

# TBI 1807 TRIBUTE ROAD LP

Private Placement Memorandum

Revised November 8, 2022



**Potter-Taylor & Co.**

Taylor Building Investors, An Arizona Corporation



# TBI 1807 Tribute Road LP

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# SECTION 1: Synopsis of Operations

## INTRODUCTION TO THE PROJECT AND OPPORTUNITY

The subject property (1807 Tribute Road) is an 10,527-square foot multi-tenant industrial-flex property located in Sacramento, California. More specifically, the property is strategically located on Tribute Road between Highway 160 and Exposition Boulevard, within the Point West community of Sacramento. 1807 Tribute Road is part of a 3-building industrial park consisting of 1803, 1805, and 1807 Tribute Road. The property is currently 90.60 percent occupied by 2-tenants on triple-net leases (no landlord expense responsibility). There is currently one vacant 1,000-square foot suite offering upside upon lease up. Fully remodeled in 2013, the property is well-maintained with immediate access to Business 80 and Highway 160. Located at the Highway 160 and Business 80 eastbound on-ramp, the property is ideally located for transportation to the greater Sacramento area. Highway 160 connects Business 80 into the heart of Downtown Sacramento at 16th Street. Business 80, otherwise known as "Capitol City Freeway," is the business loop of Interstate 80 running through Sacramento. Multiple logistical and warehouse tenants have chosen this area due to its central location within Sacramento (see the included aerial photo).

The Tribute Road properties are located within a five-minute drive of Downtown Sacramento. The city is not only California's state capital, it is also a growing metropolitan region with the eighth largest world economy. It is the largest

city in a six-county region, serving a population close to 500,000 in the city and nearly 2.5 million people in the region. Sacramento continues to be a choice for the growing population of people seeking an affordable live-work-play lifestyle giving its proximity to the Bay Area, Napa Valley, and Lake Tahoe.

1807 Tribute Road is 90.60% occupied by two tenants on triple-net leases. Sac Dance Lab is the largest of the two tenants, occupying 64.9% or 7,720-square feet. Sac Dance Lab signed a 5-year triple-net lease in 2020 including 3% annual rental increase. Sac Dance Lab has expanded their square footage twice since moving and extended their lease term to 2028. Sac Dance Lab is Sacramento's leader in commercial dance training from beginner to advanced levels. With a focus on industry styles and professional dance advocacy, Sac Dance Lab is a unique, boundless place to train for aspiring and professional dancers, while welcoming non-professional enthusiasts. Classes are taught by dance industry leaders including NFL, NBA, and commercial choreographers from around the nation. The remaining occupied space (26.7% or 3,181-square feet) is leased to MedSpeed. MedSpeed signed a 5-year triple-net lease in January of 2022 that includes 4% annual rental increases starting in April of 2024. The lease includes one 3-year option to renew at FMV, but not less than the last rental rate. MedSpeed is a healthcare delivery/courier service with locations across the nation. MedSpeed operates in Sacramento to service the Kaiser medical facilities in the greater Sacramento Area.

As can be seen in the supporting documents, the project is projected to produce an approximate 4.90% cash on cash return the first full year growing to 11.46% in later years. The cash-on-cash return would be higher the first year except for the vacancy which is assumed to be lease up in the first 12 months. In addition, the project is projected to produce a 10.94% internal rate of return based upon a conservative cap rate on the sale. The cap rate is based upon the blend of the loan constant and the preferred return as found at the top of the cash flow sheet again in the supporting document. Depreciation flows to the investors but must be recaptured at the time of sale.

## THE TENANTS



It all started in 1999, when MedSpeed's founder, Jake Crampton, sought to disrupt the transactional medical courier marketplace with an innovative, smarter solution. From a business plan developed in graduate school, to a national operation with more than 100 launch points in 28 states, MedSpeed is a unique and exciting organization.

Called intra-company logistics, MedSpeed's solution helps healthcare organizations physically integrate through the enterprise-wide movement of patient- and business-critical items. MedSpeed's customers transform their transportation

networks from cost centers into strategic assets that can be leveraged for long-term meaningful cost savings and efficiencies. Even though MedSpeed has grown to serve some of the largest and most complex healthcare organizations in the country, we have kept the small business, entrepreneurial feel and remain committed to the same culture that was established on day one. Our mission, vision, purpose and culture demonstrate how MedSpeeders view at the world and the expectations we have for our team and interactions with our clients.

<https://www.medspeed.com>



**Sac Dance Lab** is Sacramento's leader in commercial dance training including styles like hip hop, heels, jazz, contemporary and jazz funk dance classes from beginner to advanced levels. With a focus on industry styles and professional dance advocacy, Sac Dance Lab is a unique, boundless place to train for aspiring and professional dancers, while welcoming non-professional enthusiasts. Our classes are taught by dance industry leaders including NFL, NBA and commercial choreographers from around the nation.

Sac Dance Lab enforces a positive, judgement-free environment for dancers of all levels to grow and realize their potential. It's our goal for recreational, aspiring and current professional

dancers to feel comfortable and supported while in our space. **Diversity is our strength!**

<https://www.sacdancelab.com>

## THE MARKET

**Sacramento** is the capital city of the U.S. state of California and the seat and largest city of Sacramento County. Located at the confluence of the Sacramento and American River in Northern California's Sacramento Valley, Sacramento's 2020 population of 524,943 makes it the sixth-largest city in California and the ninth-largest capital in the United States. Sacramento is the seat of the California Legislature and the Governor of California, making it the state's political center and a hub for lobbying and think tanks.

Sacramento is also the cultural and economic core of the Greater Sacramento area, which at the 2020 census had a population of 2,680,831, the fourth-largest metropolitan area in California.

Before the arrival of the Spanish, the area was inhabited by the historic Nisenan, Maidu, and other indigenous peoples of California. Spanish cavalryman Gabriel Moraga surveyed and named the *Río del Santísimo Sacramento* (Sacramento River) in 1808, after the Blessed Sacrament. In 1839, Juan Bautista Alvarado, Mexican governor of Alta California, granted the responsibility of colonizing the Sacramento Valley to Swiss-born Mexican citizen John Augustus Sutter, who subsequently established Sutter's Fort and the settlement at the *Rancho Nueva Helvetia*. Following the American Conquest of California and the 1848 Treaty of Guadalupe-Hidalgo, the waterfront developed by Sutter began to be developed, and incorporated in 1850 as the City of Sacramento.

Sacramento is the fastest-growing major city in California, owing to its status as a notable political center on the West Coast and as a major educational hub, home of California State University, Sacramento and University of California, Davis. Similarly, Sacramento is a major center for the California healthcare industry, as the seat of Sutter Health, the world-renowned UC Davis Medical Center, and the UC Davis School of Medicine. It is a tourist destination, featuring the California Museum, Crocker Art Museum, California State Railroad, Museum, California Hall of Fame, and Old Sacramento State Historic Park. Sacramento International Airport, located northwest of the city, is the city's major airport.

Sacramento is known for its evolving contemporary culture and is dubbed the most "hipster city" in California. In 2002, the Harvard University Civil Rights Project conducted for *Time* magazine ranked Sacramento as "America's Most Diverse City"

# THE MANAGEMENT TEAM

The Company is currently managed by a seasoned business and sector professional dedicated to the success of the Company and efficient execution of its planned operations. Taylor Building Managers LLC is the General Partner of the Company, Tim Taylor as manager:



**Timothy Taylor, President, Potter-Taylor & Co. An California Corporation and Taylor Building Investors, An Arizona Corporation.**

Timothy J. Taylor is President of Taylor Building Investors, an Arizona Corporation and Potter-Taylor & Co, a California Corporation. Taylor Building Investors – Arizona is a new entity that has been formed to enhance Potter-Taylor & Co. and shall focus on finding quality investments for our investors. Tim has been involved in retail real estate since 1978. Upon graduation from the University of California, Berkeley, Tim joined the Sacramento office of Grubb & Ellis as a retail sales and leasing specialist from 1981 through 1986. Tim returned to Potter-Taylor & Co. in 1986, and since that time has served as a Broker, Managing Partner, and has been President since 2005.

Over the years, Tim and has provided site selection, due diligence, entitlement processing, investment analysis, project management, and construction management. He has successfully built more than 23 projects totaling 1,415,050 square feet. Tim oversaw all aspects of construction management (over \$150 million worth of construction contracts), financial modeling (including: Conceptual Estimate, Design Development Estimate, and Construction Estimates) and financing for all projects. Tim has been involved in the development and leasing of shopping centers, office buildings, warehouses, industrial complexes, self-storage, farming operations, and agricultural development for nearly 40 years.

As President of Potter-Taylor & Co – California and Taylor Building Investors - Arizona, Tim oversees Property Management, Brokerage, Acquisitions, and Development of those project that it owns and develops for the limited partnerships that Potter-Taylor & Co and Taylor Building Investors assembles. The entities shall build upon a foundation of strong asset preservation and investment management ensuring that each project is a quality addition to its portfolio and the community that it serves. Potter-Taylor & Co. having been active in Sacramento Region real estate since 1958 will serve the California market while Taylor Building Investors – Arizona will serve the Arizona market.

Tim has been a member of International Council of Shopping Centers (ICSC), the Association of Commercial Real Estate (ACRE), and the Self Storage Association (SSA). Tim has been active in many organizations such as Sacramento 20/30 Club, Fairy Tale Town, Rotary Club of Sacramento, Family Services Agency, Jewish Community Foundation of the West.



# SECTION 2: Private Placement Memorandum

**\$1,150,000**

## **Class A Limited Partnership Units as of October 5, 2022**

**THIS OFFERING IS NOT UNDERWRITTEN. THE OFFERING PRICE HAS BEEN ARBITRARILY SET BY THE MANAGEMENT OF THE COMPANY. THERE CAN BE NO ASSURANCE THAT ANY OF THE SECURITIES WILL BE SOLD.** TBI 1807 Tribute Road LP (the "Company"), a Arizona Company, is offering a maximum of 23 Limited Partnership Units for \$50,000 per unit. The Offering price per unit has been arbitrarily determined by the Company. **See Risk Factors: Offering Price.**

These are speculative securities, which involve a high degree of risk. Only those investors who can bear the loss of their entire investment should invest in these units.

The securities offered hereby have not been registered under the Securities Act of 1933, as amended (the "Act"), the securities laws of the state of Arizona, or under the securities laws of any other state or jurisdiction in reliance upon the exemptions from registration provided by the Act and Regulation D Rule 506(c) promulgated thereunder, and the comparable exemptions from registration provided by other applicable securities laws.

The Company reserves the right to waive the one half (.5) Unit minimum subscription for any investor. The Offering is not underwritten. The Units are offered on a "best efforts" basis by the Company through its officers and directors. The Offering is being executed as a "maximum or none" type offering with the requirement that all 23 Units being sold must be fully subscribed prior to the Company utilizing funds. If the Company does not sell 23 Units by the end of the Offering term, then Subscription Funds will be returned to investors in full without interest. All proceeds from the sale of Units up to \$2,650,000 will be deposited in an escrow account. Upon the sale of \$2,650,000 of Units, all proceeds will be delivered directly to the Company's corporate account and be available for use by the Company at its discretion.

The Offering will terminate on the earliest of: (a) the date the Company, in its discretion, elects to terminate, or (b) the date upon which all Units have been sold, or (December 31, 2022, or such date as may be extended from time to time by the Company, but not later than 180 days thereafter (the "Offering Period").

### **Securities may be purchased by the affiliates of the issuer or other parties with a financial interest in the offering.**

Securities may be purchased by the affiliates of the issuer, or by other persons who will receive fees or other compensation or gain dependent upon the success of this offering. Such purchases may be made at any time, and will be counted in determining whether the required minimum level of purchases has been met for the closing of the offering. Investors therefore should not expect that the sale of sufficient securities to reach the specified minimum, or in excess of that minimum, indicates that such sales have been made to investors who have no financial or other interest in the offering, or who otherwise are exercising independent investment discretion.

The sale of the specified minimum, while necessary to the business operations of the issuer, is not designed as a protection to investors, to indicate that their investment decision is shared by other unaffiliated investors. Because there may be substantial purchases by affiliates of the issuer, or other persons who will receive fees or other compensation or gain dependent upon the success of the offering, no individual investor should place any his own investment decision as to the merits of this offering.

**THIS OFFERING IS NOT UNDERWRITTEN. THE OFFERING PRICE HAS BEEN ARBITRARILY SET BY THE MANAGEMENT OF THIS COMPANY. THERE CAN BE NO ASSURANCE THAT ANY OF THE SECURITIES WILL BE SOLD.**

**THE SECURITIES HAVE NOT BEEN APPROVED OR DISAPPROVED BY THE SECURITIES AND EXCHANGE COMMISSION OR ANY STATE SECURITIES AGENCY, NOR HAS ANY SUCH REGULATORY BODY REVIEWED THIS PRIVATE OFFERING MEMORANDUM FOR ACCURACY OR COMPLETENESS. BECAUSE THESE SECURITIES HAVE NOT BEEN SO REGISTERED, THERE MAY BE RESTRICTIONS ON THEIR TRANSFERABILITY OR RESALE BY AN INVESTOR.**

**EACH PROSPECTIVE INVESTOR SHOULD PROCEED ON THE ASSUMPTION THAT HE MUST BEAR THE ECONOMIC RISKS OF THE INVESTMENT FOR AN INDEFINITE PERIOD, SINCE THE SECURITIES MAY NOT BE SOLD UNLESS, AMONG OTHER THINGS, THEY ARE SUBSEQUENTLY REGISTERED UNDER THE APPLICABLE SECURITIES ACTS OR AN EXEMPTION FROM SUCH REGISTRATION IS AVAILABLE.**

**THERE IS NO TRADING MARKET FOR THE COMPANY'S LIMITED PARTNERSHIP UNITS AND THERE CAN BE NO ASSURANCE THAT ANY MARKET WILL DEVELOP IN THE FUTURE OR THAT THE UNITS WILL BE ACCEPTED FOR INCLUSION ON NASDAQ OR ANY OTHER TRADING EXCHANGE AT ANY TIME IN THE FUTURE.**

**THE COMPANY IS NOT OBLIGATED TO REGISTER FOR SALE UNDER EITHER FEDERAL OR STATE SECURITIES LAWS THE UNITS PURCHASED PURSUANT HERETO, AND THE ISSUANCE OF THE UNITS IS BEING UNDERTAKEN PURSUANT TO RULE 506(c) OF REGULATION D UNDER THE SECURITIES ACT.**

**ACCORDINGLY, THE SALE, TRANSFER, OR OTHER DISPOSITION OF ANY OF THE UNITS, WHICH ARE PURCHASED PURSUANT HERETO, MAY BE RESTRICTED BY APPLICABLE FEDERAL OR STATE SECURITIES LAWS (DEPENDING ON THE RESIDENCY OF THE INVESTOR) AND BY THE PROVISIONS OF THE SUBSCRIPTION AGREEMENT REFERRED TO HEREIN. THE OFFERING PRICE OF THE SECURITIES HAS BEEN ARBITRARILY ESTABLISHED BY THE COMPANY AND DOES NOT NECESSARILY BEAR ANY SPECIFIC RELATION TO THE ASSETS, BOOK VALUE OR POTENTIAL EARNINGS OF THE COMPANY OR ANY OTHER RECOGNIZED CRITERIA OF VALUE.**

No person is authorized to give any information or make any representation not contained in the Memorandum and any information or representation not contained herein must not be relied upon. Nothing in this Memorandum should be construed as legal or tax advice.

The primary managers of the Company have provided all of the information stated herein. The Company makes no express or implied representation or warranty as to the completeness of this information or, in the case of projections, estimates, future plans, or forward looking assumptions or statements, as to their attainability or the accuracy and completeness of the assumptions from which they are derived, and it is expected that each prospective investor will pursue his, her, or its own independent investigation. It must be recognized that estimates of the Company's performance are necessarily subject to a high degree of uncertainty and may vary materially from actual results.

Other than the Company's Management, no one has been authorized to give any information or to make any representation with respect to the Company or the Units that is not contained in this Memorandum. Prospective investors should not rely on any information not contained in this Memorandum.

This Memorandum does not constitute an offer to sell or a solicitation of an offer to buy to anyone in any jurisdiction in which such offer or solicitation would be unlawful or is not authorized or in which the person making such offer or solicitation is not qualified to do so. This offering is only available to suitable "accredited" investors as defined by Rule 501 of Regulation D and all subscriptions for purchase of securities will be subject to verification by the Company of the investors status as an accredited investor.

This Memorandum does not constitute an offer if the prospective investor is not qualified under applicable securities

laws.

This offering is made subject to withdrawal, cancellation, or modification by the Company without notice and solely at the Company's discretion. The Company reserves the right to reject any subscription or to allot to any prospective investor less than the number of units subscribed for by such prospective investor.

This Memorandum has been prepared solely for the information of the person to whom it has been delivered by or on behalf of the Company. Distribution of this Memorandum to any person other than the prospective investor to whom this Memorandum is delivered by the Company and those persons retained to advise them with respect thereto is unauthorized. Any reproduction of this Memorandum, in whole or in part, or the divulgence of any of the contents without the prior written consent of the Company is strictly prohibited. Each prospective investor, by accepting delivery of this Memorandum, agrees to return it and all other documents received by them to the Company if the prospective investor's subscription is not accepted or if the Offering is terminated.

By acceptance of this Memorandum, prospective investors recognize and accept the need to conduct their own thorough investigation and due diligence before considering a purchase of the Units. The contents of this Memorandum should not be considered to be investment, tax, or legal advice and each prospective investor should consult with their own counsel and advisors as to all matters concerning an investment in this Offering.

## **OFFERING SUMMARY**

The following material is intended to summarize information contained elsewhere in this Private Offering Memorandum (the "Memorandum"). This summary is qualified in its entirety by express reference to this Memorandum and the materials referred to and contained herein. Each prospective subscriber should carefully review the entire Memorandum and all materials referred to herein and conduct his or her own due diligence before subscribing for Limited Partnership Units.

