

WESTPOINTE

Interstate 40 & 98th Street | Albuquerque, NM



115± ACRES

DEVELOPMENT READY LAND IN ALBUQUERQUE, NM

MULTIPLE TRACTS AVAILABLE
BUILD-TO-SUIT, GROUND LEASE AND SALE

MIXED-USE LAND | INDUSTRIAL | COLD STORAGE | DISTRIBUTION | RETAIL

CBRE



amazon
Planned 465K
SF Fulfillment
Center - 3 Miles



NOT TO SCALE

*Planned road location subject to change

MERIDIAN BUSINESS PARK

Full Access/Signalized
Intersection



OPPORTUNITY OVERVIEW



This dynamic site is located along Interstate 40 in the fastest growing industrial corridor in Central New Mexico. This opportunity represents the largest contiguous land site available in the City of Albuquerque making it the perfect location for large-scale development with the flexibility of subdividing for smaller requirements.

115± ACRES AVAILABLE – CUSTOM TRACT SIZES POSSIBLE

- ✓ **Easy access to two major interstate networks:**
 - Immediately adjacent to I-40 with 3,000 feet of frontage and visibility
 - 7 minutes from I-25 (Big I Interchange)
- ✓ New infrastructure planned to include Bluewater Rd connection and new signalized intersection at Bluewater and 98th St providing increased access and connectivity
- ✓ Public water and sewer availability
- ✓ Economic development incentives available
- ✓ Located in Qualified Opportunity Zone
- ✓ Zoned NR-BP Non-Residential Business Park (City of Albuquerque)
- ✓ Easy access and proximity to all quadrants of the City

BUILD-TO-SUIT, GROUND LEASE AND SALE

EXCELLENT LOCATION FOR A VARIETY OF USES



Industrial



Last Mile Distribution



Retail



Cold Storage



amazon
Planned 465K SF Fulfillment Center - 3 Miles

TRAVEL TIMES



CLOSE PROXIMITY

- **7 MINUTES** to Big I I-25/I-40 Interchange
- **12 MINUTES** to Downtown Albuquerque
- **15 MINUTES** from the Albuquerque International Airport
- **13 MINUTES** from Double Eagle II airport which accepts charter, private and corporate flights
- **50 MINUTES** to Santa Fe, NM

