

EDA Members:
Dan Roe,
President
Lisa
Laliberte,
Vice
President
Wayne
Groff,
Treasurer
Robert
Willmus
Jason
Etten



**Economic Development Authority
Meeting Agenda
Monday, August 24, 2020
6:00pm**

Address:
2660 Civic Center Dr.
Roseville, MN 55113

Phone:
651-792-7000

Website:
www.growroseville.com

Following guidance from state health officials, EDA Members will participate in upcoming meetings electronically pursuant to Minn. Stat. § 13D.021.

Members of the public who wish speak during public comment or an agenda item during this meeting can do so virtually by registering at www.cityofroseville.com/attendmeeting

1. 6:00 P.M. Roll Call
Voting & Seating Order: Willmus, Laliberte, Groff, Etten, and Roe
2. Pledge Of Allegiance
3. Approve Agenda
4. 6:01 P.M. Public Comment
5. Business Items (Action Items)
 - 5.A. 6:03 PM Discussion Regarding The Budget And Preliminary Levy Collectible In 2021
Documents:
[5A REPORT AND ATTACHMENTS.PDF](#)
 - 5.B. 6:13 PM Adopt A Resolution Authorizing Entering Into A Listing Agreement For Sale Of 2501 Fairview Avenue (Fairview Fire Station)
Documents:
[5B REPORT AND ATTACHMENTS.PDF](#)
6. 6:20 P.M. Adjourn To City Council



REQUEST FOR ECONOMIC DEVELOPMENT AUTHORITY ACTION

Date: 08/24/2020

Item No.: 5.a

Department Approval

Executive Director Approval

Janice Gundlach

Paul Trueman

Item Description: Discussion Regarding the Budget and Preliminary Levy Collectible in 2021

1
2 **BACKGROUND**

3 Per the by-laws adopted by the Roseville Economic Development Authority (REDA), the REDA must
4 review and recommend a preliminary budget to the City Council.

5
6 To request a preliminary EDA levy, the REDA must adopt a budget for consideration by the City Council
7 via Resolution. Once the initial EDA levy request is approved, the levy may be lowered but cannot be
8 raised above the preliminary level. The maximum amount the REDA can levy for in 2021 is \$989,247.

9
10 *A preliminary levy of \$410,670 is being proposed for 2021, a decrease of \$52,730 from the EDA's 2020*
11 *levy. This proposed preliminary levy includes a \$4,640 reduction from the levy proposed on July 20, 2020.*
12 *These additional reductions relate to health insurance costs and the City Manager's 1% COLA*
13 *recommendation. When factoring in a projected valuation increase of 3.2% for 2021, the preliminary levy*
14 *amount proposed would result in a decrease in annual property taxes for the same median valued home*
15 *now projected to be valued at \$280,600.*

16
17 At the July 20, 2020 REDA meeting, members requested information related to additional efforts the EDA
18 may engage in during 2021 and the costs associated with those efforts. This request was prefaced with the
19 understanding there is levy pressure and there likely isn't a desire to raise the levy from 2020's amount of
20 \$463,400. Staff would offer the following information for the REDA's discussion:

- 21 • Keeping the 2021 levy the same as 2020, or \$463,400, would result in a tax decrease of \$1.01
22 annually.
- 23 • A 2021 levy of \$484,500 would result in a 0 impact to the tax payer.
- 24 • The EDA's general fund balance as of the end of 2019 is \$440,974. With a 35% target on reserve
25 levels, there is an excess of \$278,784 (using the 2020 EDA levy amount of \$463,400). The EDA
26 could opt to use reserve funds for programming of one-time costs, rather than levying, but staff
27 would not recommend using reserve funds for on-going costs.
- 28 • If there are desires to levy more than the staff recommended amount of \$410,670, staff has identified
29 two possible efforts for programming that funding:
 - 30 ○ Allocate additional funds (approximately \$20,000) to marketing studies to help fund a more
31 exhaustive housing needs study (staff has already proposed raising this item from \$5,000 to
32 \$12,000). This request relates to interest in developing an Inclusive Housing Ordinance,
33 which places an affordability component to all new housing, whereby a nexus is developed to
34 understand what that cost would be. The City of Bloomington has lead the metro area

- 35 efforts in terms of creating the nexus and if there is interest in doing inclusive housing, staff
 36 would recommend conducting a nexus study to determine/justify the financial impact.
 37 ○ Allocate additional funding to the Open to Business Loan Program. This fund was created in
 38 2020, but due to coronavirus the funds have not officially been programmed yet. The idea
 39 with this fund (and the name may not be appropriate once the funds are officially
 40 programmed) was to create assistance programs for small businesses. The discussion in late
 41 2019 included a façade improvement program, but staff also envisions a use for smaller job
 42 creation projects that the State won't fund.

43
 44 **STAFFING**

45 The Community Development Director is proposing no changes to the staffing structure for 2021.
 46 Economic Development staff that are supported by the EDA levy include a full-time Economic Development
 47 and Housing Program Manager and a .5 time Economic Development Coordinator (who also holds the title
 48 of GIS Specialist). The most significant impact proposed for 2021 consists of costs associated with the
 49 Neighborhood Enhancement Program (NEP), which are proposed to be budgeted within the Community
 50 Development Fund, decreasing overall EDA expenditures for 2021.

51
 52 The total cost for EDA staff in 2021 is anticipated to be: **\$188,170**

<u>General REDA Expenditures and Personnel</u>	\$231,870
The REDA has operating costs associated with overhead, staff, attorney fees, recording secretary services, and continuing education/training of staff. This amount reflects total operating costs and personnel costs.	<i>(includes the \$188,170 of staff-only costs)</i>

54
 55 **PROGRAMMING**

56 The tables below outline existing housing and economic development programs the City of Roseville's
 57 Economic Development Authority currently maintains. In addition to personnel costs, accompanying costs
 58 of these programs are included herein.

59 In 2021, the following programs will continue to operate but do not require additional funds:

<u>Multi-Family Loan and Acquisition Funds</u> Offers rehabilitation loans to existing rental property owners (whose properties have 5 or more units) and also makes dollars available for energy improvements. This program is available for general redevelopment activities and has a balance of \$1,696,984*.	\$0
Roseville Rehab Revolving Loan Program (consolidated home improvement loan program). This fund has a balance of \$634,958*.	\$0
Abatement Assistance (payment of abatement costs for code enforcement activities). This fund has a balance of \$114,472*.	\$0
Housing Replacement/Single Family Construction Fund. This fund has a balance of \$434,470*.	\$0

60 *fund balances noted are as-of July 13, 2020.

