# Scherer Development Parcels Strategy Feasibility & Valuation Study Draft



January 2015

### February 26, 2015

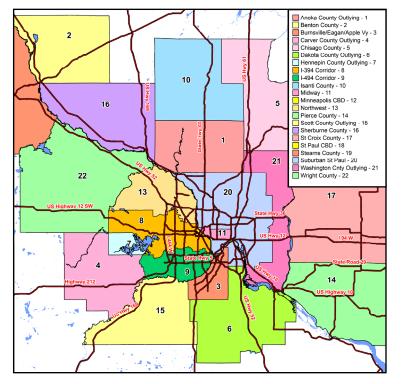
# Contents

- 1. Minneapolis Office Market Analysis
- 2. Model Input Assumptions
- 3. Land Valuation Model

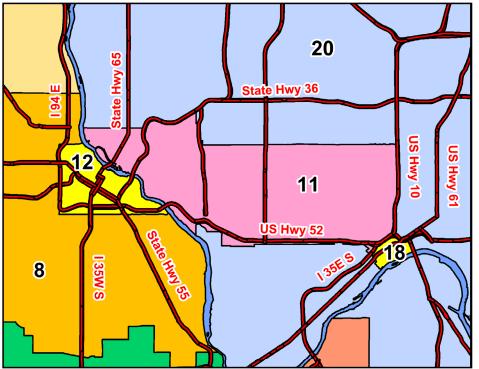


February 26, 2015

# Minneapolis Office Submarket Geography Overview



**Regional Overview** 



Minneapolis & St Paul Downtown CBD Detail



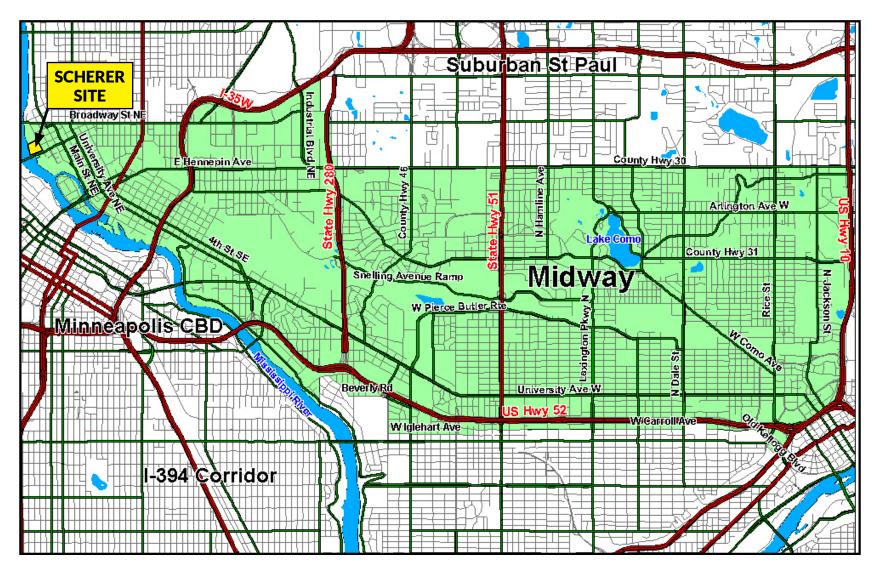
## Minneapolis Office Submarket

Submarket Clusters
Anoka County Outlying
Burnsville/Eagan/Apple Vy
Carver County Outlying
Chisago County
Dakota County Outlying
Hennepin County Outlying
I-394 Corridor
I-494 Corridor
Isanti County
Midway The Scherer Site is located in the Midway submarket.
Minneapolis CBD* The Scherer Site development will also be impacted by rate and vacancy within the Minneapolis CBD submarket.
Northwest
Pierce County
Scott County Outlying
Sherburne County
St Croix County
St Paul CBD*
Stearns County
Suburban St Paul
Washington Cnty Outlying