NEARBY DESTINATIONS

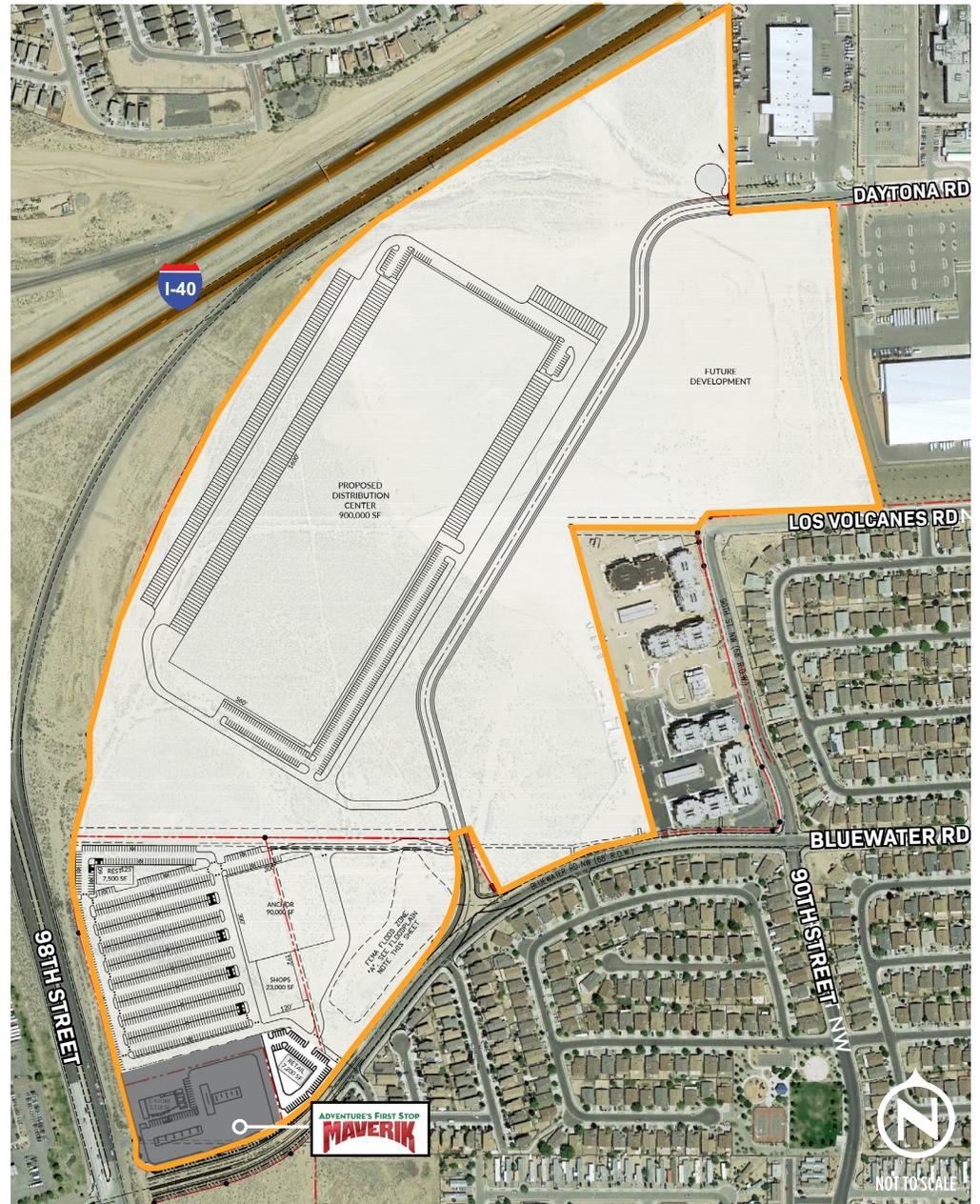
Albuquerque is conveniently located in close proximity to major metropolitan areas including:

	Drive Time	Flight Time		Drive Time	Flight Time
Denver, Co	6.5 hr	1.5 hr	Los Angeles, CA	11 hr	2 hr
Phoenix, AZ	6.5 hr	1.25 hr	Las Vegas, NV	8.5 hr	1.5 hr
El Paso, TX	4 hr	0.75 hr	Dallas, TX	9.5 hr	1.75 hr

*Planned road location subject to change

CONCEPTUAL SITE PLANS

Flexible build-to-suit options to fit any requirement



INCENTIVES OVERVIEW



OPPORTUNITY ZONE

WestPointe40 is located in a Qualified Opportunity Zone. Investments in Opportunity Zones allow for the reduction of deferred capital gains from the sale or exchange of prior investments.

The New Mexico Department of Economic Development recently unveiled a new incentive that will guarantee an additional **\$1 million** in Local Economic Development Act funding to projects that are located in an Opportunity Zone and meet certain criteria.



LOCAL ECONOMIC DEVELOPMENT ACT (LEDA)

Allows local or regional governments to create new job opportunities by providing land, buildings or infrastructure for facilities to support new or expanding businesses. In addition, the State has created a “closing fund” appropriation which provides local governments with financial backing from the legislature for certain projects.



INDUSTRIAL REVENUE BOND (IRB'S)

Allows for significant real and personal property tax and GRT compensating (use) tax exemptions. Terms vary by community.



JOB TRAINING INCENTIVE PROGRAM (JTIP)

Direct cash reimbursement for 50% to 65% of trainees' wages for up to six months of on-the-job training. Additionally, a significant portion of customized training provided by a New Mexico post-secondary public education institution is eligible for reimbursement.