61
 62 In 2021, the following programs are proposed to be budgeted for as follows:

<u>Ownership Rehabilitation Programs</u>	
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<p>Provides residents with free, comprehensive consultation services about the construction/renovation process to maintain, improve, and/or enhance their existing home, with a specific focus on energy efficiency. The program also recognizes homeowners that have done green construction or improvements to their homes and yards. This program budgets for 200 energy efficiency audits to be completed each year. This budget reflects no increase in 2021. It should also be noted that energy audits during COVID are on hold.</p>	<p>\$27,850</p>
<p><u>Marketing</u> This budget is maintained for printing and mailing of marketing materials. The Council’s Strategic Priority related to Housing calls for an updated Housing Needs Assessment in 2020 and beyond. Based on the evolution of housing studies, staff is suggesting a more robust study be undertaken, which goes beyond identifying a unit count need to examining affordability tools and equity issues. This budget reflects a \$7,000 increase over 2020’s budget. Staff intends to advance a broader discussion to the REDA related to housing sometime this fall/winter.</p>	<p>\$12,000</p>
<p><u>Economic Development</u> The Economic Development budget reflects resources to aid in outreach to existing and prospective businesses. Current efforts include partnerships with the Minnesota State Chamber, St. Paul Area Chamber of Commerce, Twin Cities North Chamber, and others to assist with quarterly educational workshop series, newsletters, and yearly networking events. Recruitment, acquisition assistance, and marketing efforts are being programmed through the assistance of economic development consulting (\$50,000), which includes the City’s Public Finance Consultant Ehler’s. Annual contract obligations for Golden Shovel Agency economic development marketing services are also included in this total (\$12,000). This budget reflects no increase in 2021.</p>	<p>\$73,500</p>
<p><u>Neighborhood Enhancement</u> The Neighborhood Enhancement Program (NEP) is a seasonal effort whereby a pre-determined geographic area of the City is inspected for compliance with the City’s Nuisance Code. This program has been partially supported through the EDA as well-maintained neighborhoods and housing are a function of city-wide economic development. Several staff provide support for this program. To provide levy relief, these costs are proposed to be funded by the Community Development Fund in 2021, which results in a decrease of \$49,360 compared to 2020.</p>	<p>\$0</p>
<p><u>Southeast Roseville Initiatives</u> The Cities of Roseville, St. Paul and Maplewood have hired the Saint Paul Area Chamber of Commerce to begin implementation of the Rice & Larpenteur Alliance, which stemmed from completion of the Rice/Larpenteur Gateway Visioning Plan. In March of 2020, SPACC’s contract was extended an additional 12 months, with the City of Roseville committing to set aside funds in support of efforts towards a long-term alliance and any other initiatives that may occur as a result of the visioning plan. The Rice & Larpenteur Alliance’s Strategic Fundraising Framework programs a 20% reduction for Roseville’s contributions in the fiscal year beginning in March of 2021, reducing this budget by \$10,000 compared to 2020.</p>	<p>\$40,000</p>

<p><u>Open to Business/Small Business Assistance</u></p> <p>Ramsey County executed a contract with the Metropolitan Consortium of Community Developers in the 1st quarter of 2020, bringing the Open to Business program to the City of Roseville. This program provides free business consulting services to Roseville businesses, as well as access to capital. There is no cost to the City for Open to Business. Last year, staff suggested funds be set aside as a place-holder to fund a future loan program for small businesses to be administered by Open to Business. While COVID-19 has prevented the establishment of a new program, staff believes there to be value in continuing to set aside funds for the creation of one in 2021. This budget reflects no increase in 2021.</p>	\$48,575
<p>Total 2021 Levy Supported Program Expenses</p>	\$201,925

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NON-PROPERTY TAX REVENUE

Historically, the levy has been the sole source to funding for activities conducted by the REDA. Several years ago the University of Northwestern committed to paying the City \$23,125 annually in recognition of their tax-exempt status and continued expansion beyond their campus property. This “charitable pledge” is for economic development efforts aimed at expanding the tax base, thus they’ve been allocated to the REDA. This revenue is used to offset expenses. Staff continues to program this revenue towards the EDA. It’s worth noting the charitable pledge payments, per the June 2014 agreement, are set to expire in 2024. In the coming years, staff would suggest engaging with Northwestern to extend the Charitable Pledge Agreement, although there are no guarantees Northwestern will cooperate.

<p>Total EDA Proposed Budget: (Program Expenses + REDA Expenditures & Personnel)</p>	\$433,795*
<p>Minus Non-Property Tax Revenue</p>	-\$23,125
<p>Proposed Preliminary 2020 Levy</p>	<p>\$410,670 <i>(11.4% or \$52,730 decrease from 2020)</i></p>

74 *the cash balance of the EDA general fund on December 31, 2019 is \$440,974, which exceeds 35% of the
75 proposed operating budget for 2020.

76 **STAFF RECOMMENDATION**

77 Discuss the EDA’s proposed 2021 Budget and Preliminary Tax Levy in the amount of \$410,670.

78
79 **REQUESTED EDA ACTION**

80 Advise staff of any requested changes to the 2021 Budget and Preliminary Tax Levy, and

81 Make a motion to adopt a Resolution requesting a Preliminary Tax Levy in 2020, collectible in 2021, in the
82 amount of \$410,670.

83 **ALTERNATIVE EDA ACTION**

84 Direct staff to schedule a subsequent discussion in September for consideration of the Resolution.

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Prepared by: Janice Gundlach, Community Development Director
Attachments: A. Resolution
B. REDA Budget Comparison

**EXTRACT OF MINUTES OF MEETING OF THE
ROSEVILLE ECONOMIC DEVELOPMENT AUTHORITY**

Pursuant to due call and notice thereof, a meeting of the Roseville Economic Development Authority, County of Ramsey, Minnesota, was duly called and held at the City Hall on Monday, the 24th day of August, 2020, at 6:00 p.m.

The following members were present:

and the following were absent:

Commissioner _____ introduced the following resolution and moved its adoption

Resolution No. XX

A Resolution Requesting A Tax Levy in 2020 Collectible in 2021

BE IT RESOLVED by the Board of Commissioners (the "Board") of the Roseville Economic Development Authority, Minnesota (the "Authority"), as follows:

Section 1. Recitals.

