

INDUSTRIAL INVESTMENT OPPORTUNITY

1717 KOPPERS ROAD, CONLEY, GA 30288



Presented by:

Michael Sutter, SIOR

Executive Vice President / Principal
404.442.2804
msutter@lee-associates.com

Greg Pieratt, SIOR

Principal
760.929.7837
gpieratt@lee-associates.com

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1 Executive Summary



Executive Summary

Executive Summary

Lee & Associates Commercial Real Estate Services - Atlanta, LLC (“Lee & Associates”) has been retained on an exclusive basis to sell 1717 Koppers Road (the “Property”), a single-tenant industrial building that is 100% occupied with a long-term lease in place.

Property Highlights

The Property is comprised on a 25,410 square foot industrial building built in 1982 and is situated on ±3.082 acres. the lessee is United Site Services of Georgia, LLC, a wholly owned subsidiary of United Site Services, Inc., which is the leader in portable toilet rentals, restroom trailer rentals, and temporary fencing. The company has 126 locations across the United States and has had an impressive 16 year operating history. The lease is structured as triple-net with Landlord maintaining only the structure, and foundation. Landlord is responsible for roof replacement. Tenant is responsible for roof repairs. See lease for details. Primary lease expires May 31, 2027 with 3% annual escalations and two (2) 5-year renewal options.

In 2017, United Site Services was acquired by Platinum Equity (www.platinumequity.com), a global investment firm with \$13 billion of assets under management.

Strategic Location

The subject property is strategically located in the South Atlanta submarket which is comprised of over 194,000,000 square feet with 9,000,000 square feet currently under construction. The property has immediate access to I-285 and I-675 and is less than 8 miles from Hartsfield-Jackson Atlanta International Airport. The configuration of the property offers long-term flexibility for owners and tenants.



Property Highlights

Property Address:	1717 Koppers Road Conley, GA 30288
Year Built:	1982
Center Gross Leasable Area (GLA):	25,410
Site Area (Acres):	±3.082
Clear Height:	18'
Loading:	3 (10' x 10') Dock High Doors 1 (10' x 14') Ramped Door
Current Occupancy:	100.00%
Net Operating Income:	\$92,400 * as of 1/1/2018
Tenants:	United Site Services
Zoning:	M, Light Industrial
Column Spacing:	40' x 30'
Electrical:	400 amp 277/280 volt
Parking:	11 auto spaces