MANUFACTURING INVESTMENT TAX CREDIT

Manufacturers may receive a tax credit equal to 5.125% of the value of qualified equipment brought to and used in New Mexico when specific employment conditions are met.



FILM PRODUCTION TAX CREDIT

New Mexico continues to offer one of the most competitive incentive packages in the film industry which includes a 25% or 30% Refundable Film Production Tax Credit. www.nmfilm.com

LOCATION & MARKET OVERVIEW

As the most dynamic city and largest urban area in New Mexico, **Albuquerque is the state's major commercial center**, serving as a hub for business, trade, finance, industry and government. With a substantial labor force, the Albuquerque metro area accounts for nearly 45% of the state's total employment. With a young population and the presence of the University of New Mexico, the Albuquerque metro area will continue to provide employers with an abundant, diverse and well-educated work force.

Located at the intersection of major north-south and east-west transit and distribution networks, along with a low business entry cost, Albuquerque is the ideal location for businesses that service the entire southwest region of the country.

Albuquerque also continues to enjoy the benefits of low costs of living at 94.9% on a national scale of 100%. This cost benefit, along with an exceptional quality of life, continues to provide the Albuquerque market with significant, long-term competitive advantages.

Albuquerque Accolades

- ✓ **Albuquerque is #6 in the US for Employment Growth**
-US Department of Labor & NM Depart of Workforce Solutions, 2019
- ✓ **#1 Best Place to Live & Work as a Movie Maker 2019 & 2020: Big Cities** -MovieMaker Magazine
- ✓ **Albuquerque was named one of 15 healthiest Cities in America**
-Reader's Digest
- ✓ **Albuquerque named one of the Best Small Cities**
-National Geographic Traveler
- ✓ **Albuquerque named as one of 18 Destinations to try in 2018**
-LA Times
- ✓ **Albuquerque named one of the The Hippest Cities in the US Everyone Wants to Move To**
-Insider
- ✓ **Albuquerque named one of America's Favorite Cities**
-Travel + Leisure
- ✓ **Albuquerque was ranked one of the Best American Cities for Creatives**
-Thrillist
- ✓ **Albuquerque metro area number one for manufacturing productivity in terms of dollars of output per worker**
-Area Development Magazine

WESTPOINTE 40 DEMOGRAPHICS



247,078 EMPLOYEES within a 10 mile radius

432,049 RESIDENTS within an 10 mile radius

1.13% Projected Growth within a 1 mile radius 2019-2024
(ABQ Metro Projected growth 1.08%)

62,900 VPD on Interstate 40

\$66,978 Average Household income 10 mile radius

37.6% of the population has **Associates Degree or higher** in an 10 mile radius

ALBUQUERQUE MSA DEMOGRAPHICS

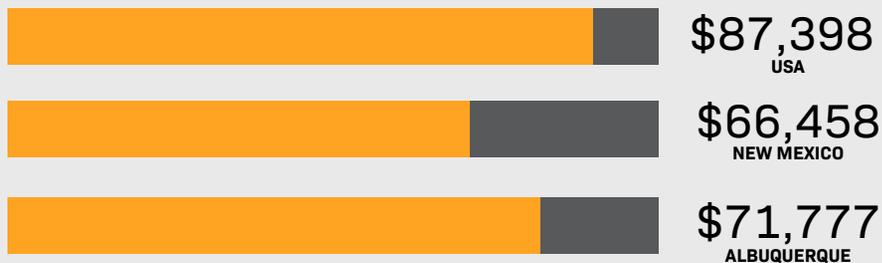
ALBUQUERQUE/RIO RANCHO MSA POPULATION

2019 ESTIMATED POPULATION	938,434
2024 PROJECTED POPULATION	990,109
GROWTH 2010-2019	0.61%
GROWTH 2019-2024	1.08%
AVERAGE AGE	37.8