1.01. The Authority is authorized by Minnesota Statutes Section 469.107 to request that the City of Roseville, Minnesota (the "City") levy a tax on all taxable property within the City, subject to approval of such tax levy by the City Council of the City, for the benefit of the Authority (the "EDA Levy").

1.02. The Authority is authorized to use the amounts collected by the EDA Levy for the purposes provided in Minnesota Statutes, Section 469.090 to 469.1081 (the "EDA Act").

Section 2. Findings

2.01. The Authority hereby finds that it is necessary and in the best interest of the City and the Authority to request that the City Council of the City adopt the EDA Levy to provide funds necessary to accomplish the goals of the Authority.

Section 3. Adoption of EDA Levy.

3.01. The Authority hereby requests that the City levy the following amount, which is no greater than 0.01813 percent of the City's estimated market value, to be levied upon the taxable property of the City for the purposes of the EDA Levy described in Section 1.02 above and collected with taxes payable in 2021:

Amount: \$410,670

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Section 4. Report to City and Filing of Levies.

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4.01. The executive director of the Authority is hereby instructed to transmit a certified copy of this Resolution to the City Council with the Authority's request that the City include the EDA Levy in its certified levy for 2021.

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Adopted by the Board of the Authority this 24th day of August, 2020.

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Certificate

48 I, the undersigned, being duly appointed Executive Director of the Roseville Economic
49 Development Authority, Minnesota, hereby certify that I have carefully compared the attached
50 and foregoing resolution with the original thereof on file in my office and further certify that the
51 same is a full, true, and complete copy of a resolution which was duly adopted by the Board of
52 Commissioners of said Authority at a duly called and regularly held meeting thereof on August
53 24, 2020.

54 I further certify that Commissioner _____ introduced said resolution and moved its
55 adoption, which motion was duly seconded by Commissioner _____, and that upon
56 roll call vote being taken thereon, the following Commissioners voted in favor thereof:
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60 and the following voted against the same:

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63 whereupon said resolution was declared duly passed and adopted.

64 Witness my hand as the Executive Director of the Authority this 24th day of August,
65 2020.

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Executive Director, Patrick Trudgeon
Roseville Economic Development Authority

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City of Roseville Economic Development Authority 2021 Proposed Budget Fund 725 as of August 3, 2020					
Account Number	Description	2018 Adopted Budget	2019 Adopted Budget	2020 Adopted Budget	2121 Proposed Budget
	Proposed Revenues:	Revenue	Revenue	Revenue	Revenue
	Investment Income				
	Cash carry-over				
	Cashflow Reserve				
	Northwestern Charitable Pledge			\$23,125.00	\$23,125.00
	Property Tax paid late				
	EDA Levy	\$360,150.00	\$473,660.00	\$463,400.00	\$410,670.00
	Total Revenue	\$360,150.00	\$473,660.00	\$486,525.00	\$433,795.00
	Proposed Expenses:				
	Housing Replacement/Single Family Construction Funds				
71	Professional Services	\$0.00	\$0.00	\$0.00	\$0.00
430000	Printing	\$0.00	\$0.00	\$0.00	\$0.00
434000	Miscellaneous	\$0.00	\$0.00	\$0.00	\$0.00
448000	Contractor Payments				
490000	Housing Replacement/Single Family Construction Funds	\$0.00	\$0.00	\$0.00	\$0.00
71	Multi Family Loan & Acquisition Fund				
72	Professional Services	\$0.00	\$0.00	\$0.00	\$0.00
430000	Printing	\$0.00	\$0.00	\$0.00	\$0.00
434000	Rental Licensing - Manager/Owner Meeting				
448000	Other Services & Charges - Acquisition	\$0.00	\$0.00	\$0.00	\$0.00
490000	ECHO Project 2016 Final				
490000	Multi Family Loan & Acquisition Fund	\$0.00	\$0.00	\$0.00	\$0.00
72	Ownership Rehab Program				
73	Professional Services-CEE	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00
430000	Advertising				
433000	Other Services & Charges Fees for Loan Closing				
490000	Green Award Program	\$850.00	\$850.00	\$850.00	\$850.00
490000	Energy Efficiency Program	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
490000	Ownership Rehab Program Total	\$27,850.00	\$27,850.00	\$27,850.00	\$27,850.00
73	First Time Buyer Program				
74	Professional Services - Educational Outreach				
430000	Advertising				
433000	Other Services & Charges (448000, 424000)	\$0.00	\$0.00	\$0.00	\$0.00
448000	Live/work RSV program				
490000	First Time Buyer Program Total	\$0.00	\$0.00	\$0.00	\$0.00
74	Neighborhood Enhancement Program				
78	Prof Services - City of Roseville	\$47,900.00	\$39,920.00	\$41,360.00	
430000	Marketing -Printing and Mailing	\$3,070.00	\$8,000.00	\$8,000.00	
433000	Other Services & Charges	\$3,580.00			
448000	Neighborhood Enhancement Program Total	\$54,550.00	\$47,920.00	\$49,360.00	\$0.00
78	Marketing Studies				
82	Market Research				
430000	Printing Marketing Materials	\$6,500.00	\$5,000.00	\$5,000.00	\$12,000.00
434000	Miscellaneous-Postage	\$1,500.00	\$0.00	\$0.00	\$0.00
448000	Marketing Studies	\$8,000.00	\$5,000.00	\$5,000.00	\$12,000.00
82	Economic Development				
56	Golden Shovel (Including Intern Assistance as needed)	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00
430000	Economic Development Consultant On-Call	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
430000	BR&E Newsletter page, other outreach	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00
433000	Business Educational Series	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
441000	Salesforce & Misc.	\$500.00	\$500.00	\$500.00	\$500.00
448000	Economic Development Program Total	\$73,500.00	\$73,500.00	\$73,500.00	\$73,500.00
56	Southeast Roseville Initiatives		\$50,000.00	\$50,000.00	\$40,000.00
NA	Open-to-Business Loan Program (tentative)			\$48,575.00	\$48,575.00
NA	General EDA Expenditures				
00	City of Roseville Economic Development Staff	\$159,600.00	\$174,840.00	\$186,540.00	\$188,170.00
430000	Prof. Svs. (Secretary)	\$2,500.00	\$3,500.00	\$2,500.00	\$2,500.00
430000	Prof. Svs. (EDA Attorney)	\$15,000.00	\$16,000.00	\$17,000.00	\$15,000.00
0006	Admin Service Fee	\$9,650.00	\$9,650.00	\$12,000.00	\$12,000.00
460001	Education (Training/Conferences)	\$4,500.00	\$5,500.00	\$8,000.00	\$8,000.00
441000	Training for Board	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
441000	Office Supplies	\$0.00	\$200.00	\$0.00	\$0.00
441000	Mbrship/Subscriptions	\$1,500.00	\$2,000.00	\$2,000.00	\$2,000.00
442000	Miscellaneous	\$2,000.00	\$4,500.00	\$2,000.00	\$2,000.00
448000	Mileage Reimbursement		\$700.00	\$700.00	\$700.00
432000	Computer Equipment		\$1,000.00		
453009	Operating Reserves		\$50,000.00		
00	General EDA Expenditures	\$196,250.00	\$269,390.00	\$232,240.00	\$231,870.00
	Subtotal Expenditures	\$360,150.00	\$423,660.00	\$486,525.00	\$433,795.00
	Total Budgeted Expenses	\$360,150.00	\$473,660.00	\$486,525.00	\$433,795.00