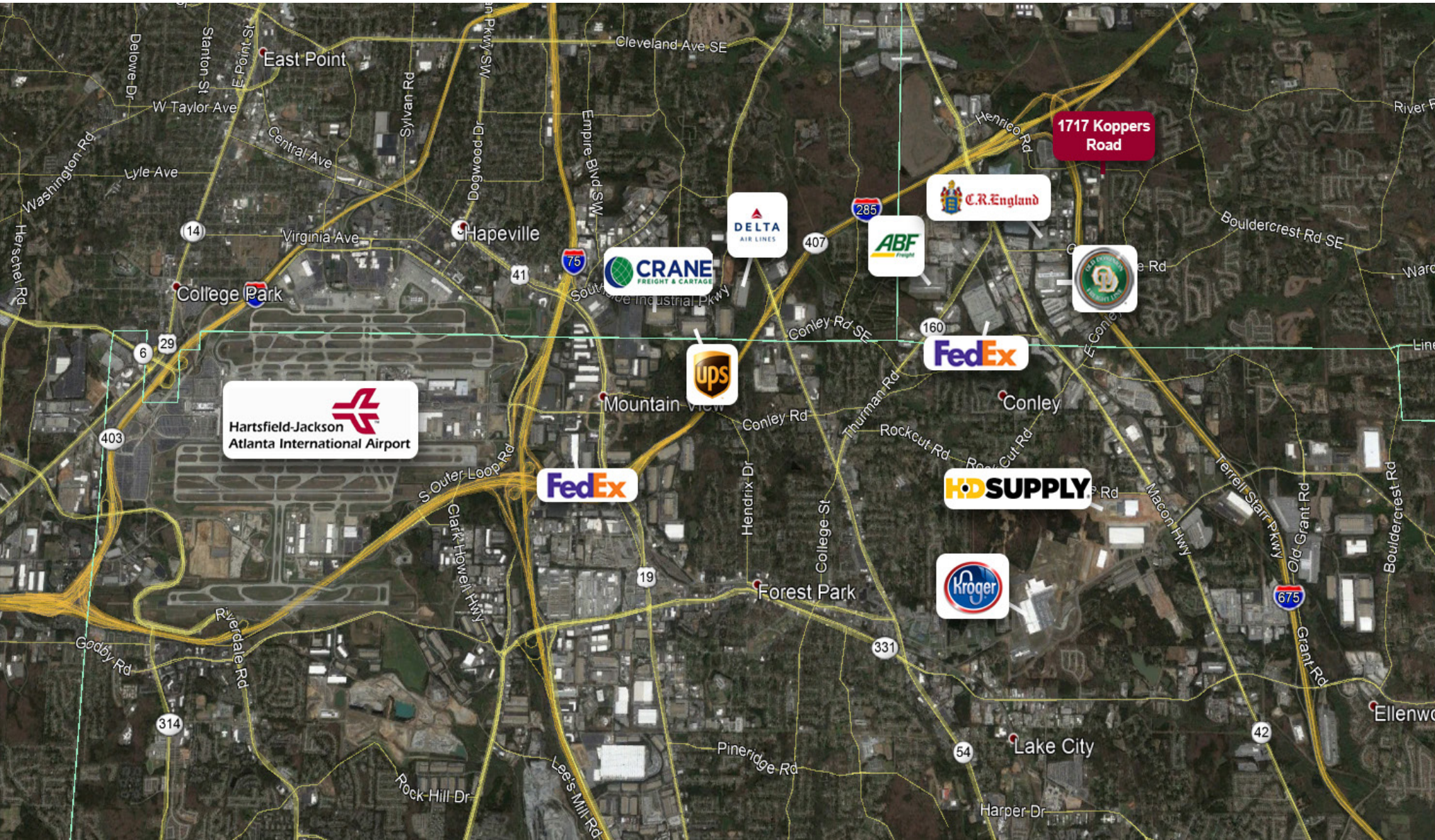
② Property Summary



Aerial



Aerial



Aerial



Tenant Summary

United Site Services is a rental and service company providing portable sanitation, temporary fence and other services in the United States. It is headquartered in Westborough, Massachusetts. The company's customer base includes the construction industry, private and commercial events, businesses, and local, state, and federal governments.

First known as United Liquids, United Site Services was started in 1999 by Scott Lemay and Terry McNabb, originally incorporated in Mansfield, Massachusetts. On October 5, 2000, United Liquids announced its name change to United Site Services. The corporation started growth with the acquisition of Handy House, Inc., a portable toilet rental company located in Foxboro, Massachusetts on January 10, 2000. In its first year of business, United Site Services acquired seven portable toilet companies throughout Massachusetts and Connecticut. By the end of 2009, United Site Services had acquired nearly 80 companies and expanded its rental and service product offerings beyond portable sanitation. Between 2000 and 2010, its service reach expanded from 4 states to 23.

United Site Services's rental equipment and site services consist of portable toilets, portable sinks, temporary fencing, steel storage containers (commonly known as a shipping container), mobile office containers, restroom trailers, shower trailers, temporary power installation, large power engine-generators, erosion control (SWPP), septic tank pumping, grease trap pumping, and street sweeping. Only portable toilets, portable sinks, restroom trailers, and temporary fences are available for rent at every location, while other rental products and services are available at select locations.

United Site Services, Inc.