### **THE COMPANY**

TBI 1807 Tribute Road LP, is in formation with the purpose of acquiring and holding the project, an existing industrial building in Sacramento, California. The Company's legal structure will be formed as a limited partnership (LP) under the laws of the State of Arizona.

Its principal offices are presently located at 21711 N 39<sup>th</sup> Place, Phoenix, AZ, 85050. The Company's telephone number is (916) 871-6039.

### **GENERAL PARTNER**

Taylor Building Managers LLC is a Arizona limited liability company owned and operated by Timothy J. Taylor.

### **BUSINESS PLAN**

Portions of the TBI 1807 Tribute Road LP business plan were prepared by the Company using certain assumptions including several forward-looking statements. Each prospective investor should carefully review this Memorandum and all related Exhibits before purchasing Units. Management makes no representations as to the accuracy or achievability of the underlying assumptions and projected results contained herein.

### **THE OFFERING**

The Company is offering a maximum of 23 Class A Limited Partnership Units at a price of \$50,000 per Unit. Upon completion of the Offering 23 Class A Limited Partnership Units will be issued.

The Class A Limited Partnership Units sold through this offering shall participate in distributions as follows, and subject to the terms of the Limited Partnership Agreement attached to this Memorandum as Exhibit B:

- 100% of the cash flow distributed will first go to the Class A Limited Partners until their accrued Discretionary and Obligatory Preferred Returns have been paid; any excess distribution will be paid to the Partners in accordance with their Percentage Interests.

- Any cash distributed from a capital event (i.e. refinance or sale) net of closing cost (commission, fees, title, etc.) shall be utilized to pay off any existing debt; then a distribution to the Class A Limited Partners to pay any accrued Preferred Return and provide for a return of Capital Contributions. Any excess distribution will then be paid to all of the Partners in accordance with their Percentage Interests.

See “Limited Partnership Agreement” for specific rights and terms related to this Units.

Each purchaser must execute a Subscription Agreement making certain representations and warranties to the Company, including such purchaser’s qualifications as an Accredited Investor as defined by the Securities and Exchange Commission in Rule 501(a) of Regulation D promulgated. See “REQUIREMENTS FOR PURCHASERS” section.

## **USE OF PROCEEDS**

Proceeds from the sale of Units will be used for real estate purchase. See “USE OF PROCEEDS” section.

## **ESCROW OF SUBSCRIPTION FUNDS**

The Offering is being executed as a “maximum or none” type offering with the requirement that all 23 Units being sold must fully subscribed prior to the Company utilizing funds. If the Company does not sell 23 Units by the end of the Offering term, then Subscription Funds will be immediately returned to investors in full and without interest. All proceeds from the sale of Units up to \$2,650,000 will be deposited in an escrow account. Upon the sale of \$2,650,000 of Units, all proceeds will be delivered directly to the Company’s corporate account and be available for use by the Company at its discretion.

## **REGISTRAR**

The Company will serve as its own registrar and transfer agent with respect to its Limited Partnership Units.

## **LIMITED PARTNERSHIP UNITS**

Upon the sale of the maximum number of Units from this Offering, the number of issued Partnership Units of the Company will be held as follows:

General Partner	0.1%
Class A Limited Partners	75.0%
Class B Limited Partners	24.9%

## **SUBSCRIPTION PERIOD**

The Offering will terminate on the earliest of: (a) the date the Company, in its discretion, elects to terminate, or (b) the date upon which all Units have been sold, or (c) November 15, 2018, or such date as may be extended from time to time by the Company, but not later than 180 days thereafter (the “Offering Period”).

## **CERTAIN NOTICES**

### **FOR RESIDENTS OF ALL STATES:**

**THE SECURITIES OFFERED HEREBY HAVE NOT BEEN REGISTERED UNDER THE SECURITIES ACT OF 1933, AS AMENDED (“SECURITIES ACT”), OR THE SECURITIES LAWS OF CERTAIN STATES ARE BEING OFFERED AND SOLD IN RELIANCE ON EXEMPTIONS OF SAID ACT AND SUCH LAWS. THE SECURITIES HAVE NOT BEEN APPROVED OR DISAPPROVED BY THE SECURITIES AND EXCHANGE COMMISSION OR OTHER REGULATORY AUTHORITY, NOR HAVE ANY OF THE FOREGOING AUTHORITIES PASSED UPON OR ENDORSED THE MERITS OF THIS OFFERING OR THE ACCURACY OR ADEQUACY OF THIS PRIVATE PLACEMENT MEMORANDUM. ANY REPRESENTATION TO THE CONTRARY IS UNLAWFUL.**

**THIS OFFERING IS SUBJECT TO RESTRICTIONS ON TRANSFERABILITY AND RESALE AND MAY NOT BE TRANSFERRED OR RESOLD EXCEPT AS PERMITTED UNDER THE SECURITIES ACT, AND THE APPLICABLE**

STATE SECURITIES LAWS, PURSUANT TO REGISTRATION OR EXEMPTION THEREFROM. INVESTORS SHOULD BE AWARE THAT THEY MIGHT BE REQUIRED TO BEAR THE FINANCIAL RISKS OF THIS INVESTMENT FOR AN INDEFINITE PERIOD OF TIME. AN INVESTOR MUST REPRESENT THAT THE SECURITIES ARE BEING ACQUIRED FOR INVESTMENT PURPOSES ONLY, AND NOT WITH A VIEW TO OR PRESENT INTENTION OF DISTRIBUTION.

THIS PRIVATE PLACEMENT MEMORANDUM DOES NOT CONSTITUTE AN OFFER OR SOLICITATION IN ANY STATE OR OTHER JURISDICTION IN WHICH SUCH AN OFFER OR SOLICITATION IS NOT AUTHORIZED OR IN WHICH THE PERSON MAKING SUCH OFFER OR SOLICITATION IS NOT QUALIFIED TO DO SO. IN ADDITION, THIS CONFIDENTIAL PRIVATE PLACEMENT MEMORANDUM CONSTITUTES AN OFFER ONLY TO THE OFFEREE NAMED.

EXCEPT AS OTHERWISE INDICATED, THIS MEMORANDUM SPEAKS AS OF THE DATE OF THE MEMORANDUM AND NEITHER THE DELIVERY HEREOF NOR ANY SALE MADE HEREUNDER SHALL, UNDER ANY CIRCUMSTANCES, CREATE ANY IMPLICATION THAT THERE HAS BEEN NO CHANGE IN THE CONDITION OF THE COMPANY SINCE THE DATE HEREOF.

NO PERSON HAS BEEN AUTHORIZED TO MAKE REPRESENTATIONS OR PROVIDE ANY INFORMATION OTHER THAN THAT CONTAINED IN THIS PRIVATE PLACEMENT MEMORANDUM AND ACTUAL DOCUMENTS (SUMMARIZED HEREIN), WHICH ARE FURNISHED UPON REQUEST TO AN OFFEREE, OR HIS REPRESENTATIVE MAY BE RELIED UPON IN CONNECTION WITH THIS OFFERING. PROSPECTIVE PURCHASERS OF THE SECURITIES ARE NOT TO CONSTRUE THE CONTENTS OF THIS PRIVATE PLACEMENT MEMORANDUM AS LEGAL OR TAX ADVICE. EACH PROSPECTIVE PURCHASER SHOULD CONSULT HIS OWN PROFESSIONAL ADVISORS AS TO LEGAL, TAX, AND RELATED MATTERS CONCERNING HIS INVESTMENT.

THIS PRIVATE PLACEMENT MEMORANDUM HAS BEEN PREPARED FROM DATA SUPPLIED BY SOURCES DEEMED RELIABLE AND DOES NOT KNOWINGLY OMIT ANY MATERIAL FACT OR KNOWINGLY CONTAIN ANY UNTRUE STATEMENT OF ANY MATERIAL FACT. IT CONTAINS A SUMMARY OF THE MATERIAL PROVISIONS OF DOCUMENTS REFERRED TO HEREIN. STATEMENTS MADE WITH RESPECT TO THE PROVISIONS OF SUCH DOCUMENTS ARE NOT NECESSARILY COMPLETE AND REFERENCE IS MADE TO THE ACTUAL DOCUMENTS FOR COMPLETE INFORMATION AS TO THE RIGHTS AND OBLIGATIONS THERETO.

## **DISCLOSURES**

THERE IS NO TRADING MARKET FOR THE COMPANY'S SECURITIES AND THERE CAN BE NO ASSURANCE THAT ANY MARKET WILL DEVELOP IN THE FUTURE OR THAT THE UNITS WILL BE ACCEPTED FOR INCLUSION ON NASDAQ OR ANY OTHER TRADING EXCHANGE AT ANY TIME IN THE FUTURE. THE COMPANY IS NOT OBLIGATED TO REGISTER FOR SALE UNDER EITHER FEDERAL OR STATE SECURITIES LAWS THE SECURITIES PURCHASED PURSUANT HERETO, AND THE ISSUANCE OF THE UNITS IS BEING UNDERTAKEN PURSUANT TO RULE 506(c) OF REGULATION D UNDER THE SECURITIES ACT. ACCORDINGLY, THE SALE, TRANSFER, OR OTHER DISPOSITION OF ANY OF THE UNITS, WHICH ARE PURCHASED PURSUANT HERETO, MAY BE RESTRICTED BY APPLICABLE FEDERAL OR STATE SECURITIES LAWS (DEPENDING ON THE RESIDENCY OF THE INVESTOR) AND BY THE PROVISIONS OF THE SUBSCRIPTION AGREEMENT REFERRED TO HEREIN.

THIS MEMORANDUM HAS BEEN PREPARED SOLELY FOR THE INFORMATION OF THE PERSON TO WHOM IT HAS BEEN DELIVERED BY OR ON BEHALF OF THE COMPANY. DISTRIBUTION OF THIS MEMORANDUM TO ANY PERSON OTHER THAN THE PROSPECTIVE INVESTOR TO WHOM THIS MEMORANDUM IS DELIVERED BY THE COMPANY AND THOSE PERSONS RETAINED TO ADVISE THEM WITH RESPECT THERETO IS UNAUTHORIZED.

ANY REPRODUCTION OF THIS MEMORANDUM, IN WHOLE OR IN PART, OR THE DIVULGENCE OF ANY OF THE CONTENTS WITHOUT THE PRIOR WRITTEN CONSENT OF THE COMPANY IS STRICTLY PROHIBITED. EACH PROSPECTIVE INVESTOR, BY ACCEPTING DELIVERY OF THIS MEMORANDUM, AGREES TO RETURN

IT AND ALL OTHER DOCUMENTS RECEIVED BY THEM TO THE COMPANY IF THE PROSPECTIVE INVESTOR'S SUBSCRIPTION IS NOT ACCEPTED OR IF THE OFFERING IS TERMINATED.

## **NASAA LEGEND**

IN MAKING AN INVESTMENT DECISION INVESTORS MUST RELY ON THEIR OWN EXAMINATION OF THE ISSUER AND THE TERMS OF THE OFFERING INCLUDING THE MERITS AND RISKS INVOLVED. THESE SECURITIES HAVE NOT BEEN RECOMMENDED BY ANY FEDERAL OR STATE SECURITIES COMMISSION OR REGULATORY AUTHORITY. FURTHERMORE, THE FOREGOING AUTHORITIES HAVE NOT CONFIRMED THE ACCURACY OR DETERMINED THE ADEQUACY OF THIS DOCUMENT. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE. THESE SECURITIES MAY BE SUBJECT TO RESTRICTIONS ON TRANSFERABILITY AND RESALE AND MAY NOT BE TRANSFERRED OR RESOLD EXCEPT AS PERMITTED UNDER FEDERAL AND STATE SECURITIES LAWS. INVESTORS SHOULD BE AWARE THAT THEY MAY BE REQUIRED TO BEAR THE FINANCIAL RISKS OF THIS INVESTMENT FOR AN INDEFINITE PERIOD OF TIME.

## **NOTICE TO NON-UNITED STATES RESIDENTS**

IT IS THE RESPONSIBILITY OF ANY ENTITIES WISHING TO PURCHASE THE UNITS TO SATISFY THEMSELVES AS TO FULL OBSERVANCE OF THE LAWS OF ANY RELEVANT TERRITORY OUTSIDE THE UNITED STATES IN CONNECTION WITH ANY SUCH PURCHASE, INCLUDING OBTAINING ANY REQUIRED GOVERNMENTAL OR OTHER CONSENTS OR OBSERVING ANY OTHER APPLICABLE FORMALITIES.

BY ACCEPTANCE OF THIS MEMORANDUM, PROSPECTIVE INVESTORS RECOGNIZE AND ACCEPT THE NEED TO CONDUCT THEIR OWN THOROUGH INVESTIGATION AND DUE DILIGENCE BEFORE CONSIDERING A PURCHASE OF THE UNITS. THE CONTENTS OF THIS MEMORANDUM SHOULD NOT BE CONSIDERED TO BE INVESTMENT, TAX, OR LEGAL ADVICE AND EACH PROSPECTIVE INVESTOR SHOULD CONSULT WITH THEIR OWN COUNSEL AND ADVISORS AS TO ALL MATTERS CONCERNING AN INVESTMENT IN THIS OFFERING.

## **PATRIOT ACT RIDER**

THE INVESTOR HEREBY REPRESENTS AND WARRANTS THAT THE INVESTOR IS NOT, NOR IS IT ACTING AS AN AGENT, REPRESENTATIVE, INTERMEDIARY OR NOMINEE FOR, A PERSON IDENTIFIED ON THE LIST OF BLOCKED PERSONS MAINTAINED BY THE OFFICE OF FOREIGN ASSETS CONTROL, U.S. DEPARTMENT OF TREASURY. IN ADDITION, THE INVESTOR HAS COMPLIED WITH ALL APPLICABLE U.S. LAWS, REGULATIONS, DIRECTIVES, AND EXECUTIVE ORDERS RELATING TO ANTI-MONEY LAUNDERING, INCLUDING BUT NOT LIMITED TO THE FOLLOWING LAWS:

- (1) THE UNITING AND STRENGTHENING AMERICA BY PROVIDING APPROPRIATE TOOLS REQUIRED TO INTERCEPT AND OBSTRUCT TERRORISM ACT OF 2001, PUBLIC LAW 107-56, AND
- (2) EXECUTIVE ORDER 13224 (BLOCKING PROPERTY AND PROHIBITING TRANSACTIONS WITH PERSONS WHO COMMIT, THREATEN TO COMMIT, OR SUPPORT TERRORISM) OF SEPTEMBER 11, 2001.

EACH PROSPECTIVE INVESTOR WILL BE GIVEN AN OPPORTUNITY TO ASK QUESTIONS OF, AND RECEIVE ANSWERS FROM, MANAGEMENT OF THE COMPANY CONCERNING THE TERMS AND CONDITIONS OF THIS OFFERING AND TO OBTAIN ANY ADDITIONAL INFORMATION, TO THE EXTENT THE COMPANY POSSESSES SUCH INFORMATION OR CAN ACQUIRE IT WITHOUT UNREASONABLE EFFORTS OR EXPENSE, NECESSARY TO VERIFY THE ACCURACY OF THE INFORMATION CONTAINED IN THIS MEMORANDUM.

IF YOU HAVE ANY QUESTIONS WHATSOEVER REGARDING THIS OFFERING, OR DESIRE ANY ADDITIONAL INFORMATION OR DOCUMENTS TO VERIFY OR SUPPLEMENT THE INFORMATION CONTAINED IN THIS MEMORANDUM, PLEASE WRITE OR CALL THE COMPANY AT THE ADDRESS AND NUMBER LISTED IN THIS PRIVATE OFFERING MEMORANDUM.

THE MANAGEMENT OF THE COMPANY HAS PROVIDED ALL OF THE INFORMATION STATED HEREIN.

THE COMPANY MAKES NO EXPRESS OR IMPLIED REPRESENTATION OR WARRANTY AS TO THE COMPLETENESS OF THIS INFORMATION OR, IN THE CASE OF PROJECTIONS, ESTIMATES, FUTURE PLANS, OR FORWARD LOOKING ASSUMPTIONS OR STATEMENTS, AS TO THEIR ATTAINABILITY OR THE ACCURACY AND COMPLETENESS OF THE ASSUMPTIONS FROM WHICH THEY ARE DERIVED, AND IT IS EXPECTED THAT EACH PROSPECTIVE INVESTOR WILL PURSUE HIS, HER, OR ITS OWN INDEPENDENT INVESTIGATION.

IT MUST BE RECOGNIZED THAT ESTIMATES OF THE COMPANY'S PERFORMANCE ARE NECESSARILY SUBJECT TO A HIGH DEGREE OF UNCERTAINTY AND MAY VARY MATERIALLY FROM ACTUAL RESULTS.



## PLAN OF OPERATIONS

TBI 1807 Tribute Road LP (the "Company") will be formed by Taylor Building Investors, an Arizona Corporation to acquire and hold the property with the intent to produce the maximum cash flow possible and at a to-be-determined point, sell the building at the maximum price possible.

### **Financing**

Taylor Building Investors is seeking a loan commitment including but not limited to the terms outlined below:

**Amount:** \$1,120,000.00

**Maturity:** Ten (10) years

**Amortization Period:** 25-year amortization

**Interest Rate:** 6.40% fixed for five years then recast in the 6<sup>th</sup> year at 5 CMT plus 2.10% with a floor of 6.37%

**Prepayment Penalty:** The prepayment penalty will be 3% for the first year, 2% the second and third years, and 1% the fourth and fifth years of the loan. There will be no prepayment after the 5<sup>th</sup> year. The applicant can repay up to 10% off the principal amount of the loan annually without penalty.

**Repayment:** Payment of principal and interest due monthly with a balloon payment of any remaining principal and unpaid interest due all on 10 years,

**Environmental**

Taylor Building Investors will contract for a Phase I Environmental Assessment Report and ALTA land survey. A copy of all reports will be made available to each investor prior to the close of escrow.