REQUEST FOR ECONOMIC DEVELOPMENT AUTHORITY ACTION

Date: 08/24/2020

Item No.: 5.b

Department Approval

Janice Gundlach

Executive Director Approval

Samuel Trudgen

Item Description: Adopt a Resolution Authorizing Entering into a Listing Agreement for sale of 2501 Fairview Avenue (Fairview Fire Station)

1 **BACKGROUND**

2 On July 20, 2020 the Roseville City Council authorized staff to engage with Bill Melin of Cushman
3 & Wakefield to list 2501 Fairview Avenue (Fairview Fire Station) for sale. In addition, Council
4 directed staff to have the Roseville Economic Development Authority (REDA) take the lead on sale
5 of the property, which will be conveyed to the REDA prior to closing with any potential buyer. This
6 decision was made to allow use of powers inherent to the REDA but not the City Council. Per the
7 REDA’s attorney, this arrangement needs to be accomplished via a three party agreement for the listing
8 of 2501 Fairview Avenue (Attachment A).

9 Mr. Melin has recommended to list the property at \$1,650,000 based upon comparable sales in the
10 market that have sold in the last year, which he noted in his proposal (Attachment B). The actual
11 sales price will be dependent of a variety of market factors, some of which may be unknown as this
12 time. Mr. Melin will be available at the REDA meeting to answer any questions the REDA may have.

13 **BUDGET IMPLICATIONS**

14 The sale of Lot 2, Block 1, FAIRVIEW FIRE STATION will yield land sale proceeds and, potentially,
15 property taxes. The City Council has previously suggested the land sale proceeds replenish the fund
16 used for purchasing Lexington Shoppes. Staff would also note there will be additional costs associated
17 with preparing the site for sale (legal and surveyor costs), as well as brokerage fees.

18 **STAFF RECOMMENDATION**

19 Adopt a resolution authorizing the listing agreement with Bill Melin of Cushman & Wakefield
20 (Attachment C).

21 **REQUESTED REDA ACTION**

22 By motion, adopt the resolution authorizing the listing agreement with Bill Melin of Cushman &
23 Wakefield.

Prepared by: Jeanne Kelsey, Housing and Economic Development Program Manager, 651-792-7086
Attachments: A: Listing Agreement
B: Proposal for listing-Bill Melin Cushman & Wakefield
C: Resolution Approving Listing Agreement

LISTING AGREEMENT
FOR SALE

City of Roseville, Minnesota and Roseville Economic Development Authority (jointly, the "Owner") appoints **Cushman & Wakefield U.S., Inc.** ("C&W") as its sole agent and grants to C&W the exclusive right to sell the real property located at **2501 Fairview Avenue North, Roseville, MN** (the "Property") as provided below.

1. Term. The term of this agreement will commence on **July 27, 2020** and will expire on **July 27, 2021**.

2. Services. C&W will use its efforts to obtain a satisfactory purchaser for the Property at a sale price to be determined by Owner and on such other terms as are acceptable to Owner. C&W will negotiate the business terms of any purchase and sale agreement on behalf of Owner and in Owner's best interest, subject to Owner's review and final approval, except as otherwise directed by Owner. C&W will cooperate with other licensed real estate brokers.

3. Marketing. Owner authorizes C&W to advertise and place signage on the Property, subject to Owner's approval of any advertisements and signage. C&W, at its own expense, will place its standard sign on the Property and will prepare and distribute a standard brokerage flyer. All advertising whether prepared or issued by C&W or by Owner will identify C&W as Owner's exclusive agent for the Property.

4. Referrals. During the term of this agreement, Owner will refer to C&W all inquiries and offers received by Owner with respect to the Property, regardless of the source of such inquiries or offers.

5. Commission. If, during the term hereof, Owner sells any interest in the Property, Owner will pay to C&W a commission in accordance with the Schedule of Commissions attached as Exhibit A. Within 72 hours after the end of the term, C&W will provide to Owner a list of prospective purchasers to whom the Property was submitted by any party during the term. If a prospective purchaser, appearing on the list, enters into a purchase and sale agreement within 180 days after the end of the term, and thereafter the sale is closed, Owner will pay a commission to C&W as provided above. Owner agrees that such 180-day period will be extended for so long as negotiations with a prospective purchaser are continuing.

6. Outside brokers. If C&W recognizes an outside broker representing the purchaser in a transaction for which a commission is payable hereunder, C&W will advise such broker that it must look to its own client for payment of any and all compensation which may become due it for the proposed transaction. It is acknowledged and agreed that C&W shall not be required to share the commission payable hereunder with any outside broker, and in no event whatsoever shall Owner be required to pay any commission to any outside broker.

7. Representation of Purchasers. C&W represents buyers/tenants looking for property including properties which may be similar to the Property. If a buyer/tenant represented by C&W becomes interested in the Property a dual agency will be created. This means that C&W will owe the same duties to the buyer/tenant that it owes to the Owner. C&W cannot act as dual agent unless both Owner and the buyer/tenant agree to the dual agency after it is disclosed to each of Owner and buyer/tenant. By agreeing to a possible dual agency, Owner will be giving up the right to exclusive representation in the proposed transaction; however, if Owner decides not to agree to a possible dual agency, it may be giving up the opportunity to sell the Property to buyers/tenants represented by C&W. In the event of a dual agency Owner agrees that any commissions payable will be treated the same as if two cooperating brokers were involved. Having read and understood the foregoing, Owner hereby agrees to dual agency representation and will consider offers made by buyers/tenants represented by C&W.