- Founded: 1999
- Headquarters: Westborough, MA
- Industry: Rental
- Locations: 126 in 23 states
- Website: www.unitedsiteservices.com



Industries Served

Construction
 Events
 Fairs & Festivals
 Speedway Rentals
 Weddings
 Agriculture
 Seasonal Events
 Emergency
 Government
 Industrial

Major Events / Clients

Super Bowl / NFL
 Boston Marathon
 Marine Base Camp Penleton
 California Speedway (NASCAR / Indy Car)
 Daytona International Speedway
 Rose Bowl - Pasadena, CA
 Coachella Music Festival
 President Obama Inauguration

Products / Services

Portable Restroom
 Hand Hygiene
 Showers
 Holding Tanks
 Restroom Trailers
 Fences
 Temporary Power
 Septic Tank Pumping
 Grease Trap Services
 Portable Storage

Tenant Summary

Platinum Equity to Acquire United Site Services Press Release - July 24, 2017

LOS ANGELES (July 24, 2017) – Platinum Equity today announced it has signed a definitive agreement to acquire United Site Services (USS). Financial terms of the transaction were not disclosed.

United Site Services, based in Westborough, Mass., is a leading provider of portable restrooms, temporary fence and related site services. The company serves customers throughout the United States through a network of more than 80 locations and the largest fleet of portable sanitation equipment in the country.

“We look forward to partnering with the USS management team to drive continued growth and help maximize performance throughout the business,” said Platinum Equity Partner Louis Samson. “The company has proven to be a strong platform on which to build and it will benefit from the additional M&A and operational resources our team brings to bear.”

USS CEO Ron Carapezzi said USS and Platinum Equity are a great fit.

“This is exciting news for our company and our customers and we are thrilled about the prospect of partnering with Platinum Equity,” said Mr. Carapezzi. “They have the financial, M&A and operational tools we need to reach the next level.”

United Site Services has completed several acquisitions over the past 18 months. Mr. Carapezzi said the company is well positioned for continued growth and he expects M&A efforts will only accelerate under Platinum Equity’s ownership.

“We look forward to partnering with the USS management team to drive continued growth and help maximize performance throughout the business,” said Platinum Equity Partner Louis Samson.

“We will continue pursuing opportunities to acquire portable sanitation and related services companies in key markets while leveraging Platinum’s operational expertise to improve our customer value proposition, enhance our operating effectiveness and increase our profitability,” said Mr. Carapezzi.

About Platinum Equity

Founded in 1995 by Tom Gores, Platinum Equity (www.platinumequity.com) is a global investment firm with \$13 billion of assets under management and a portfolio of approximately 30 operating companies that serve customers around the world. The firm is currently investing from Platinum Equity Capital Partners IV, a \$6.5 billion global buyout fund. Platinum Equity specializes in mergers, acquisitions and operations – a trademarked strategy it calls M&A&O® – acquiring and operating companies in a broad range of business markets, including manufacturing, distribution, transportation and logistics, equipment rental, metals services, media and entertainment, technology, telecommunications and other industries. Over the past 22 years Platinum Equity has completed 200 acquisitions.

About United Site Services

United Site Services provides a positive personal experience in a temporary environment. As the nation’s leader in the industry, United Site Services has more than 80 locations coast to coast providing quality portable restroom rentals and temporary fence rentals. Delivering on customer service first, United Site Services has expansive national reach with local roots to the communities it serves. To learn more about United Site Services, visit www.unitedsiteservices.com.

