



'26 ARIZONA
DEVELOPMENT
FINANCE &
OPPORTUNITY ZONES
SUMMIT

PANELIST

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SIM, LLC

THE ART OF
REAL ESTATE INVESTMENTS



SIM & Altium Phoenix Expansion

A case study on how SIM & Altium partnered to leverage Opportunity Zones as a core strategy in a facility expansion and a multi-decade partnership.





Who is SIM?

1978

Founded with a focus on the growth of Phoenix

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Our Founding Partners remain active in the business today

5M & 10K

5M square feet of buildings & 10,000 acres of land owned/sold/developed

5

Team members today. We're lean

\$300M

Current company holdings

Who is Altium?

1999

Founded as Consolidated Container in 1999

4,000+

Employees across North America

65+

Facilities across the US with key distribution networks

500

Strong Fortune 500 customer base with key product element

\$1.8T

Owned by Singaporean Sovereign Wealth Fund & Loew's Corp with \$1.8T in holdings



The Property

Acquired in multiple phases between 2002 & 2014

Project totals 110,000 square feet on 4.5 acres

City of Phoenix A-2 Zoning (Heaviest Industrial) . Tremendous value in here

Active private rail spur

Property had physical issues that needed attention



Strategic Location



The Task

Tenant lease was expiring and they needed additional space

Management wanted consolidation of Phoenix and Reno business lines

OZ Designation provided incentives to invest and extend

Developed return on cost for investment in expansion, along with 10-year extension of lease to align with OZ statutes

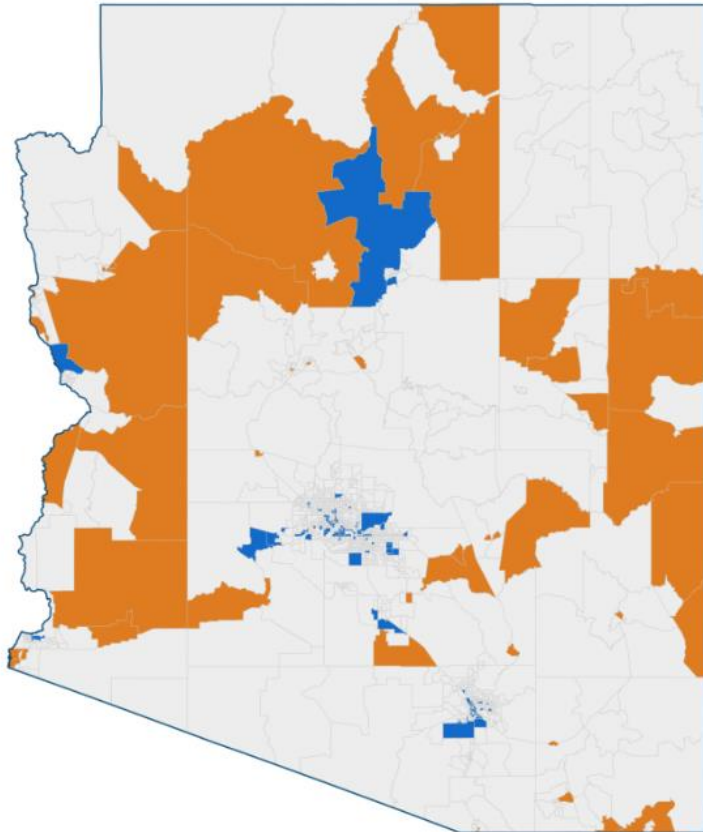
Worked with Counsel to paper agreement and off we went...





Key Project Takeaways

Why this was a win-win for both the Owner and Tenant.



OZ Program Alignment

AAA+ credit and long lease duration provided easy incentive for long-term investment that aligned with OZ program timeframes and incentives.

Market Terms

OZ program structure and return on cost metrics amounted to below market terms for tenant allowing us to beat out Reno. OZ benefits make up the difference.

Project Attributes

Strategic location, private rail spur, heavy industrial zoning, OZ designation, low basis, and expansion ability.