February 26, 2015

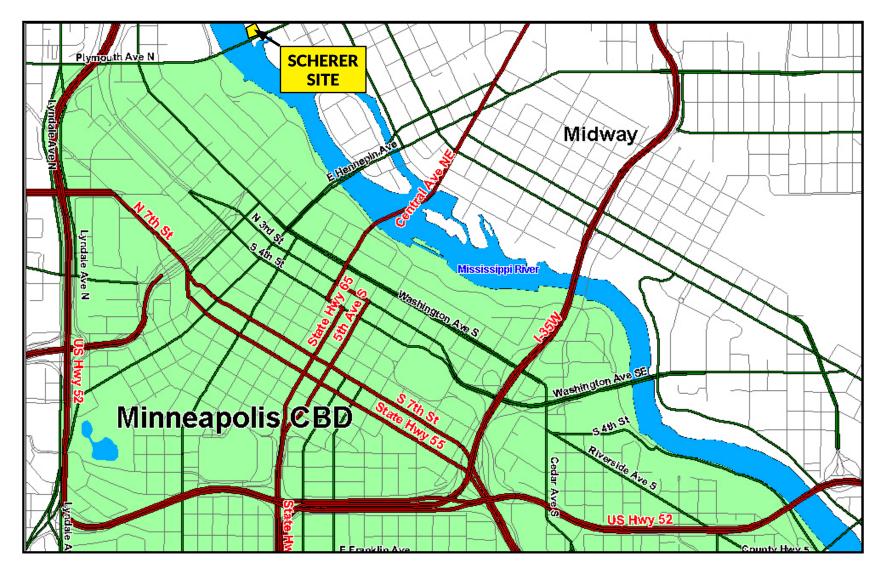
# Minneapolis Office Submarket: Midway





February 26, 2015

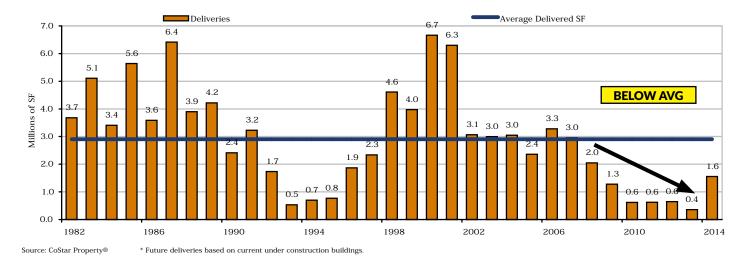
# Minneapolis Office Submarket: Minneapolis CBD





### February 26, 2015

## Minneapolis Office Market Historical Deliveries



#### CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

			Under Construct	ion Inventory		Average	Bldg Size
	Market	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
EAD	Minneapolis CBD	4	1,713,000	1,689,000	98.6%	152,642	428,250
]	I-494 Corridor	4	1,210,779	867,670	71.7%	55,266	302,695
5	Suburban St Paul	2	66,228	54,645	82.5%	18,721	33,114
]	I-394 Corridor	2	37,000	37,000	100.0%	27,332	18,500
5	St Croix County	0	0	0	0.0%	7,027	0
(	Chisago County	0	0	0	0.0%	3,749	0
]	Burnsville/Eagan/Apple Vy	0	0	0	0.0%	36,832	0
]	Dakota County Outlying	0	0	0	0.0%	9,746	0
]	Hennepin County Outlying	0	0	0	0.0%	8,316	0
(	Carver County Outlying	0	0	0	0.0%	12,425	0
	All Other	0	0	0	0.0%	23,317	0