# PRELIMINARY RISK DISCLOSURE STATEMENT

YOU SHOULD CAREFULLY CONSIDER WHETHER YOUR FINANCIAL CONDITION PERMITS YOU TO PARTICIPATE IN THE INVESTMENT.

IN DOING SO, YOU SHOULD BE AWARE THAT AN INVESTMENT WITH OUR COMPANY MAY BE VOLATILE AND LOSSES FROM ITS BUSINESS ACTIVITIES MAY REDUCE THE NET ASSET VALUE OF THE COMPANY AND CONSEQUENTLY THE COMPANY'S ABILITY TO REPAY PRINCIPAL CAPITAL INVESTMENT.

INVESTORS MAY LOSE ALL OR PART OF THEIR INVESTMENT.

THIS BRIEF STATEMENT CANNOT DISCLOSE ALL THE RISK AND OTHER FACTORS NECESSARY TO EVALUATE YOUR PARTICIPATION IN THIS COMPANY. THEREFORE, BEFORE YOU DECIDE TO PARTICIPATE IN AN INVESTMENT IN THIS COMPANY, YOU SHOULD CAREFULLY STUDY THIS DISCLOSURE DOCUMENT INCLUDING A DISCUSS OF POTENTIAL RISK RELATED TO THE INVESTMENT.

## CURRENT OWNERSHIP

The following table contains certain information as to the number of units beneficially owned by (i) each person known by the Company to own beneficially more than 5% of the Company's units, (ii) each person who is a General Partner of the Company, (iii) all persons as a group who are General Partners and/or Officers of the Company, and as to the percentage of the outstanding units held by them on such dates and as adjusted to give effect to this Offering.

Name	Capital Contribution	Unit Class	Maximum Proceeds
Taylor Building Investors	\$50,000	Class A Limited Partner	4.35%
New Investor Limited Partners	\$1,100,000	Class A Limited Partner	70.65%
Taylor Building Managers LLC	----	General Partner	0.10%
Taylor Building Investors	----	Class B Limited Partner	24.90%

## LITIGATION

The Company is not presently a party to any material litigation, nor to the knowledge of Management is any litigation threatened against the Company, which may materially affect the business of the Company or its assets.

## DESCRIPTION OF UNITS

The Company is offering a maximum of 23 Class A Limited Partnership Units at a price of \$50,000 per Unit. Upon completion of the Offering 23 Class A Limited Partnership Units will be issued. The Class A Limited Partnership Units sold through this offering shall participate in distributions as follows, and subject to the terms of the Limited Partnership Agreement attached to this Memorandum as Exhibit B:

- 100% of the cash flow distributed will first go to the Class A Limited Partners until their accrued Discretionary and Obligatory Preferred Returns have been paid; any excess distribution will be paid to the Partners in accordance with their Percentage Interests.
- Any cash distributed from a capital event (i.e. refinance or sale) net of closing cost (commission, fees, title, etc.) shall be utilized to pay off any existing debt; then a distribution to the Class A Limited Partners to pay any accrued Preferred Return and provide for a return of Capital Contributions. Any excess distribution will then be

paid to all of the Partners in accordance with their Percentage Interests.

See "Limited Partnership Agreement" for specific rights and terms related to this Units.

Units are not redeemable and do not have conversion rights. In the event of the dissolution, liquidation or winding up of the Company, the assets then legally available for distribution to the Limited Partners will be distributed ratably amongst; (a) the Limited Partners until such time as their original capital contributions plus any preferred return accrued have been paid and; (b) to all Partners of the LP in proportion to their units. Limited Partners are only entitled to profit distributions when and if declared by the General Partner out of funds legally available therefore. The Company to date has not given any such profit distributions

## MANAGEMENT COMPENSATION

**Other than as set forth in the Offering, there is no accrued compensation that is due any member of Management. Each Individual Manager and the Manager entity will be entitled to reimbursement of expenses incurred while conducting Company business. Each Manager may also be a Limited Partner in the Company and as such will share in the profits of the Company when and if revenues are disbursed. The Partnership Agreement will provide for the payment of the following fees as they become due.**

**Acquisition Fee:** Taylor Building Investors, an Arizona Corporation will be paid an acquisition fee equal to \$110,000.00 (or 5.00%) of the purchase price to be paid at close of escrow.

**Property Management Fee:** To the extent that the property is held it generates operating income, Taylor Building Investors, an Arizona Corporation will be paid a Property Management fee equal to 4.0% of gross revenue to be paid monthly in arrears.

**Construction Administration Fee:** Taylor Building Investors, an Arizona Corporation will be paid a Construction Administration fee equal to 5% of the cost of any building improvement, replacement or tenant improvement.

**Asset Management Fee:** To the extent that the property is held it generates operating income, the General Partner will be paid an Asset Management fee equal to 1% of gross revenues to be paid quarterly in arrears.

**Disposition Fee:** Taylor Building Investors will be paid a Disposition Fee of 1% of gross sales price paid at the time the building is sold.

**Loan Negotiation Fee:** Taylor Building Investors will be paid a loan negotiation fee equal to 1% of the loan amount on all loans negotiated other than the initial loan used to acquire the property, to be paid at the time the loan is funded.

## INVESTOR SUITABILITY STANDARDS

Prospective purchasers of the Units offered by this Memorandum should give careful consideration to certain risk factors described under "RISK FACTORS" section; especially to the speculative nature of this investment, the limitations described under that caption with respect to the lack of a readily available market for the Units, and the resulting long-term nature of any investment in the Company. This Offering is available only to suitable Accredited Investors having adequate means to assume such risks and of otherwise providing for their current needs and contingencies.

### GENERAL

The Units will not be sold to any person unless such prospective purchaser or his or her duly authorized representative shall have represented in writing to the Company in a Subscription Agreement that:

- The prospective purchaser has adequate means of providing for his or her current needs and personal contingencies and has no need for liquidity in the investment of the Units;
- The prospective purchaser's overall commitment to investments which are not readily marketable is not disproportionate to his, her, or its net worth and the investment in the Units will not cause such overall commitment to become excessive; and

- The prospective purchaser is an “Accredited Investor” (as defined below) suitable for purchase in the Units.

Each person acquiring Units will be required to represent that he, she, or it is purchasing the Units for his, her, or its own account for investment purposes and not with a view to resale or distribution.

### **ACCREDITED INVESTORS**

The Company will conduct the Offering in such a manner that Units may be sold only to “Accredited Investors” as that term is defined in Rule 501(a) of Regulation D promulgated under the Securities Act of 1933 (the “Securities Act”). In summary, a prospective investor will qualify as an “Accredited Investor” if he, she, or it meets any one of the following criteria:

- Any natural person whose individual net worth, or joint net worth with that person’s spouse, at the time of his purchase, exceeds \$1,000,000. Except as provided in paragraph (2) of this section, for purposes of calculating net worth under this paragraph:
  - (i) The person’s primary residence shall not be included as an asset;
  - (ii) Indebtedness that is secured by the person’s primary residence, up to the estimated fair market value of the primary residence at the time of the sale of securities, shall not be included as a liability (except that if the amount of such indebtedness outstanding at the time of the sale of securities exceeds the amount outstanding 60 days before such time, other than as a result of the acquisition of the primary residence, the amount of such excess shall be included as a liability); and (iii) Indebtedness that is secured by the person’s primary residence in excess of the estimated fair market value of the primary residence at the time of the sale of securities shall be included as a liability.
- Any natural person who had an individual income in excess of \$200,000 in each of the two most recent years or joint income with that person’s spouse in excess of \$300,000 in each of those years and who has a reasonable expectation of reaching the same income level in the current year;
- Any bank as defined in Section 3(a)(2) of the Act, or any savings and loan association or other institution as defined in Section 3(a)(5)(A) of the Securities Act, whether acting in its individual or fiduciary capacity; any broker or dealer registered pursuant to Section 15 of the Securities and Exchange Act of 1934 (the “Exchange Act”); any insurance company as defined in Section 2(13) of the Exchange Act; any investment company registered under the Investment Company Act of 1940 or a business development company as defined in Section 2(a)(48) of that Act; any Small Business Investment Company (SBIC) licensed by the U.S. Small Business Administration under Section 301(c) or (d) of the Small Business Investment Act of 1958; any plan established and maintained by a state, its political subdivisions, or any agency or instrumentality of a state or its political subdivisions, for the benefit of its employees, if such plan has total assets in excess of \$5,000,000; any employee benefit plan within the meaning of the Employee Retirement Income Security Act of 1974, if the investment decision is made by a plan fiduciary, as defined in Section 3(21) of such Act, which is either a bank, savings and loan association, insurance company, or registered investment advisor, or if the employee benefit plan has total assets in excess of \$5,000,000 or, if a self-directed plan, with investment decisions made solely by persons who are Accredited Investors;
- Any private business development company as defined in Section 202(a)(22) of the Investment Advisors Act of 1940;
- Any organization described in Section 501(c)(3)(d) of the Internal Revenue Code, corporation, business trust, or partnership, not formed for the specific purpose of acquiring the securities offered, with total assets in excess of \$5,000,000;
- Any director or executive officer, or general partner of the issuer of the securities being sold, or any director, executive officer, or general partner of a general partner of that issuer;
- Any trust, with total assets in excess of \$5,000,000, not formed for the specific purpose of acquiring the securities offered, whose purchase is directed by a sophisticated person as described in Section 501(b)(2)(ii) of Regulation D adopted under the Act; and
- Any entity in which all the equity owners are Accredited Investors.

### **OTHER REQUIREMENTS**

No subscription for the Units will be accepted from any investor unless he is acquiring the Units for his own account (or accounts as to which he has sole investment discretion), for investment and without any view to sale, distribution or disposition thereof. Each prospective purchaser of Units may be required to furnish such information as the Company may require to determine whether any person or entity purchasing Units is an Accredited Investor.

# FORWARD-LOOKING INFORMATION

Some of the statements contained in this Memorandum, including information incorporated by reference, discuss future expectations, or state other forward looking information. Those statements are subject to known and unknown risks, uncertainties and other factors, several of which are beyond the Company's control, which could cause the actual results to differ materially from those contemplated by the statements.

The forward-looking information is based on various factors and was derived using numerous assumptions. In lieu of the risks, assumptions, and uncertainties involved, there can be no assurance that the forward-looking information contained in this Memorandum will in fact transpire or prove to be accurate.

Important factors that may cause the actual results to differ from those expressed within may include, but are not limited to:

- The success or failure of the Company's efforts to successfully execute its business plan as scheduled;
- The Company's ability to attract future tenants for the real estate asset acquired;
- The Company's ability to attract and retain quality employees;
- The effect of changing economic conditions including the market in the area of operation for the Company;
- The reliance of the Company on certain key members of management

These along with other risks, which are described under "CERTAIN RISK FACTORS" may be described in future communications to partners. The Company makes no representation and undertakes no obligation to update the forward-looking information to reflect actual results or changes in assumptions or other factors that could affect those statements.

## CERTAIN RISK FACTORS

TBI 1807 Tribute Road LP commenced preliminary business development operations upon the close of escrow and is organized as a Limited Partnership under the laws of the State of Arizona. Accordingly, the Company has only a limited history upon which an evaluation of its prospects and future performance can be made. The Company's proposed operations are subject to all operational risks associated with business enterprises. The likelihood of the Company's success must be considered in lieu of the problems, expenses, difficulties, complications, and delays frequently encountered in connection with development, operation in a competitive industry, and the continued development of advertising, promotions and a corresponding customer base. There is a possibility that the Company could sustain losses in the future.

There can be no assurances that TBI 1807 Tribute Road LP will operate profitably. An investment in the Units involves a number of risks. You should carefully consider the following risks and other information in this Memorandum before purchasing our Units. Without limiting the generality of the foregoing, Investors should consider, among other things, the following risk factors:

### **Inadequacy of Funds:**

Gross offering proceeds of a maximum of \$1,150,000 may be realized. Management believes that such proceeds will capitalize and sustain the TBI 1807 Tribute sufficiently to allow for the implementation of the Company's Business Plans. If only a fraction of this Offering is sold, or if certain assumptions contained in Management's business plans prove to be incorrect, the Company may have inadequate funds to fully develop its business and may need debt financing or other capital investment to fully implement the Company's business plans.

### **Dependence Upon Management:**

In the early stages of development, the Company's business will be significantly dependent on the Company's management team. The Company's success will be particularly dependent upon Taylor Building Managers LLC, Timothy Taylor. The loss of a primary manager could have a material adverse effect on the Company. See "MANAGEMENT" section.

**Risks Associated With Expansion:**

The Company plans on expanding its business through the acquisition and/or development of real estate. Any expansion of operations the Company may undertake will entail risks, such actions may involve specific operational activities which may negatively impact the profitability of the Company. Consequently, the Limited Partners must assume the risk that such expansion may ultimately involve expenditures of funds beyond the resources available to the Company at that time, and (ii) management of such expanded operations may divert Management's attention and resources away from its existing operations, all of which factors may have a material adverse effect on the Company's present and prospective business activities.

**General Economic Conditions:**

The financial success of the Company may be sensitive to adverse changes in general economic conditions in the United States, such as recession, inflation, unemployment, and interest rates. Such changing conditions could reduce demand in the marketplace for the Company's real estate units. TBI 1807 Tribute Road LP has no control over these changes.

**Possible Fluctuations in Operating Results:**

The Company's operating results may fluctuate significantly from period to period because of a variety of factors, including purchasing patterns of customers, competitive pricing, debt service and principal reduction payments, and general economic conditions. Consequently, the Company's revenues may vary by quarter, and the Company's operating results may experience fluctuations.

**Risks of Borrowing:**

If the Company incurs indebtedness, a portion of its cash flow will have to be dedicated to the payment of principal and interest on such indebtedness. Typical loan agreements also might contain restrictive covenants which may impair the Company's operating flexibility. Such loan agreements would also provide for default under certain circumstances, such as failure to meet certain financial covenants. A default under a loan agreement could result in the loan becoming immediately due and payable and, if unpaid, a judgment in favor of such lender which would be senior to the rights of owners of Limited Partnership Units of the Company. A judgment creditor would have the right to foreclose on any of the Company's assets resulting in a material adverse effect on the Company's business, operating results or financial condition.

**Unanticipated Obstacles to Execution of the Business Plan:**

The Company's business plans may change. Some of the Company's potential business endeavors are capital intensive and may be subject to statutory or regulatory requirements. Management believes that the Company's chosen activities and strategies are achievable in lieu of current economic and legal conditions with the skills, background, and knowledge of the Company's principals and advisors. Management reserves the right to make significant modifications to the Company's stated strategies depending on future events.

**Management Discretion as To Use Of Proceeds:**

The net proceeds from this Offering will be used for the purposes described under "Use of Proceeds." The Company reserves the right to use the funds obtained from this Offering for other similar purposes not presently contemplated which it deems to be in the best interests of the Company and its Limited Partners, in order to address changed circumstances or opportunities. Because of the foregoing, the success of the Company will be substantially dependent upon the discretion and judgment of Management with respect to application and allocation of the net proceeds of this Offering. Investors for the Limited Partnership Units offered hereby will be entrusting their funds to the Company's Management, upon whose judgment and discretion the investors must depend.

**Control by Management:**

As of December 31, 2022, the Company's General Partners will own 100% of the Company's issued GP Voting Units. Upon completion of this Offering, the Company's Managers will continue to own approximately 4.35% of then-issued and outstanding voting Units, and will be able to continue to control the TBI 1807 Tribute Road LP.

**Limited Transferability & Liquidity:**

To satisfy the requirements of certain exemptions from registration under the Securities Act, and to conform with applicable state securities laws, each investor must acquire his Units for investment purposes only and not with a view towards distribution. Consequently, certain conditions of the Securities Act may need to be satisfied prior to any sale, transfer, or other disposition of the Units. Some of these conditions may include a minimum holding period, availability

of certain reports, including financial statements from TBI 1807 Tribute Road LP, limitations on the percentage of Units sold and the manner in which they are sold. TBI 1807 Tribute Road LP can prohibit any sale, transfer or disposition unless it receives an opinion of counsel provided at the holder's expense, in a form satisfactory to TBI 1807 Tribute Road LP, stating that the proposed sale, transfer or other disposition will not result in a violation of applicable federal or state securities laws and regulations. No public market exists for the Units and no market is expected to develop. Consequently, owners of the Units may have to hold their investment indefinitely and may not be able to liquidate their investments in TBI 1807 Tribute Road LP or pledge them as collateral for a loan in the event of an emergency.

**Broker - Dealer Sales of Units:**

The Company's Limited Partnership Units are not presently included for trading on any exchange, and there can be no assurances that the Company will ultimately be registered on any exchange. No assurance can be given that the Limited Partnership Units of the Company will ever qualify for inclusion on the NASDAQ System or any other trading market. As a result, the Company's Limited Partnership Units are covered by a Securities and Exchange Commission rule that opposes additional sales practice requirements on broker-dealers who sell such securities to persons other than established customers and accredited investors. For transactions covered by the rule, the broker-dealer must make a special suitability determination for the purchaser and receive the purchaser's written agreement to the transaction prior to the sale. Consequently, the rule may affect the ability of broker-dealers to sell the Company's securities and may also affect the ability of shareholders to sell their Units in the secondary market.

**Long-term Nature of Investment:**

An investment in the Units may be long-term and illiquid. As discussed above, the offer and sale of the Units will not be registered under the Securities Act or any foreign or state securities laws by reason of exemptions from such registration which depends in part on the investment intent of the investors. Prospective investors will be required to represent in writing that they are purchasing the Units for their own account for long-term investment and not with a view towards resale or distribution. Accordingly, purchasers of Units must be willing and able to bear the economic risk of their investment for an indefinite period of time. It is likely that investors will not be able to liquidate their investment in the event of an emergency.

**No Current Market for Units:**

There is no current market for the Units offered in this private Offering and no market is expected to develop in the near future.

**Offering Price:**

The price of the Units offered has been arbitrarily established by TBI 1807 Tribute Road LP, considering such matters as the state of the Company's business development and the general condition of the industry in which it operates. The Offering price bears little relationship to the assets, net worth, or any other objective criteria of value applicable to TBI 1807 Tribute Road LP.

