH FLOOR

INVESTMENT HIGHLIGHTS

An exciting opportunity for 366 E Broad Street, may be incentives provided by the Ohio Development Services Agency who provides Historic Preservation Tax Credits that can be explored at:

https://development.ohio.gov/cs/cs_ohptc.htm

The following excerpts are from their website providing a brief overview of the program:

OVERVIEW - The Ohio Historic Preservation Tax Credit Program provides a tax credit in order to leverage the private redevelopment of historic buildings. The program is highly competitive and receives applications bi-annually in March and September. Over the fifteen completed funding rounds, tax credits have been approved for 284 projects to rehabilitate 398 historic buildings in 52 different Ohio communities. The program is projected to leverage nearly \$4.4 billion in private redevelopment funding and federal tax credits directly through the rehabilitation projects.

FOR WHOM - Owners and long-term lessees of historically designated buildings who undertake a rehabilitation project may apply for the Ohio Historic Preservation Tax Credit. A building is eligible if it is individually listed on the National Register of Historic Places; contributes to a National Register Historic District, National Park Service Certified Historic District, or Certified Local Government historic district; or is listed as a local landmark by a Certified Local Government. Properties that will be used as a single-family residence or multi-family residential condominiums are not eligible.

BENEFITS - The Ohio Historic Preservation Tax Credit Program provides a state tax credit up to 25 percent of qualified rehabilitation expenditures incurred during a rehabilitation projects. Applicants are eligible for no more than \$5 million in tax credits unless approved as a catalytic project. The tax credit can be applied to applicable financial institutions, foreign and domestic insurance premiums or individual income taxes.

The Federal Tax incentive program can be found @

<https://www.nps.gov/TPS/tax-incentives.htm>





The following is a short excerpt from their website:

TAX INCENTIVES FOR PRESERVING HISTORIC PROPERTIES

The Federal Historic Preservation Tax Incentives program encourages private sector investment in the rehabilitation and re-use of historic buildings. It creates jobs and is one of the nation's most successful and cost-effective community revitalization programs. It has leveraged over \$78 billion in private investment to preserve 41,250 historic properties since 1976. The National Park Service and the Internal Revenue Service administer the program in partnership with State Historic Preservation Offices.

TWENTY PERCENT TAX CREDIT - A 20% income tax credit is available for the rehabilitation of historic, income-producing buildings that are determined by the Secretary of the Interior, through the National Park Service, to be "certified historic structures." The State Historic Preservation Offices and the National Park Service review the rehabilitation work to ensure that it complies with the Secretary's Standards for Rehabilitation.

The Internal Revenue Service defines qualified rehabilitation expenses on which the credit may be taken. Owner-occupied residential properties do not qualify for the federal rehabilitation tax credit. Learn more about this credit before you apply. Each year, Technical Preservation Services approves approximately 1200 projects, leveraging nearly \$6 billion annually in private investment in the rehabilitation of historic buildings across the country. Learn more about this credit in Historic Preservation Tax Incentives.