8. Fees and Expenses. If either party commences litigation against the other party to enforce its rights under this agreement, the prevailing party will be entitled to recover from the other party the costs and expenses (including reasonable attorneys' fees) incurred.

9. Authority. Owner represents that it is in fact the owner of the Property and has the right to sell the Property. The individuals signing below represent that they are authorized to sign this agreement on behalf of the entity indicated.

10. Professional Advice. C&W recommends that Owner obtain legal, tax or other professional advice relating to this agreement and the proposed sale of the Property as well as the condition and/or legality of the Property, including, but not limited to, the Property's improvements, equipment, soil, tenancies, title, environmental aspects and compliance with the Americans with Disabilities Act. C&W will have no obligation to investigate any such matters unless expressly otherwise agreed to in writing by Owner and C&W. Owner further agrees that in determining the financial soundness of any prospective purchaser, Owner will rely solely upon Owner's own investigation and evaluation, notwithstanding C&W's assistance in gathering any financial information.

11. OFAC. Each party represents and warrants to the other that it, and all persons and entities owning (directly or indirectly) an ownership interest in it: (a) are not, and will not become, a person or entity with whom a party is prohibited from doing business under regulations of the Office of Foreign Asset Control ("OFAC") of the Department of the Treasury (including, but not limited to, those named on OFAC's Specially Designated and Blocked Persons list) or under any statute, executive order or other governmental action; and (b) are not knowingly engaged in, and will not knowingly engage in, any dealings or transactions or be otherwise associated with such persons or entities described in clause (a) above.

12. Anti-Bribery & Corruption. Each party represents and warrants to the other that it (and any party acting on its behalf) has not, in order to enter into this agreement, offered, promised, authorized or made any payments or transfers of anything of value which have the purpose or effect of public or commercial bribery, kickbacks or other unlawful or improper means of doing business ("Prohibited Activity") and will not engage in Prohibited Activity during the term of this agreement.

In the event of any violation of this section, the non-offending party shall be entitled to immediately terminate this agreement and take such other actions as are permitted or required to be taken under law or in equity.

13. Miscellaneous. This agreement shall be governed by the laws of the State of Minnesota, without giving effect to principles of conflicts of law. This agreement constitutes the entire agreement between the parties regarding the subject matter herein, and no amendments, changes or modifications may be made to this agreement without the express written consent of each of the parties. If any term or provision of this agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remainder of the terms and provisions of the Agreement shall remain in full force and effect and shall in no way be affected, impaired or invalidated. No failure or delay by a party in exercising any right hereunder or any partial exercise thereof shall operate as a waiver thereof or prohibit any other or further exercise of any right hereunder. This agreement shall benefit and be binding upon the parties and their respective successors and assigns. This agreement may be executed and delivered (including by facsimile, "pdf" or other electronic transmission) in any number of counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same agreement.

CITY OF ROSEVILLE, MINNESOTA

By: _____
Name: Dan Roe
Title: Mayor
Date: _____

By: _____
Name: Patrick Trudgeon
Title: City Manager
Date: _____

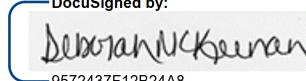
ROSEVILLE ECONOMIC DEVELOPMENT AUTHORITY

By: _____
Name: Dan Roe
Title: President
Date: _____

By: _____
Name: Patrick Trudgeon
Title: Executive Director
Date: _____

CUSHMAN & WAKEFIELD U.S., INC.

DocuSigned by:



By: _____
Name: Deborah McKernan
Title: Director, Operations
Date: 8/14/2020

[Exhibit A, Schedule of Commissions Follows]

EXHIBIT A

SCHEDULE OF COMMISSIONS FOR SALE

Broker Regulatory or Statutory Provisions:

THE COMPENSATION FOR THE SALE, LEASE, RENTAL, OR MANAGEMENT OF REAL PROPERTY SHALL BE DETERMINED BETWEEN EACH INDIVIDUAL BROKER AND THE BROKER'S CLIENT.

Price: The listing price for the property shall be \$1,650,000.

Rate: 5% of the total sales price; provided, however, if an outside broker procures the purchaser, Owner shall pay C&W 7% of the total sales price, out of which C&W will pay to such other broker an equitable portion (but not more than half) of the commission and retain the balance as its compensation.

Time of Payment: The commission shall be paid in full at the time of the closing or transfer of title to the Property, except in the case of an installment purchase contract, in which case the commission shall be paid in full at the time of full execution and delivery of the installment purchase contract between Owner and purchaser.

Computation of Total Sales Price: The commission shall be computed in accordance with the above rates based upon the gross sales price, which shall include any mortgages, loans or other obligations of Owner which may be assumed by purchaser or which purchaser takes title "subject to," and any purchase money loans or mortgages taken back by Owner.

Purchase Option: If Owner grants a purchase option, C&W will be paid a commission at the above rate on the option price as and when amounts are payable for the option (and for extensions thereof). Upon closing of the sale, C&W will be paid a commission at the above rate on the total sales price (excluding any amount paid for the option and applied to the sales price).



DISPOSITION PROPOSAL

FORMER FIRESTATION

2501 Fairview Avenue North
Roseville, MN 55113

Prepared For:

City of Roseville

FEBRUARY 2020





For more information, please contact
one of the following individuals:

William Melin, CCIM

Senior Director

952 465 3377

william.melin@cushwake.com





WHAT'S INSIDE

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PROPERTY ANALYSIS

2501 Fairview is a property well located within the Roseville Trade Area. The Roseville Trade Area is home to 84,224 people.

The property is on Fairview Avenue North and visible to approximately 13,000 vehicles per day. Fairview Avenue North is one of the major connectors for the area.

Area tenants include Rosedale Mall, Portillo's, Hobby Lobby, Party City, Best Buy, Kohls and Macy's.

The property was built in the 1980's and has been used as a fire station. It is approximately 6,000 sf and the city may be open to the highest and best use for the property going forward as retail or mixed use as the current zoning is industrial, but transitioning to regional business. While the property is 2 acres, the city will want to keep the water tower portion of the property bringing the actual total closer to 1.25 acres.