HOUSEHOLD INCOME

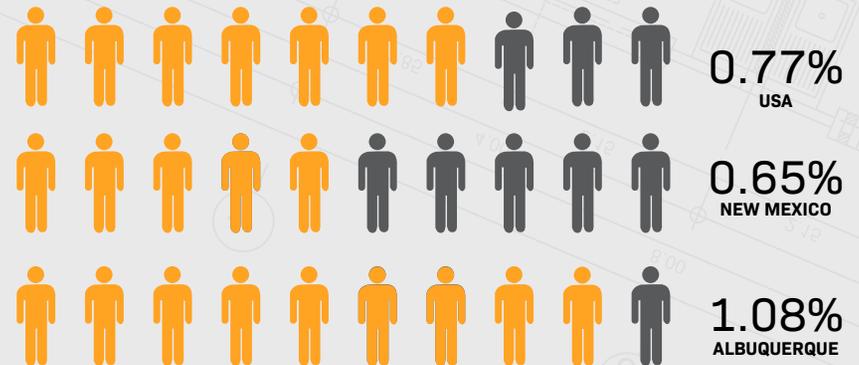
2019 ESTIMATED AVERAGE HOUSEHOLD INCOME	\$71,777
2024 PROJECTED AVERAGE HOUSEHOLD INCOME	\$79,282
2019 ESTIMATED MEDIAN HOUSEHOLD INCOME	\$51,786
2024 PROJECTED MEDIAN HOUSEHOLD INCOME	\$55,523

2019 AVERAGE HOUSEHOLD INCOME

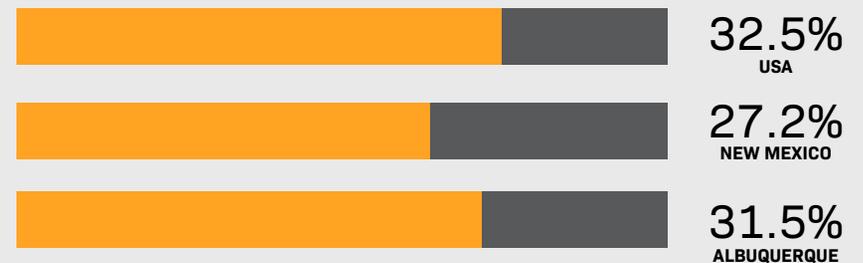


POPULATION GROWTH - NEXT 5 YEARS

5-Year population projection (2019-2024)



2019 % OF POPULATION WITH BACHELOR'S DEGREE OR HIGHER



ALBUQUERQUE, NEW MEXICO



QUALITY OF LIFE

- Albuquerque averages 310 days of sunshine each year and offers a variety of outdoor activities including golf, hiking, camping, skiing, hunting, fishing, and ballooning.
- Albuquerque ranks among the top in the nation for cities with the most college graduates, 31.5% with a Bachelor's Degree or higher.
- Albuquerque is consistently under the national index mark of the C2ER Cost of Living Index.
- With more 1,800 hospital beds, Albuquerque is the center of health care excellence in New Mexico. The University of New Mexico (UNM) is a nationally recognized Level I Trauma Center.



TRANSPORTATION SYSTEMS

- Albuquerque International Sunport is served by eight major airlines and four regional airline service providers.
- Southwest Airlines is Albuquerque's largest carrier, handling a little more than 50 percent of the airport's 6.1 million annual passengers.
- Albuquerque International Sunport offers travelers nonstop service to twenty one out-of-state cities, including: Los Angeles, Chicago, New York City, Dallas, Atlanta, San Francisco, Portland and Orange County.
- Two major highways (I-25 and I-40) bisect the city, providing national access for business and industry in the city as well as for several motor freight companies operating in the Albuquerque area. Albuquerque is only a 6.5 hour drive to Denver, Phoenix, Tucson and only 9.5 hours to Dallas.
- Albuquerque rail service includes both freight and passenger lines. The Burlington Northern & Santa Fe Railway (BNSF) offers a north-south line that connects in Albuquerque and an east-west line which connects in Belen, located 40 miles south of Albuquerque. Albuquerque is equidistant from both the Port of Los Angeles and the Port of Houston. Additionally BNSF is the only railway that crosses the border into central Mexico.