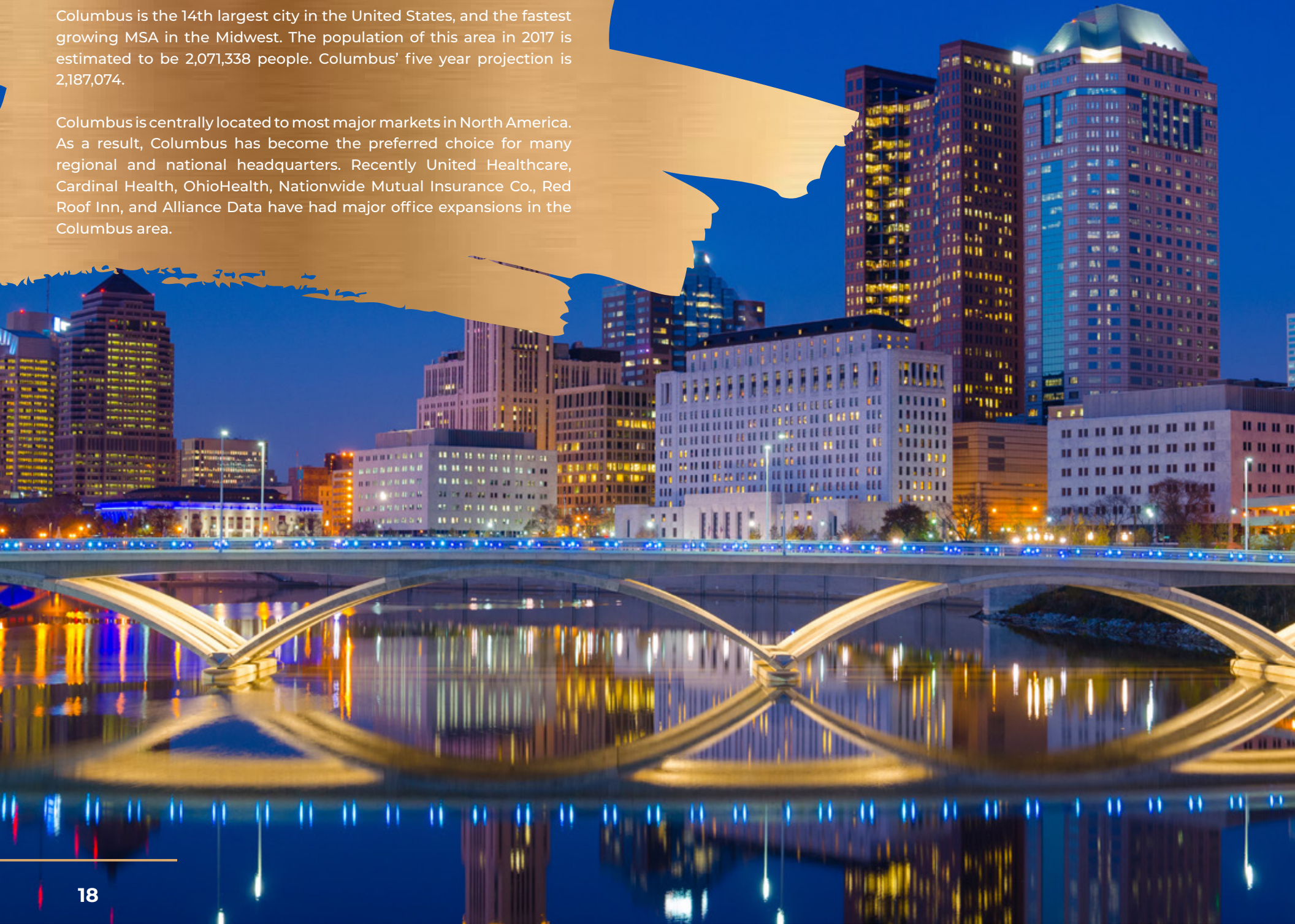


Market Overview

COLUMBUS MARKET OVERVIEW

Columbus is the 14th largest city in the United States, and the fastest growing MSA in the Midwest. The population of this area in 2017 is estimated to be 2,071,338 people. Columbus' five year projection is 2,187,074.

Columbus is centrally located to most major markets in North America. As a result, Columbus has become the preferred choice for many regional and national headquarters. Recently United Healthcare, Cardinal Health, OhioHealth, Nationwide Mutual Insurance Co., Red Roof Inn, and Alliance Data have had major office expansions in the Columbus area.





TOP RANKING ECONOMIC DIVERSITY

Economic diversity is the key to the consistent rate of growth in Columbus. Its diversified economy has a good mix of business occupations, distributed among finance, service, retail, technology and manufacturing. This mix affords Columbus unparalleled stability through the peaks and valleys of the national economy. Columbus has been recognized as the best combination of growth and diversity of any significant metropolitan area in the nation.

Columbus is one of the nation's major educational centers. The city is home to numerous colleges and universities, including the main campus of The Ohio State University (OSU). OSU boasts one of the largest single-campus populations in the world and, offers a wide variety of artistic and cultural facilities, as well as a steady source of highly skilled and educated labor. In addition, a release by the Columbus Foundation ranks Columbus 15th in attracting the young, college-educated population. The study credited the city's variety of housing choices, recreation and parks system, retail and entertainment district, healthy downtown, and creative community as the major factors in Columbus' ability to attract young workers.

