



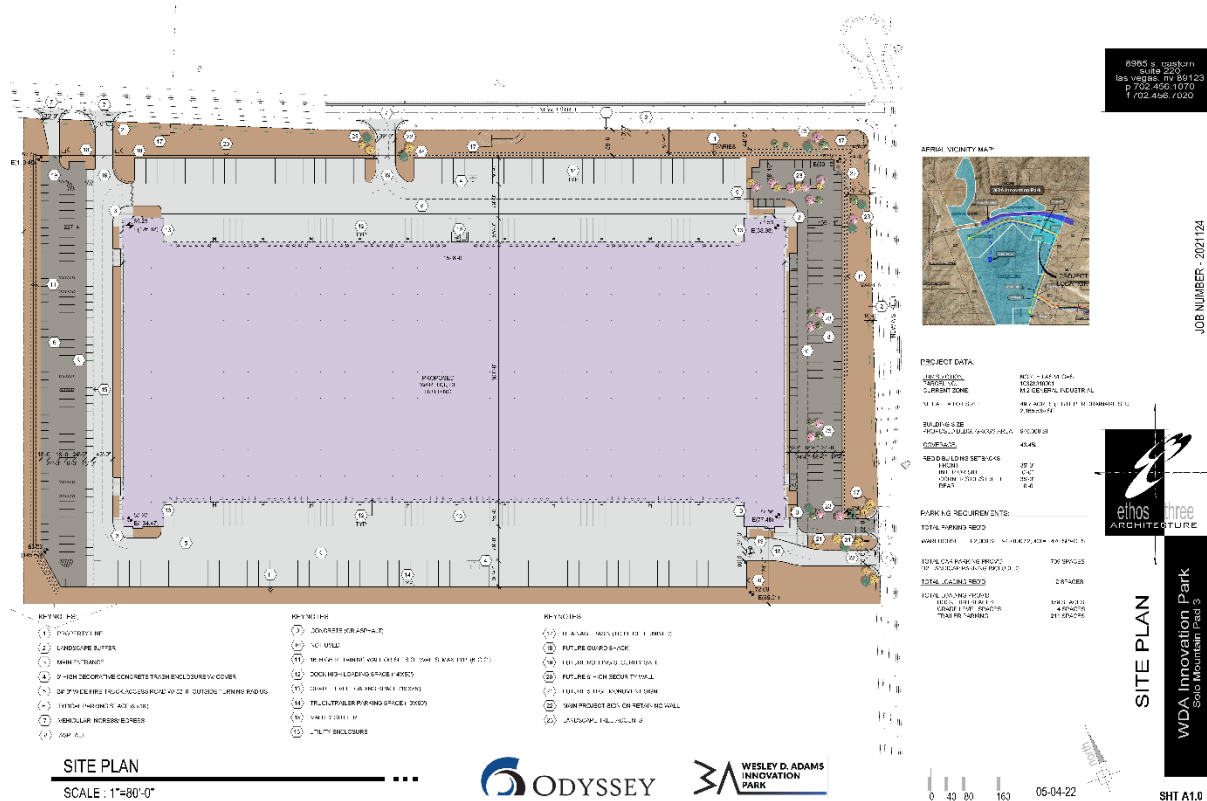
# TRACK RECORD

**702-644-5800**

7251 West Lake Mead Blvd, Suite 112, Las Vegas, NV 89128



# TRACK RECORD - CURRENT PROJECTS



## WDA INNOVATION PARK

North Las Vegas, Nevada

Property Type: Industrial

Lot Size: 52 Acres

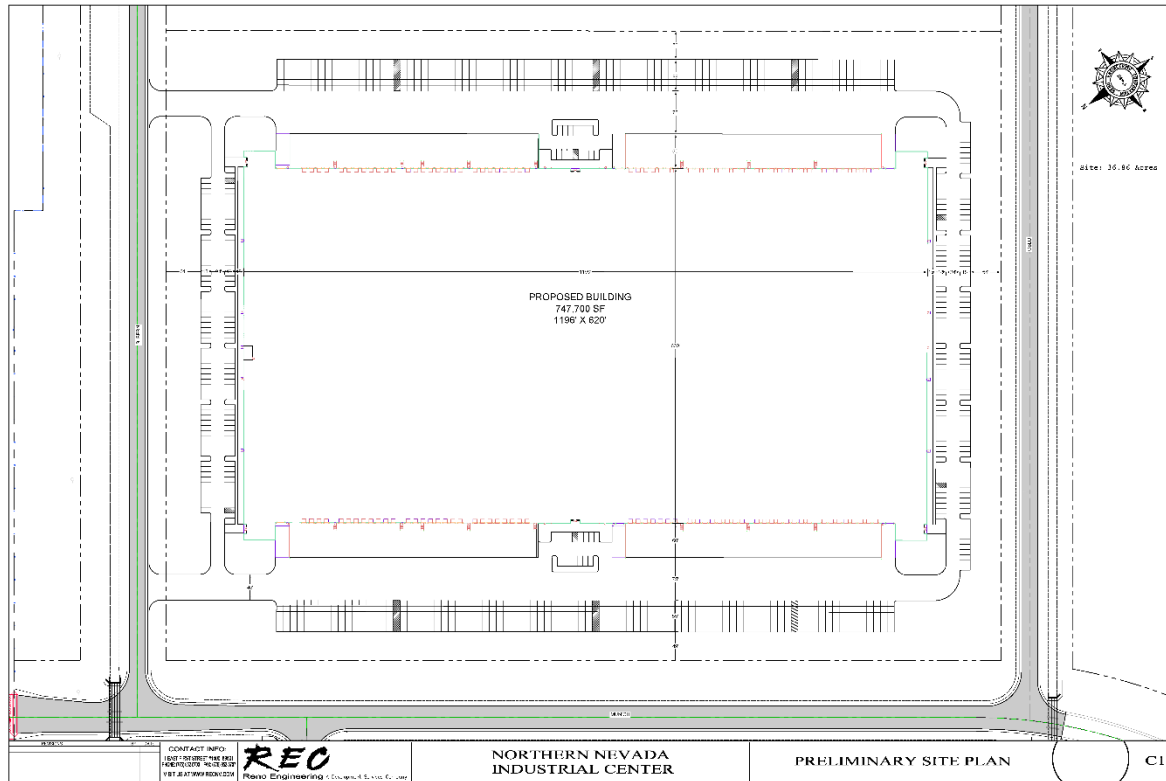
940,000 Square Feet

Odyssey is developing a big box warehouse at WDA Innovation Park near Apex. This building will be one of the largest available warehouses in all of Las Vegas. WDA is situated just North of Nellis Air Force Base and is the next logical step in industrial expansion.

Groundwork is currently underway.  
**Construction anticipated to begin Q4 2022.**

Web Map: [www.tinyurl.com/WDAIP](http://www.tinyurl.com/WDAIP)

# TRACK RECORD - CURRENT PROJECTS



## NORTHERN NEVADA INDUSTRIAL CENTER LLC

Northern Nevada (Lyon County, Nevada)