EMPLOYMENT QUICK STATS

ABQ LARGEST EMPLOYERS:

- Kirtland Air Force Base (23,000 employees)
- Sandia National Labs (12,600 employees)
- Albuquerque Public Schools (12,000 employees)
- Presbyterian Healthcare (7,310 employees)
- City of Albuquerque (6,940 employees)
- UNM Hospital (6,021 employees)
- State of New Mexico (4,950 employees)
- University of New Mexico (4,210 employees)
- Lovelace Hospital (4,000 employees)
- Bernalillo County (2,648 employees)
- Rio Rancho Public Schools (2,000 employees)

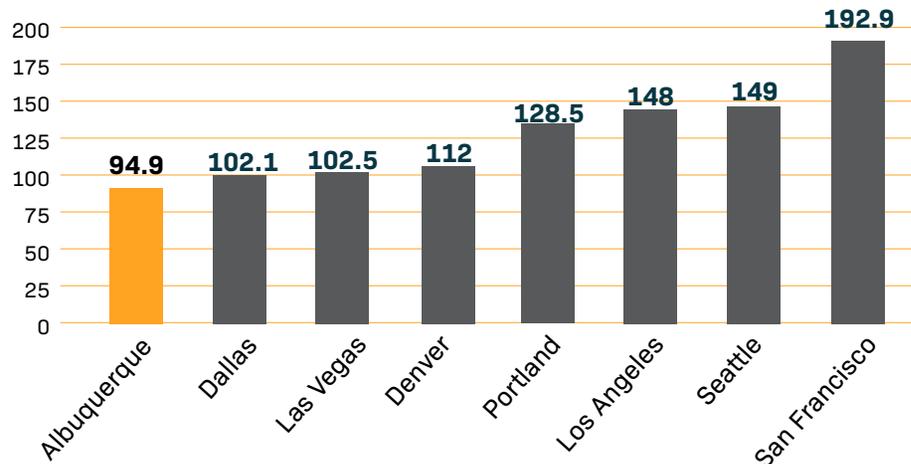
COLLEGES AND UNIVERSITIES:

- University of New Mexico (36,000 Students)
- Central NM Comm College (26,000 Students)
- University of Phoenix (3,190 Students)
- Pima Medical Institute (1,035 Students)
- National American University (743 Students)
- SW Indian Polytechnic Institute (490 Students)

Source: Albuquerque Economic Development

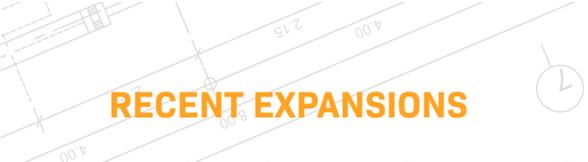


COST OF LIVING INDEX



Source: Council for Community and Economic Research 2016

Albuquerque enjoys a low cost of living and low business entry cost with competitive incentive programs to promote a diverse economic base.



RECENT EXPANSIONS

- ✓ **SANDIA NATIONAL LABS**
1,900 NEW JOBS
- ✓ **INTEL CORP**
300 NEW JOBS
- ✓ **BEN E. KEITH CO.**
93 NEW JOBS
- ✓ **AMFABSTEEL, INC.**
80 NEW JOBS
- ✓ **TEMPUR SEALY INTERNATIONAL**
60 NEW JOBS