**Compliance with Securities Laws:**

The Units are being offered for sale in reliance upon certain exemptions from the registration requirements of the Securities Act, applicable Arizona Securities Laws, and other applicable state securities laws. If the sale of Units were to fail to qualify for these exemptions, purchasers may seek rescission of their purchases of Units. If a number of purchasers were to obtain rescission, TBI 1807 Tribute Road LP would face significant financial demands which could adversely affect TBI 1807 Tribute Road LP as a whole, as well as any non-rescinding purchasers.

**Lack of Firm Underwriter:**

The Units are offered on a "best efforts" basis by the officers and directors of TBI 1807 Tribute Road LP. Accordingly, there is no assurance that the Company will sell the maximum Units offered or any lesser amount.

**Projections:**

Management has prepared projections regarding TBI 1807 Tribute Road LP's anticipated financial performance. The Company's projections are hypothetical and based upon factors influencing the business of TBI 1807 Tribute Road LP. The projections are based on Management's best estimate of the probable results of operations of the Company, based on present circumstances, and have not been reviewed by the TBI 1807 Tribute Road's independent accountants. These projections are based on several assumptions, set forth therein, which Management believes are reasonable. Some

assumptions upon which the projections are based, however, invariably will not materialize due the inevitable occurrence of unanticipated events and circumstances beyond Management's control. Therefore, actual results of operations will vary from the projections, and such variances may be material. Assumptions regarding future changes in sales and revenues are necessarily speculative in nature.

In addition, projections do not and cannot take into account such factors as general economic conditions, unforeseen regulatory changes, the entry into the Company's market of additional competitors, the terms and conditions of future capitalization, and other risks inherent to the Company's business. While Management believes that the projections accurately reflect possible future results of TBI 1807 Tribute Road LP's operations, those results cannot be guaranteed.

**Our success will depend upon the development of real estate, and we may be unable to consummate acquisitions or dispositions on advantageous terms, the acquired property may not perform as we expect, or we may be unable to efficiently integrate our project into our existing operations:**

We intend to acquire and sell a specific real estate asset. The acquisition of real estate entails various risks, including the risks that our real estate asset may not perform as we expect, that we may be unable to quickly and efficiently integrate the asset into our existing operations and that our cost estimates for the acquisition, maintenance and/or sale of a property may prove inaccurate.

**Reliance on Management to Manage Property:**

The Company's ability to achieve its investment objectives is partially dependent upon the performance of the Management team, the quality and timeliness of the Company's acquisition of the target real estate property and the quality of the management of the asset. Investors in the Units offered will have no opportunity to evaluate the terms of transactions or other economic or financial data concerning the Company's investment. Investors in the Units must rely entirely on the management ability of and the oversight of the Company's principals.

**Competition May Increase Costs:**

The Company will experience competition from other sellers of real estate and other real estate projects. Competition may have the effect of increasing acquisition costs for the Company and decreasing the sales price or lease rates of developed assets.

**Delays in Disposition of Company Real Estate:**

Delays the Manager may encounter in the disposition of the Company's primary real estate asset could adversely affect the profitability of the Company. The Company may also experience delays in identifying suitable tenants that meet the Company's ideal parameters.

**Environmentally Hazardous Property:**

Under various Federal, City and local environmental laws, ordinances and regulations, a current or previous owner or operator of real property may be liable for the cost of removal or remediation of hazardous or toxic substances on, under or in such property. Such laws often impose liability whether or not the owner or operator knew of, or was responsible for, the presence of such hazardous or toxic substances. Environmental laws also may impose restrictions on the manner in which property may be used or businesses may be operated, and these restrictions may require expenditures. Environmental laws provide for sanctions in the event of non-compliance and may be enforced by governmental agencies or, in certain circumstances, by private parties. In connection with the acquisition and ownership of its properties, the Company may be potentially liable for such costs. The cost of defending against claims of liability, complying with environmental regulatory requirements or remediation any contaminated property could materially adversely affect the business, assets or results of operations of the Company.

**Management's Discretion In The Future Disposition of Properties:**

The Company cannot predict with any certainty the various market conditions affecting real estate investments which will exist at any certain time in the future. Due to the uncertainty of market conditions which may affect the future disposition of the Company's properties, the Company cannot assure you that it will be able to sell its properties at a profit in the future. Accordingly, the timing of liquidation of the Company's real estate investments will be dependent upon fluctuating market conditions.

**Real estate investments are not as liquid as other types of assets, which may reduce economic returns to investors:**

Real estate investments are not as liquid as other types of investments, and this lack of liquidity may limit our ability to react promptly to changes in economic, financial, investment or other conditions. In addition, significant expenditures associated with real estate investments, such as mortgage payments, real estate taxes and maintenance costs, are generally not reduced when circumstances cause a reduction in income from the investments. Thus, our ability at any time to sell assets or contribute assets to property funds or other entities in which we have an ownership interest may be restricted. This lack of liquidity may limit our ability to vary our portfolio promptly in response to changes in economic financial, investment or other conditions and, as a result, could adversely affect our financial condition, results of operations, and cash flows.

**We may be unable to sell the property if or when we decide to do so, including as a result of uncertain market conditions, which could adversely affect the return on an investment in our company:**

Our ability to dispose of properties on advantageous terms depends on factors beyond our control, including competition from other sellers and the availability of attractive financing for potential buyers of the properties we acquire. We cannot predict the various market conditions affecting real estate investments which will exist at any particular time in the future. Due to the uncertainty of market conditions which may affect the future disposition of the properties we acquire, we cannot assure our Limited Partners that we will be able to sell such properties at a profit in the future. Accordingly, the extent to which our Limited Partners will receive cash distributions and realize potential appreciation on our real estate investments will be dependent upon fluctuating market conditions. Furthermore, we may be required to expend funds to correct defects or to make improvements before a property can be sold. We cannot assure our Limited partners that we will have funds available to correct such defects or to make such improvements. In acquiring a property, we may agree to restrictions that prohibit the sale of that property for a period of time or impose other restrictions, such as a limitation on the amount of debt that can be placed or repaid on that property. These provisions would restrict our ability to sell a property.

**Illiquidity of real estate investments could significantly impede the company's ability to respond to adverse changes in the performance of the portfolio investments and harm the company's financial condition:**

Since real estate investments are relatively illiquid, the Company's ability to promptly sell developed assets in response to changing economic, financial and investment conditions may be limited. These risks could arise from weakness in or even the lack of an established market for a property, changes in the financial condition or prospects of prospective purchasers, changes in local, regional national or international economic conditions, and changes in laws, regulations or fiscal policies of jurisdictions in which the property is located. The Company may be unable to realize its investment objectives by sale, other disposition or refinancing at attractive prices within any given period of time or may otherwise be unable to complete any exit strategy.

**The terms of new or renewal leases may result in a reduction in income:**

Should the Company lease its real estate properties, the terms of any such new or renewal leases may be less favorable to the Company than the previous lease terms. Certain significant expenditures that the Company, as a landlord, may be responsible for, such as: mortgage payments, real estate taxes, utilities, and maintenance costs; are not generally reduced due to a reduction in rental revenues. If lease rates for new or renewal leases are substantially lower than those for the previous leases, Company's rental income might suffer a significant reduction. Additionally, the Company may not be able to sell a property at the price, on the terms, or within the time frame it may seek. Accordingly, the timing of liquidation of the Company and the extent to which Investor Limited Partners may receive distributions and realize potential appreciation on the Company's real estate investments, may be dependent upon fluctuating market conditions. The price the Company obtains from the sale of a property will depend upon varying factors: the property's operating history, demographic trends in the property's locale, available financing, and the tax treatment of real estate investments. The Company may not realize significant appreciation and may even incur losses on its properties and other investments. The recovery of any portion or whole of an Investor Limited Partner's investment and any potential return thereon, will depend on the amount of net proceeds the Company is able to realize from a sale or other disposition of its properties.

**Property the Company acquires may have liabilities or other problems:**

The Company intends to perform appropriate due diligence for each property or other real estate related investment it

acquires. The Company will also seek to obtain appropriate representations and indemnities, from sellers, in respect of such properties or other investments. Nevertheless, the Company may acquire properties or other investments that are subject to uninsured liabilities or that may otherwise have problems. In some instances, the Company may have only limited or perhaps even no recourse for any such liabilities or other problems. Adversely, if the Company has received indemnification from a seller, the resources of such seller may not be adequate to fulfill its indemnity obligation. As a result, the Company could be required to resolve or cure any such liability or other problems, and such payment could have an adverse effect on the Company's cash flow available to meet other expenses or to make distributions to Investor Limited Partners.

**The Company's investments may be subject to risks from the use of borrowed funds:**

The Company may acquire properties subject to existing financing or by borrowing funds. The Company may also incur or increase its indebtedness by obtaining loans secured by certain of its properties in order to use the proceeds for acquisition of additional properties. In general, for any particular property, the Company will expect that the property's cash flow will be sufficient to pay the cost of its mortgage indebtedness, in addition to the operating and related costs of the property. However, if there is insufficient cash flow from the property, the Company may be required to use funds from other sources to make the required debt service payments, which generally would reduce the amount available for distribution to Investor Limited Partners. The incurrence of mortgage indebtedness increases the risk of loss from the Company's investments since one or more defaults on mortgage loans secured by its properties could result in foreclosure of those mortgage loans by the lenders with a resulting loss of the Company's investment in the properties securing the loans. For tax purposes, a foreclosure of one of the Company's properties would be treated as a sale of the property for a purchase price equal to the outstanding balance of the indebtedness secured by the mortgage. If that outstanding balance exceeds the Company's tax basis in the property, the Company would recognize a taxable gain as a result of the foreclosure, but it would not receive any cash proceeds as a result of the transaction.

Mortgage loans or other financing arrangements with balloon payments in which all or a substantial portion of the original principal amount of the loan is due at maturity, may involve greater risk of loss than those financing arrangements in which the principal amount of the loan is amortized over its term. At the time a balloon payment is due, the Company may or may not be able to obtain alternative financing on favorable terms, or at all, to make the balloon payment or to sell the property in order to make the balloon payment out of the sale proceeds. If interest rates are higher when the Company obtains replacement financing for its existing loans, the cash flows from its properties, as well as the amounts the Company may be able to distribute to Investor Limited Partners, could be reduced. If interest rates are higher when the Company obtains replacement financing for its existing loans, the cash flows from its properties, as well as the amounts the Company may be able to distribute to Investor Limited Partners, could be reduced. In some instances, the Company may only be able to obtain recourse financing, in which case, in addition to the property or other investment securing the loan, the lender may also seek to recover against the Company's other assets for repayment of the debt. Accordingly, if the Company does not repay a recourse loan from the sale or refinancing of the property or other investment securing the loan, the lender may seek to obtain repayment from one or more of such other assets.

**Uninsured losses relating to real property may adversely affect an investor Limited Partner's return:**

The General Partner will attempt to assure that all of the Company's properties are comprehensively insured (including liability, fire, and extended coverage) in amount sufficient to permit replacement in the event of a total loss, subject to applicable deductibles. However, to the extent of any such deductible and/or in the event that any of the Company's properties incurs a casualty loss which is not fully covered by insurance, the value of the Company's assets will be reduced by any such loss. Also, certain types of losses, generally of a catastrophic nature, resulting from, among other things, earthquakes, floods, hurricanes or terrorist acts may not be insurable or even if they are, such losses may not be insurable on terms commercially reasonable to the Company. Further, the Company may not have a sufficient external source of funding to repair or reconstruct a damaged property; there can be no assurance that any such source of funding will be available to the Company for such purposes in the future.

**Competition for investments may increase costs and reduce returns:**

The Company will experience competition for real property investments from individuals, corporations and bank and insurance company investment accounts, as well as other real estate limited partnerships, real estate investment funds, commercial developers, pension plans, other institutional and foreign investors and other entities engaged in real estate investment activities. The Company will compete against other potential purchasers of properties of high quality commercial properties leased to credit-worthy tenants and residential properties and, as a result of the weakened U.S.

economy, there is greater competition for the properties of the type in which the Company will invest. Some of these competing entities may have greater financial and other resources allowing them to compete more effectively. This competition may result in the Company paying higher prices to acquire properties than it otherwise would. The Company may be unable to acquire properties that it believes meet its investment objectives and are otherwise desirable investments. In addition, the Company's properties may be located close to properties that are owned by other real estate investors and that compete with the Company for tenants. These competing properties may be better located and more suitable for desirable tenants than the Company's properties, resulting in a competitive advantage for these other properties. The Company may face similar competition from other properties that may be developed in the future. This competition may limit the Company's ability to lease space, increase its costs of securing tenants, limit its ability to charge rents, and/or require it to make capital improvements; it otherwise may not make to its properties. As a result, the Company may suffer reduced cash flow with a decrease in distributions it may be able to make to Investor Limited Partners.

**Environmental regulation and issues, certain of which the Company may have no control over, may adversely impact the Company's business:**

Federal, State and local laws and regulations impose environmental controls, disclosure rules and zoning restrictions which directly impact the management, development, use, and/or sale of real estate. Such laws and regulations tend to discourage sales, leasing activities, and mortgage lending with respect to some properties. These laws and regulations may adversely affect the Company specifically, and the real estate industry in general. Failure by the Company to uncover and adequately protect against environmental issues, in connection with a Portfolio Investment, may subject the Company to liability as the buyer of such property or asset. Environmental laws and regulations impose liability on current or previous real property owners or operators for the cost of investigating, cleaning up, or removing contamination caused by hazardous or toxic substances at the property.

The Company may be held liable for such costs as a subsequent owner and developer of such property. Liability can be imposed even if the original actions were legal and the Company had no knowledge of, or was not responsible for, the presence of the hazardous or toxic substances. The Company may also be held responsible for the entire payment of the liability if the Company is subject to joint and several liabilities and the other responsible parties are unable to pay. Further, the Company may be liable under common law to third parties for damages and injuries resulting from environmental contamination emanating from the site, including the presence of asbestos containing materials. Insurance for such matters may not be available.

**Real estate may develop harmful mold, which could lead to liability for adverse health effects and costs of remediating the problem:**

When excessive moisture accumulates in buildings or on building materials, mold growth may occur, particularly if the moisture problem remains undiscovered or is not addressed over a period of time. Some molds may produce airborne toxins or irritants. Concern about indoor exposure to mold has been increasing as exposure to mold may cause a variety of adverse health effects and symptoms, including allergic or other reactions. As a result, the presence of significant mold at any of our properties could require the Company to undertake a costly remediation program to contain or remove the mold from the affected property. In addition, the presence of significant mold could expose the Company to liability from its tenants, employees of such tenants and others if property damage or health concerns arise.

**Terrorist Attacks Or Other Acts Of Violence Or War May Affect The Industry In Which The Company Operates, Its Operations & Its Profitability:**

Terrorist attacks may harm the Company's results of operations and an Investor Limited Partner's investment. There can be no assurance that there will not be more terrorist attacks against the United States or U.S. businesses. These attacks or armed conflicts may directly or indirectly impact the value of the property the Company owns or that secure its loans. Losses resulting from these types of events may be uninsurable or not insurable to the full extent of the loss suffered.

**The Company will be subject to risks related to the geographic location of the property it develops:**

The Company intends to develop and sell real estate assets. If the commercial or residential real estate markets or general economic conditions in this geographic area decline, the Company may experience a greater rate of default by tenants on their leases with respect to properties in these areas and the value of the properties in these areas could decline. Any of these events could materially adversely affect the Company's business, financial condition or results of operations.

# USE OF PROCEEDS

The Company seeks to raise a maximum gross proceed of \$2,650,000 from the sale of Units in this Offering. The Company intends to apply these proceeds substantially as set forth herein, subject only to reallocation by Management in the best interests of the Company.

## Source of Proceeds

Proceeds from Sale of Units (1)	\$ 1,150,000
Proceeds from Financing	<u>\$ 1,200,000</u>
Total Source of Proceeds	\$ 2,350,000

## Use of Proceeds

Purchase Price	\$ 2,200,000
Acquisition Fee (1)	\$ 110,000
Offering Expenses (2)	\$ 8,600
Misc. Acquisition and Due Diligence Cost	\$ 19,400
Finance Cost	<u>\$ 12,000</u>
Total Use of Proceeds	\$ 2,350,000

Excess funds- \$ (0)

(1) This Offering is being sold by the Management of the Company. Other than the Acquisition Fee, no compensatory sales fees or related commissions will be paid to such Managers.

(2) Includes estimated memorandum preparation, filing, printing, legal, accounting and other fees and expenses related to the Offering.

## **TRANSFER AGENT & REGISTRAR**

The Company will act as its own transfer agent and registrar for its Limited Partnership Units.

## **PLAN OF PLACEMENT**

The Units are offered directly by the Management of the Company on the terms and conditions set forth in this Memorandum. FINRA brokers and dealers may also offer units. The Company will use its best efforts to sell the Units to investors. There can be no assurance that all or any of the Units offered, will be sold.

## **ESCROW OF SUBSCRIPTION FUNDS**

Commencing on the date of this Memorandum all funds received by the Company in full payment of subscriptions for Units will be deposited in a trust account with Taylor Building Investors. The Offering is being executed as a "maximum or none" type offering with the requirement that all 23 Units being sold must fully subscribed prior to the Company utilizing funds. If the Company does not sell 23 Units by the end of the Offering term, then Subscription Funds will be returned to investors in full without interest. All proceeds from the sale of Units up to \$2,650,000 will be deposited in an escrow account with Placer Title Company. Upon the sale of \$2,650,000 of Units, all proceeds will be delivered directly to the Company's corporate account and be available for use by the Company at its discretion.

## **HOW TO SUBSCRIBE FOR UNITS**

A purchaser of Units must complete, date, execute, and deliver to the Company the following documents, as applicable:

- An Investor Suitability Questionnaire;
- An original signed copy of the appropriate Subscription Agreement including verification of the investor's accredited status;
- An Amendment to the TBI 1807 LP Limited Partnership Agreement; and
- A check payable to "TBI 1807 Tribute Road Lp" in the amount of \$50,000 per Unit for each Unit purchased as called for in the Subscription Agreement (minimum purchase of .5 Unit for \$25,000).