Source: CoStar Property®



February 26, 2015

## Class A Market Statistics Year End 2014

	Exist	ing Inventory		Vacancy		YTD Net	YTD	Under	Quoted
Market	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Anoka County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
Burnsville/Eagan/Apple Vy	9	758,428	37,659	37,659	5.0%	4,632	0	0	\$16.19
Carver County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
Chisago County	0	0	0	0	0.0%	0	0	0	\$0.00
Dakota County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
Hennepin County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
I-394 Corridor	27	<b>3</b> 5,539,454	361,018	400,284	7.2%	218,438	81,301	0	\$25.77
I-494 Corridor	43	<b>2</b> 10,784,019	654,529	657,005	6.1%	612,490	598,400	1,153,300	\$25.93
Isanti County	0	0	0	0	0.0%	0	0	0	\$0.00
Midway	5	879,112	10,782	10,782	1.2%	36,192	27,000	0	\$26.88
Minneapolis CBD	30	<b>1</b> 22,446,863	1,923,681	2,039,658	9.1%	(76,437)	0	1,493,000	\$26.82
Northwest	9	1,941,856	58,315	58,315	3.0%	658,478	650,000	0	\$19.45
Pierce County	0	0	0	0	0.0%	0	0	0	\$0.00
Scott County Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
Sherburne County	0	0	0	0	0.0%	0	0	0	\$0.00
St Croix County	1	40,000	2,044	2,044	5.1%	8,747	0	0	\$0.00
St Paul CBD	11	4,274,621	367,118	367,118	8.6%	4,737	0	0	\$20.20
Stearns County	4	348,960	85,093	85,093	24.4%	0	0	0	\$38.25
Suburban St Paul	11	<b>5</b> 1,865,686	221,999	221,999	11.9%	57,901	100,000	0	\$16.26
Washington Cnty Outlying	0	0	0	0	0.0%	0	0	0	\$0.00
Wright County	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	150	48,878,999	3,722,238	3,879,957	7.9%	1,525,178	1,456,701	2,646,300	\$24.98



### February 26, 2015

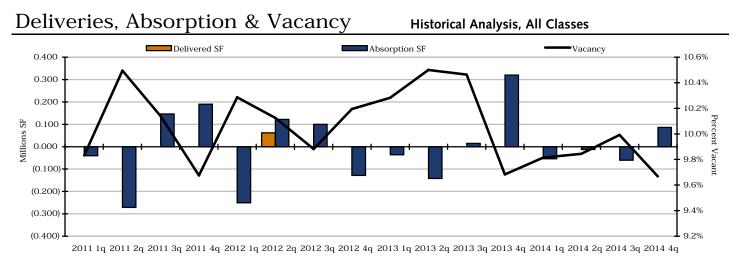
## Class B Market Statistics Year End 2014

	Exist	ing Inventor	y		Vacancy		YTD Net	YTD	Under	Quoted
Market	# Blds	Total R	3A	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Anoka County Outlying	27	635	,400	36,508	36,50	3 5.7%	8,798	0	0	\$19.23
Burnsville/Eagan/Apple Vy	173	<b>5</b> 9,679	,546	593,402	597,57	8 6.2%	94,257	0	0	\$15.83
Carver County Outlying	43	1,085	5,926	48,337	48,33	7 4.5%	8,903	4,400	0	\$12.07
Chisago County	9	72	2,821	1,599	1,59	9 2.2%	2,322	0	0	\$0.00
Dakota County Outlying	56	770	),377	34,376	34,37	6 4.5%	16,562	9,255	0	\$21.42
Hennepin County Outlying	8	128	3,091	1,285	1,28	5 1.0%	1,228	0	0	\$20.29
I-394 Corridor	233	<b>4</b> 12,11	1,926	885,882	887,98	6 7.3%	54,442	62,000	37,000	\$20.77
I-494 Corridor	217	<b>3</b> 14,81	7,548	1,807,345	1,832,40	4 12.49	6 (209,645	) 0	57,479	\$19.04
Isanti County	8	88	,156	8,378	8,37	9.5%	(186)	) 0	0	\$15.76
Midway	132	8,408	8,100	616,123	616,12	3 7.3%	6,295	0	0	\$14.64
Minneapolis CBD	104	<b>2</b> 15,39	5,565	1,616,564	1,616,56	4 10.5%	97,216	6 0	220,000	\$17.82
Northwest	108	3,440	,427	538,443	538,44	3 15.7%	6 (149,502	2) 0	0	\$14.25
Pierce County	3	39	,614	552	55	2 1.4%	0	0	0	\$0.00
Scott County Outlying	36	690	,035	55,825	55,82	5 8.1%	4,491	4,165	0	\$19.12
Sherburne County	17	244	,493	8,773	8,77	3 3.6%	867	0	0	\$14.83
St Croix County	42	546	,577	59,814	73,16	5 13.49	6 (11,55	1) 0	0	\$16.08
St Paul CBD	42	7,88	7,361	1,546,663	1,556,19	19.79	58,740	0	0	\$16.22
Stearns County	95	2,039	,200	190,762	202,32	8 9.9%	49,101	0	0	\$18.39
Suburban St Paul	589	<b>1</b> 18,92	7,464	1,819,70	1,837,12	23 9.7%	256,427	7 18,414	66,228	\$15.24
Washington Cnty Outlying	56	1,034	,649	37,595	37,59	5 3.6%	5,037	0	0	\$12.65
Wright County	44	48	,573	46,979	49,22	2 10.29	22,264	. 0	0	\$12.58
Totals	2,042	98,52	4,849	9,954,906	10,040,3	56 10.2%	316,06	6 98,234	380,707	\$17.00