Investor Relations and Media Contacts:

Mark Barnhill, Partner

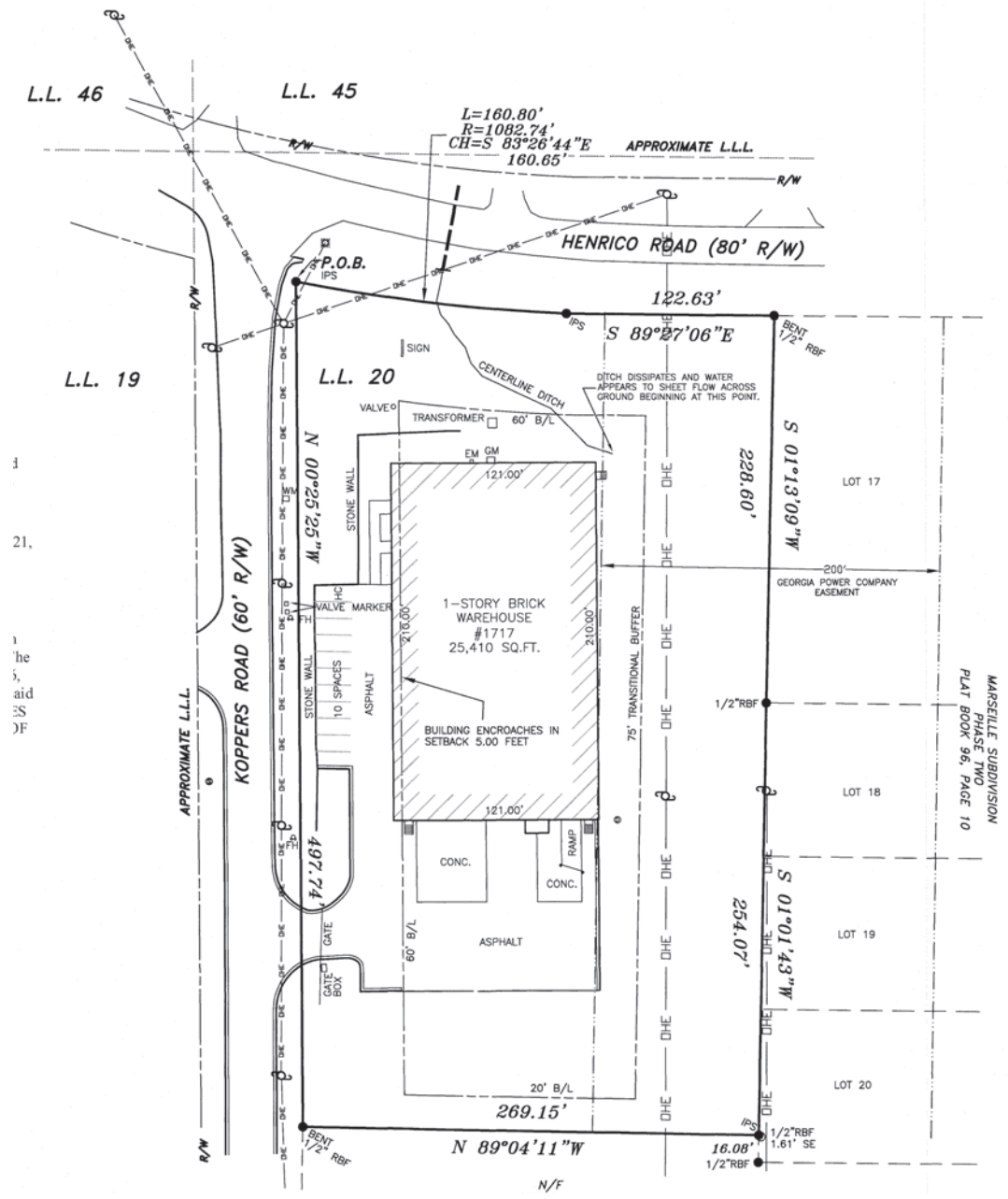
+1 310.228.9514

Dan Whelan

Senior Vice President

+1 310.282.9202

Site Plan



3 Financial Information



Cash Flow Projections

INVESTMENT HIGHLIGHTS:

Purchase Price:	\$1,540,000.00
Net Operating Income:	\$92,400.00
Cap Rate:	6.00%

PROPERTY OVERVIEW:

