



LEADERS IN DEBT FREE, INSTITUTIONAL QUALITY REAL ESTATE INVESTMENT OPPORTUNITIES

# REVA KAY Battlefield Technology Center, DST Chesapeake, Virginia

Debt Free
 7.0% Projected Year One Cash Flow



The Battlefield Technology Center is located in the premier office park in Virginia's largest metroplex. This Class B+ office building is 100% leased, anchored by a branch of the US Navy, in an area filled with large, national credit tenants like Capital One, USAA, General Dynamics, TEK Systems, Volvo, SunTrust Banks, Dollar Tree, Chubb, Northrop Grumman, Sentara Healthcare, US Coast Guard and Cox Communication to name a few.

**Quality Asset** • Prime Location • Superb Amenities • Strong Projected Returns

## Ideal for 1031 Exchange Investors and Cash Investors

Investments in commercial real estate and DST properties carry risks including loss of invested capital, uncertain cash flows and tax related issues. The Private Placement Memorandum includes important disclosures regarding these and other risks and must be read in conjunction with these summary materials. Projected and potential cash flows and /or capital appreciation are not guaranteed and actual results could differ materially from expectations depending upon market conditions and economic events.

#### **Investment Risks and Disclosures**

This material has been prepared for accredited investors (generally described as having a net worth of over \$1 million dollars exclusive of primary residence) and accredited entities only. If you are unsure if you are an accredited investor and/or an accredited entity, please verify with your CPA and Attorney prior to considering an investment.

The information herein has been prepared for educational purposes only and does not constitute an offer to purchase securitie or real estate investments. Such offers are only made through the sponsors Private Placement Memorandum (PPM) which is solely available to accredited investors and accredited entities.

IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax concepts, therefore you should consult your legal or tax professional regarding the specifics of your particular situation prior to considering an investment.

This material is not to be interpreted as tax or legal advice. Please speak with your own tax and legal advisors for advice/guidance regarding your particular situation.

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Investors should read the PPM carefully before investing paying special attention to the risk section.

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There are significant limitations on the ability to sell or transfer interests.

Expected cash flows and returns may not be realized and a loss of invested capital is possible.

The Sponsor, Co-Sponsor, Master Tenant, Trustee & Affiliates will all receive substantial fees relating to the syndication, ongoing management and disposition of this offering.

This Offering is made to accredited investors only under Regulation D, Rule 506(c). Securities offered through registered representatives of Colorado Financial Service Corporation, Member FINRA and SIPC.

There are important risks specific to each tenant and their respective leases, including expiration dates, early termination options, renewal options and economics relating to rents paid and expense reimbursements. Should a tenant fail to meet their obligations, terminate early or fail to renew their lease it could have a material negative impact on the financial performance of this property.



#### **Contact Information**

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#### Commercial Real Estate with Zero Debt offers Lower Risks

Property Type	Class B+ Office
Location	Chesapeake, VA
Sale Price to DST	\$7,250,000
Funded Reserves	\$600,000
Debt Financing	0
Property Square Footage	51,580
Investor Price per SF	128.93
Sale to DST Cap Rate	7.61%
Projected Leverage Ratio	0.00%
Projected 5 Yr Avg Cash Returns	7.20%
Projected 5 Yr IRR	9.71%

Battlefield Technology Center III is well located in Chesapeake's highest quality office corridor with superb access to multiple thoroughfares and I-64 that makes traffic a non-issue.

The property offers a plethora of amenities in immediate proximity to the asset making it very convenient for employees. Restaurants, retail, banking and services are all nearby on major travel routes only minutes away.

