



**1910 BISHOP LANE**  
SIMI VALLEY, CA 93063



## INDUSTRIAL SINGLE TENANT PROPERTY

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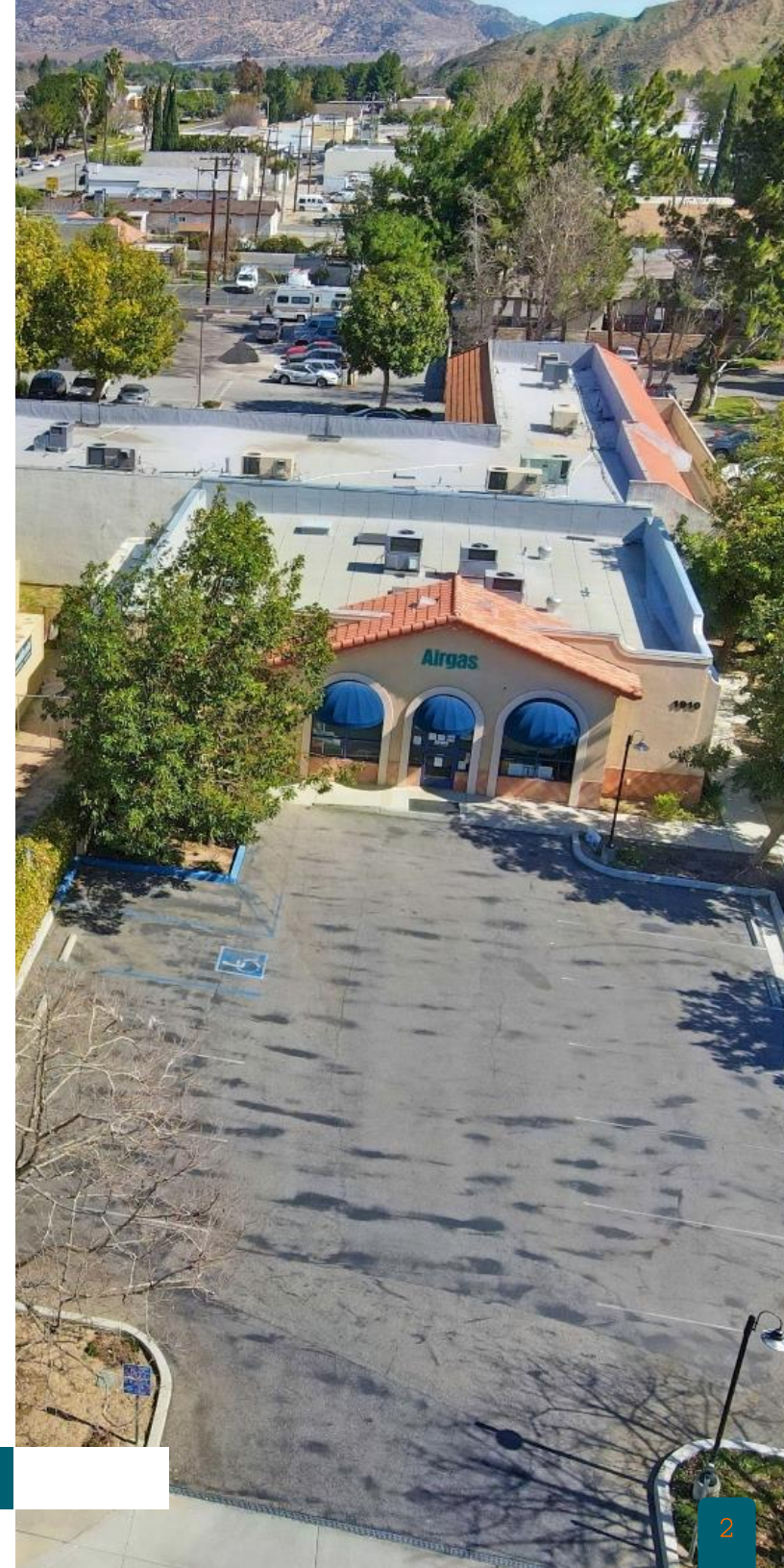
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# Property Summary

▪ OFFERING PRICE	<b>\$1,796,000</b>
▪ CAP RATE	5.25%
▪ NET OPERATING INCOME	\$94,338
▪ YEARS REMAINING ON EXISTING TERMS	4± Years
▪ ADDITIONAL OPTIONS	One 5-Year Option
▪ INCREASES	2% Annual Increases
▪ APN	626-0-341-170
▪ BUILDING AREA ±	2,916 SF
▪ LOT SIZE ±	11,250 SF
▪ YEAR BUILT	2008
▪ PARKING	12 Open Spaces

1910 BISHOP LANE | AIRGAS







# The Opportunity

We are pleased to present an Industrial Single Tenant property leased to Airgas USA, LLC, whose parent company is Air Liquide, a world leader in gases technologies and service for industry and health. Air Liquide's S&P Ratings is "A-2" with a "Positive Outlook". The company posted an EBIDTA of over \$5.6 Billion (Euro) in 2019 with revenues well over \$21 Billion Euro.