NEW EMPLOYERS

- ✓ **AMAZON**
1,000+ NEW JOBS
- ✓ **FACEBOOK**
300+ NEW JOBS
- ✓ **CBS TELEVISION STUDIOS**
150+ NEW JOBS
- ✓ **CENTURION DETENTION HEALTH SERVICES**
90 NEW JOBS
- ✓ **JABIL**
120 NEW JOBS
- ✓ **LENDING SOLUTIONS**
170 NEW JOBS
- ✓ **NETFLIX**
1,260+ NEW JOBS
- ✓ **SONY PICTURES TELEVISION**
375+ NEW JOBS
- ✓ **NBC UNIVERSAL**
330 NEW JOBS
- ✓ **VIRGIN GALACTIC**
150 NEW JOBS

RECENT MAJOR EMPLOYMENT ANNOUNCEMENTS

New Mexico has begun to focus on diversification within the economy. This has spurred growth in the private sector.



Television and film production in New Mexico is rapidly expanding with nearly \$2B of direct film production spending in New Mexico in the last 5 years - NM Film Office

- Netflix recently purchased ABQ Studios to create an Albuquerque production HUB
- NBC Universal announced that they will open a new television and film studio in Albuquerque which will generate 330 full-time employees year-round



New Mexico is a leader in tourism with 6 consecutive years of growth. The number of trips to New Mexico grew by 1 million from 2016-2017 and the hospitality sector grew by 1,700 jobs during the same time period - NM Tourism Department

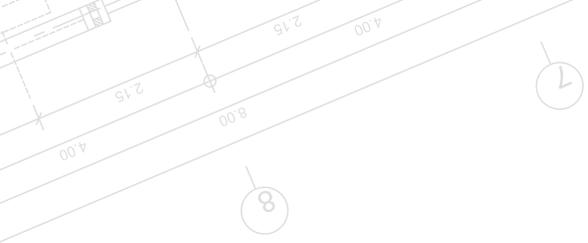


New Mexico's Tech Sector is growing as evidenced by the new \$1.5 billion dollar Facebook data center which recently opened with additional phases underway. 300 new jobs when all phases completed



±5,200

NEW PRIVATE
SECTOR JOBS
RECENTLY
CREATED IN
ALBUQUERQUE



“ In today’s world a lot of things have be done on a handshake... there’s a lot of trust with each other ... and the relationships Titan has built. ”

Dale Dekker, Founder
Dekker Perich
Sabatini Architects

OWNER/DEVELOPER OVERVIEW

Titan Development was founded in 1999 in New Mexico by principals Kevin Reid and Ben Spencer. in an effort to provide a full range of real estate services to meet clients’ needs. After realizing success in New Mexico, Titan Development expanded into other strategic and high growth markets including Texas and Florida. Over the past 20 years, Titan Development has established a proven track record across a diversified class of real estate developments including: industrial, senior living, office, multi-family, retail, self storage and single-family lots. Titan Development is a vertically-integrated, full-service development company, providing all necessary services to transform raw land into income producing real estate assets.

Services

- Project Feasibility
- Conceptual Estimating
- Site Evaluation/Selection
- Design/Build
- Project Management
- Construction
- Build-to-suit
- Leaseback
- Land Sales

Key Statistics
Extensive real estate development experience



REAL ESTATE DEVELOPMENT
completed by principals

\$2.1B+

A.U.M.
Titan Development

\$350M+

COMBINED YEARS OF
development experience

120 YRS

COMBINED AREA
real estate development

10M SF

FOUNDED
Titan Development

1999

DEVELOPMENT TEAM

Over the years, Titan have been fortunate to attract some of the most talented professionals in the industry. They stay because of Titan's entrepreneurial spirit, commitment to people, and high expectations for excellence. They are the engine that drives the creative problem-solving, innovative thinking, and rigorous decision-making that has enabled Titan to succeed for over 20 years.



BEN SPENCER

Partner

Ben is a founding Partner of Titan Development. With over twenty-five years of experience, Ben specializes in real estate development and investment with a focus on deal structure and financial analysis. He has built and sold over 3,000 residential lots and developed extensively in the retail space. Ben worked in the tax division at Arthur Andersen & Co. and the industrial division at Trammel Crow. He received his MBA from Southern Methodist University.