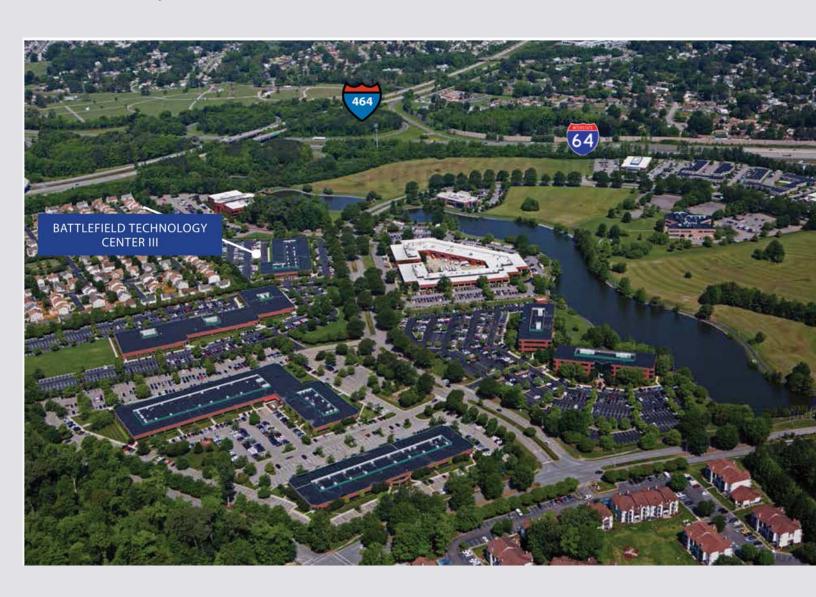
The property also enjoys convenient access to major residential neighborhoods that serve both executive and workforce needs.



Battlefield Technology Center is well constructed and has been institutionally owned and managed since completion in 2001. Occupancy has been well above 90% for the property throughout the last decade and the entire Greenbrier submarket enjoys a very low 7.7% vacancy rate. Strong tenants with historically long term commitments to the building serves to further enhance the investment appeal of this asset.

### **Investment Highlights**

- 7.0% Projected First Year Cash Flow
- 100% Leased
- 100% Occupied
- Plentiful Parking
- All Cash Debt Free
- No Risk of Foreclosure
- Anchored by GSA (US Navy) Tenant
- Direct Access to I-64 and I-464
- Direct Access to Greenbrier Parkway
- Direct Access to Battlefield Parkway
- Potential Income Upside upon Lease Renewal
- Five Year Projected Investment Horizon



#### **Projected Cash Flows**

Battlefield Technology Center has a long history of maintaining high occupancy and was even able to weather the 2008 downturn relatively unscathed at 90% leased. The current tenant roster includes three regional and national credit tenants with solid commitments to the market. Lease renewals have been anticipated during the investment period and \$600,000 in reserves will be funded at closing to potentially ensure smooth operations.

5 Year Summary Cash Flow Projection								
	Year 1	Year 2	Year 3	Year 4	Year 5			
Projected NOI	505,932	512,112	470,424	503,027	545,571			
Tenant Improvement	0	0	160,505	220,819	0			
Leasing Commission	0	0	61,981	114,721	0			
Capital Reserves	7,737	7,930	8,129	8,332	8,540			
Lender TI/LC Reserves	0	0	0	0	0			
Contingency Reserves	-9,000	-10,500	-282,000	-370,000	0			
Projected Cash Flow to DST	507,195	514,682	521,809	529,155	537,031			
Projected Cash on Cash Return	7.00%	7.10%	7.20%	7.30%	7.41%			

The property has been well maintained throughout its life and professionally managed leaving the asset with no evidence of deferred maintenance issues. Tenant interviews revealed a very satisfied group of occupants pleased with the property, HVAC, parking and the location.



#### **Business and Operating Plan**

The Battlefield Technology Center building represents a solid value and enjoys a significant opportunity for potential upside. The sellers were motivated by an impending loan maturity allowing the asset to be acquired at attractive pricing. The fact that the Hampton Roads, VA and Chesapeake, VA market continues to strengthen, with increasing occupancy rates and very little new construction makes the investment opportunity more attractive. This market has tremendous fundamentals with solid population growth, strong educational institutions, a vibrant business and technology community as well as a substantial government and military presence.

Current reports indicate that the vacancy rate in the Chesapeake submarket stands at a very healthy 7.7% and while the subject asset is 100% occupied today, this strong vacancy rate is important as we move to renew and extend two key tenants (US Navy/GSA and CSRA) in the next few years. Our business plan for the asset indicates a five year investment horizon driven by the leasing effort.