Subscribers may not withdraw subscriptions that are tendered to the Company.

### **ADDITIONAL INFORMATION**

Each prospective investor may ask questions and receive answers concerning the terms and conditions of this offering and obtain any additional information which the Company possesses, or can acquire without unreasonable effort or expense, to verify the accuracy of the information provided in this Memorandum. The principal executive offices of the Company are located at 2111 J Street, Suite 402, Sacramento, CA 95816 and the telephone number is (916) 871-6037

## **ERISA CONSIDERATIONS**

### **GENERAL**

When deciding whether to invest a portion of the assets of a qualified profit-sharing, pension or other retirement trust in the Company, a fiduciary should consider whether: (i) the investment is in accordance with the documents governing the particular plan; the investment satisfies the diversification requirements of Section 404(a)(1)(c) of Employee Retirement Income Security Act of 1974, as amended ("ERISA"); and (iii) the investment is prudent and in the exclusive interest of participants and beneficiaries of the plan.

### **PLAN ASSETS**

Under ERISA, whether the assets of the Company are considered "plan assets" is also critical. ERISA generally requires that "plan assets" be held in trust and that the trustee or a duly authorized Manager have exclusive authority and discretion to manage and control the assets. ERISA also imposes certain duties on persons who are "fiduciaries" of employee benefit plans and prohibits certain transactions between such plans and parties in interest (including fiduciaries) with respect to the assets of such plans. Under ERISA and the Code, "fiduciaries" with respect to a plan include persons who: (i) have any power of control, management or disposition over the funds or other property of the plan; (ii) actually provide investment advice for a fee; or (iii) have discretion with regard to plan administration. If the underlying assets of the Company are considered to be "plan assets," then the Manager(s) of the Company could be considered a fiduciary with respect to an investing employee benefit plan, and various transactions between Management or any affiliate and the Company, such as the payment of fees to Managers, might result in prohibited transactions. A regulation adopted by the Department of Labor generally defines plan assets as not to include the underlying assets of the issuer of the securities held by a plan. However, where a plan acquires an equity interest in an entity that is neither a publicly offered security nor a security issued by certain registered investment companies, the plan's assets include both the equity interest and an undivided interest in each of the underlying assets of the entity unless: (i) the entity is an operating company or; (ii) equity participation in the entity by benefit plan investors (as defined in the regulations) is not significant (i.e., less than twenty-five percent (25%) of any class of equity interests in the entity is held by benefit plan investors).

**Benefit plan investors are not expected to acquire twenty-five percent (25%) or more of the Units offered by the Company.** Management of the Company intends to preclude significant investment in the Company by such plans. Employee benefit plans (including IRAs), however, are urged to consult with their legal advisors before subscribing for the purchase of Units to ensure the investment is acceptable under ERISA regulations.



## SECTION 3: Exhibits

# **EXHIBIT A**

## **SUPPORTING DOCUMENTATION**

### **TBI 1807 Tribute Road LP**

21711 N 39<sup>th</sup> Place, Phoenix, AZ 85050

- Acquisition Cost and Cash Flow
- Partnership Structure
- Marcus and Millichap Offering Memorandum

PURCHASE PRICE	\$	2,200,000		SALE CAP RATE				
ACQUISITION FEE	5.00%	\$ 110,000		-PREFERRED RETURN	8.00%	48.94%	3.91%	
ALTA SURVEY		\$ 3,550	10/10/22 QUOTE	-LOAN CONSTANT	8.01%	51.06%	4.09%	
LEGAL -PSA		\$ 5,000					8.00%	
LEGAL - PARTNERSHIP		\$ 5,000						
APPRASAL		\$ 4,000	11-3-22 QUOTE	Assumptions				
PHASE I		\$ 2,350	10/10/22 QUOTE	• All options were deemed to be exercised				
LOAN FEE	0.50%	\$ 6,000	11-3-22 BANK TERM SHEET	• Fair market rents are 3% greater than the prior year with 3% increases thereafter				
LOAN BROKERAGE FEE	1.00%	\$ 12,000	11-3-22 AGREEMENT					
OFFERING EXPENSE		\$ 2,100	11-3-22 ADJUSTED	• After lease expires, rent is 3% greater than prior year with 3% increases thereafter				
ADJUSTED PRICE		\$ 2,350,000						
LOAN TO VALUE/LOAN	51.06%	\$ 1,200,000						
CAPITAL NEEDED		\$ 1,150,000	23.00 units					
CAPITAL SHORT(LONG)		\$ -						
CLOSING DATE			12/31/22					

			2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
			YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11
INCOME													
RENT													
MEDSPEED			\$ 45,806	\$ 47,238	\$ 49,146	\$ 51,055	\$ 52,692	\$ 54,272	\$ 55,901	\$ 57,578	\$ 59,305	\$ 61,084	\$ 62,917
SAC DANCE LAB			\$ 118,011	\$ 121,500	\$ 124,967	\$ 128,671	\$ 132,531	\$ 136,507	\$ 140,602	\$ 144,820	\$ 149,165	\$ 153,640	\$ 158,249
VACANT			\$ -	\$ 14,400	\$ 14,832	\$ 15,277	\$ 15,735	\$ 16,207	\$ 16,694	\$ 17,194	\$ 17,710	\$ 18,241	\$ 18,789
TOTAL RENT			\$ 163,817	\$ 183,138	\$ 188,946	\$ 195,003	\$ 200,958	\$ 206,987	\$ 213,197	\$ 219,592	\$ 226,180	\$ 232,966	\$ 239,955
NNN INCOME													
MEDSPEED	3,181	26.73%	\$ 21,899	\$ 22,456	\$ 22,839	\$ 23,234	\$ 23,635	\$ 24,045	\$ 24,745	\$ 25,178	\$ 25,621	\$ 26,077	\$ 26,544
SAC DANCE LAB	7,720	64.87%	\$ 53,148	\$ 54,498	\$ 55,429	\$ 56,387	\$ 57,360	\$ 58,356	\$ 60,055	\$ 61,104	\$ 62,180	\$ 63,285	\$ 64,420
VACANT	1,000	8.40%	\$ -	\$ 7,059	\$ 7,180	\$ 7,304	\$ 7,430	\$ 7,559	\$ 7,779	\$ 7,915	\$ 8,054	\$ 8,198	\$ 8,345
TOTAL CAM	11,901	100.00%	\$ 75,047	\$ 84,014	\$ 85,448	\$ 86,924	\$ 88,425	\$ 89,960	\$ 92,579	\$ 94,196	\$ 95,856	\$ 97,560	\$ 99,308
TOTAL INCOME			\$ 238,865	\$ 267,152	\$ 274,394	\$ 281,928	\$ 289,383	\$ 296,947	\$ 305,775	\$ 313,788	\$ 322,036	\$ 330,525	\$ 339,263
OPERATING EXPENSES													
MANAGEMENT FEE	5.00%		\$ 11,943	\$ 13,358	\$ 13,720	\$ 14,096	\$ 14,469	\$ 14,847	\$ 15,289	\$ 15,689	\$ 16,102	\$ 16,526	\$ 16,963
CLEANING AND JANITORIAL	3.00%		\$ 1,708	\$ 1,759	\$ 1,812	\$ 1,866	\$ 1,922	\$ 1,980	\$ 2,039	\$ 2,101	\$ 2,164	\$ 2,229	\$ 2,295
PARKING LOT SWEEPING	3.00%		\$ 576	\$ 593	\$ 611	\$ 629	\$ 648	\$ 668	\$ 688	\$ 708	\$ 730	\$ 752	\$ 774
DAY PORTER	3.00%		\$ 434	\$ 447	\$ 460	\$ 474	\$ 488	\$ 503	\$ 518	\$ 534	\$ 550	\$ 566	\$ 583
HVAC MAINTENANCE	3.00%		\$ 928	\$ 956	\$ 985	\$ 1,014	\$ 1,044	\$ 1,076	\$ 1,108	\$ 1,141	\$ 1,176	\$ 1,211	\$ 1,247
LANDSCAPING	3.00%		\$ 3,142	\$ 3,236	\$ 3,333	\$ 3,433	\$ 3,536	\$ 3,642	\$ 3,752	\$ 3,864	\$ 3,980	\$ 4,100	\$ 4,223
LANDSCAP REPAIR	3.00%		\$ 160	\$ 165	\$ 170	\$ 175	\$ 180	\$ 185	\$ 191	\$ 197	\$ 203	\$ 209	\$ 215
LIGHTING MAINTENANCE & REPAIR	3.00%		\$ 705	\$ 726	\$ 748	\$ 770	\$ 793	\$ 817	\$ 842	\$ 867	\$ 893	\$ 920	\$ 947
ROOF REPAIR AND MAINTENANCE	3.00%		\$ 1,923	\$ 1,981	\$ 2,040	\$ 2,101	\$ 2,164	\$ 2,229	\$ 2,296	\$ 2,365	\$ 2,436	\$ 2,509	\$ 2,584
FENCES, GATES & SIGNS	3.00%		\$ 93	\$ 96	\$ 99	\$ 102	\$ 105	\$ 108	\$ 111	\$ 114	\$ 118	\$ 121	\$ 125
PLUMBING	3.00%		\$ 1,566	\$ 1,613	\$ 1,661	\$ 1,711	\$ 1,763	\$ 1,815	\$ 1,870	\$ 1,926	\$ 1,984	\$ 2,043	\$ 2,105
BACKFLOW AND TESTING	3.00%		\$ 95	\$ 98	\$ 101	\$ 104	\$ 107	\$ 110	\$ 113	\$ 117	\$ 120	\$ 124	\$ 128
SECURITY SERVICE	3.00%		\$ 3,470	\$ 3,574	\$ 3,681	\$ 3,792	\$ 3,906	\$ 4,023	\$ 4,143	\$ 4,268	\$ 4,396	\$ 4,528	\$ 4,663
PEST SERVICE	3.00%		\$ 257	\$ 265	\$ 273	\$ 281	\$ 289	\$ 298	\$ 307	\$ 316	\$ 326	\$ 335	\$ 345
PARKING LOT LIGHTING	3.00%		\$ 1,232	\$ 1,269	\$ 1,307	\$ 1,346	\$ 1,387	\$ 1,428	\$ 1,471	\$ 1,515	\$ 1,561	\$ 1,607	\$ 1,656
INSURANCE	3.00%		\$ 2,756	\$ 2,839	\$ 2,924	\$ 3,012	\$ 3,102	\$ 3,195	\$ 3,291	\$ 3,390	\$ 3,491	\$ 3,596	\$ 3,704
AD VALOUEM PROPERTY TAXES	1.12%	2.00%	\$ 24,567	\$ 25,059	\$ 25,560	\$ 26,071	\$ 26,593	\$ 27,124	\$ 27,667	\$ 28,220	\$ 28,785	\$ 29,360	\$ 29,948
DIRECT LEVIES AND ASSESSMENTS			\$ 643	\$ 643	\$ 643	\$ 643	\$ 643	\$ 643	\$ 643	\$ 643	\$ 643	\$ 643	\$ 643
ROOF RESERVE			\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064
HVAC RESERVE			\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973	\$ 10,973
ASPHALT RESERVE			\$ 2,937	\$ 2,937	\$ 2,937	\$ 2,937	\$ 2,937	\$ 2,937	\$ 3,930	\$ 3,930	\$ 3,930	\$ 3,930	\$ 3,930
TOTAL OPERATING EXPENSES			\$ 82,173	\$ 84,650	\$ 86,102	\$ 87,596	\$ 89,114	\$ 90,667	\$ 93,307	\$ 94,943	\$ 96,623	\$ 98,347	\$ 100,116
NET OPERATING INCOME			\$ 156,692	\$ 182,502	\$ 188,292	\$ 194,332	\$ 200,269	\$ 206,280	\$ 212,469	\$ 218,845	\$ 225,413	\$ 232,179	\$ 239,147
DEBT SERVICE	6.37%		\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063	\$ 96,063
DEBT SERVICE COVERAGE RATIO	25 YEARS		1.63	1.90	1.96	2.02	2.08	2.15	2.21	2.28	2.35	2.42	2.49
CALIFORNIA STATE TAX			\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800
TAX RETURNS			\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500
COMMISSIONS			\$ -	\$ 3,600	\$ -	\$ -	\$ -	\$ 17,063	\$ 2,087	\$ 7,197	\$ -	\$ -	\$ 19,781
CASH FLOW			\$ 56,329	\$ 78,538	\$ 87,929	\$ 93,968	\$ 99,906	\$ 88,853	\$ 110,018	\$ 111,285	\$ 125,050	\$ 131,815	\$ 119,002
CASH ON CASH RETURN			4.90%	6.83%	7.65%	8.17%	8.69%	7.73%	9.57%	9.68%	10.87%	11.46%	10.35%
PREFERRED RETURN DISTRIBUTION TO INVESTOR			\$ 56,329	\$ 78,538	\$ 87,929	\$ 93,968	\$ 99,906	\$ 88,853	\$ 110,018	\$ 111,285	\$ 101,173	\$ 92,000	\$ 92,000
EXCESS			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,877	\$ 39,815	\$ 27,002
INVESTOR SHARE	75.00%		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,908	\$ 29,861	\$ 20,252
DEVELOPER SHARE	25.00%		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,969	\$ 9,954	\$ 6,751
TOTAL DISTRIBUTION TO INVESTOR			\$ 56,329	\$ 78,538	\$ 87,929	\$ 93,968	\$ 99,906	\$ 88,853	\$ 110,018	\$ 111,285	\$ 119,081	\$ 121,861	\$ 112,252

SALES PRICE	\$	2,687,415
COMMISSION	3.00%	\$ (80,622)
CLOSING COST	0.50%	\$ (13,437)
LOAN BALANCE		\$ (900,422)
EXIT 'FEE	1.00%	\$ (26,874)
CAPITAL ACCOUNT BALANCE		\$ (1,150,000)
EXCESS CASH		\$ 516,060
INVESTOR SHARE	75.00%	\$ 387,045
DEVELOPER SHARE	25.00%	\$ 129,015

IRR CALCULATION \$ (1,093,671) \$ 78,538 \$ 87,929 \$ 93,968 \$ 99,906 \$ 88,853 \$ 110,018 \$ 111,285 \$ 119,081 \$ 121,861 \$ 1,557,297 10.94%

LOAN AMOUNT													
BEGINNING BALANCE	\$ 1,200,000	\$ 1,180,377	\$ 1,159,503	\$ 1,137,300	\$ 1,113,683	\$ 1,088,561	\$ 1,061,839	\$ 1,033,415	\$ 1,003,180	\$ 971,020	\$ 936,810		
PAYMENT	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)	\$ (96,063)		
INTEREST	\$ 76,440	\$ 75,190	\$ 73,860	\$ 72,446	\$ 70,942	\$ 69,341	\$ 67,639	\$ 65,829	\$ 63,903	\$ 61,854	\$ 59,675		
ENDING BALANCE	\$ 1,180,377	\$ 1,159,503	\$ 1,137,300	\$ 1,113,683	\$ 1,088,561	\$ 1,061,839	\$ 1,033,415	\$ 1,003,180	\$ 971,020	\$ 936,810	\$ 900,422		

CAPITAL ACCOUNT													
BEGINNING BALANCE	\$ 1,150,000	\$ 1,185,671	\$ 1,199,133	\$ 1,203,204	\$ 1,201,236	\$ 1,193,330	\$ 1,196,477	\$ 1,178,458	\$ 1,159,173	\$ 1,150,000	\$ 1,150,000		
ACCRUAL	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000	\$ 92,000		
PAYMENT	\$ (56,329)	\$ (78,538)	\$ (87,929)	\$ (93,968)	\$ (99,906)	\$ (88,853)	\$ (110,018)	\$ (111,285)	\$ (101,173)	\$ (92,000)	\$ (92,000)		
	\$ 1,185,671	\$ 1,199,133	\$ 1,203,204	\$ 1,201,236	\$ 1,193,330	\$ 1,196,477	\$ 1,178,458	\$ 1,159,173	\$ 1,150,000	\$ 1,150,000	\$ 1,150,000		

COMMISSIONS													
MEDSPEED								\$ 7,197					
SAC DANCE LAB						\$ 17,063					\$ 19,781		
VACANT		\$ 3,600.00					\$ 2,086.69						
TOTAL COMMISSIONS	\$ -	\$ 3,600	\$ -	\$ -	\$ -	\$ 17,063	\$ 2,087	\$ 7,197	\$ -	\$ -	\$ 19,781		

COST OF LLIVING ADJUSTMENT 6.00% \$ 1.00 \$ 1.06 \$ 1.12 \$ 1.19 \$ 1.26 \$ 1.34 \$ 1.42 \$ 1.50 \$ 1.59 \$ 1.69

ROOF RESERVE													
BEGINNING BALANCE	\$ -	\$ 12,064	\$ 24,128	\$ 36,192	\$ 48,256	\$ 60,319	\$ 72,383	\$ 84,447	\$ 96,511	\$ 108,575	\$ 120,639		
ANNUAL RESERVE	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064	\$ 12,064		
CAPITAL EXPENDITURE												\$ (241,278)	
ENDING BALANCE	\$ 12,064	\$ 24,128	\$ 36,192	\$ 48,256	\$ 60,319	\$ 72,383	\$ 84,447	\$ 96,511	\$ 108,575	\$ 120,639	\$ (108,575)		

HVAC RESERVE	6 UNITS @ \$ 16,829 PER UNIT YEAR 1 WITH A USEFULL LIFE OF 12 YEARS												
	2 UNITS @ \$ 27,454 PER UNIT YEAR 1 WITH A USEFULL LIFE OF 12 YEARS												
BEGINNING BALANCE		10,973	21,947	32,920	43,894	54,867	65,840	76,814	87,787	98,761	109,734		
ANNUAL RESERVE		10,973	10,973	10,973	10,973	10,973	10,973	10,973	10,973	10,973	10,973		
CAPITAL EXPENDITURE												\$ (263,361)	
ENDING BALANCE		10,973	21,947	32,920	43,894	54,867	65,840	76,814	87,787	98,761	109,734	\$ (142,654)	