Research and development play a vital role in the Columbus economy. Forbes Magazine ranked Columbus as one of "America's Biggest Brain Magnets" thanks in part to being home of the state capital, a booming startup culture and the largest college campus in the country, and major employer and information center. Millions of research dollars pour into The Ohio State University, Chemical Abstract Services and Battelle Memorial Institute every year. This focus has generated a dramatic increase in the number of software, hardware and communication technology companies locating to Central Ohio.



CENTRAL TRANSPORTATION & ACCESS

Conveniently located at the intersection of I-70 and I-71, Columbus enjoys unparalleled highway access. This is enhanced by an inner-and outer-belt system. Traffic is efficiently routed around and through the city. The ease of commuting is a powerful incentive to locate in Central Ohio. Both Downtown and Suburban Office Markets have benefited from a network of well-planned highways and secondary roads.

Columbus has public transportation access to COTA (Central Ohio Transit Authority) which operates 365 days a year and maintains over 4,000 bus stops, 300 shelters and 29 park and rides throughout central Ohio. Today, COTA operates throughout Franklin County, and parts of Delaware, Fairfield, Licking and Union Counties.

The network of highways surrounding Columbus makes it possible to travel to any point in the state in less than three hours. Cities such as Indianapolis, Pittsburgh, Detroit, Lexington and Louisville are less than four hours away by car. Columbus is convenient to the entire United States market. Nearly 60% of North America is within 500 miles, or a one-day drive of Columbus. Furthermore, Columbus has a 1,000-mile radius to 78% of the United States gross domestic product and more than 80% of Canada's business activities. Columbus is the most sought-after office and distribution center in North America. Several trucking companies and two national rail carriers serve Columbus. Three intermodal facilities operated by Norfolk Southern and CSX Railroads give Columbus the second largest lift capacity in the Midwest.

Passenger airlines service the city from Port Columbus International Airport, located within ten minutes of the Central Business District with easy access to the interstate highway network. More than 85% of the U.S. population is within 90 minutes flight time of Columbus. Rickenbacker International Airport is a full-service, cargo-only facility featuring all-weather landing capabilities and 24-hour customs in a foreign trade zone.

LABOR & EMPLOYMENT

A diverse and well-educated labor force supports the growth and success of the many businesses migrating to Columbus. Over the last five years, total employment in the Columbus area has grown at an average annual rate of 2.0% while across the U.S., employment has grown at an average annual rate of 1.3%.

Columbus is part of a tri-city corridor with Dayton and Cincinnati that has over 84,000 research and development professionals employed by a wide array of organizations. This concentration of research and development professionals equals or exceeds that of any in the world.

The Ohio State University, a Big Ten School with programs from cancer research to agricultural technology, boasts two Nobel Prize winners and numerous world-renowned faculty members in the areas of engineering, medicine, science, technology, distribution and logistics, air transportation and other fields.

Battelle, the largest non-profit research and development operation in the world, is based in Columbus. Its research efforts connect 130 countries to the Columbus market and result in 50-100 patented inventions each year.

OCLC, Inc., headquartered in suburban Columbus, links nearly 40,000 libraries in 76 countries around the world.

Chemical Abstracts Service provides information from over 200 scientific data bases for the international scientific and research communities from their home base in Columbus.

Honda of America Manufacturing has doubled the size of its transportation research and development facilities and continues to build on its employee base. This expansion has increased the manufacturer's ability to design and develop unique new products and to assist area suppliers in developing parts for Honda products made in the U.S. and Canada. In addition, Ford and General Motors have located over 160 parts manufacturing plants in Central Ohio.

The "brainpower" to staff these major companies comes not only from OSU, but also from urban education centers such as Franklin University, Capital University, Columbus State Community College, DeVry Institute and other colleges and technical schools in the region. Strong employment growth in Columbus has captured the attention of corporations desiring to capitalize on the stable economy, skilled work force, and centralized location of Columbus.