Property Type: Industrial

Lot Size: 40 Acres

747,700 Square Feet | Expandable to 1 Million SF

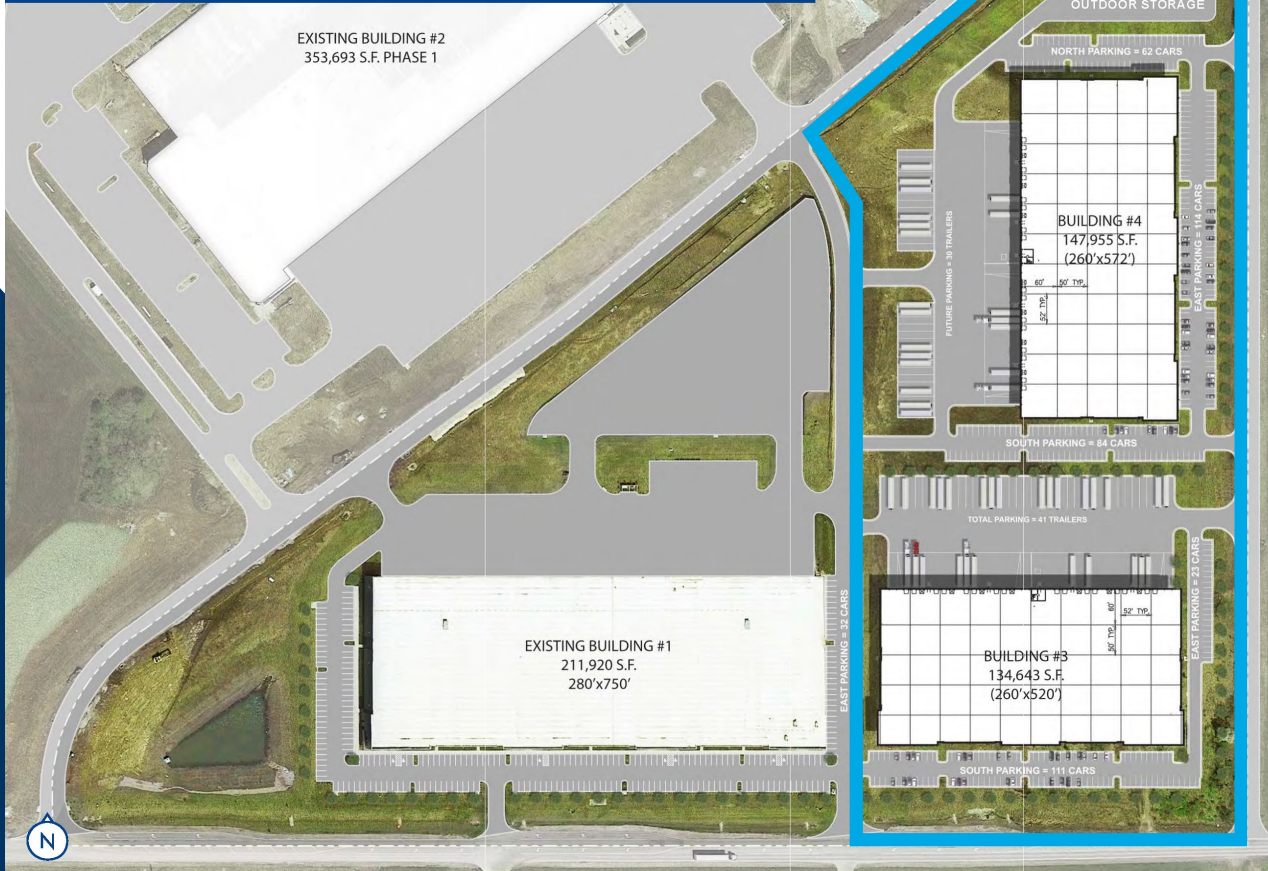
Odyssey recently closed on land in Northern Nevada off USA Parkway, less than 30 minutes from Reno. This 40 AC development is the first project in Odyssey's 130+ AC Northern Nevada Industrial Center. The site is a few miles south of the largest industrial center in the US, currently occupied by Tesla, Walmart, Apple, and others.

Construction anticipated to begin Q3 2022.

Web Map: [www.tinyurl.com/RenoNNIC](http://www.tinyurl.com/RenoNNIC)

# TRACK RECORD - CURRENT PROJECTS

## Buildings 3 & 4 Site Plan



### Lone Elm Commerce Center (LECC) 3 & 4 Olathe, Kansas

Property Type: Industrial  
 Lot Size: ± 20 Acres  
 147,955 & 134,643 Square Feet

Odyssey has partnered with Meyer Companies to master plan and develop a 127-acre industrial park fronting Interstate 35. The industrial park has capacity for approximately 1.8 million SF.

The first two buildings in the park have already been completed. Odyssey is currently in the process of developing LECC Buildings 3 and 4 on the site as speculative warehouse products.

**Construction to complete End of Q4 2022.**

# TRACK RECORD - CURRENT PROJECTS



## 167 Street Land

Olathe, Kansas

Property Type: Industrial

Lot Size: 127 Acres

Odyssey has partnered with Meyer Companies to master plan and develop a 127-acre industrial park fronting Interstate 35. The industrial park has capacity for approximately 1.8 million SF. The partnership sold 64 acres to a national cold-storage, logistics company, which closed in Q3 2020. The remaining land is approximately 40 acres that is currently being marketed for sale build-to-suit.

Construction is underway on LECC 3 & 4 located on the site.