KURT BROWNING

Partner

Kurt is a Principal of Titan Fund Management and CDO for Titan Development, focusing on potential investments review, entitlements, equity/debt management including real estate development and construction. In addition to managing the development team, he also raises equity and guides investors. Kurt has over 20 years of development experience across several asset sectors, overseeing \$750M. He will be joining the NAIOP National Board in 2020, was President of the NM NAIOP Chapter in 2015 and is a graduate of Texas Tech University in Civil Engineering.



BRIAN PATTERSON

Director of Development

Brian joined Titan Development in 2015. Brian has experience across numerous asset types including multi-family, industrial, self-storage, and senior living. He carries projects through due diligence, design, entitlements, acquisitions, construction oversight, and disposition. Brian has extensive experience developing and managing master planned communities, commercial developments, and infrastructure improvements. Brian holds a Bachelor's degree in Civil Engineering and is a licensed professional engineer. He is an active member of NAIOP NM and currently sits on the Board of Directors.



EXPERIENCE

Over 20+ years, Titan Development has been one of the country's most active, vertically integrated and diversified real estate developers offering development, build-to-suit and construction services for **industrial, multi-family, senior living, office, single family, and retail projects**. Their services are designed to build material value for their clients.



ENTERPRISE INDUSTRIAL PARK BUILDING 5 | SCHERTZ, TX | 187,288 SF

Enterprise Industrial Park Building 5 is part of an 124-acre master plan park that can accommodate over 1.8M SF of industrial space. The building has a front access office, rear loading warehouse and distribution space. Office can be finished to suit. The project has 30' clear height warehouse with clerestory glazing. The project is close to Enterprise Industrial Distribution Center, with convenient access to IH-35, Loop 1604, and IH-10.



ENTERPRISE INDUSTRIAL PARK BUILDING 3 | SCHERTZ, TX | 359,251SF

Enterprise Industrial Park Building 3 is part of an 124-acre master plan park that can accommodate over 1.8M SF of industrial space. One of the larger buildings in the park, EP 3 is suited for the larger space needs of a potential lessee. The project has 30' clear height warehouse with clerestory glazing. The project is close to Enterprise Industrial Distribution Center, with convenient access to IH-35, Loop 1604, and IH-10.



CANADIAN GENERAL TOWER | NEW BRAUNFELS, TX | 240,000 SF

The facility is a manufacturing plant located 28 acres in Titan Industrial Park in New Braunfels, TX off of FM 1101. The initial investment is projected at \$17 million for the building, \$30 million in machinery and equipment, and \$13 million in inventory. The site is behind the Walmart Distribution Center on Interstate 35.



TRANE | ALBUQUERQUE, NM | 18,800 SF

The Trane regional office includes office sales space, a Trane service center, and parts showroom. This new design/build building is located on a 1.6 acre site and was constructed in six months. The single story building is constructed with a steel super structure skeleton with metal stud framed walls. Cost and space plan efficiencies in the design initiated by the Titan Development team has become the standard building template for Trane.



INNOVATION BUSINESS PARK - BUILDING #1 | HUTTO, TX | 148,720 SF

Innovation Business Park Building 1 is part of an 70-acre master plan park situated North of Austin with access to over two million people. The building has 30' clear height throughout the structure with articulated entry canopies and generous column grid spacing for maximum flexibility. The site is easily accessed from SH130 and from US IH-35 via US79.

JV = Joint

DEVELOPMENT EXPERTISE

Titan is experienced in a variety of deal types including:

- ✓ Build-to-Suit
- ✓ Joint Ventures
- ✓ Ground Lease
- ✓ Sales

PROPERTY
under management

2.2M SF

PROPERTIES
developed by Titan

100+

ACRES
controlled by Titan

650

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property"), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

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

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.
PMStudio_June2020

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Exclusively Represented By:

CBRE

A Development By:

 **TITAN**
DEVELOPMENT