ASPHALT RESERVE	1 UNIT @ \$ 11,632 PER UNIT YEAR 1 WITH A USEFULL LIFE OF 5 YEARS												
BEGINNING BALANCE		\$ -	\$ 2,937	\$ 5,874	\$ 8,811	\$ 11,748	\$ -	\$ 3,930	\$ 7,861	\$ 11,791	\$ 15,722		
ANNUAL RESERVE		\$ 2,937	\$ 2,937	\$ 2,937	\$ 2,937	\$ 2,937	\$ 2,937	\$ 3,930	\$ 3,930	\$ 3,930	\$ 3,930		
CAPITAL EXPENDITURE							\$ (14,685)					\$ (19,652)	
ENDING BALANCE		\$ 2,937	\$ 5,874	\$ 8,811	\$ 8,811	\$ 11,748	\$ -	\$ 3,930	\$ 7,861	\$ 11,791	\$ 15,722	\$ -	

**PARTNERSHIP STRUCTURE FOR  
TBI 1807 TRIBUTE ROAD LP**

<b>PROPERTY:</b>	The property is located at 1807 Tribute Road, Sacramento, CA
<b>OWNERSHIP STRUCTURE</b>	The ownership will be TBI 1807 Tribute Road, LP, an Arizona Limited Partnership with Taylor Building Managers, a Arizona Limited Liability Company, as General Partner.
<b>OWNERSHIP INTEREST</b>	75.0% by equity partner as Class A Limited Partners 24.9% by Taylor Building Investors as a Class B Limited Partner 00.1% by Taylor Building Managers as the General Partner
<b>CAPITAL</b>	The Class A Limited partners shall be the source of the capital necessary for the project
<b>PREFERRED RETURN</b>	The preferred return will accrue at 8% per annum, simple interest. The preferred return will accrue from the date of investment
<b>DISTRIBUTION OF CASH FLOW</b>	100% of the cash flow distributed will first go to the Class A Limited Partners until their accrued Discretionary and Obligatory Preferred Returns have been paid; any excess distribution will be paid to the Partners in accordance with their Percentage Interests.
<b>DISTRIBUTION OF CAPITAL EVENT</b>	Any cash distributed from a capital event (i.e. refinance or sale) net of closing cost (commission, fees, title, etc.) shall pay off any existing debt; then to the Class A Limited Partners to pay their accrued Preferred Return and Capital. Any excess distribution will be paid to the Partners in accordance with their Percentage Interests.
<b>FEES TO RELATED PARTIES</b>	<p>The partnership agreement will provide for the payment by the partnership of the following fees as they become due.</p> <p>Taylor Building Investors. will be paid acquisition fee equal to Five percent (5.00%) to be paid at close of escrow.</p> <p>Taylor Building Investors. will be paid a Property Management fee equal to Four Percent (4.0%) of gross revenue to be paid monthly in arrears.</p> <p>Taylor Building Investors will be paid a Construction Administration fee equal to 5% of any improvement, replacement or tenant improvement.</p> <p>Taylor Building Managers will be paid an Asset Management fee equal to 1% of gross revenues to be paid quarterly in arrears.</p> <p>Taylor Building Investors will be paid a Disposition Fee of 1% of</p>

# Taylor Building Investors

	<p>gross sales price paid at the time the project is sold.</p> <p>Taylor Building Investors will be paid a loan negotiation fee equal to 1% of the loan amount on all loans negotiated (other than the initial loan used to acquire the property) to be paid at the time the loan is funded.</p> <p>The General Partner shall employ either Taylor Building Investors. or an outside broker of it choosing at market rate commissions to market the subject property</p>
<p><b>PUROPOSE AND EXIT STRATEGY</b></p>	<p>Buy and hold for cash flow and long-term benefits of appreciation. Sale to be considered in the 10<sup>th</sup> year or sooner if there is a compelling reason after considering market conditions and tax implications</p> <p>In the tenth year, the General Partner would ask a broker familiar with the area to place a value on the property that he/she feel the property can be sold for. A vote will be taken and if a majority of the Class A partners would like to sell the property, the property would be sold. If a majority of the Class A partners would like to hold the property, they must buy out the minority. If the majority is unable to structure a buyout of the minority partners, the project would be sell</p>
<p><b>INVESTMENT</b></p>	<p>23 units of \$50,000 per unit for total capital of \$1,150,000. One-half (.5) unit fractions at \$25,000 are available.</p>

# Tribute Business Park

1807 Tribute Rd, Sacramento, CA 95815



# NON-ENDORSEMENT & DISCLAIMER NOTICE

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## SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

Activity ID #ZAD0030259

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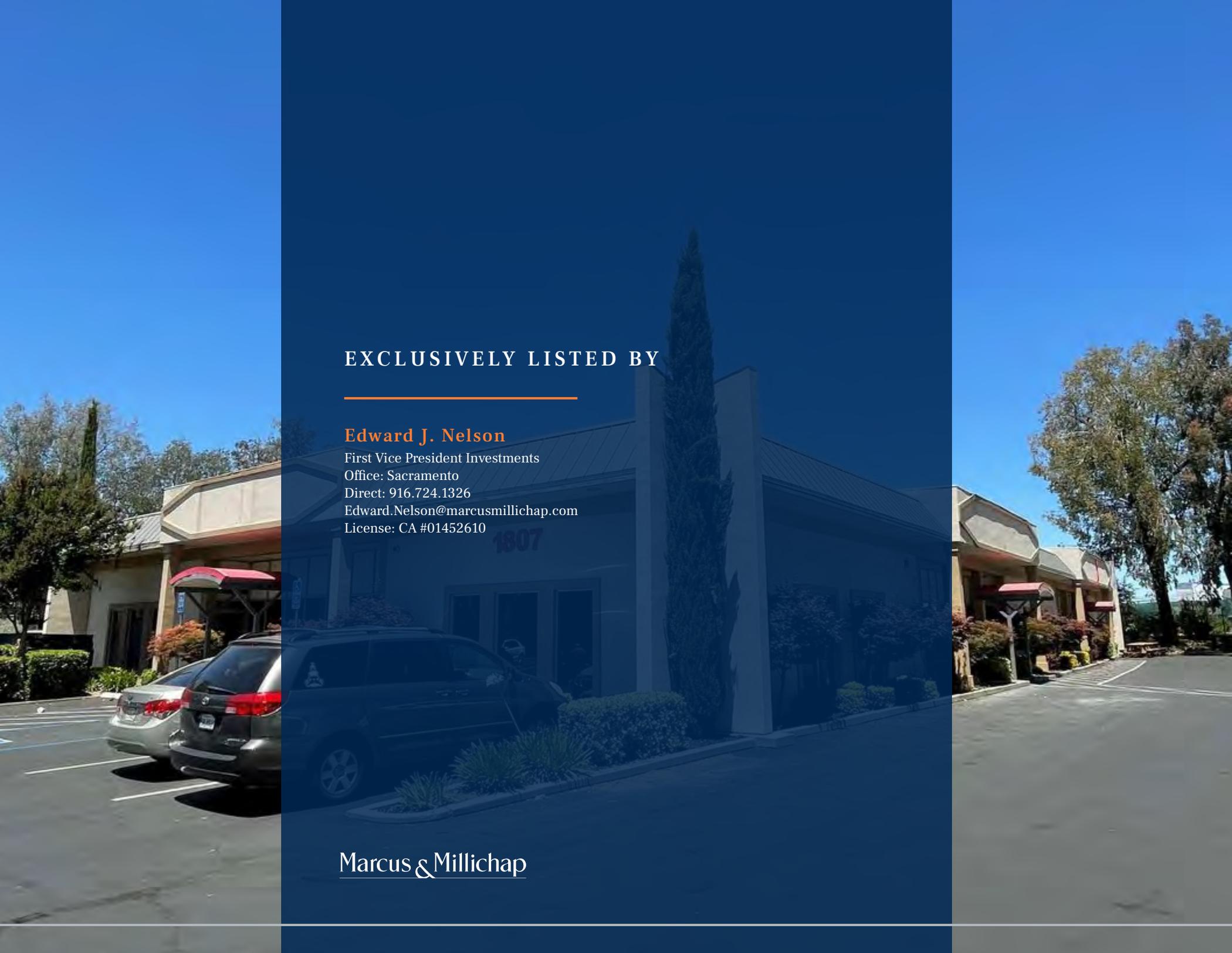


**SUBJECT  
PROPERTY**

EXPOSITION BLVD

**COURTYARD**  
BY MARRIOTT





EXCLUSIVELY LISTED BY

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**Edward J. Nelson**

First Vice President Investments

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License: CA #01452610

Marcus & Millichap

## OFFERING SUMMARY



Listing Price  
**\$2,300,000**



Current Cap Rate  
**6.13%**



Pro Forma Cap Rate  
**7.06%**

### FINANCIAL

Listing Price	\$2,300,000
Current NOI	\$140,969
Pro Forma NOI	\$162,398
Current Cap Rate	6.13%
Pro Forma Cap Rate	7.06%
Price/SF	\$193.26
Occupancy	92%

### PROPERTY

Square Feet	11,901 SF
Lot Size	0.3 Acres (13,068 SF)
Year Built/Renovated	1980/2013





## Tribute Business Park // RENT ROLL

As of September,2022

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Monthly Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Lease Type	Renewal Options and Option Year Rental Information
				Comm.	Exp.						
MedSpeed	1807	3,181	26.7%	1/1/22	3/31/27	\$1.20	\$3,817	\$45,804	\$45,804	NNN	4% Annual Rental Increases Starting 2024; One 3-Year Option at FMV (no less than last rent)
Sac Dance Lab	1807 A,B,C	7,720	64.9%	4/1/20	5/31/28	\$1.24	\$9,599	\$115,188	\$120,371	NNN	3% Annual Rental Increases
Vacant	1807 F	1,000	8.4%	1/0/00		\$0.00	\$0	\$0	\$14,400	NNN	
Total		11,901				\$1.13	\$13,416	\$160,992	\$180,575		
Occupied Tenants: 2				Unoccupied Tenants: 1		Occupied Rentable SF: 91.60%		Unoccupied Rentable SF: 8.40%			

## INCOME & EXPENSES // Tribute Business Park

INCOME	Current		Per SF	Pro Forma		Per SF	Notes
Scheduled Base Rental Income	162,562		13.66	180,575		15.17	
Expense Reimbursement Income							
CAM	46,695		3.92	52,584		4.42	
<b>Total Reimbursement Income</b>	<b>\$46,695</b>	<b>68.4%</b>	<b>\$3.92</b>	<b>\$52,584</b>	<b>74.3%</b>	<b>\$4.42</b>	
Potential Gross Revenue	209,257		17.58	233,159		19.59	
General Vacancy	0	0.0%	0.00			0.00	
<b>Effective Gross Revenue</b>	<b>\$209,257</b>		<b>\$17.58</b>	<b>\$233,159</b>		<b>\$19.59</b>	
OPERATING EXPENSES	Current		Per SF	Pro Forma		Per SF	
Cleaning & Janitorial	1,627		0.14	1,708		0.14	
Parking Lot Sweeping	549		0.05	576		0.05	
Day Porter	413		0.03	434		0.04	
HVAC Maintenance	884		0.07	928		0.08	
Landscaping	2,992		0.25	3,142		0.26	
Landscaping Repair	152		0.01	160		0.01	
Lighting Maintenance & Repair	671		0.06	705		0.06	
Roof Repair & Maintenance	1,836		0.15	1,928		0.16	
Fences, Gates & Signs	89		0.01	93		0.01	
Plumbing	1,491		0.13	1,566		0.13	
Backflow Testing	90		0.01	95		0.01	
Security Service	3,305		0.28	3,470		0.29	
Pest Service	245		0.02	257		0.02	
Parking Lot	1,173		0.10	1,232		0.10	
Insurance	2,625		0.22	2,756		0.23	
Real Estate Taxes	26,335		2.21	26,335		2.21	Re-Assessed Upon Sale
Management Fee	6,500	3.1%	0.55	7,200	3.1%	0.60	
Other Expenses - Non Reimbursable	17,311		1.45	18,177		1.53	
<b>Total Expenses</b>	<b>\$68,288</b>		<b>\$5.74</b>	<b>\$70,761</b>		<b>\$5.95</b>	
Expenses as % of EGR	32.6%			30.3%			
<b>Net Operating Income</b>	<b>\$140,969</b>		<b>\$11.85</b>	<b>\$162,398</b>		<b>\$13.65</b>	

DOWNTOWN SACRAMENTO

AMERICAN RIVER

COURTYARD  
BY MARRIOTT



EXPOSITION BLVD



SUBJECT  
PROPERTY



# TRIBUTE BUSINESS PARK

1807 Tribute Rd, Sacramento, CA 95815

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## INVESTMENT OVERVIEW

The subject property (1807 Tribute Road) is an 11,901-square foot multi-tenant industrial-flex property located in Sacramento, California. More specifically, the property is strategically located on Tribute Road between Highway 160 and Exposition Boulevard, within the Point West community of Sacramento. 1807 Tribute Road is part of a 3-building industrial park consisting of 1803, 1805, and 1807 Tribute Road (1803 Tribute Road is listed for sale at \$2,000,000). The property is currently 90.60 percent occupied by 2-tenants on triple-net leases (minimal landlord expense responsibility). There is currently one vacant 1,000-square foot suite offering upside upon lease-up. Fully remodeled in 2013, the property is well-maintained with immediate access to Business 80 and Highway 160.

Located at the Highway 160 and Business 80 eastbound on-ramp, the property is ideally located for transportation to the greater Sacramento area. Highway 160 connects Business 80 into the heart of Downtown Sacramento at 16th Street. Business 80, otherwise known as “Capitol City Freeway,” is the business loop of Interstate 80 running through Sacramento. Multiple logistical and warehouse tenants have chosen this area due to its central location within Sacramento (see the included aerial photo).

The Tribute Road properties are located within a five-minute drive of Downtown Sacramento. The city is not only California’s state capitol, it is also a growing metropolitan region with the eighth largest world economy. It is the largest city in a six-county region, serving a population close to 500,000 in the city and nearly 2.5 million people in the region. Sacramento continues to be a choice for the growing population of people seeking an affordable live-work-play lifestyle giving its proximity to the Bay Area, Napa Valley, and Lake Tahoe.

1807 Tribute Road is 90.60% occupied by two tenants on triple-net leases. Sac Dance Lab is the largest of the two tenants, occupying 64.9% or 7,720-square feet. Sac Dance Lab signed a 5-year triple-net lease in 2020 including 3% annual rental increase. Sac Dance Lab has expanded their square footage twice since moving and extended their lease term to 2028. Sac Dance Lab is Sacramento’s leader in commercial dance training from beginner to advanced levels. With a focus on industry styles and professional dance advocacy, Sac Dance Lab is a unique, boundless place to train for aspiring and professional dancers, while welcoming non-professional enthusiasts. Classes are taught by dance industry leaders including NFL, NBA, and commercial choreographers from around the nation. The remaining occupied space (26.7% or 3,181-square feet) is leased to MedSpeed. MedSpeed signed a 5-year triple-net lease in January of 2022 that includes 4% annual rental increases starting in April of 2024. The lease includes one 3-year option to renew at FMV, but not less than the last rental rate. MedSpeed is a healthcare delivery/courier service with locations across the nation.

## INVESTMENT HIGHLIGHTS

Immediate Business 80 (Capitol City Freeway) and Highway 160 Access

Full Renovation in 2013 (including roof, HVAC units, etc.)