# TRACK RECORD - CURRENT PROJECTS



## **Odyssey Walnut Industrial Center**

North Las Vegas, Nevada

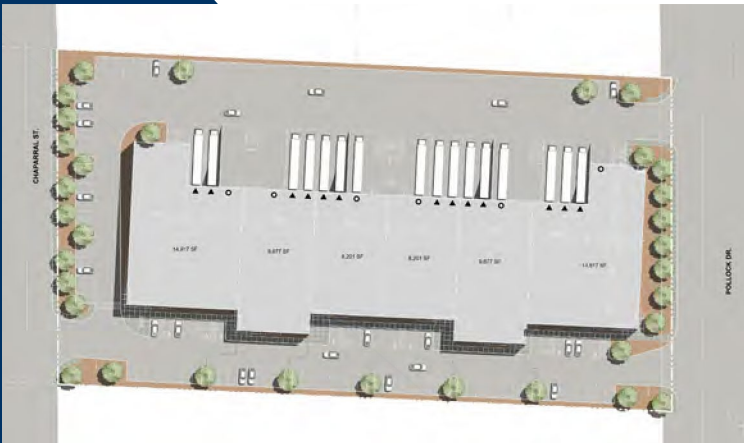
Property Type: Industrial

Lot Size:  $\pm$  5 acres

$\pm$  82,240 Square Feet

Odyssey's Walnut project is a small box warehouse in the North Las Vegas Industrial submarket. Following the success of the Odyssey Cheyenne and Tier projects, Odyssey plans to use similar small box construction on these new projects.

# TRACK RECORD - COMPLETED DEALS



## Odyssey Tier Industrial Center Henderson, Nevada

Property Type: Industrial

Lot Size: 5 acres

65,590 Square Feet | Subdivided into six units (9,000-15,000 SF each)

Executive Summary

Purchase Date: January 2021

Sale Date: January 2022

Project IRR: 50%



# TRACK RECORD - COMPLETED DEALS



## ODYSSEY CHEYENNE INDUSTRIAL CENTER

Las Vegas, NV

Property Type: Industrial  
Lot Size: 5 Acres  
86,920 SF (2 units 43,460 SF)

Executive Summary  
Purchase Date: July 2019  
Sale Date: April 2021  
Project IRR: 45%



# TRACK RECORD - COMPLETED DEALS



## **Odyssey Milford** Milford, Massachusetts

Property Type: Industrial  
1 Building | 377,000 Square Feet

Odyssey, in partnership with New Mill Capital, purchased the Ardagh Glass Bottling Plant, a 300,000 square foot manufacturing facility in Milford, MA. The partnership commenced a full renovation of the property throughout 2019 including demolition of the plant furnaces, new roof, new exterior siding, new ESFR Sprinkler system, an addition of loading docks and dock equipment along with exterior pavement improvements.

The fully renovated facility features a new 5-year industrial net lease with Amazon.com.

Executive Summary  
Purchase Date: December 2018  
Sale Date: November 2020  
Project IRR: 230%

# TRACK RECORD - COMPLETED DEALS



## KC Executive Park

Kansas City, Missouri

Property Type: Industrial  
7 Buildings | 211,000 Square Feet  
Project Sold: February 2020

Odyssey purchased this project at an excellent basis, \$32/SF, well below production cost, in a submarket with strong occupancy. The project was capitalized with sufficient capital for remodeling functionally obsolete tenant units. Odyssey brought occupancy from 62% at acquisition to 85% in the first six months of the hold period.

The seven-building project was sold Q1 2020 for \$56/SF.





# TRACK RECORD - COMPLETED DEALS



## LONE ELM LOGISTICS CENTER

Olathe, Kansas

Property Type: Industrial

1 Building | 496,150 Square Feet

Development project: cross dock distribution facility  
Capital Partner: Artemis Capital Partners  
Project sold in 2017

Odyssey noticed a gap in the Olathe, Kansas industrial submarket market in 2015. This submarket needed modern efficient cross dock distribution product, along the Interstate 35 freeway. Odyssey purchased the land for this project in August of 2016, assembled the design and development team, completed permits and construction, and sold the property 14 months later, in October of 2017.

Odyssey delivered the Lone Elm Logistic Center ahead of schedule and under budget and sold it for a value above our initial underwriting. The sale was completed with a national REIT for \$23.6M

# TRACK RECORD - COMPLETED DEALS



## LENEXA INDUSTRIAL PARK

Lenexa, Kansas

Property Type: Industrial

23 Buildings | 721,883 Square Feet | 4 parcels of vacant land

Industrial, flex and warehouse

Capital Partner: Artemis Capital Partners

Building sales completed in February 2018

Odyssey purchased this asset in 2014 as Kansas City was emerging from the recession. Our plan included selling several of the separate land parcels and flex office assets to individual users at a premium and remodeling and leasing remaining vacant tenant units.