THE RIGHT MIX FOR GROWTH

The Columbus economy, not dominated by any single industry, remains strong and resilient. Columbus is home to a diverse collection of Fortune 1000 companies that are led by Cardinal Health, Nationwide Mutual Insurance Co., and American Electric Power. These three companies combined employ over 18,500 people in the Columbus metropolitan area.

Columbus is considered a center for banking and finance, with JPMorgan Chase Co., Nationwide, and Huntington Bancshares heading the list of local financial institutions with a major regional and national presence. Offering an exceptionally diversified business environment in Central Ohio, Franklin County's twenty largest employers represent government, education, trade, finance, manufacturing, health care and utilities.

LARGEST EMPLOYERS

COMPANY NAME	EMPLOYEES
THE OHIO STATE UNIVERSITY	30,804
STATE OF OHIO	24,067
KROGER CO.	22,821
OHIOHEALTH	21,117
JPMORGAN CHASE & CO.	18,600
NATIONWIDE INSURANCE	14,100
NATIONWIDE CHILDREN'S HOSPITAL	10,032
MOUNT CARMEL HEALTH SYSTEM	8,852
CITY OF COLUMBUS	8,815
COLUMBUS CITY SCHOOLS	88,004

Source: Columbus Business First, Book of Lists 2017



DOWNTOWN COLUMBUS

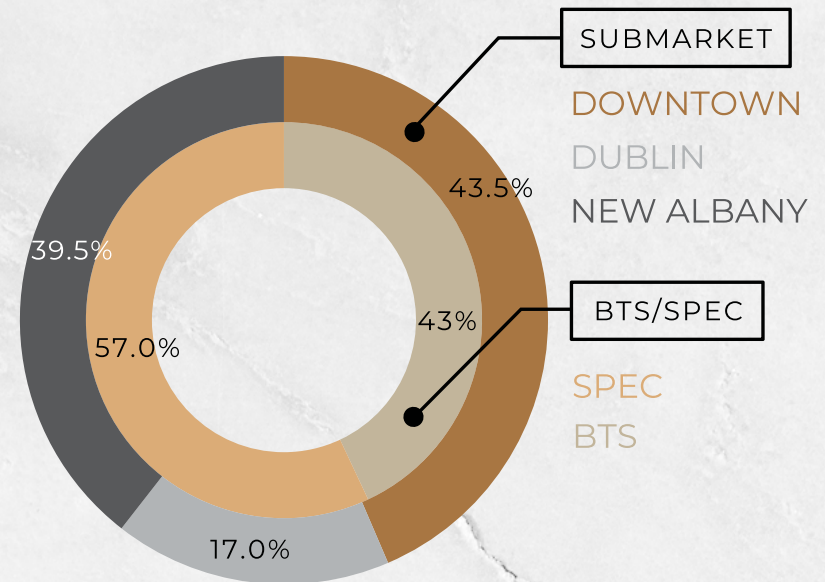
The downtown market saw another rise in vacancy and negative net absorption as tenants continue to downsize and demand higher parking ratios which can only be found in the suburban markets.

Even though net absorption was negative, Downtown is still able to attract tenants to trophy product in the CBD and the hot Short North and Arena districts. A healthcare software company leased over 47,000 sq. ft. at the Huntington Center, further expanding their presence in the Downtown market. Coworking company Spaces entered the Columbus market and leased over 43,000 sq. ft. at 711 N High Street, an under construction speculative project in the Short North. Jones Day also renewed 63,000 sq. ft. in the Arena district.

Development activity remains stable with projects continuing at Gravity in Franklinton, The Castle, United Dairy Farmers, and The Brunner in the Short North and 80 On the Commons in the River South district.

Notable downtown sales included 750 Mount Carmel Mall purchased by Fred Brothers and Uprising Capital for \$4.5 million. The renovated office building will be home to Fortuity Calling a social enterprise call center intended to create career

FIGURE 3: CONSTRUCTION ACTIVITY



Source: CBRE Research, Q1 2018

VACANCY RATES

Downtown office vacancy increased 85 basis points (bps) quarter-over-quarter from 13.3% in Q4 2017 to 14.2% in Q1 2018. Downtown vacancy is up 215 bps year-over-year. Suburban office vacancy rates decreased 5 bps to 14.5% in Q1 2018 and increased 157 bps year-over-year.