Upside Potential 91.60% Occupied by 2-Tenants (1,000-SF Vacancy)

## Tribute Business Park // PROPERTY DETAILS

### SITE DESCRIPTION

Assessors Parcel Number	277-0320-003
Zoning	C-2-R-PUD
Year Built/Renovated	1980/2013
Topography	Flat
Intersection/Cross Street	Exposition Boulevard

### CONSTRUCTION

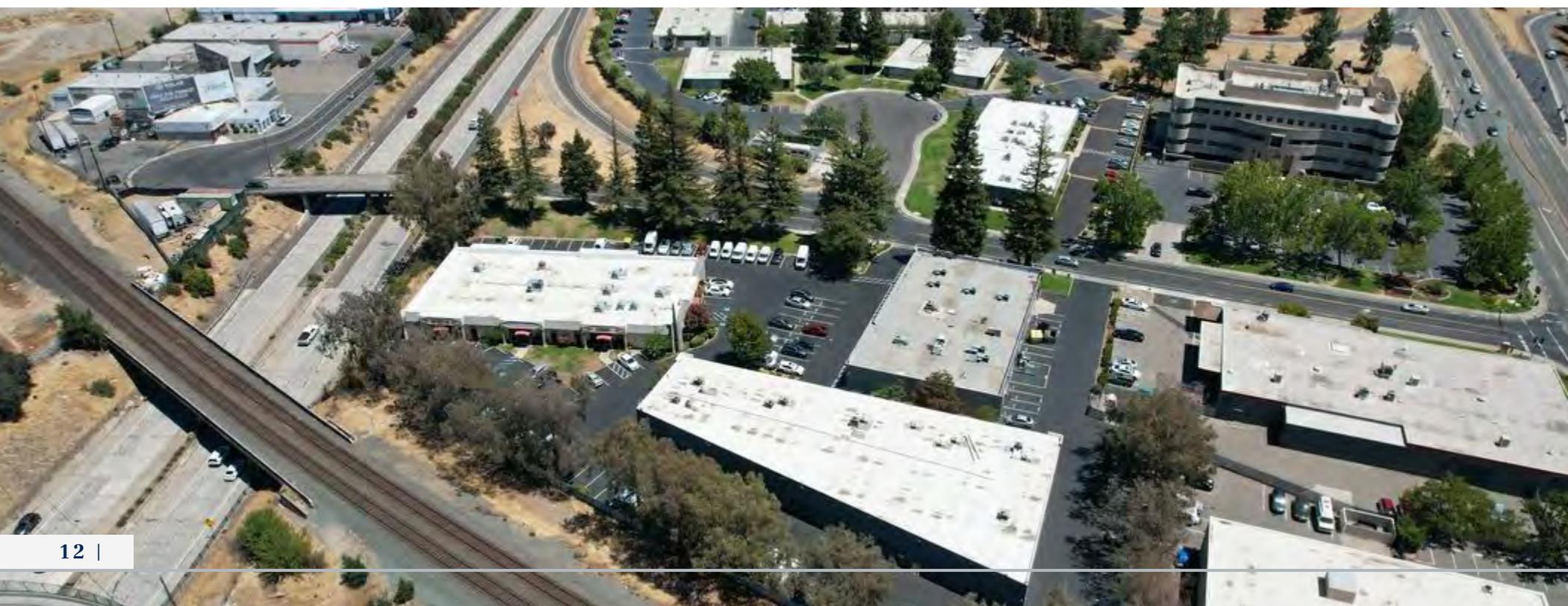
Framing	Reinforced Concrete
Exterior	Masonry
Parking	Asphalt
Roof	PTO Overlay

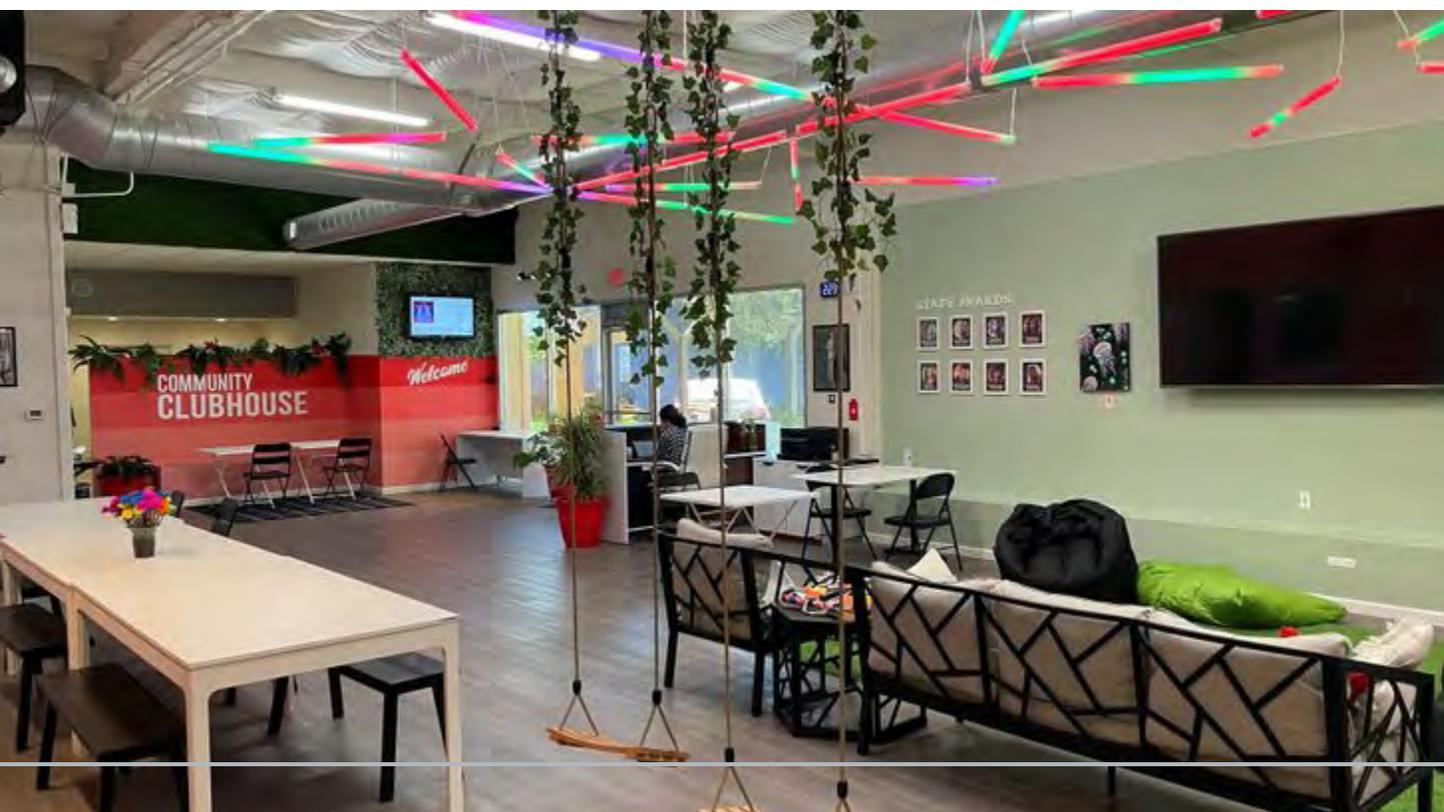
### MECHANICAL

HVAC	8 Roof Mounted Units
Fire Protection	Non-Sprinklered

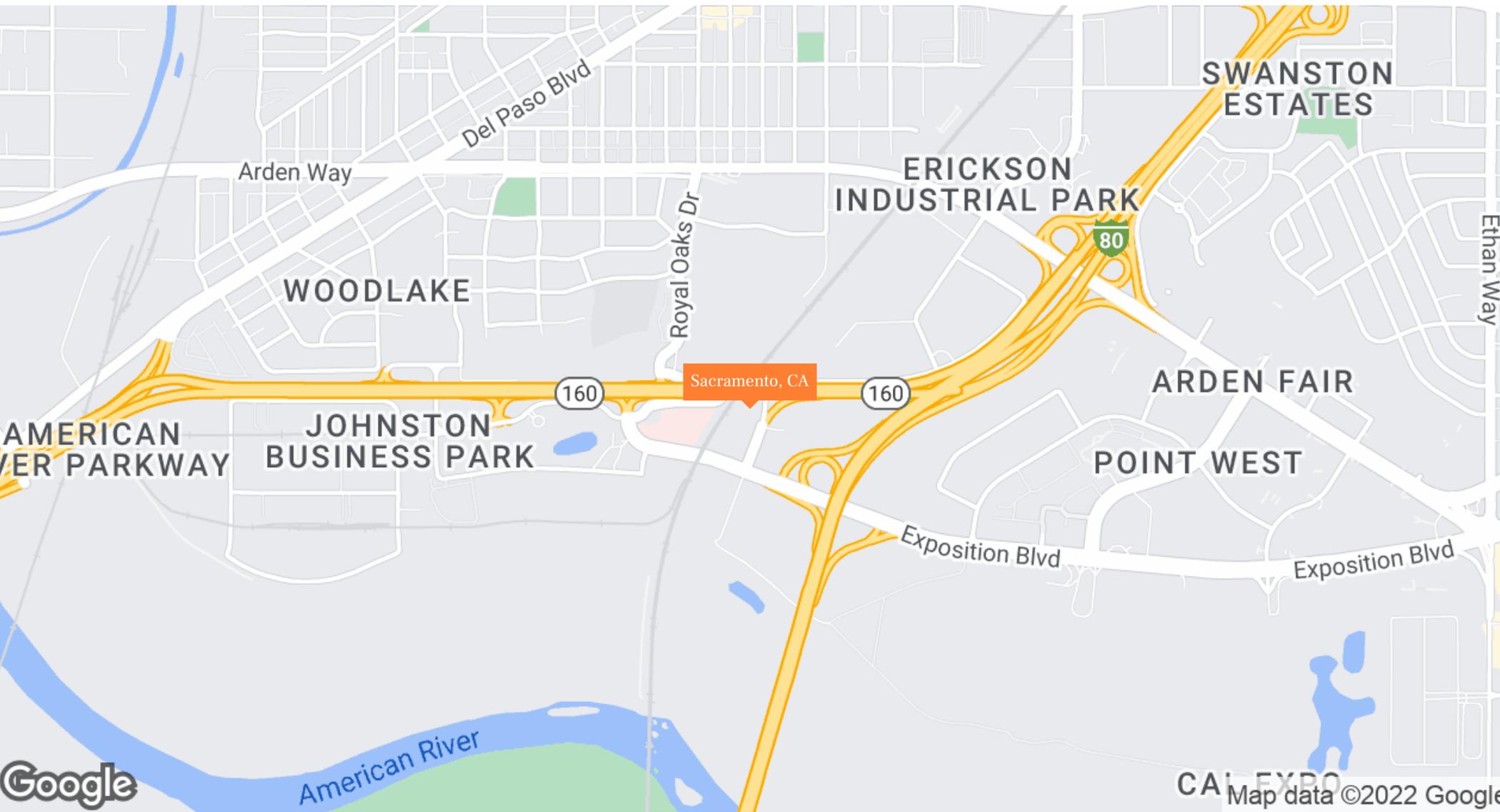
### UTILITIES

Electric	SMUD
Sewer	Public To-Site
Water	Public To-Site
Local Phone	Public To-Site

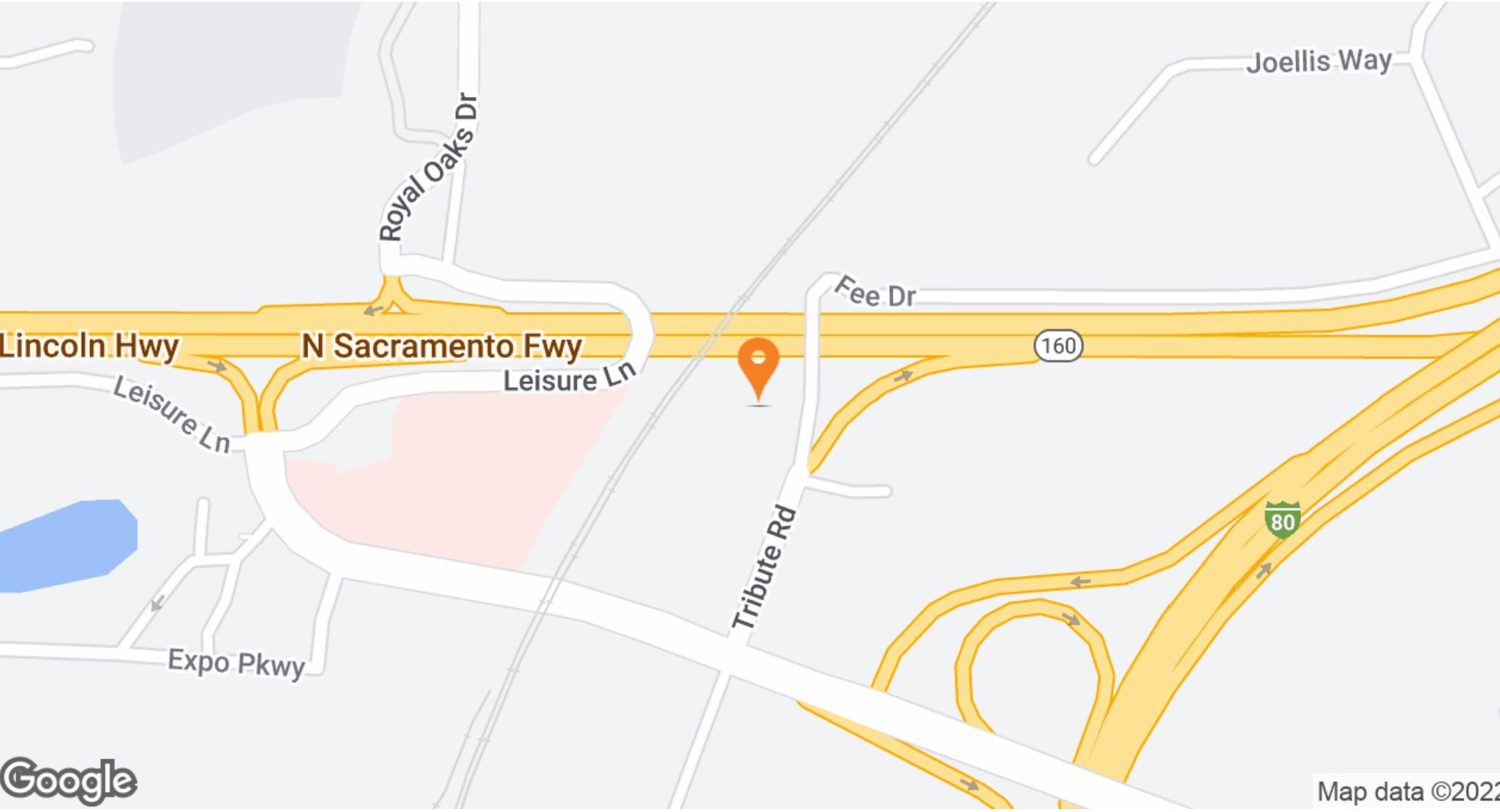




REGIONAL MAP // **Tribute Business Park**



Tribute Business Park // LOCAL MAP



## SACRAMENTO

### Sacramento Evolves Beyond a Local Service Market; Metro's Enhanced Role in Supply Chain Attracts Capital

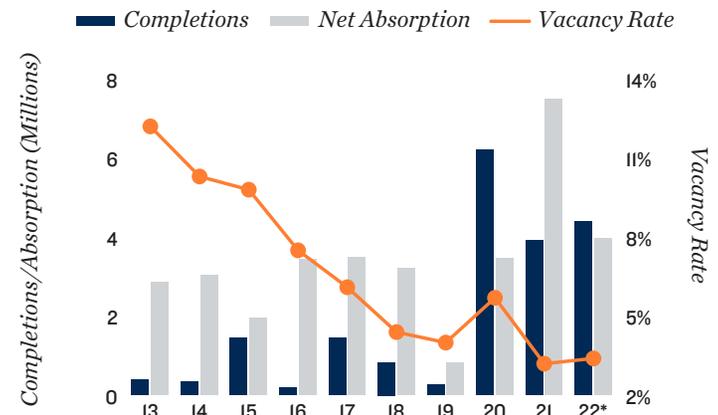
**Vacancy remains regionally tight, despite rapid stock expansion.** Proximity to the Bay Area, Central Valley and Reno, paired with local population growth, is motivating industrial users to establish or expand their presence in Sacramento. Robust demand for available warehouse and distribution space is demonstrated by metro vacancy compressing 80 basis points over the past two years to 3.4 percent, despite the delivery of more than 10 million square feet — a volume of supply additions that eclipsed the prior 14-year total. An increase in 100,000-square-foot-plus lease commitments by e-commerce firms, suppliers and logistics providers is largely to credit for demand outpacing completions, highlighted by the absorption of 7.5 million square feet last year. While notable inventory expansion continues in 2022, more than half of the 4.4 million square feet slated for delivery is accounted for. This will limit the impact of speculative space on overall availability, allowing Sacramento to remain the tightest market in Northern California.

**Strong fundamentals broaden investor roster.** Deal flow spiked in Sacramento last year, as low interest rates, sparse vacancy and double-digit rent growth across all submarkets fueled buyer demand. The metro's expanding role in the regional supply chain is drawing more investors to the area, as is its average cap rate, which is at least 50 basis points above all other major West Coast markets. A high volume of sub-\$200 per square foot listings are also attracting investors to Sacramento. Institutional buyers active in the metro are pursuing 50,000- to 200,000-square-foot warehouses and select larger distribution centers in industrial-heavy Power Inn, as well as areas proximate to Interstate 80 and Highway 50, including Sunrise. Private investors and owner-users are also present in these locales, exhibiting a preference for warehouses at mid-5 to high-6 percent returns.

### Economic Trends



### Supply and Demand



\* Estimate; \*\* Forecast

Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

## 2022 MARKET FORECAST

- Employment**  
up 3.0%

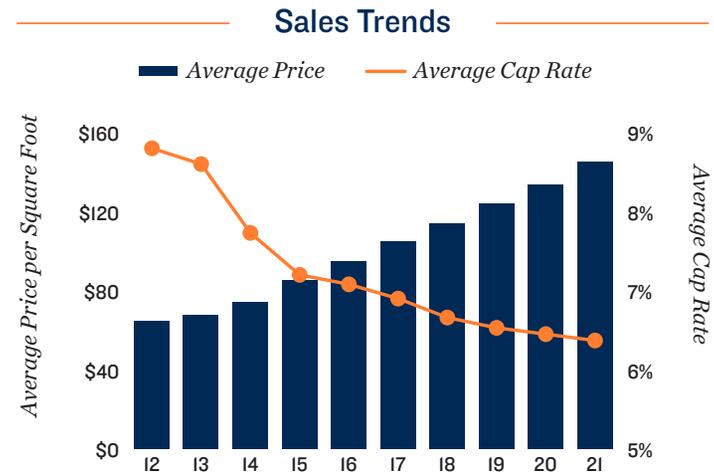
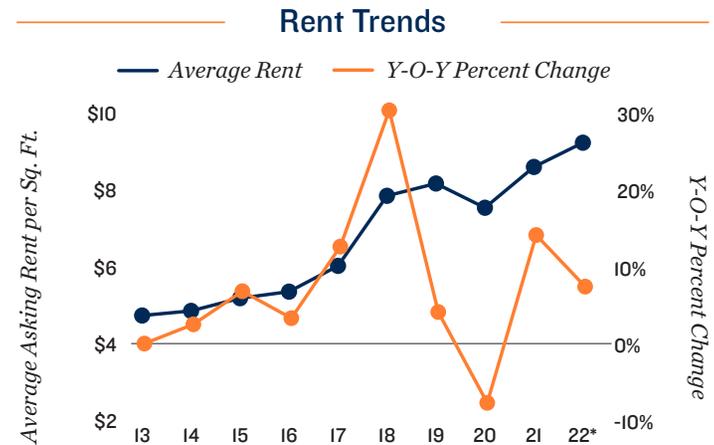
Sacramento’s job count surpasses the pre-pandemic recording, as employers create 30,000 positions in 2022.
- Construction**  
4.4 million sq. ft.