This asset has been institutionally owned and very well maintained over its life. The roof is under warranty and there is no evidence of deferred maintenance or impending capital expense. This makes for a very straight forward business plan. We expect to make a few high impact, low cost improvements at the property to signal new and aggressive ownership to the market. We will improve service levels and response time to our tenants through our partnership with Allegiancy and we will immediately engage the US Navy / GSA in discussions for a ten year renewal/extension to their lease.

We believe the prospects of a successful lease renewal are high, given that GSA tenants historically renew leases 96% of the time and that Hampton Roads is the global and expanding headquarters of the Navy Exchange. The Navy Exchange is a dynamic, multifaceted company that delivers mission—critical services to the US Navy in areas ranging from providing uniforms to Navy personnel to coordinating communications and logistics to operating high quality discount retail stores open only to service personnel and their families. The Navy Exchange is not dependent upon taxpayer support and, thus, is not subject to the budget cycle or BRAC concerns.

Upon success in our leasing effort over the first 24-36 months of ownership, we anticipate testing the market for the sale of the asset with long term, credit leases in place. Our expectation is that investors will realize a solid capital gain within the five year investment holding period.



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#### www.mynavyexchange.com

The Navy Exchange Service Command (NEXCOM), headquartered in Hampton Roads, Virginia operates the worldwide Navy Exchange System (NES).

NEXCOM oversees six primary business lines: Navy Exchange (NEX) retail stores and services; Navy Lodge Program; Uniform Program Management

NEXCOM oversees six primary business lines. Navy Exchange (NEX) retail stores and services, Navy Lodge Program, Uniform Program Management Office (UPMO); Navy Clothing Textile and Research Facility (NCTRF); the Ships Stores Program; and the Telecommunications Program Office (TPO). The Navy Exchange System (NES) is a Navy retailing operation that provides quality products and a variety of services to the men and women of the Armed Forces, with special emphasis on Navy active duty Sailors, retirees, reservists and their families. Navy Exchanges (NEXs) generally are located on or near Navy bases throughout the United States and around the world.

Four separate programs comprise the NES: Navy Exchanges, Navy Loges, Ships Store Program and the Uniform Program Management Office. Most of the Profits fund morale, welfare, and recreational programs (MWR) for sailors.

NEXCOM, employing approximately 14,000 employees worldwide, reported a net income of \$65.9 million for Fiscal year 2014. NEXCOM is self-supporting and uses almost no tax dollars for its operations.



CSRA, Inc. (NYSE: CSRA)

#### www.csra.com

SRA International, Inc., incorporated as Systems Research and Applications Corporation in Virginia in 1976, began operations in 1978. The company reincorporated in Delaware as SRA International, Inc. in 1984 and contracted with the federal government through its wholly owned subsidiary, Systems Research and Applications Corporation, but did business as SRA International, Inc. SRA was acquired in November 2015 by Computer Sciences Corp. which led to a new company name of CSRA, Inc. (NYSE:CSRA), combining the CSC name with the name of SRA International, recognizing the legacy of both companies.

With over 90 years of experience supporting U.S. government agencies and programs, CSRA delivers a broad range of innovative, next-generation IT solutions and professional services to help its customers modernize their systems, protect their networks and assets, and improve the effectiveness and efficiency of mission-critical functions for our warfighters and our citizens. Approximately 19,000 employees provide information technology services and strategic consulting services to support homeland security, defense, and global health.

The company reported revenues of \$5.5 billion for fiscal year 2015 and projects \$5.8-\$6.0 billion for fiscal year 2019. Past performance is no guarantee of future results.

#### **Tenant Profiles**



www.msa-corp.com

Medical Services of America is a comprehensive home healthcare provider that offers home healthcare, hospice service, home medical equipment, diabetic supply, enteral nutrition, respiratory services, non-medical home care, personal emergency response, cardio diagnostics, home pharmacy/ infusion therapy and physician management. The company began with a unique concept, "total home health care," and its expansion has been guided with that concept in mind. Every area of service is managed and staffed by qualified professionals, trained and experienced in their respective fields. All offices are company owned and not franchised, to ensure the highest quality of home care services.