According to its corporate literature, Airgas operates the Air Liquide Group's Industrial Merchant and Healthcare activities in the United States. Airgas represents close to 30 percent of Air Liquide's global gas and services revenue; serves more than 1 million of Air Liquide's 3.5 million customers; and employs more than 18,000 associates within Air Liquide's global workforce of 67,000 employees.

This location in Simi Valley was built in 2008 and Airgas has been a tenant here since the building's inception. In 2019 Airgas approached the landlord requesting to extend and exercise their option for an additional 5-years starting in 2020; and negotiated an additional option period.

Considering this specialized location, the strength of the Tenant, and Airgas's built-up customer base, it is clear, this is one of Southern California's finest single tenant offerings on the market today.







# Rent Roll

Airgas has been a  
Tenant Since 2008

Year	From	To	Monthly Rent	Annual Rent (NOI)	Increases	Price/SF
Initial Term (COMPLETED)						
Years 1-8	10/1/2008	9/29/2016				
Options Exercised (COMPLETED)						
Year 8-11	10/1/2016	12/31/2019				
3rd Amendment & Option Exercised						
Year 1	1/1/2020	12/31/2020	\$7,707.38	\$92,489	-	\$ 2.64
Year 2	1/1/2021	12/31/2021	\$7,861.52	\$94,338	2%	\$ 2.70
Year 3	1/1/2022	12/31/2022	\$8,018.75	\$96,225	2%	\$ 2.75
Year 4	1/1/2023	12/31/2023	\$8,179.13	\$98,150	2%	\$ 2.80
Year 5	1/1/2024	12/31/2024	\$8,342.71	\$100,113	2%	\$ 2.86
2nd Option Period - Continued at 2% Annual Increases						
Year 11	1/1/2025	12/31/2025	\$8,509.56	\$102,115	2%	\$ 2.92
Year 12	1/1/2026	12/31/2026	\$8,679.76	\$104,157	2%	\$ 2.98
Year 13	1/1/2027	12/31/2027	\$8,853.35	\$106,240	2%	\$ 3.04
Year 14	1/1/2028	12/31/2028	\$9,030.42	\$108,365	2%	\$ 3.10
Year 15	1/1/2029	12/31/2029	\$9,211.03	\$110,532	2%	\$ 3.16

**Airgas**  
an Air Liquide company



# 1910 BISHOP LANE







# Airgas Overview

Source: Airgas Corporate Overview

Airgas®, an Air Liquide company, is a leading U.S. supplier of industrial, medical and specialty gases, as well as hardgoods and related products; one of the largest U.S. suppliers of safety products; and a leading U.S. supplier of ammonia products and process chemicals.

Dedicated to improving the performance of its more than 1 million customers, Airgas safely and reliably provides products, services and expertise through its more than 18,000 associates, over 1,400 locations, robust e-Business platform, and Airgas Total Access® telesales channel.

## Tenant Profile

Airgas® An Air Liquide Company

# History

**1982**

Airgas Founded

Growth through

**500+**

acquisitions

**2016**

Acquired by Air Liquide



Airgas was founded in 1982 with the acquisition of a local distributor, Connecticut Oxygen. The company has grown organically and through more than 500 acquisitions to become the largest U.S. distribution network in the packaged gas industry. Airgas was acquired by Air Liquide in 2016. Together, the combined company became a world leader in gas and services for Industry and Health.

Source: Airgas Corporate Overview



# Serving Diverse Industries

Airgas understands industry challenges customers face. Whether customers weld, care for patients or build skylines and infrastructure, Airgas' comprehensive portfolio of products and services – backed by a network of specialists with expertise in specialty gases, bulk gases, welding, healthcare, safety and on-site supply chain management – helps more than one million customers overcome these challenges and more, every day:

- ❑ Control costs, improve efficiencies and consolidate suppliers
- ❑ Produce high quality products and increase production with minimal or no downtime
- ❑ Improve safety in the workplace

## Life Sciences and Healthcare

### **Improve patient care | Achieve accurate analytical results**

Airgas Healthcare supports healthcare customers in their mission to improve lives – safely delivering reliable product when the stakes are the highest. Airgas Healthcare provides medical gases including oxygen for breathing, nitrous oxide for anesthesia, and dry ice and liquid nitrogen for shipping, in addition to on-site gas management services. Airgas Healthcare's offering helps researchers test new treatments and cures and forensic scientists analyze evidence. Airgas also offers specialty pure gases and mixtures for laboratories striving to achieve accurate measurements in analytical research.