STRENGTHS



LOCATION

This property is well located within one of Roseville's stronger retail nodes



MARKET CONDITIONS

There is a healthy demand for retail space within this Trade Area

CHALLENGES



AFFILIATED COSTS

Most anyone buying the property will be spending money to redevelop the site.



MARKET OVERVIEW



Demographics Analysis

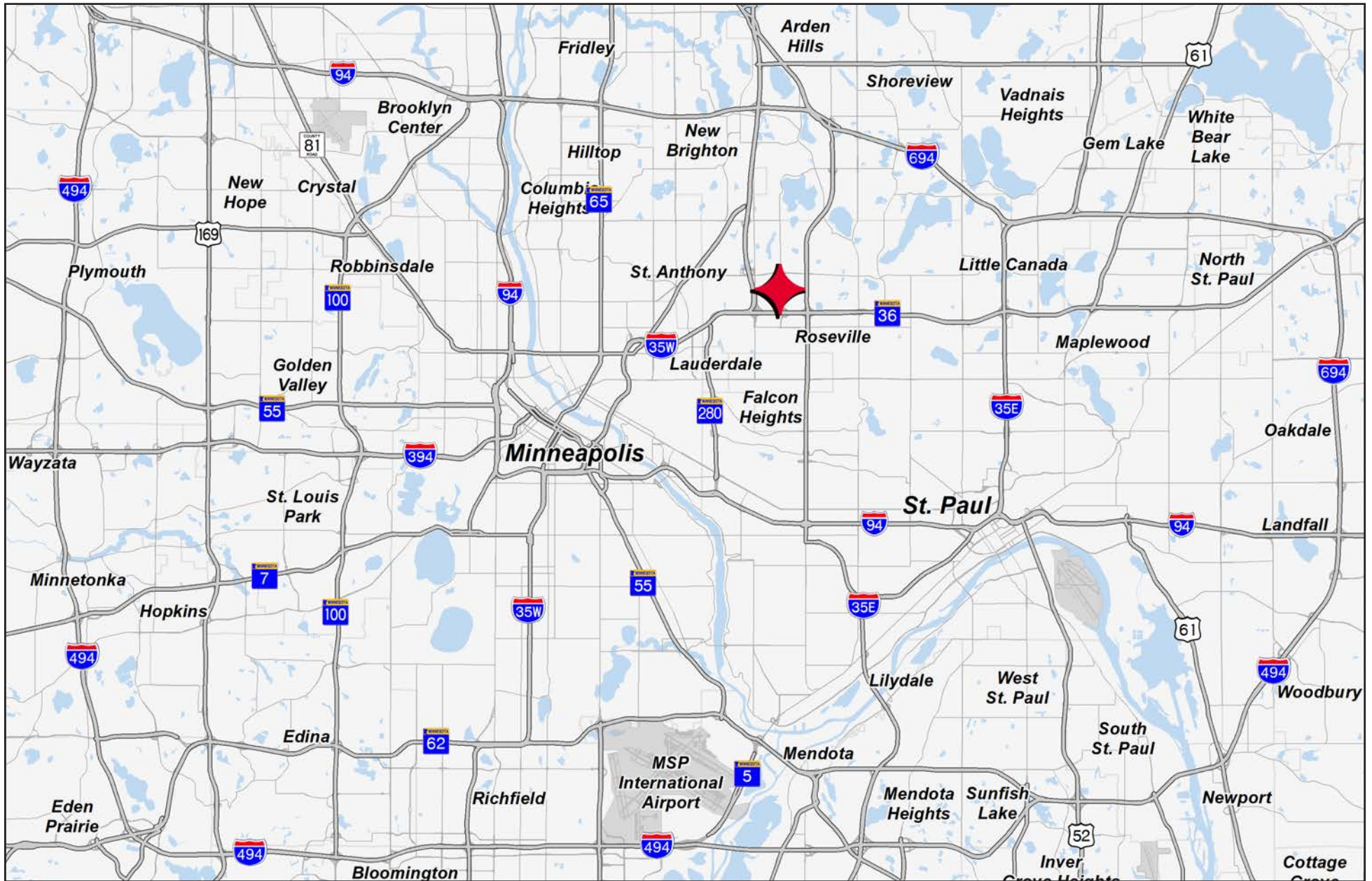
	1 Mile	3 Miles	5 Miles
SUMMARY			
2019 Total Population	5,424	84,224	320,963
Daytime Population	20,511	74,107	272,661
2019 Median Household Income	\$66,882	\$74,129	\$58,687
POPULATION			
2019 Total Population	5,424	84,224	320,963
2024 Forecast Total Population	5,646	86,635	337,164
2010 Census Total Population	4,793	80,521	295,064
HOUSEHOLDS			
2019 Total Households	2,671	34,942	131,568
2024 Forecast Total Households	2,774	36,892	138,225
2010 Census Total Households	2,407	34,509	121,309
INCOME			
2019 Median Household Income	\$66,882	\$74,129	\$58,687
2019 Average Household Income	\$95,288	\$98,316	\$83,799
2019 Per Capita Household Income	\$41,389	\$41,939	\$34,540
HOUSING TENTURE			
2018 Housing Units, Owner Occupied	50.7%	61.2%	48.7%
2018 Housing Units, Renter Occupied	43.5%	34.1%	45.2%

3-MILE RADIUS SNAPSHOT

84,224
2019 POPULATION

\$98,316
AVERAGE HOUSEHOLD INCOME

74,107
DAYTIME POPULATION



TWIN CITIES ECONOMY

The Minneapolis/St. Paul area economy is consistently ranked one of the top performing economies in the United States and is expected to continue to out perform most U.S. markets.



“With 17 Fortune 500 Companies, Minneapolis has the highest concentration of Fortune 500 per capita nationally”

The Greater MSP region is a hub for thriving companies. These companies attract international recognition every year for their innovation, sustainability, ethical leadership, brand value and corporate citizenship. The region boasts the highest per capita concentration of Fortune 500 public company headquarters in the U.S. with 17 firms based here. The largest private U.S. company, Cargill, is based in Minneapolis along with numerous other multi-billion-dollar private firms.