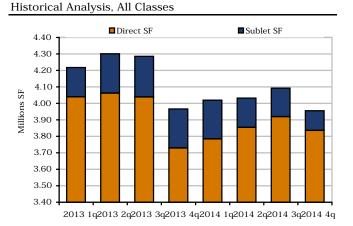
### February 26, 2015

### Minneapolis CBD Class A, B & C

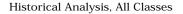


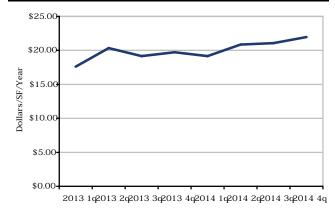
Source: CoStar Property®

#### Vacant Space



#### Quoted Rental Rates





### February 26, 2015

# Minneapolis CBD Class A, B & C

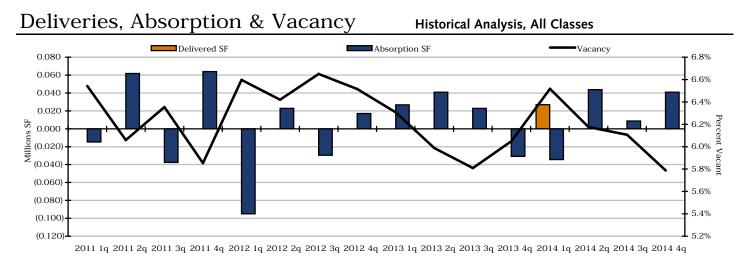
	Existing Inventory Vacancy		ncy	Net	Delivere	ed Inventory	UC	Inventory	Quoted	
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2014 4q	268	40,908,124	3,955,050	9.7%	86,308	0	0	4	1,713,000	\$21.96
2014 3q	269	40,959,419	4,092,653	10.0%	(60,368)	0	0	4	1,713,000	\$21.08
2014 2q	269	40,959,419	4,032,285	9.8%	(12,450)	0	0	2	1,200,000	\$20.86
2014 1q	269	40,959,419	4,019,835	9.8%	(54,010)	0	0	0	0	\$19.16
2013 4q	269	40,959,419	3,965,825	9.7%	320,036	0	0	0	0	\$19.73
2013 3q	269	40,959,419	4,285,861	10.5%	14,852	0	0	0	0	\$19.15
2013 2q	269	40,959,419	4,300,713	10.5%	(142,134)	0	0	0	0	\$20.34
2013 1q	270	41,018,566	4,217,726	10.3%	(35,970)	0	0	0	0	\$17.61
2012 4q	270	41,018,566	4,181,756	10.2%	(128,223)	0	0	0	0	\$19.19
2012 3q	270	41,018,566	4,053,533	9.9%	99,439	0	0	0	0	\$18.38
2012 2q	270	41,018,566	4,152,972	10.1%	121,996	1	62,000	0	0	\$18.22
2012 1q	269	40,956,566	4,212,968	10.3%	(250,247)	0	0	1	62,000	\$16.37
2011 4q	269	40,956,566	3,962,721	9.7%	189,488	0	0	1	62,000	\$16.46
2011 3q	269	40,956,566	4,152,209	10.1%	146,019	0	0	1	62,000	\$15.46
2011 2q	269	40,956,566	4,298,228	10.5%	(271,572)	0	0	0	0	\$15.46
2011 1q	269	40,956,566	4,026,656	9.8%	(40,482)	0	0	0	0	\$15.65