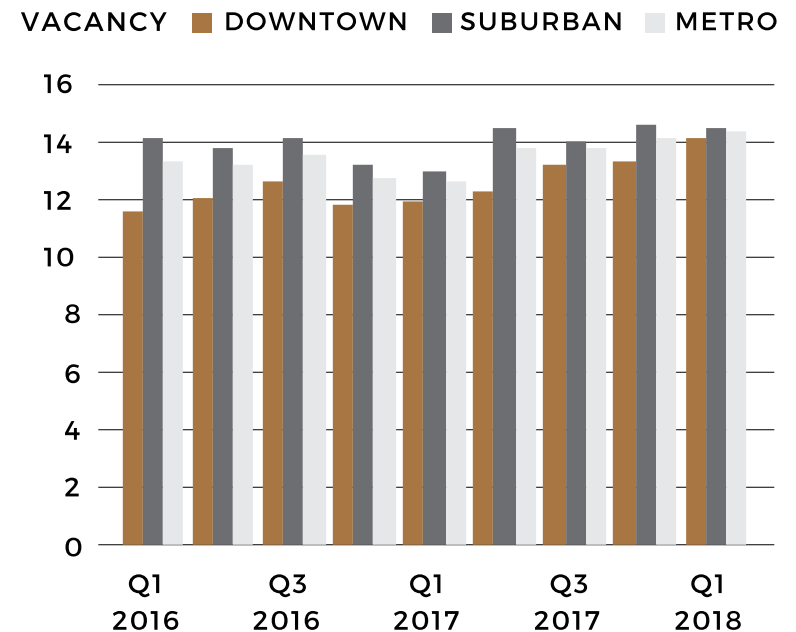
NET ABSORPTION

Metro area net absorption was positive 5,372 sq. ft. in Q1 2018. Net absorption was positive due to strong occupancy gains in the suburban markets. **Downtown** net absorption was negative due to the large move out of AT&T and was not recaptured by new move-ins.

AVERAGE ASKING LEASE RATES

Direct average asking lease rates increased \$0.26 per sq. ft. year-over-year to \$19.49 per sq. ft. in Q1 2018 and declined \$0.02 per sq. ft. quarter-over-quarter. In the downtown market, average asking rates increased \$0.03 per sq. ft. year-over-year. In the suburban market, office space at Easton had the highest average asking rental rate at \$21.95 per sq. ft., followed by space in the New Albany submarket at \$21.27 per sq. ft.