NATION’S LEADING MEDICAL TECHNOLOGY MARKET

Known as “Medical Alley,” Minnesota leads in the medical technology sector, ranking #1 in medical employment, led by home-grown companies such as Medtronic, 3M and St. Jude in the manufacturing sector. The renowned Mayo Clinic and the University of Minnesota are among local organizations that provide world-class healthcare services and research, while innovative healthcare companies such as UnitedHealth Group and Prime Therapeutics provide cost-effective delivery solutions

HEADQUARTERED IN GREATER MSP

FORTUNE 500 COMPANIES

GREATER MSP RANK	COMPANY	FORTUNE 500 RANKING	REVENUE (in billions)
1	UnitedHealth Group	6	\$226.2
2	Target Corporation	39	\$75.4
3	Best Buy	74	\$42.9
4	3M	95	\$32.8
5	CHS	97	\$32.7
6	U.S. Bancorp	117	\$25.8
7	C.H. Robinson Worldwide	185	\$16.6
8	General Mills	200	\$15.7
9	Supervalu	201	\$15.7
10	Land O’ Lakes	212	\$14.9
11	Ecolab	215	\$14.7
12	Ameriprise Financial	249	\$12.9
13	Xcel Energy	274	\$11.5
14	The Mosaic Company	325	\$9.6
15	Hormel Foods	328	\$8.5
16	Thrivent Financial	351	\$8.6
17	Polaris Industries	476	\$6.2

FORBES LARGEST PRIVATE COMPANIES

RANK	COMPANY	INDUSTRY	REVENUE (billions)	EMPLOYEES
1	Cargill	Farm Products	\$114.7	155,000
106	M A Mortenson	Construction	\$4.0	2,700
144	Rosen’s Diversified	Food, Drink, & Tobacco	\$3.1	4,000
145	Schwan Food	Food, Drink, & Tobacco	\$3.1	12,000
171	Andersen	Construction	\$2.6	12,000
212	Taylor	Media	\$2.2	12,000

Minneapolis-based Cargill earned the top spot on *Forbes’* annual list of America’s largest private companies for most of the last decade. *Forbes’* list of privately held giants includes six Minnesota firms.

The “Twin Cities” of Minneapolis and St. Paul is a growing and vibrant metropolis with a diverse economic base, skilled labor pool, and abundance of cultural and recreational opportunities that make it **one of the most important commercial centers in the United States.**

Twin Cities is the **dominant financial, manufacturing, distribution and transportation center between Chicago and Seattle,** which also makes it a singular magnet for regional talent unlike coastal metropolises in close proximities.



“No other place mixes affordability, opportunity, and wealth so well.”

— The Atlantic, The Miracle of Minneapolis, 2015

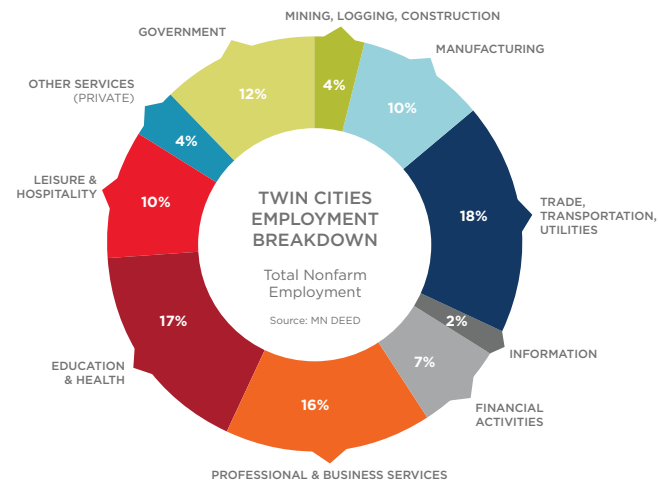
A DIVERSE & RESILIENT ECONOMY

The Twin Cities represents a broad range of industries. **The employment base does not rely on any single industry,** drawing its strength from a remarkably diverse business base and an economy that is “knowledge based, globalized, entrepreneurial, IT-driven and innovation-based,” according to Forbes. Such diversity enables this market to **better weather recessions and economic downturns.**

No **single industry** accounts for more than **20%** of the **total employment** in the Twin Cities.

— MN DEED 2018

LABOR FORCE MIX IS CONSISTENTLY SOLID



MARKET HIGHLIGHTS

More FORTUNE 500 companies per capita than any other US metro region

— Forbes 2018

Strong **work ethic** & **entrepreneurial** spirit provide a **3.0% unemployment rate**

Trend setting neighborhoods making the global map — **North Loop** ranks as a **TOP 25 destination in the world**

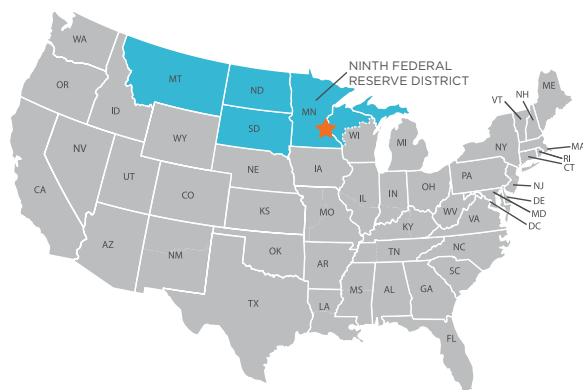
— Cool Streets, a Cushman & Wakefield Report

Minneapolis - St. Paul it's the birthplace of gamechangers like the **pacemaker** and **supercomputer**

Minneapolis saw 34.5M visitors in 2018, adding \$8 billion in spending into the region's economy

— minneapolis.org

THE LAY OF THE LAND



ANCHORS THE NINTH FEDERAL RESERVE

Minneapolis is the head of the Ninth U.S. Federal Reserve District and serves as this district's commercial center. Comprised of Minnesota, Montana, North Dakota, South Dakota, western Wisconsin, and the Upper Peninsula of Michigan, this region is an **important global oil/energy player**.



#3 BEST STATE

— Best States in America, U.S. News 2018



THE TWIN CITIES

The Twin Cities is located on the Mississippi River, encompassing 6,046 square miles and includes 13 counties.