Source: CoStar Property®



### February 26, 2015

### Midway Class A, B & C



Source: CoStar Property®

#### Vacant Space Historical Analysis, All Classes

Direct SF Sublet SF 0.84 0.82 0.80 0.78 0.78 0.76 0.72 0.72 0.70 0.68 2013 1q2013 2q2013 3q2013 4q2014 1q2014 2q2014 3q2014 4q

#### Quoted Rental Rates







February 26, 2015

# Midway Class A, B & C

	Existing Inventory Vacancy		Net	Delivered Inventory		UC Inventory		Quoted		
Period	# Bldgs	Total RBA	Vacant SF	Vacancy %	Absorption	# Bldgs	Total RBA	# Bldgs	Total RBA	Rates
2014 4q	268	40,908,124	3,955,050	9.7%	86,308	0	0	4	1,713,000	\$21.96
2014 3q	269	40,959,419	4,092,653	10.0%	(60,368)	0	0	4	1,713,000	\$21.08
2014 2q	269	40,959,419	4,032,285	9.8%	(12,450)	0	0	2	1,200,000	\$20.86
2014 1q	269	40,959,419	4,019,835	9.8%	(54,010)	0	0	0	0	\$19.16
2013 4q	269	40,959,419	3,965,825	9.7%	320,036	0	0	0	0	\$19.73
2013 3q	269	40,959,419	4,285,861	10.5%	14,852	0	0	0	0	\$19.15
2013 2q	269	40,959,419	4,300,713	10.5%	(142,134)	0	0	0	0	\$20.34
2013 1q	270	41,018,566	4,217,726	10.3%	(35,970)	0	0	0	0	\$17.61
2012 4q	270	41,018,566	4,181,756	10.2%	(128,223)	0	0	0	0	\$19.19
2012 3q	270	41,018,566	4,053,533	9.9%	99,439	0	0	0	0	\$18.38
2012 2q	270	41,018,566	4,152,972	10.1%	121,996	1	62,000	0	0	\$18.22
2012 1q	269	40,956,566	4,212,968	10.3%	(250,247)	0	0	1	62,000	\$16.37
2011 4q	269	40,956,566	3,962,721	9.7%	189,488	0	0	1	62,000	\$16.46
2011 3q	269	40,956,566	4,152,209	10.1%	146,019	0	0	1	62,000	\$15.46
2011 2q	269	40,956,566	4,298,228	10.5%	(271,572)	0	0	0	0	\$15.46
2011 1q	269	40,956,566	4,026,656	9.8%	(40,482)	0	0	0	0	\$15.65



## Minneapolis Top 20 Office Leases Year End 2014

	Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1	Fifty South Sixth*	Minneapolis CBD	253,414	1st	Dorsey & Whitney LLP	Colliers International	Hines Property Management; Hines Gl
2	Capella Tower	Minneapolis CBD	138,000	2nd	Minneapolis Star & Tribune Co	Nelson, Tietz & Hoye, Inc.	CBRE
3	6000 Nathan Lane	I-394 Corridor	105,280	3rd	Smiths Medical	N/A	JLL
4	Minnetonka Medical Center	I-394 Corridor	62,000	2nd	North Memorial Health Care	N/A	The Davis Group
5	605 Waterford Park	I-394 Corridor	53,025	4th	OneBeacon Insurance	N/A	CBRE
6	8300 Tower	I-494 Corridor	47,381	2nd	Larkin Hoffman	Colliers International	Northmarq
7	Grand Oak Office VII*	Burnsville/Eagan/AppleVy	42,053	3rd	Silicon Graphics International	N/A	N/A
8	Eden Prairie City Center	I-494 Corridor	40,400	4th	Supervalu	N/A	Cushman&Wakefield/NorthMarq
9	Butler Square	Minneapolis CBD	32,346	3rd	AMIA	N/A	JLL
10	10900 Wayzata Blvd	I-394 Corridor	32,300	4th	AON	N/A	CBRE
11	5901 Golden Hills Dr	I-394 Corridor	32,000	3rd	N/A	N/A	Cresa Minneapolis
12	510 Marquette Building	Minneapolis CBD	31,200	1st	Augsburg Fortress	N/A	Swervo Development Corporation
13	Norman Pointe I	I-494 Corridor	30,895	2nd	MAC Foundation	N/A	CBRE
14	IDS Center	Minneapolis CBD	30,071	1st	UBS Financial Services Inc.	Cushman&Wakefield/Northmarq	JLL
15	RBC Plaza	Minneapolis CBD	28,000	4th	Best & Flanagan	N/A	Cushman & Wakefield/NorthMarq
16	DC Building Expansion	I-394 Corridor	27,000	3rd	DC Group	N/A	DC Group, Inc.
17	Spruce Tree Center*	Midway	26,775	1st	Image Sensing Systems, Inc.	N/A	N/A
18	550 Vandalia St	Midway	26,667	2nd	N/A	N/A	First & First LLC
19	550 Vandalia St	Midway	26,667	2nd	N/A	N/A	First & First LLC
20	550 Vandalia St	Midway	26,667	2nd	N/A	N/A	First & First LLC