Address:	1717 Koppers Road Conley, GA 30288
Tenant:	United Site Services of Georgia, LLC
Building Size:	25,410 SF
Land Size:	±3.082 acres
Ownership:	Fee Simple
Year Built:	1982
Zoning:	M

TERMS, BASE RENT AND OPTIONS

Lease Commencement:	June 1, 2017
Lease Expiration:	May 31, 2027
Lease Term:	10 years
Lease Type:	NNN
Landlord Responsibilities:	Roof Replacement (Tenant Responsible for Roof Repair), Structure, Foundation

Date:	Jun. 2017 - Dec. 2017	Jan. 2018 - Dec. 2018	Jan. 2019 - Dec. 2019	Jan. 2020 - Dec. 2020	Jan. 2021 - Dec. 2021	Jan. 2022 - Dec. 2022	Jan. 2023 - Dec. 2023	Jan. 2024 - Dec. 2024	Jan. 2025 - Dec. 2025	Jan. 2026 - Dec. 2026	Jan. 2027 - May 2027
NOI:	\$10,200.00	\$92,400.00	\$95,172.00	\$98,027.16	\$100,967.97	\$103,997.01	\$107,116.92	\$110,330.43	\$113,640.35	\$117,049.56	\$120,561.04
Increase:		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Cap Rate:	N/A	6.00%	6.18%	6.37%	6.56%	6.75%	6.96%	7.16%	7.38%	7.60%	7.83%

4 Market Overview



Metro Analysis



Strong Absorption in check with Continued Construction

- Almost 10 million square feet of Gross Absorption in Q1 2018
- 3.4 million square feet Net Absorption in Q1 2018
- 10.7 million square feet Under Construction at the end of Q1 2018
- 5.3 million square feet New Construction Delivered Q1 2018

Historically Low Industrial Vacancy

- Metro Atlanta has a vacancy rate of 7.1% as Q1 2018
- Metro wide vacancy has been below 10% since Q2 2016

Continued Rental Growth

- Strong absorption, especially of newly delivered buildings, continues to drive rental rates upward
- Forecast increase in construction materials likely to lead to further rent growth
- Southeast U.S. continued growth, especially Atlanta, will push rates higher

Market Forecast

- Population growth
- Continued industrial speculative construction
- Rent growth
- Barriers to entry into infill locations will support higher rents



Metro Analysis



Five Atlanta Key Facts

- 1. Economic Engine:** Metro Atlanta is the economic engine for the Southeast, the leading market for population and economic growth. Atlanta MSA's local GDP stands at \$295 billion and is forecasted to double by 2040.
- 2. Transportation Hub:** Atlanta is one of nine US cities to be classified as global because of its worldwide transportation hub: Hartsfield-Jackson Atlanta International Airport, Port of Savannah and abundant rail service.
- 3. Headquarters Network:** Metro Atlanta ranks #3 in the nation for the most Fortune 500 company headquarters. Nine Fortune 1000 businesses are also headquartered here.
- 4. Low Costs:** According to KPMG, Metro Atlanta has the lowest relative cost of doing business among the nation's 10 largest metro areas. Site Selection Magazine has ranked Georgia as the "No. 1 state for business" four years in a row.
- 5. Education Center:** With 70+ colleges and universities, Metro Atlanta fuels businesses with talent and innovation. Atlanta ranks #7 for degrees conferred annually.

Demographic Snapshot

	Atlanta MSA	City of Atlanta
Population	5,710,795	463,878
Labor Force	2,836,322	233,306
Median HH Income	\$60,219	\$50,210

Atlanta's Fortune 500 Companies

Company	Revenue	Rank
The Home Depot	\$88.5 B	28
United Parcel Service	\$58.4 B	48
The Coca-Cola Company	\$44.3 B	62
Delta Air Lines, Inc.	\$40.7 B	68
The Southern Company	\$17.5 B	162
Genuine Parts Company	\$15.3 B	183
First Data Corporation	\$11.5 B	249
HD Supply Holdings, Inc.	\$8.8 B	320
VERITIV	\$8.7 B	323
SunTrust Banks, Inc.	\$8.5 B	329
AGCO Corporation	\$7.5 B	360
Asbury Automotive Group	\$6.6 B	393
Coca-Cola EuroPartners	\$6.5 B	397
NCR Corporation	\$6.4 B	409
PULTEGROUP, Inc.	\$6.0 B	433
Newell Brands	\$5.9 B	434