During the hold period, Odyssey sold six individual buildings and two parcels of land for approximately \$9M. In 2018, Odyssey sold the remaining 17 buildings of Lenexa Industrial Park to a regional investment group. The initial capital invested totaled \$33M. Total project proceeds from sales was \$42M.



# TRACK RECORD - COMPLETED DEALS



## LE COMMERCE CENTER

Olathe, Kansas

Property Type: Industrial

1 Building | 210,000 Square Feet

Initial Construction: April 2018

Construction completion: January 2019

Odyssey partnered with Meyer Companies to deliver the first phase of Lone Elm Commerce Center, a 127-acre industrial park fronting Interstate 35. As of February 2020, the project is 49% leased to Wesco, an electronic parts distributor.

Sold in 2020 to a National REIT.

# TRACK RECORD - COMPLETED DEALS



## SUNNY DELIGHT MANUFACTURING CENTER

Littleton, Massachusetts

5 Buildings | 332,000 Square Feet

Mix of R&D office, refrigerated warehouse, bottling line and water processing facilities Capital Partner: Gordon Brothers / New Mill Capital

Project sold in 2017

Odyssey partnered with New Mill Capital and Gordon Brothers in 2016 to purchase a vacant bottling facility from Sunny Delight. The partners in this deal collaborated on the difficult question of whether individual equipment and real estate assets were worth more together or separated. Odyssey marketed the entire facility to several users while it prepared for the auction of the capital equipment and subsequent remodel and sale of separate real estate assets. This effort produced a sale to PepsiCo Beverage Company. The asset sale was completed within a year of the acquisition and returned profits that exceeded project underwriting.



# Odyssey Team



## GREGORY N. JOHNSON

**CEO/Managing Director**

Mr. Johnson has over 35 years of diversified experience in the real estate investment industry including development, acquisitions, dispositions, underwriting, capital raising, structured financing, and portfolio management. Mr. Johnson is the CEO of Odyssey Real Estate Capital where he oversees the firm's investment strategies and financial structures. Prior to his current role, Mr. Johnson served as President and Chief Operating Officer for Centra Properties, a Las Vegas based real estate investment and development company, where he was responsible for the daily operations, finance and dispositions of the portfolio valued at over \$500 million. Mr. Johnson has served as Vice President of Acquisitions for Archon Group, a wholly-owned subsidiary of Goldman Sachs, on behalf of the Whitehall Street Real Estate Funds. At Archon, Mr. Johnson underwrote more than \$10 billion of both performing and non-performing loan pools and managed assets valued at over \$500 million throughout the United States. In addition, Mr. Johnson established the Industrial Acquisition Group for the central region of the United States for Archon. Mr. Johnson has formerly held positions with Trammell Crow Company, and Morgan Stanley & Co.

Mr. Johnson holds an MBA from Southern Methodist University and a Bachelor's Degree from Rice University.



## GRAHAM NELSON

**Managing Director**

Mr. Nelson has over 27 years of experience in real estate development, underwriting, and acquisitions. As a Managing Director and Founder of Odyssey Real Estate Capital and Odyssey Realty, Mr. Nelson is responsible for acquisitions and financing of Odyssey's portfolio of investments. Odyssey currently owns or manages over \$150 million of properties in Las Vegas, Nevada and Kansas City, MO consisting of office, retail, medical, industrial and land investments. As of 2013, Mr Nelson moved to Kansas City, Missouri to open Odyssey's Midwest office. Mr. Nelson currently focuses on acquisition of distressed assets within commercial real estate.

Prior to co-founding Odyssey in 2007, Mr. Nelson served as Partner for Centra Properties, a Las Vegas based real estate investment & development company. At Centra, Mr. Nelson was responsible for overseeing the development of the Mosaic project and he participated in the acquisition and disposition of the Las Ramblas and South Tech projects, which achieved a net profit of over \$100 million. From 1999-2004, Mr. Nelson worked for the Archon Group, a wholly-owned subsidiary of Goldman Sachs. At Archon, Mr. Nelson managed \$70 million in specially serviced loans, and underwrote and acquired distressed debt. Mr. Nelson also worked with the portfolio and asset management divisions for Real Estate Owned (REO) product.

Mr. Nelson holds a Bachelor's degree from Harvard University and attended Pembroke Hill High School in Kansas City, MO. Mr Nelson is a member of the Fly Club of Cambridge, MA.. He is an avid golfer, traveler and enjoys personal investing. Mr. Nelson is originally from Mission Hills, KS.