## Food and beverage

### **Control costs as customer demands shift | Maintain product quality | Avoid food safety incidents**

From flash-freezing food and carbonating beverages to packaging delicate chips and freshly prepared meals, manufacturers count on Airgas for food- and beverage-grade gases, freezing equipment, dry ice and more to ensure their products meet quality standards and their operations run smoothly. Additionally, Airgas engineers provide application, process and technical expertise for a complete systems approach to serving customers.



## Retail services

### **Improve customer service | Secure reliable product delivery**

No matter how big or small, retail customers are treated with the high level of customer service that is synonymous with the Airgas name. Airgas offers liquid carbon dioxide and nitrogen for carbonated beverages at bars and restaurants, helium for balloons at party supply stores, and gases, welding supplies and safety products for automotive service shops – a simple solution for busy retail customers.





## Manufacturing and metal fabrication

### **Reduce production costs | Increase efficiencies | Address skilled labor shortage**

Manufacturing companies and fabricators that cut, shape, mold and join metal comprise Airgas' largest customer segment. Airgas provides premium shielding and cutting gases, welding and automation equipment, consumables and safety supplies, and services including on-site supply chain management. In addition, Airgas' Advanced Fabrication expertise and automation equipment offering helps customers address the challenges of finding skilled labor to support their growing production demands.



## Construction

### **Implement cost controls | Improve jobsite closures | Access consistent product supply through all project phases**

Construction customers benefit from Airgas as a single-source supplier for gases, welding, equipment, safety and on-site supply chain management. Construction managers who work with Airgas know they will have the supplies they need, when they need them – avoiding jobsite delays and inefficiencies. Customers can manage overall costs while meeting quality and safety standards.



## Energy and chemicals

### **Minimize operational risks | Control costs | Improve production**

Whether helping petrochemical companies monitor emissions to comply with environmental regulations or providing essential molecules required as reaction agents for various process steps in the chemical production chain, Airgas' reliability gives companies peace of mind. Designed to meet any production demand safely, the Airgas offering includes specialty and industrial gases in multiple supply modes, on-site gas generation, welding and safety products, and a variety of on-site services.



## Power utilities and materials

### **Remain competitive in domestic markets | Implement productivity and efficiency enhancements**

Airgas provides metal, power generation, water and wastewater treatment customers with reliable, innovative solutions that ensure greater production uptime, controlled costs and regulatory compliance. Airgas supplies steel, aluminum, glass, paper and cement producers with industrial and specialty gases, including EPA protocol gases, equipment, safety products and solutions to meet productivity and sustainability goals.



## Government, defense and aerospace

### **Improve efficiency and agility with consolidated supply chain | Identify and quickly implement innovation**

Aerospace and defense customers in civil, government and military sectors partner with Airgas for quality products and unique solutions to meet their demanding research, development and production needs. From the airplane hangar to the rocket launch pad, these customers benefit from committing to a single-source supplier with a large gases and welding consumables offering, multiple distribution channels, and strong safety expertise.