FIGURE 4: DOWNTOWN, SUBURBAN, AND METRO VACANCY RATES



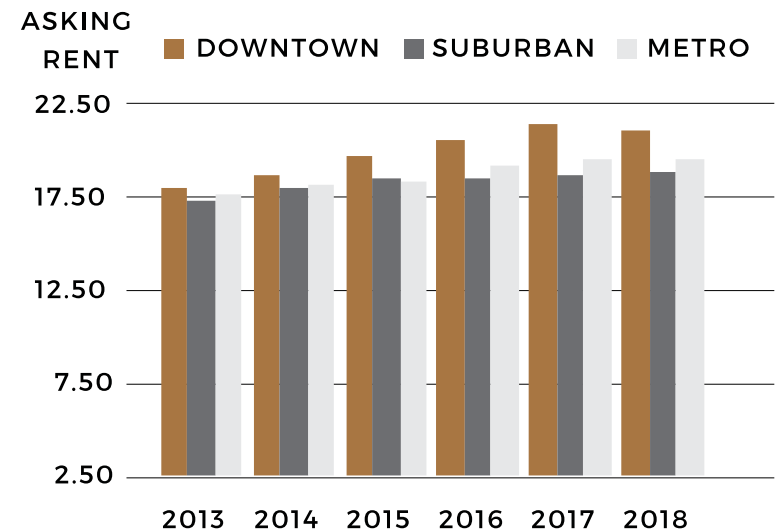
Source: CBRE Research, Q1 2018

FIGURE 6: KEY TRANSACTIONS

TRANSACTION TYPE	SIZE (SF)	TENANT	ADDRESS	BROKERAGE(S) (TENANT / LANDLORD)	MARKET AREA
Renewal	63,000	Jones Day	325 John H McConnell Blvd	CBRE/Continental Realty	Downtown
New Lease	47,237	Healthcare Software Company	41 S High St	CBRE/CBRE	Downtown
New Lease	43,000	Red Roof Inn	8715 Walton Parkway	NKFG/Daimler	New Albany
New Lease	42,039	Spaces	711 N High St	CBRE/Avison Young	Downtown
Renewal	35,808	Sedgwick Claims Management Services	7795 Walton Parkway	CBRE/Daimler	New Albany

Source: CBRE Research, Q1 2018

FIGURE 5: DIRECT AVERAGE ASKING LEASE RATES (FULL SERVICE GROSS)



Source: CBRE Research, Q1 2018

FIGURE 7: Q1 2018 MARKET STATISTICS

MARKET	MARKET RENTABLE AREA (SF)	DIRECT VACANT (SF)	DIRECT VACANCY RATE (%)	TOTAL VACANCY RATE (%)	Q1 2018 NET ABSORPTION(SF)	LAST 4 QTRS NET ABSORPTION	UNDER CONSTRUCTION(SF)	DIRECT AVG. ASKING LEASE RATE (\$/SF/YR)
Airport	701,902	89,884	13.5	13.5	4,863	(1,636)	-	14.44
Bethel Road	990,108	126,842	12.7	12.7	(1,061)	(12,339)	-	14.83
Bexley/Whitehall	555,820	212,419	38.2	38.2	0	14,875	-	11.46
Dublin	5,876,410	740,464	12.6	14.1	9,307	99,915	155,528	21.01
Easton	2,314,040	290,950	12.6	12.8	(8,782)	256,626	-	21.95
Gahanna	730,975	47,088	6.4	7.3	4,675	497	-	19.51
Grandview	1,622,851	197,226	12.2	12.3	(70,012)	(50,103)	-	21.06
Hilliard	474,784	46,183	9.7	9.7	23,014	31,520	-	18.15
New Albany	1,190,049	139,890	11.8	11.8	143,827	180,286	361,000	21.27
Polaris	2,463,702	302,370	12.3	13.5	9,978	(25,178)	-	21.07
Reynoldsburg	314,556	92,140	29.3	29.3	(703)	2,505	-	12.06
Upper Arlington	838,679	102,184	12.2	12.7	24,480	12,073	-	17.32
Westerville	1,991,715	339,170	17.0	17.4	(36,499)	(103,868)	-	16.47
Worthington	3,735,531	582,337	15.6	15.7	749	(116,780)	-	16.59
Suburban Class A	10,818,392	1,222,743	11.3	12.3	162,735	543,383	488,528	21.63
Suburban Class B	8,533,228	1,462,273	17.1	17.4	(44,612)	(69,544)	28,000	17.57
Suburban Class C	4,449,511	624,131	17.1	14.2	(14,287)	(185,446)	-	13.74
Suburban Total	23,801,131	3,309,147	13.9	14.5	103,836	288,393	516,528	18.8
Downtown Class A	5,372,827	794,350	14.8	14.8	15,600	(89,520)	386,460	24.49
Downtown Class B	5,670,818	805,120	14.3	14.3	(117,866)	(158,871)	12,000	18.79
Downtown Class C	1,021,402	107,805	10.6	10.6	3,802	14,032	-	16.45
Downtown Total	12,065,047	1,707,275	14.2	14.2	(98,464)	(234,059)	398,460	21.07
Columbus Class A	16,191,219	2,017,093	12.5	13.2	178,335	453,863	874,988	22.44
Columbus Class B	14,204,046	2,267,393	16.0	16.2	(162,478)	(228,115)	40,000	18.04
Columbus Class C	5,470,913	731,936	13.4	13.5	(10,485)	(171,414)	-	14.07
Market Total	35,866,178	5,016,422	14.0	14.4	5,372	54,334	914,988	19.46

Source: CBRE Research, Q1 2018



SUBURBAN MARKETS

Suburban markets remain hot as they continue to attract large tenants. Amenities such as parking, walkability, restaurants, and entertainment continue to be large factors in attracting new tenants. One such example is the relocation of Red Roof Inn from downtown to the New Albany submarket where they will occupy 43,000 sq. ft.