With corporate headquarters in Lexington, SC, Medical Services of America has several locations across the country, with over 200 office locations in the following states: Florida, Georgia, Indiana, Kentucky, Maryland, Nevada, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Virginia and West Virginia.

#### **Tenant Spaces**





#### **Regional Market Overview**

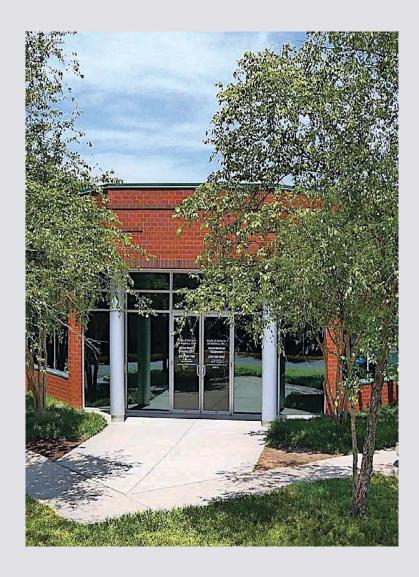
#### **Regional Overview**

Chesapeake is part of the "Hampton Roads" area of Virginia which is the second largest market between Washington, D.C. and Atlanta, Georgia in the Mid-Atlantic region of the East Coast.

Hampton Roads features a diverse economy including one of the largest ports in the country and a national-leading military sector with major military headquarters and the world's largest naval base.

Businesses are attracted to Hampton Roads for a number of factors including a relatively low cost of living, high quality of life, and a well- educated and ample labor force.

The Hampton Roads area is well-known for its long rich history including the settler's first landing on American soil at Jamestown in 1607. Jamestown is located on the Peninsula of Hampton Roads and is a major tourist attraction along with nearby Yorktown and Williamsburg which have rich histories as well.



#### **DEMOGRAPHICS**

The Hampton Roads area is the 36th largest Metropolitan Statistical Area ("MSA") in the nation with a population of approximately 1.7 million. Hampton Roads is the eighth largest metro area in the Southeast United States.

#### **GEOGRAPHY**

Chesapeake is located at the geographic center of the East Coast, approximately 75 miles southeast of Richmond, Virginia (the State capitol), 170 miles southeast of Washington, D.C. and 110 miles northeast of Raleigh, North Carolina. The area is approximately 430 miles south of New York City and 570 miles north of Atlanta.

#### **Regional Market Overview**



The Port of Virginia features the best, natural, deep water harbor on the East Coast with an expansive, ice-free harbor unobstructed by bridges that enjoys 50 foot deep channels and is only 18 miles from the open ocean.

Virginia's continued significant investment in the Port and supporting road, rail and marine highway systems provide multiple avenues to efficiently deliver cargo to its destination, making the Port of Virginia an invaluable natural resource.

The Port includes four marine terminals with containerized and roll-on, roll-off facilities served by Norfolk Southern and CSX railroads. The Port is experiencing solid growth and is well positioned for the new Panamax ships.

# US Military Presence: The Largest Naval Base in the World

Defense spending accounted for over \$18.8 billion in direct impact in the Hampton Roads region in 2014.\*

The Hampton Roads area is home to more than 100,000 active-duty military personnel with a payroll reported to be in excess of \$5 billion annually. All five branches of the US Military have a substantial presence in the market including operational forces and command headquarters.

The single largest facilility is the Norfolk Naval Base, the largest naval base in the world that serves as home port to 70 ships and 16 squadrons. The area also hosts the largest Naval Shipyard where nuclear powered ships and submarines are built, repaired, serviced and modernized.

This large military presence contributes to the skilled labor pool and helps drive the competitive private sector economy known for technology and innovation.

The area is home to numerous institutions of higher education including Old Dominion University, Regent University, Eastern Virginia Medical School, Christopher Newport University and William and Mary which helps to deliver a very competitive workforce.