# 2. Model Input Assumptions

#### **Development Intensity and Use**

The development underwriting model will be driven by the building program that is allowable by zoning code and that conforms to the vision for the site area.

#### **Adoption of Underwrting Model Inputs**

The preceding Minneapolis Office Market Analysis will provide the primary inputs for the development underwrting model. Model development will begin subsequent to discussing, revising and finally adopting the parameters for the key assumptions.



# 3. Ground Lease Valuation

#### **Ground Lease Valuation**

Ground lease valuation is not unlike the valuation of any other lease or cash flow stream. Since there is a clearly defined lease term, lease rate, escalation schedule, and terminal value, a projection of these cash flows can be created and then discounted to determine a present value. These terms will be driven by potential feasible development proposals that will be tested against the development underwriting model.

The selection of the discount rate would largely depend on how risky these future cash flows are. The risk profile of a ground lease is influenced by subordination, credit quality of the tenant, future attractiveness of the location, quality and value of the improvements, and any other relevant terms of the lease. As with all leases, it's always important to thoroughly read the lease to gain a complete understanding of who is responsible for what and when. These lease terms can then be used to complete a discounted cash flow analysis.

#### **Scherer Valuation Context**

The Scherer Development Parcels (SPD) are currently unimproved land. Establishing the current value by using a traditional appraisal approach is limited because it may not accurately reflect the forward looking potential of the land. Adjacent land and comparable land may not be the same. Defining what land is comparable will be a critical exercise to undertake. In addition, the future potential value created by new development will be a factor of determining a fair value for the ground lease.



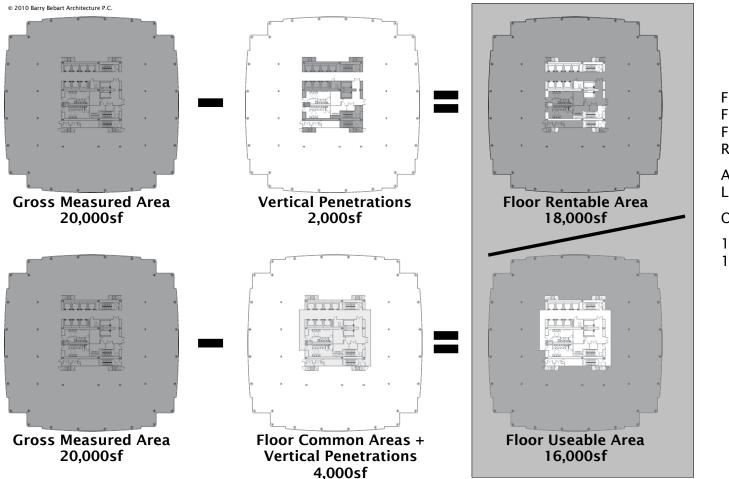
#### SCHERER DEVELOPMENT VALUATION LAND AREA

Space			Ð			
Code	Program Areas	% of Total	Price	Acres	Square Feet	\$ / SF
701	Parcel D	32%	2,484,775	3.55	154,624	16
702	All Other Parcels	68%	5,215,225	7.45	324,536	16
	Total Scherer Site	100%	7.700.000	11.00	479.160	





### February 26, 2015



Floor Rentable Area ÷ Floor Usable Area = Floor Rentable/Usable Ratio.