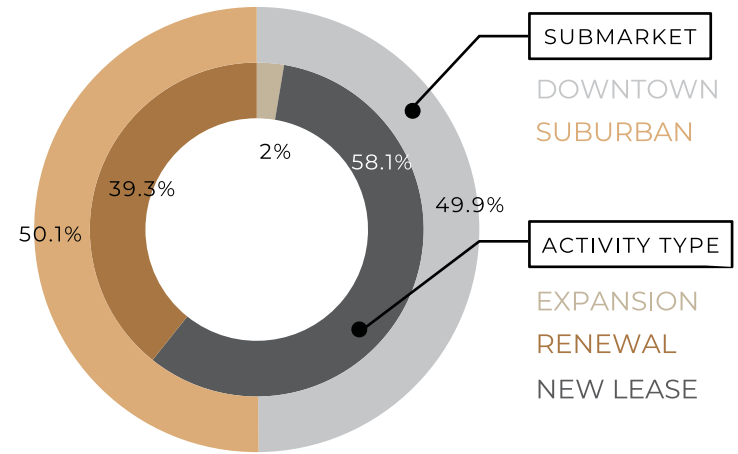
Developers have also contributed to the influx of suburban tenants by creating mixed-use developments. Notable mixed use developments include The Pointe at Polaris, Hamilton Quarter in New Albany, and Bridge Park in Dublin. This quarter the Pointe at Polaris was partially leased by Anthem (35,000 sq. ft.). Interest remains strong at Hamilton Quarter and Bridge park which has already attracted notable large tenants including Big Lots (333,000 sq. ft.), Updax (28,000 sq. ft.), and Kappa Kappa Gamma (22,000 sq. ft.) respectively.

Demand at these developments also remains high as shown by Bridge Park which just broke ground on another 80,000 sq. ft. office building.

Other notable deals this quarter, all concentrated in the New Albany submarket, include Anthem (52,296 sq. ft., new lease), Sedgwick Claims (35,808 sq. ft., renewal), and Homeside Financial (26,613 sq. ft., new lease).

Notable suburban sales include 6805 Perimeter Dr purchased by DPC3 for \$6.5 million and 5550 New Albany Rd (EMH&T HQ) purchased by HM Investment Partners LLC for \$20 million.