Atlanta's Top 4 Largest Private Employers

Company	# of Employees
Delta Air Lines, Inc.	30,813
Emory University	24,535
AT&T Inc.	15,252
United Parcel Service Inc.	14,500

Metro Analysis



A Global Gateway

Hartsfield-Jackson Atlanta International Airport (ATL) is the busiest and most efficient airport in the world, offering nonstop service to more than 150 domestic destinations and 70 international destinations. More than 80% of U.S. consumers can be reached from Atlanta in two flight hours or two truckload delivery days. Hartsfield-Jackson holds the distinction of being the first airport in the world to serve more than one hundred million passengers annually. The Airport boasts a \$34.8 billion direct economic impact to the city, with a total impact of \$70.9 billion at the state level.

*"Hartsfield -Jackson is
a key part of what makes
Atlanta the leading city in the
Southeast."*

*-Atlanta Mayor
Keisha Lance-Bottoms*



Recent Awards

- World's Busiest Passenger Airport
- Top U.S. Airport for Transit Access
- Global Efficiency Excellence Award (13 consecutive years)
- Inclusion Champion Award
- World Cargo Award
- General Airport Revenue Bonds

Hartsfield-Jackson Atlanta International at a Glance

- #1 U.S. Airport by TripAdvisor
- Economic engine of Atlanta, making a regional impact of nearly \$35 billion
- Employs 63,000+ airline, ground transportation, concessionaire, security, federal government, City of Atlanta and airport tenant employees
- 2,500+ average daily flights
- 275,000+ passengers a day
- Nonstop service to 70 international destinations in 45+ countries
- Located in the southeastern region of the United States, more than 80% of U.S. consumers can be reached from Atlanta in two flight hours or two truckload delivery days
- Global headquarters for Delta Air Lines, Inc.
- Distance from Downtown Atlanta: 10 Miles
- The Metropolitan Atlanta Rapid Transit Authority (MARTA) connects to the airport
- New developments near the airport: Porsche's new North American headquarters and on-site test track

Metro Analysis



Port of Savannah: Location and Infrastructure

The Port of Savannah, located 250 miles from Metro Atlanta, is the nation's fastest-growing and fourth-largest container port. The Port of Savannah offers the complete logistics package and a location that is 100 miles closer to Atlanta than any other port. The Metro Atlanta area of more than 5 million residents establishes an important retail market and Atlanta remains an important logistics center for reaching the Southeast and beyond, bringing exports to the coast.

Rail Access

Additionally, the Port of Savannah is served by two Class I railroads: Norfolk Southern and CSX Transportation with the fastest westward times in the South Atlantic region. There are more than 5,000 railroad miles in Georgia, the largest intermodal hub in the region.

Metro Atlanta Region

(TEU: Twenty foot Equivalent Unit: the unit of capacity that can be loaded onto ships)

Total Import

TEUs	113,009.8
Short Tons	960,4664.2

Total Export

TEUs	113,752.5
Short Tons	1,454,372.1

Total Import + Export

TEUs	226,762.3
Short Tons	2,415,016.3

Since the Port of Savannah is the fastest growing and largest single-terminal container facility of its kind in North America, Atlanta is regionally well positioned to receive the economic benefits of companies who seek to both national and worldwide companies.