The Army, Navy, Air Force, Marines and Coast Guard as well as NATO all have a substantial presence in Hampton Roads



#### **Advantages of All Cash - Debt Free Investments**

- No risk of lender foreclosure
- No refinancing risk
- Flexibility to sell the asset when the market is right without having lender issues complicate the process
- Provides 1031 investors the ability to diversify a portion of their exchange dollars in an effort to lower potential risks.
- Eliminates the concern of taking on equal or greater debt in future 1031 exchanges. If an investor that was debt free purchases a leveraged property in a 1031 exchange, then in future 1031 exchanges, the investor is required by the IRS to take on equal or greater debt burdens in order to avoid a negative tax consequence. The problem is that new debt/leverage may not be attractive or even available at the time of the future 1031 exchange. For example: the lack of available financing due to the credit crunch of 2008 or 18% interest rates in the late 1970's and early 1980's.
- Provides an investment option for direct cash investors, those that are not currently in a 1031 exchange,
   to participate in real estate without the risk of using leverage.
- Allows clients to protect themselves from the financial catastrophe of a complete loss of invested capital due to a lender foreclosure.
- Protects investors from a "balloon maturity' which is typical of commercial real estate loans and can add significant default risk to any leveraged investment.
- Oftentimes all cash / debt free DST investments have lower fees and commissions than leveraged DST
  investments (a factor investors should be concerned about if an advisor is recommending the replacement
  of an all cash property with one that is leveraged).
- Frequently an all cash/debt free DST will afford investors higher projected cash flow than that of a DST employing leverage because there are no debt service payments diverting funds from investors.
- Buying investment real estate on a debt free basis is considered by many experts to be the safest way
  to gain the diversification and cash flow benefits of owning real estate.
- Unless your exchange property already had debt, it just makes sense to invest free and clear of debt if you can. It reduces future headaches, protects your invested principal and increases flexibility.

#### **Sponsor Information**



Kay Properties and Investments, LLC was founded by Dwight Kay to offer solutions to 1031 Exchange clients throughout the country.

- Headquartered in Los Angeles, CA with offices in New York, N.Y. and Washington D.C.
- > Specialists in the Delaware Statutory Trust (DST) 1031 Exchange Marketplace
- Offering DST Brokerage and Advisory Services to 1031 Exchange Clients
- Offering client exclusive DST properties solely available to Kay Properties Clients
- Over \$127,000,000 of DST properties purchased by our clients in 2015
- Licensed in all 50 states, Washington D.C. and the Virgin Islands
- Deep Relationships with CPA's, Attorneys and Qualified Intermediaries Nationwide
- Always Available to Help Our Clients- Weekends, Holidays and Whenever You Need Us.
- Better Business Bureau A+ Accredited Business

### The REVA KAY Battlefield Technology Center **DST** is available **EXCLUSIVELY FOR CLIENTS OF**



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REVA maintains a single-minded focus on cash flow at the property level, driven and enhanced by strong demographic and economic trends in the local market.

There is no substitute for involved, committed and focused people. At REVA the impact of our commitment is evidenced by two things: financial performance of our properties and the personal service our clients receive.

The REVA team is always available, always listening and always looking for opportunities to have a meaningful impact on behalf of our clients.

# UNCOMPROMISING STANDARDS UNPARALLED EXPERIENCE

REVA is operating with over four decades of experience and more than \$12 billion in transactions.

# VALUE DRIVEN SHOE LEATHER ENTREPRENEURS

REVA applies solid financial analytics and market due diligence with innovation and energy.

#### INTEGRITY BREEDS SUCCESS

Real Estate Value Advisors is one of the very few sponsors that came through the 2008 downturn intact and continues to offer investors new syndication opportunities. Our reputation for value, integrity and successful syndications have made REVA a market leader since 2005.



→ INCOME

APPRECIATION

→ STABILITY

→ PEACE
OF MIND



Past performance is no guarantee of future results.

## **INVESTMENT RISK SUMMARY**

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Investments of this kind carry significant risks and should be considered only by those able to withstand the risk of loss of their entire investment. The Confidential Private Placement Memorandum is the controlling document, contains important disclosures and risk information and must be read in full prior to making any investment.

Chris and Steve Sadler Founders of REVA