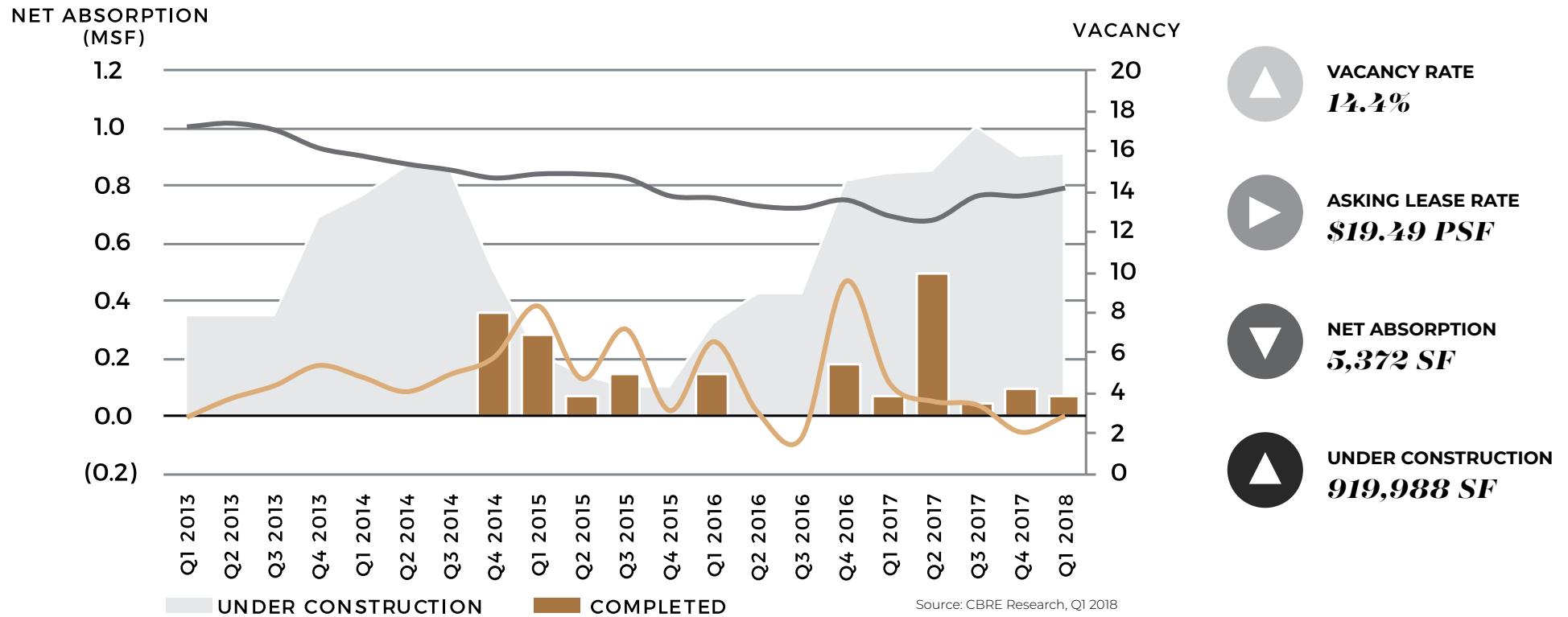
FIGURE 2: Q1 2018 LEASING ACTIVITY, 10,000 SQ. FT.+



Source: CBRE Research, Q1 2018



SUBURBAN MARKETS CONTINUE TO ATTRACT LARGE TENANTS BY TOUTING AMENITIES



- Construction completed at 8050 Walton Parkway (56,000 sq. ft.) which was fully leased by EASi.
- Construction broke ground on an 80,000 sq. ft. office building in the Bridge Park development.
- Anthem leased 35,000 sq. ft. at the Pointe at Polaris, a recently completed mixed use building in the Polaris Submarket.
- Coworking company, Spaces, leased 42,000 sq. ft. at 711 N High St, a project currently under construction in the Short North.

The Columbus office market had a steady start to the near year. Vacancy rates ticked up slightly to 14.4% while lease rates remained steady at \$19.49. The suburban markets remain very strong with over 100,000 sq. ft. of net absorption this quarter. Suburban net absorption was largely concentrated in the New Albany submarket which saw the delivery of 8050 Walton Parkway (56,000 sq. ft.) which was fully leased by EASi and Aetna leased over 50,000 sq. ft. at 6005 Nacot. The downtown market continues to see occupiers downsizing resulting in higher vacancies and negative net absorption an example of which was AT&T also vacating over 90,000 sq. ft.

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. operates within a global family of companies with many subsidiaries and/or related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates may represent various clients with competing interests in the same transaction. For example, this Memorandum may be received by our Affiliates, including CBRE Investors, Inc. or Trammell Crow Company. Those, or other, Affiliates may express an interest in the property described in this Memorandum (the "Property") may submit an offer to purchase the Property and may be the successful bidder for the Property. You hereby acknowledge that possibility and agree that neither CBRE, Inc. nor any involved Affiliate will have any obligation to disclose to you the involvement of any Affiliate in the sale or purchase of the Property. In all instances, however, CBRE, Inc. will act in the best interest of the client(s) it represents in the transaction described in this Memorandum and will not act in concert with or otherwise conduct its business in a way that benefits any Affiliate to the detriment of any other offeror or prospective offeror, but rather will conduct its business in a manner consistent with the law and any fiduciary duties owed to the client(s) it represents in the transaction described in this Memorandum.

CONFIDENTIALITY AGREEMENT

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations.

Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner or CBRE, Inc. nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.



366^{EAST} Broad



FOR MORE INFORMATION

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