



nasinvestmentsolutions.com

A New DST Property  
Investment Opportunity

# PRESS GANEY NATIONAL HQ

1173 Ignition Drive  
South Bend, Indiana 46601

CONTACT

**KAREN E. KENNEDY**

PRESIDENT & FOUNDER

KKENNEDY@NASASSETS.COM

310.988.4240

Accredited Investors Only







PROJECTED  
ABOVE MARKET  
CASH-ON-CASH YIELDS

6% YEAR ONE  
INCREASES ANNUALLY TO  
7.35% YEAR TEN

MONTHLY DISTRIBUTIONS  
DIRECT DEPOSITED

CLASS-A SINGLE  
TENANT OFFICE

LONG TERM NNN LEASE

BRAND NEW  
BUILT-TO-SUIT CONSTRUCTION

FRACTIONAL INTEREST INVESTMENTS  
STARTING AT \$100K

1031 EXCHANGE ELIGIBLE

SUITABLE FOR  
SELF-DIRECTED IRAS





# THE PRESS GANEY STORY

---

Founded in 1985 by two Notre Dame professors, Press Ganey is a leading provider of performance measurement and improvement services to U.S. healthcare providers, including hospitals, medical practices, and alternate site providers. The company features primarily five product lines – patient experience, clinical excellence, workforce engagement, consulting and safety. Press Ganey currently has 1600+ employees in 23 locations across the U.S. and over 41,000 customers including over 80% of the largest U.S. hospitals and medical service providers. The company has a 98% customer-retention rating.

The company was purchased by private equity sponsors in 2016. Press Ganey generated approximately \$457 million in revenue for the period ending December 31, 2020. Located in the 140-acre Ignition Technology Park, the new HQ was built as a consolidation and relocation of Press Ganey's headquarters in South Bend.



# PROPERTY OVERVIEW

## LONG TERM NNN LEASE

Press Ganey is on a 12-Year lease with 15 years of options. Tenant is responsible for reimbursement of all costs including real estate taxes, insurance and maintenance costs.

## PROPERTY AREA

Year of Construction: 2021  
Single-Story | ±82,064 sq. ft.  
77,264 office + 4,800 Rooftop Patio  
Lot Size: ± 6.8 acres  
±403 surface parking spaces

## AWARD WINNING CONSTRUCTION

Construction of the HQ building was recognized by the Indiana Kentucky Associated Builders and Contractors and honored with the 2021 Award of Excellence in Construction.







Property Photos





# MARKET OVERVIEW

## SOUTH BEND, INDIANA

Press Ganey is the area's 5th largest employer and is located less than two miles southwest of downtown South Bend. The South Bend metro is situated in northern Indiana and southern Michigan, roughly 100 miles from Chicago and 200 miles from Detroit. It consists of St. Joseph and Cass counties. The city of South Bend is well known as the home to the University of Notre Dame. It is also the most populous city in the metro area with 102,300 residents while neighboring Mishawaka's population stands at 49,000.

Excellent interstate access, the South Bend Regional Airport and the area's low cost of living offer significant upside growth potential to expand further high tech, manufacturing and logistics industries.

### MAJOR EMPLOYERS

<u>University of Notre Dame</u>	3,500
<u>MSM Holdco – Martin's Supermarkets</u>	3,100
<u>St Joseph Reg Med Cntr</u>	3,000
<u>Beacon Medical Group</u>	1,900
<u>Press Ganey</u>	945
<u>AM General – Military Vehicles Mfr</u>	800
<u>Air Wisconsin Airlines</u>	756
<u>Honeywell International</u>	700
<u>St. Joseph Reg Med Cntr South Bend Campus</u>	680
<u>Ivy Tech Community College</u>	654

Source: South Bend Regional Economic Development - 2019:  
<https://southbendregion.com/main/economic-profile/>



Downtown South Bend



# INVESTMENT PROPERTY MANAGEMENT TRACK RECORD

SINCE 2008 *Updated 1.28.2021*



The Press Ganey property will be managed by National Asset Services (NAS), one of the nation's leading commercial real estate companies. NAS has a solid track record of nationwide investment property management. Learn more at [nasassets.com](http://nasassets.com).

CLIENTS

2,520

TOTAL CASH DISTRIBUTIONS DELIVERED

\$ 585.731 Million

ASSETS SOLD

68

PROPERTIES

168

VALUE OF MANAGED PORTFOLIO

\$ 3.305 BILLION<sup>2</sup>

STATES

30

NATIONWIDE MANAGEMENT

S.F. GROSS LEASABLE

24.339 MILLION<sup>1</sup>

ASSETS  
REFINANCED

21

<sup>1</sup>Total GLA managed since 2008 is 24,339,000 s.f., plus management of two championship golf courses.

<sup>2</sup>Total value of investment property management portfolio since 2008 is \$3,305,214,000.



## PRESS GANEY NATIONAL HQ

1173 Ignition Drive  
South Bend, Indiana 46601

### LINKS TO LEARN MORE

[pressganey.com](http://pressganey.com)

[bit.ly/PressGaneyDrivingImpact](http://bit.ly/PressGaneyDrivingImpact)

[bit.ly/PressGaneyPatientExperience](http://bit.ly/PressGaneyPatientExperience)

### CONTACT

**KAREN E. KENNEDY**

**PRESIDENT & FOUNDER**

**KKENNEDY@NASASSETS.COM**

**310.988.4240**



This Investment Summary is not an offer to sell, or a solicitation of an offer to buy, securities. Offers can only be made through the Private Placement Memorandum. DST Interests investments may be sold only to "accredited investors," as defined in Regulation D under the U.S. Securities Act of 1933, as amended (the "Securities Act"), which, for natural persons, refers to investors who meet certain minimum annual income or net worth thresholds. DST interests are being offered in reliance on an exemption from the registration requirements of the Securities Act and the laws of any U.S. State or non-U.S. jurisdiction, and are not required to comply with specific disclosure requirements that apply to registration under the Securities Act. Neither the U.S. Securities and Exchange Commission nor any other regulatory authority has passed upon the merits of an investment in the DST interests, has approved or disapproved of the DST interests or passed upon the accuracy or adequacy of the offering materials describing the securities. The securities are subject to legal restrictions on transfer and resale and applicable securities laws, and investors may be unable to sell or transfer their investments. In addition, there is no public market for the DST interests and no such market is expected to develop in the future. Investing involves risk and investors should be able to bear the loss of their investment. This advertisement does not purport to be complete and should be viewed in conjunction with the Private Placement Memorandum. An investment of this sort is speculative and involves a high degree of risk. Projections of future performance contained herein are based on specific assumptions discussed more fully in the Private Placement Memorandum and do not constitute a guaranty of future performance.