Also known as "Floor Loss Factor".

Or "Add On Factor"

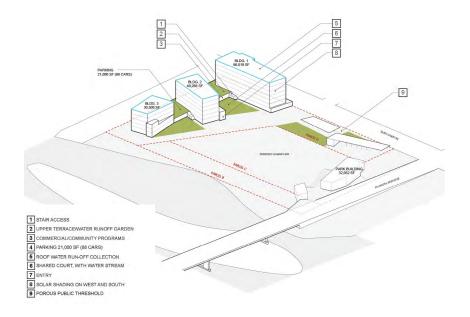
18,000/16,000 = 1.125

If the corridor configuration changes then the Floor R/U ratio changes.



#### SCHERER DEVELOPMENT VALUATION OFFICE AREA - BASE CASE

Space Code	Program Areas	% of Total	Size	Count	Gross Measured Area	Floor Loss Factor	Floor Rentable Area
801	Building 1 (7 Stories)	55%	96,000	1	96,000	15%	81,600
802	Building 2 (6 Stories)	28%	50,000	1	50,000	15%	42,500
803	Building 3 (5 Stories)	17%	30,000	1	30,000	15%	25,500
		400%		2	476.000		140.000
	TOTALS	100%		3	176,000		149,600





	SCHERER D	EVELOPMEN	<b>IT VALUATION</b>		2018	2019	2020
	OF	FICE - BASE	CASE		Year	Year	Year
	OPEF	RATING PRO	FORMA		1	2	3
DFFICE REVENUES: Office		<u>Efficiency</u> % Efficiency		Rates Projected to Yr. 2018 nnual Lease Rate 26.85 / sf Less Vacancy TOTAL REVENUES	Occupancy Rate   75.00%   At 3.0% Escalation / yr.   \$4,016,538   (\$1,004,134)   \$3,012,403	90.91% \$4,137,034 (\$375,916) \$3,761,118	90.91% \$4,261,145 (\$387,193) \$3,873,951
OFFICE SPACE OPER/ Operating Expenses Cleaning / Janitoria Heating Electrical Plumbing Air Conditioning Elevators Miscellaneous Mello Roos Paymen Real Estate Taxes Insurance Management Fee Capital Repair / Rep Ground Lease Paym Operating Expenses Asset Management	<u>s:</u> al nts - Offsite Improvements placement <b>nent</b> s Leakage	5	10.	NN Lease 00% of Total Revenues 00% of Total Revenues	At 2.5% Escalation / yr.   NNN Lease   S10,620   \$15,062   \$466,923   \$2,545,481	NNN Lease NNN Lease \$188,056 \$376,112 \$18,806 <b>\$582,973</b> \$3,178,145	NNN Lease NNN Lease S193,698 \$387,395 \$19,370 \$600,462 \$3,273,489
				ANNUAL DEBT SERVICE	\$0	\$0	\$0
			N.	0.I (After Debt Service)	\$2,545,481	\$3,178,145	\$3,273,489



February 26, 2015

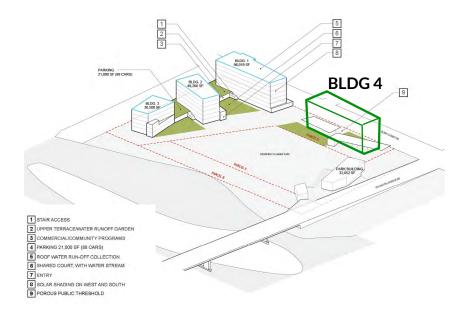
### SCHERER DEVELOPMENT VALUATION GROUND LEASE PAYMENTS - BASE CASE 25 YRS

Year 1	Year 2	Year 3	Year 4	Year 5
150,620	188,056	193,698	199,509	205,494
Year 6	Year 7	Year 8	Year 9	Year 10
211,659	218,008	224,549	231,285	238,224
Year 11	Year 12	Year 13	Year 14	Year 15
245,370	252,731	260,313	268,123	276,166
Year 16	Year 17	Year 18	Year 19	Year 20
320,153	329,757	339,650	349,839	360,335
Year 21	Year 22	Year 23	Year 24	Year 25
329,757	339,650	349,839	360,335	371,145
RETURN MEASURES				Investment
Unleveraged IRR Land Cost			\$	(2,484,775)
Total Office Ground Lea	se Income		\$	7,007,000
Unleveraged IRR				8.08%
Net Present Value @ 8.0	%			\$20,813