Inventory rises by 2.8 percent in 2022 — an uptick in construction after the delivery of 3.9 million square feet last year. Metro Air Park represents the epicenter of supply additions.
- Vacancy**  
up 20 bps

Industrial users absorb nearly 4 million square feet of space in 2022. This demand translates to a minimal change in vacancy, as the metro’s year-end rate reaches 3.4 percent.
- Rent**  
up 7.4%

The pace of local rent growth exceeds the U.S. rate of increase, lifting the mean marketed rent to \$9.20 per square foot.
- Investment**

Sacramento’s buyer pool remains diversified in 2022. Relatively rapid inventory expansion appeals to institutional firms that target newer assets, while an abundance of sub-\$150 per square foot listings and 6 percent-plus cap rates attract private buyers.



\* Estimate; \*\* Forecast  
Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

# DEMOGRAPHICS // Tribute Business Park

POPULATION	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Population	7,417	163,020	387,618
<b>2021 Estimate</b>			
Total Population	7,337	159,462	377,504
<b>2010 Census</b>			
Total Population	6,888	145,550	343,531
<b>2000 Census</b>			
Total Population	6,940	146,578	333,813
<b>Daytime Population</b>			
2021 Estimate	17,186	251,950	535,000
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Households	3,465	70,037	162,696
<b>2021 Estimate</b>			
Total Households	3,418	68,227	157,931
Average (Mean) Household Size	2.2	2.3	2.3
<b>2010 Census</b>			
Total Households	3,137	61,073	141,257
<b>2000 Census</b>			
Total Households	3,216	62,842	139,283

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2021 Estimate</b>			
\$200,000 or More	3.8%	6.3%	6.9%
\$150,000-\$199,999	2.3%	5.4%	6.3%
\$100,000-\$149,999	9.2%	13.3%	15.3%
\$75,000-\$99,999	10.4%	12.3%	13.4%
\$50,000-\$74,999	17.4%	16.0%	15.9%
\$35,000-\$49,999	11.1%	11.7%	11.4%
\$25,000-\$34,999	10.8%	9.8%	8.7%
\$15,000-\$24,999	14.3%	10.0%	9.0%
Under \$15,000	20.7%	15.1%	13.1%
Average Household Income	\$61,205	\$81,486	\$88,261
Median Household Income	\$41,509	\$54,627	\$61,389
Per Capita Income	\$28,654	\$35,262	\$37,287
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2021 Estimate Total Population	7,337	159,462	377,504
Under 20	22.6%	22.9%	23.5%
20 to 34 Years	29.9%	28.2%	25.9%
35 to 39 Years	6.4%	8.1%	7.8%
40 to 49 Years	11.2%	11.9%	12.0%
50 to 64 Years	17.7%	16.5%	17.1%
Age 65+	12.0%	12.4%	13.8%
Median Age	33.4	34.4	35.4
<b>Population 25+ by Education Level</b>			
2021 Estimate Population Age 25+	4,966	111,808	263,027
Elementary (0-8)	12.5%	7.4%	6.8%
Some High School (9-11)	12.7%	7.6%	6.9%
High School Graduate (12)	19.3%	22.4%	21.3%
Some College (13-15)	25.6%	22.9%	23.4%
Associate Degree Only	6.5%	7.4%	8.0%
Bachelor's Degree Only	13.9%	20.0%	20.9%
Graduate Degree	9.6%	12.3%	12.6%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	25.0	25.0	25.0



### POPULATION

In 2021, the population in your selected geography is 377,504. The population has changed by 13.1 percent since 2000. It is estimated that the population in your area will be 387,618 five years from now, which represents a change of 2.7 percent from the current year. The current population is 48.7 percent male and 51.3 percent female. The median age of the population in your area is 35.4, compared with the U.S. average, which is 38.4. The population density in your area is 4,801 people per square mile.



### EMPLOYMENT

In 2021, 173,074 people in your selected area were employed. The 2000 Census revealed that 67.8 percent of employees are in white-collar occupations in this geography, and 32.2 percent are in blue-collar occupations. In 2021, unemployment in this area was 9.0 percent. In 2000, the average time traveled to work was 19.2 minutes.



### HOUSEHOLDS

There are currently 157,931 households in your selected geography. The number of households has changed by 13.4 percent since 2000. It is estimated that the number of households in your area will be 162,696 five years from now, which represents a change of 3.0 percent from the current year. The average household size in your area is 2.3 people.



### HOUSING

The median housing value in your area was \$316,059 in 2021, compared with the U.S. median of \$227,827. In 2000, there were 61,476 owner-occupied housing units and 77,807 renter-occupied housing units in your area. The median rent at the time was \$540.



### INCOME

In 2021, the median household income for your selected geography is \$61,389, compared with the U.S. average, which is currently \$65,694. The median household income for your area has changed by 72.3 percent since 2000. It is estimated that the median household income in your area will be \$65,167 five years from now, which represents a change of 6.2 percent from the current year.

The current year per capita income in your area is \$37,287, compared with the U.S. average, which is \$36,445. The current year's average household income in your area is \$88,261, compared with the U.S. average, which is \$94,822.



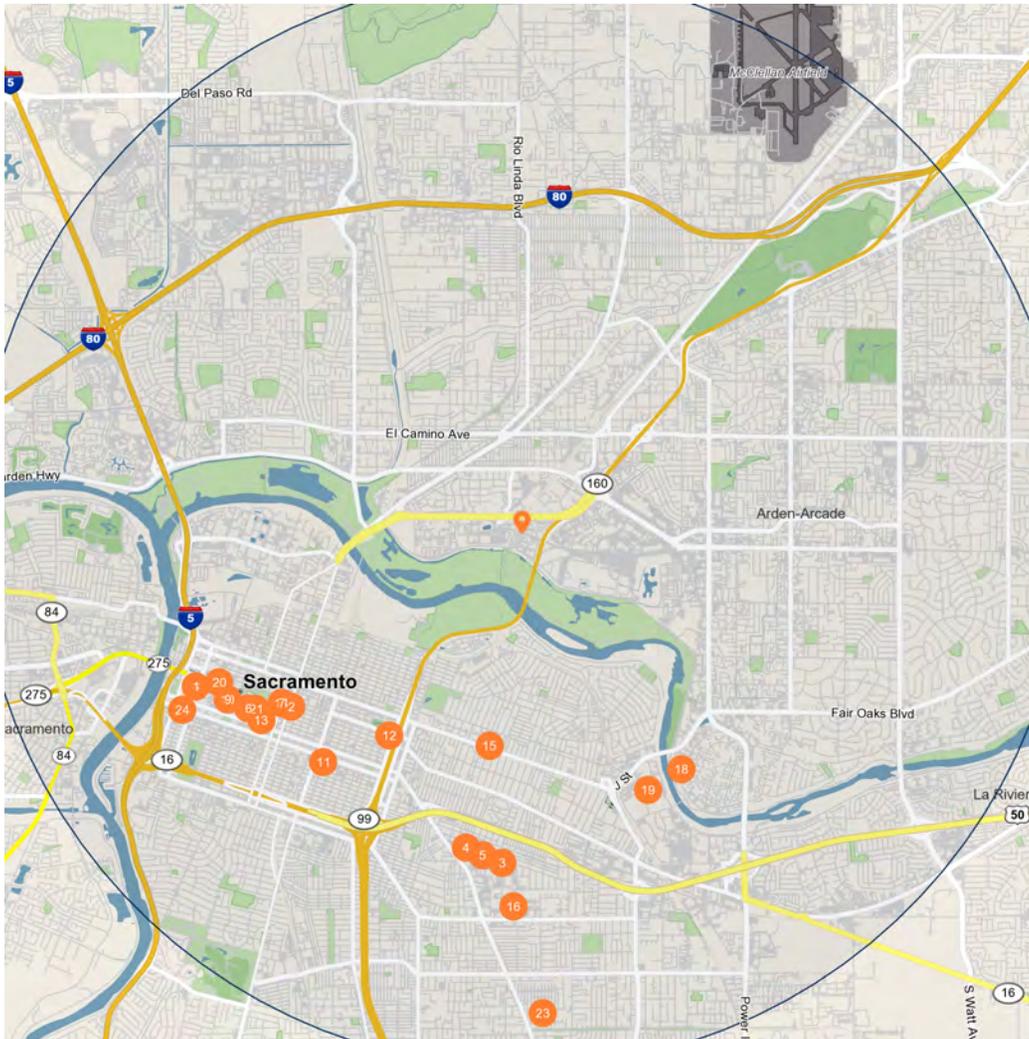
### EDUCATION

The selected area in 2021 had a lower level of educational attainment when compared with the U.S. averages. 12.6 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.0 percent, and 20.9 percent completed a bachelor's degree, compared with the national average of 19.5 percent.

The number of area residents with an associate degree was lower than the nation's at 8.0 percent vs. 8.3 percent, respectively.

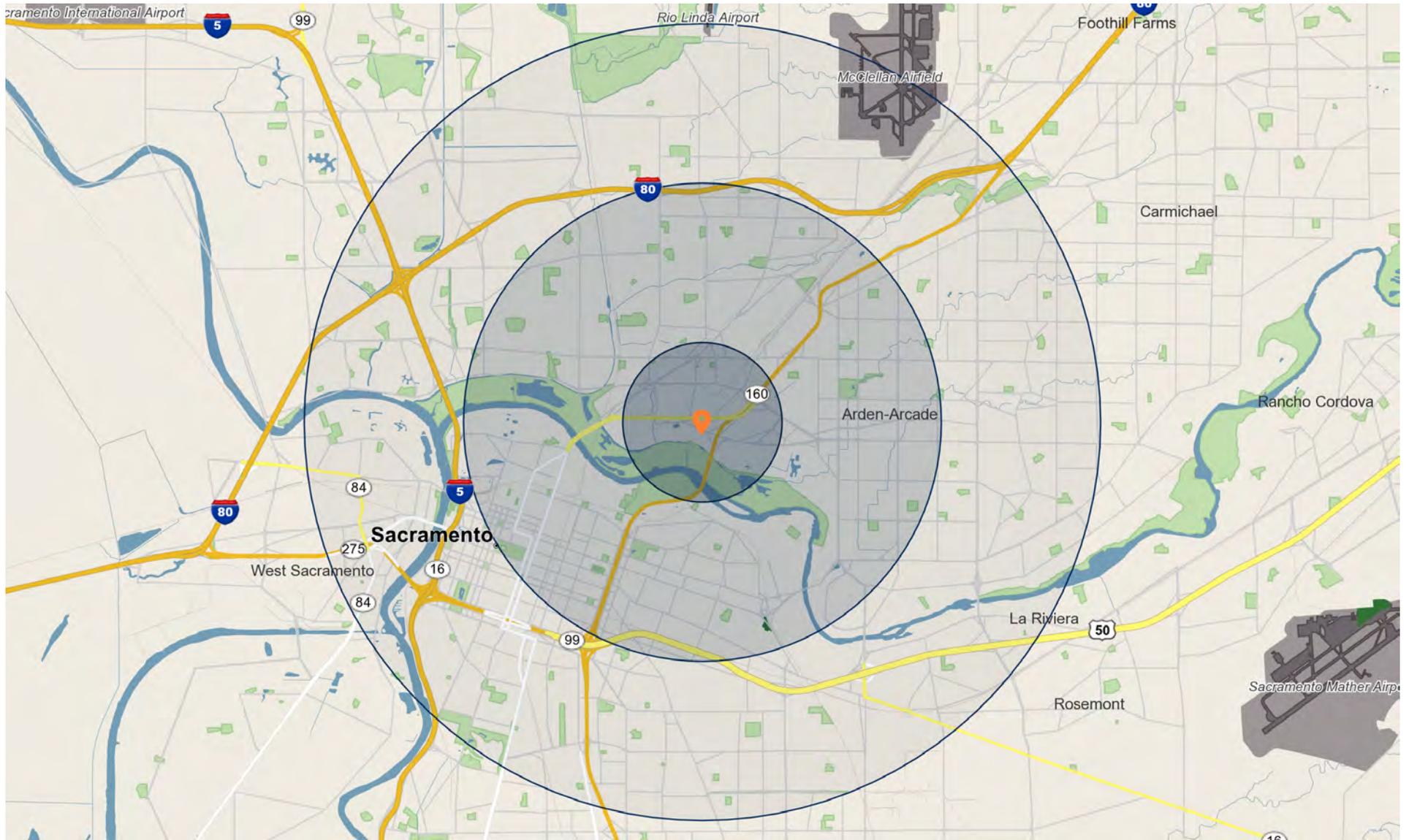
The area had fewer high-school graduates, 21.3 percent vs. 27.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 23.4 percent in the selected area compared with the 20.5 percent in the U.S.

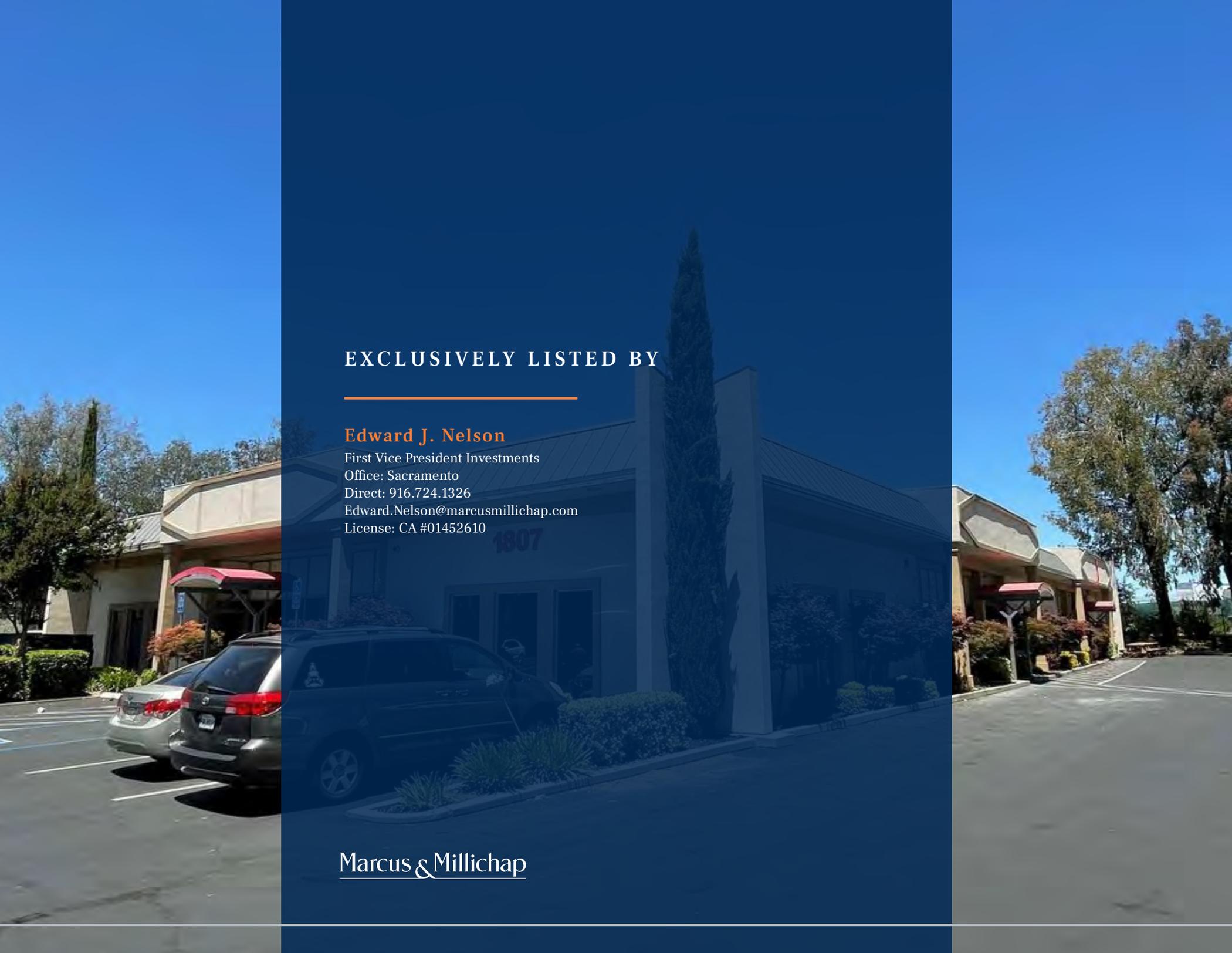
# DEMOGRAPHICS // Tribute Business Park



Major Employers		Employees
1	California Govrnmt Opr Agncy-Department Tax and Fee ADM	5,000
2	California Dept of Pub Hlth	3,800
3	University California Davis-Uc Davis Medical Center	3,575
4	University California Davis-Department of Ane	3,575
5	University California Davis-Medical Centre	3,575
6	California Department Trnsp-Caltrans	3,000
7	Department Health Care Svcs-Emergency Preparedness Office	3,000
8	Cal Equalization State Bd	3,000
9	Water Resources Cal Dept	2,500
10	Water Resources Cal Dept-Division of Fiscal Services	2,500
11	McClatchy Newspapers Inc-Sacramento Bee	2,500
12	Sutter Hlth Scrmnto Sierra Reg-Sutter Medical Center	2,500
13	General Services Cal Dept	2,000
14	Department Health Care Svcs-Prevention Services	2,000
15	Dignity Health-Mercy General Hospital	2,000
16	Justice California Department-Criminal Justice Info Div	2,000
17	Justice California Department	2,000
18	Northwest Staffing Resources-Resource Staffing Group	1,882
19	University Enterprises Inc-SACRAMENTO STATE SPONSORED RES	1,856
20	Rehabilitation California Dept	1,800
21	Cal Dept Food & Agriculture-Marketing Services Division	1,701
22	Department Health Care Svcs-Medical Care Services	1,660
23	United States Postal Service-West Sacramento Post Office	1,650
24	Califnria Pub Emplpyees Rtrmtnt	1,600
25	Dignity Health-Mercy General Hospital Bus Off	1,600

# Tribute Business Park // DEMOGRAPHICS





EXCLUSIVELY LISTED BY

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