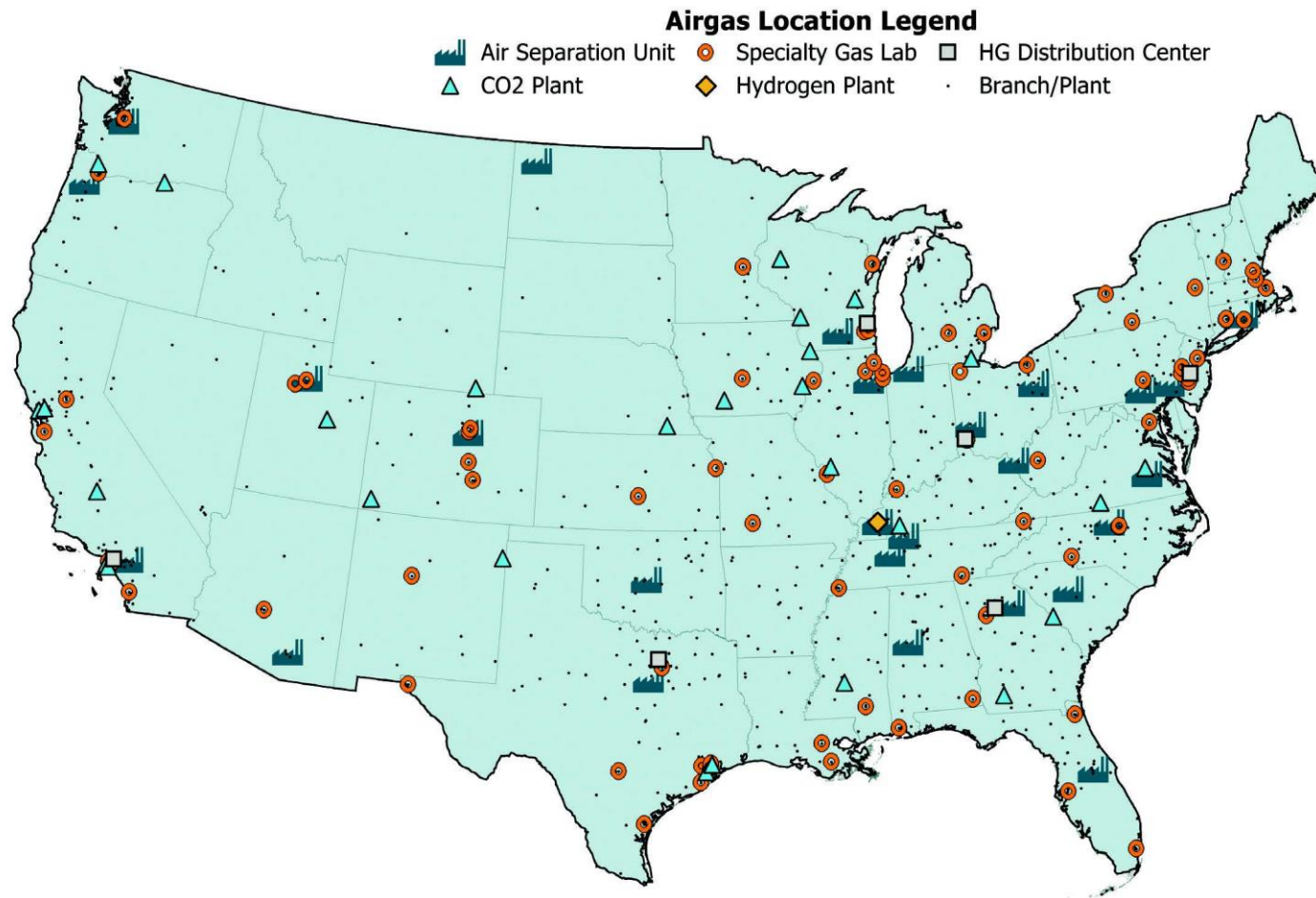




## Tenant Profile

### Airgas Facility Locations

Airgas' extensive supply chain network reliably provides products and services all over the country. With more than 1,400 locations nationwide – including branches, fill plants, specialty gas labs and production sites – along with the support of Air Liquide and relationships with suppliers, Airgas is able to get customers what they need, when they need it. Various modes of distribution and supply chain redundancy maximize Airgas' reliability while minimizing risk for customers.



Airgas' comprehensive supply chain and unrivaled nationwide footprint ensure that customers have the gases and supplies they need, when and where they need them.

Source: Airgas Corporate Overview



# Credit Ratings

## Assessment by S&P and Moody's

Air Liquide's credit ratings are based upon its credit worthiness and its ability to repay its debt. The Group is regularly assessed by the credit rating agencies Standard & Poor's and Moody's.

Agencies	Analyst	Short-Term Rating	Long-Term Rating	Outlook
<b>S&amp;P</b>	Gaetan Michel	A-2 July 24, 2020	A-July 24, 2020	Positive July 24, 2020
<b>Moody's</b>	Moritz Melsbach	P2 July 7, 2020	A3 July 7, 2020	Stable July 7, 2020

Rationales behind S&P A- rating are excellent Business Risk as well as adequate Liquidity and a significant Financial Risk. S&P puts a strong focus on Air Liquide's earnings resilience and stable cash flow generation when analyzing the company's probability and financial metrics. S&P views Air Liquide's profitability as less volatile than that of most specialty chemical companies. The "Positive" outlook means that S&P could increase Air Liquide's rating in the next 6 to 12 months if the FFO/Net debt ratio improves sustainably to 30% or higher. The agency rates corporate issuers as follows:

- Long-term ratings, in decreasing order: AAA (best), AA, A, BBB, BB, B, CCC, CC, C, D, SD (Selectively Defaulted). The rating is completed by + or -. Companies with ratings above BB+ are considered investment grade and those below non-investment grade
- Short-term ratings, in decreasing order: A-1+ (best), A-1, A-2, A-3, B, C, D





# Simi Valley

**\$107,927**

5-mile Radius Average  
Household Income

**126,580**

Population In A 5-mile Radius

**7,500**

Businesses In Simi Valley



Simi Valley is an incorporated city located in a valley of the same name in the southeast corner of Ventura County, California, bordering the San Fernando Valley of Los Angeles in the greater Los Angeles area. Simi Valley is the home of the Ronald Reagan Presidential Library, where the former president was laid to rest following his death in 2004. The city of Simi Valley is surrounded by the Santa Susana Mountain range and the Simi Hills, west of the San Fernando Valley and east of the Conejo Valley.

It is largely a commuter bedroom community feeding the larger cities in Ventura County to the west and the Los Angeles area and the San Fernando Valley to the east. Simi Valley has a rich history and has evolved into a city where high tech industry, luxurious living, and avocado groves coalesce. Events in Simi Valley include the famous Cajun Festival and the Nottingham Renaissance Faire



# Location Accessibility





# Accessibility

- Highway: Highway 118 runs through the City and connects with State Highways 23 and 101, Interstates 5, 405, and 210.
- Air: Los Angeles International Airport, 42 miles; Burbank Airport, 26 miles; Camarillo Airport, 25 miles.
- Rail: Union Pacific Railroad for freight service; Amtrak and Metrolink for passenger service.
- Bus: The City operates a local bus system, with connections to Los Angeles County Metropolitan Transportation Authority (LACMTA) and Ventura Intercity Service Transit Authority (VISTA). Taxi services are also available.
- Water: Port facilities are located in Port Hueneme, 34 miles.

A study done by the University of Vermont also ranked Simi Valley as the fifth-happiest city in the United States. According to crime statistics by the FBI in 2013, it is the seventh-safest city in the U.S.

## Location

Simi Valley repeatedly appears on Safest Cities in America lists. According to crime statistics by the FBI in 2013, Simi Valley is the seventh-safest city in the U.S. with a population of 100,000 or more. Simi Valley is located three miles north of the city of Los Angeles' border community of Chatsworth and 40 miles from downtown Los Angeles. Commutes to Los Angeles are usually via the Ronald Reagan Freeway (Highway 118) or the Southern California Metrolink commuter train, which makes several daily trips from Simi Valley. Major employers in the immediate area include Amgen, Inc., Anthem Blue Cross, and Baxter Healthcare.





# Economy

## Business & Employment

Simi Valley's business community is growing continuously with over 7,500 enterprises ranging from accounting firms to manufacturers. The community of Simi Valley produces an inclusive, business-friendly atmosphere that recognizes the importance of a prosperous local economy to the community's quality of life. A highly educated work-force, combined with convenient location and highly competitive development costs, is a major attraction for many corporations to the Simi Valley business community.

In Ventura County, wage and salary employment continues to rise, with the largest job growth in the previous year in the services industry. Manufacturing, Real Estate, Insurance, Trade, Transportation and Public Utilities also added thousands of new jobs. Simi Valley is proud to be called home to some of the country's finest businesses - including Alcoa Fastening Systems, Bank of America, Farmers Insurance, and Milgard Manufacturing.

Smaller companies in related fields and many different suppliers to the major companies are also located in the Simi Valley area, providing a great mix of large and small operations for the community and its residents. More recent additions to the local business community include a variety of Internet and technology companies, along with a growing number of manufacturing industries.



Simi Valley Unified School District	2,177
Simi Valley Hospital & Health Care	832
Rancho Simi Recreation & Park District	626
City of Simi Valley	529
Meggitt Safety Systems, Inc.	321
McDonald's	305
Poly-Tainer	275
Walmart	275
Costco	260
Milgard Manufacturing	250



# Top Employers

## Small Business Profile

Simi Valley is also a haven for small business, with many hundreds of small firms, stores, shops and home-based businesses that provide a wide variety of products and services. Companies considering relocating to Simi Valley will find retail, office and light industrial space at reasonable rates, a modern infrastructure, good transportation facilities, an extremely safe environment, affordable housing, excellent schools and a well-educated and motivated workforce.







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