#### SCHERER DEVELOPMENT VALUATION OFFICE AREA - PLUS CASE

Space Code	Program Areas	% of Total	Size	Count	Gross Measured Area	Floor Loss Factor	Floor Rentable Area
801	Building 1 (7 Stories)	35%	96,000	1	96,000	15%	81,600
802	Building 2 (6 Stories)	18%	50,000	1	50,000	15%	42,500
803	Building 3 (5 Stories)	11%	30,000	1	30,000	15%	25,500
804	Building 4 (7 Stories)	35%	96,000	1	96,000	15%	81,600
	Total	100%		4	272,000		231,200





Duval Advisory Services / Phone: 1-612-444-3100 / info@duvaldevelopment.com

	SCHERER DEVELOPMI	2018	2019	2020	
	OFFICE - PLU	Year	Year	Year	
	OPERATING PR	1	2	3	
<b>DFFICE</b> <u>REVENUES:</u> Office	<u>Gross SF Efficiency</u> 272,000 85% Efficiency	Rates Projected to Yr. 2018Rentable SFAnnual Lease Rate231,200x\$ 26.85 / sf Less VacancyTOTAL REVENUES	Occupancy Rate 75.00% <u>At 3.0% Escalation / yr.</u> \$6,207,377 (\$1,551,844) <b>\$4,655,532</b>	90.91% \$6,393,598 (\$580,961) \$5,812,637	90.91% \$6,585,406 (\$598,390) \$5,987,016
OFFICE SPACE OPERA Operating Expenses Cleaning / Janitorial Heating Electrical Plumbing Air Conditioning Elevators Miscellaneous Mello Roos Payment Real Estate Taxes Insurance Management Fee Capital Repair / Rep Ground Lease Payme Operating Expenses Asset Management	s - Offsite Improvements lacement <b>ent</b> Leakage	Assume NNN Lease 5.00% of Total Revenues 10.00% of Total Revenues 0.50% of Total Revenues 0.50% of Total Revenues 0.50% of Total Revenues Derating Expenses NET OPERATING INCOME ANNUAL DEBT SERVICE N.O.I (After Debt Service)	At 2.5% Escalation / yr. NNN Lease NNN Lease S232,777 \$465,553 \$23,278 \$721,608 \$3,933,925 \$0 \$3,933,925	NNN Lease NNN Lease <b>\$290,632</b> <b>\$581,264</b> <b>\$29,063</b> <b>\$900,959</b> <b>\$4,911,678</b>	NNN Lease NNN Lease S299,351 \$598,702 \$29,935 \$927,987 \$5,059,028



February 26, 2015

### SCHERER DEVELOPMENT VALUATION GROUND LEASE PAYMENTS - PLUS CASE 25 YRS

Year 1	Year 2	Year 3	Year 4	Year 5
232,777	290,632	299,351	308,331	317,581
Year 6	Year 7	Year 8	Year 9	Year 10
327,109	336,922	347,030	357,441	368,164
Year 11	Year 12	Year 13	Year 14	Year 15
379,209	390,585	402,302	414,372	426,803
Year 16	Year 17	Year 18	Year 19	Year 20
439,607	452,795	466,379	480,370	494,781
Year 21	Year 22	Year 23	Year 24	Year 25
509,625	524,913	540,661	556,881	573,587
RETURN MEASURES				Investment
Unleveraged IRR Land Cost	(2,484,775)			
Total Office Ground Lea	10,238,205			
Unleveraged IRR	13.08%			
Net Present Value @ 8.0	\$1,387,498			



Duval Advisory Services / Phone: 1-612-444-3100 / info@duvaldevelopment.com