Economic Impact on the Atlanta Region's Employment

167,394

Metro Analysis



Highway Connectivity

Six interstate highways—I-20, I-75, I-85, I-285, I-575, and I-675—not only enable Atlanta residents to get to and from where they need to go, but connect the state to the rest of the nation. These highways have helped fuel urban expansion, first around the northern I-285 perimeter and I-75 and I-85 north of the city. Growth has since then moved toward the southern part of the perimeter, following I-20 both east and west, as well as I-75 and I-85 south. This expansion in turn stimulated growth in traffic volume that prompted the interstate highway expansion and rebuilding projects that continue to this day to make Atlanta as accessible as possible to residents, commuters and visitors.

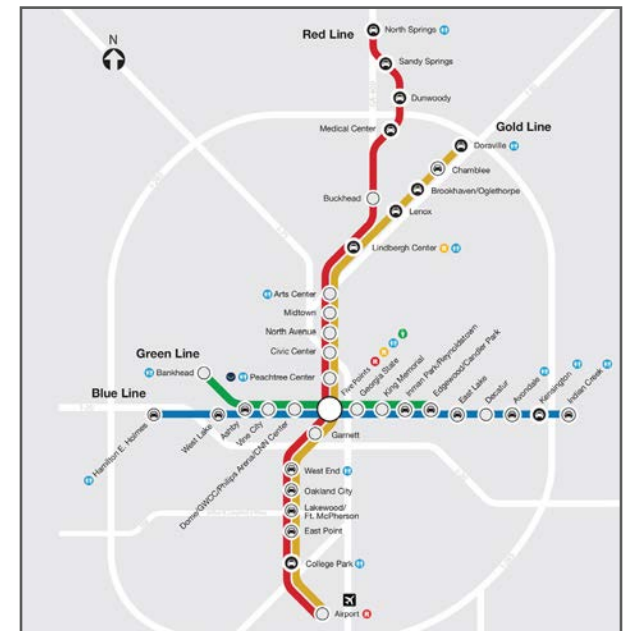
Current Happenings

At the heart of much of Metro Atlanta's growth comes congestion, but Georgia state transportation officials have broken ground on the \$800M project at I-285 and Georgia 400. This project is designed to help reduce traffic congestion with new flyover ramps and new collector-distributor lanes. The project will improve 4.3 miles I-285 and 6.2 miles along GA 400.



Rapid Transit

The Metropolitan Atlanta Rapid Transit Authority (MARTA) has 38 rail stations and over 91 bus routes to serve Metro Atlanta. Residents and visitors can use MARTA commuting to work, parking, going to events and transporting to and from the airport. MARTA is part of a regional transit system for the entire mid-north Georgia region.



Metro Analysis



Metro Atlanta's higher education is a vital component to the economic success of the region

Higher Education Snapshot

- More than 275,000 students are enrolled in 70 higher education institutions in the Metro Atlanta region
- Common fields of study: business, economics, computer science, communications, engineering, mathematics and physics
- #7 for degrees conferred annually
- Metro Atlanta has become a national leader for innovation with its engineering emphasis coupled with its distinction as the fourth fastest-growing metro for technology degrees awarded
- Largest public universities in the Metro Atlanta region are Georgia State University, Kennesaw State University and the Georgia Institute of Technology
- Largest private universities in the Metro Atlanta region are Emory University and Mercer University

Industry Focus Areas

- Bioscience & Healthcare IT
- Innovation & Entrepreneurship
- Clean Tech
- Global Commerce
- Sports
- Supply Chain & Advanced Manufacturing
- Technology
- Workforce Development
- Mobility

Georgia the #1 State for Business

Site Selection named Georgia the #1 state for business for the fourth consecutive year. With a low cost of living, an education engine bringing innovation and talent to the city, and a business friendly environment, Atlanta flourishes as a region of opportunity and a competitive destination for companies to locate their businesses.

Lee & Associates - Atlanta
3500 Lenox Road, Suite 200
Atlanta, GA 30326

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For More Information Contact:

Michael Sutter, SIOR

Executive Vice President / Principal
Lee & Associates - Atlanta
404.442.2804
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COMMERCIAL REAL ESTATE SERVICES