St. Anthony Falls

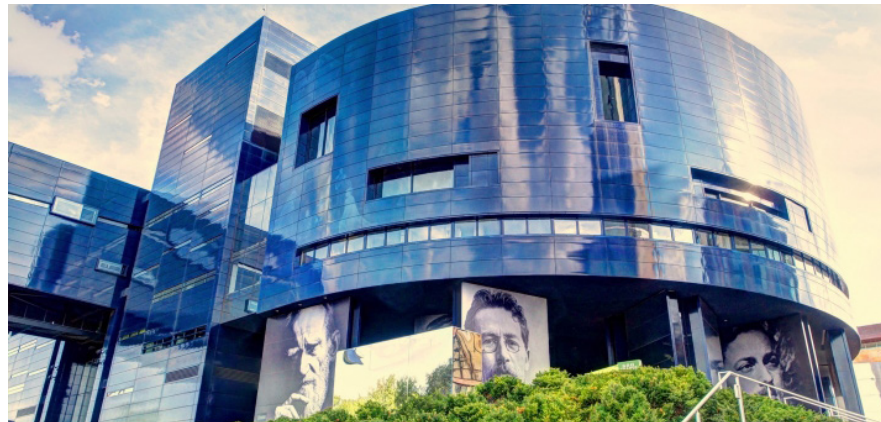
Grown from a geographically strategic location

The birthplace of Twin Cities' economy began in the 1800's when companies like the forerunners of Pillsbury and General Mills sprang up along the St. Anthony Falls, the only major waterfall on the Mississippi River and ideal for water-powered mills.

Minneapolis's Central Business District features world-class daytime and evening amenities including restaurants, theaters, shopping, and professional sports teams. That and its central, accessible location makes it the preferred location for corporate headquarters, financial services firms and law firms.

The CBD is home to the **world's largest Skyway System**, which links most of downtown Minneapolis through a seven-mile indoor series of walkways and bridges.

Key downtown attractions include the new U.S. Bank Stadium, Target Center, Target Field, the Hennepin Avenue arts and cultural district, the vibrant restaurant scene, North Loop neighborhood and Nicollet Mall.



UPCOMING MAJOR MINNEAPOLIS EVENTS

2019-2020:
SUMMER
X GAMES

2020:
NCAA MEN'S
WRESTLING
CHAMPIONSHIP

2021:
NCAA MEN'S
BASKETBALL
REGIONAL

2020:
WOMEN'S
FINAL FOUR



2025 PLAN: DOWNTOWN MINNEAPOLIS

In 2011, the Minneapolis Downtown Council, the city's business association for the CBD, announced its objectives for the city's next 15 years. The plan's initiatives stem from creating a **"thriving, livable, connected, green, exciting and welcoming"** Minneapolis through these action items:

- **Double Minneapolis' residential population** to 70,000 and emphasize offices on the north end of Nicollet Mall
- Invest in an arts and entertainment district between Nicollet, Hennepin, and First Avenues, attracting **5 million visitors** annually
- **Viking's U.S. Bank Stadium** is only the 2nd NFL stadium to open with LED lighting, **consuming 75% less energy**

Downtown St. Paul is a place where businesses prosper and workers and residents enjoy an unparalleled quality of life, creating a vibrancy of its own. Its urban fabric of corporate headquarters and retail, arts and entertainment, parks and history creates a unique global city on a livable scale.

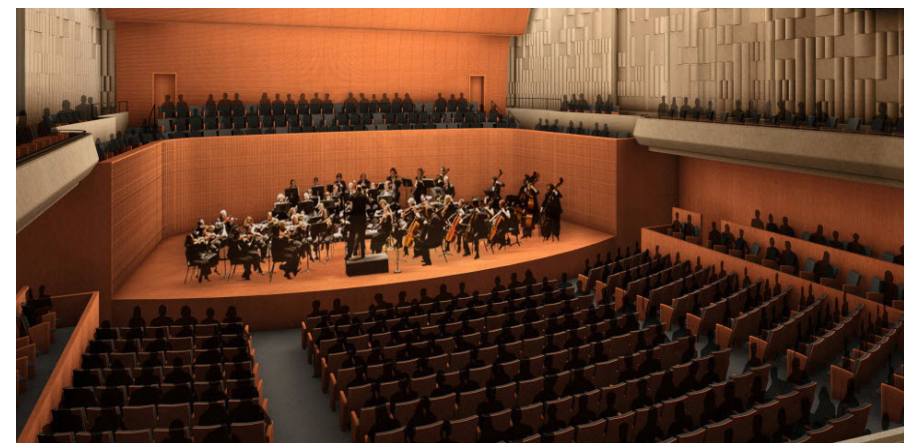
The historic Capital city is building towards the future. 18,000 new jobs and nine new office buildings have been added in downtown St. Paul in the past 11 years — an investment equaling over \$650 Million in construction costs alone. More than 72,000 workers are employed by nearly 1,200 companies, creating a workforce that maintains a sharp focus on current and emerging business needs.

The number of housing units in Downtown St. Paul has spiked more than 20 percent in just five years. The Metropolitan Council expects the downtown population to pass 14,000 by 2020 — **that’s an 80 percent jump.**

Major attractions in Downtown St. Paul include Xcel Energy Center (Home of the Minnesota Wild), Ordway Centre for Performing Arts, Science Museum of Minnesota, CHS Field (home of the St. Paul Saints) and the Minnesota Children’s Museum; and events like the St. Paul Winter Carnival, which has been a tradition in Downtown St. Paul for more than 125 years.



HEALTHCARE HUB





OUTSTANDING LIFESTYLE

The region’s relatively low cost-of-living contributes to an outstanding quality of life as do numerous natural and urban amenities as well as the low crime rate, clean air and water, accessibility and access to quality health care.

EDUCATION

The Greater MSP region is home to 34 colleges & universities, ranging from globally ranked major research universities, to world-class liberal arts colleges, to trade & community colleges - all relied upon by some of the world’s largest companies for training a great workforce.

SPORTS

Minneapolis is home to **six professional sports teams.**



FOOTBALL



BASEBALL



HOCKEY



BASKETBALL



WOMEN'S BASKETBALL



SOCCER

Minneapolis hosted the **2018 Super Bowl** and the **2018 NCAA Women’s Volleyball Championship**, the **NCAA 2019 Final Four**, the **2019 KPMG Women’s PGA Championship**, and is the new home of the **PGA Tour’s 3M Open**.

VOLUNTEERISM

“Twin Cities leads the nation in both volunteerism and civic engagement – two hallmarks of thriving communities.”

— Greater MSP

THE CITY OF LAKES

The metro area boasts more than **1,600 lakes** for residents to enjoy sailing, swimming, fishing, skiing and skating. The Twin Cities has one of the **most extensive park systems in the US**, comprising 136,000 acres. The Minneapolis Chain of Lakes Regional Park is the area's most visited park.

TRANSPORTATION HUB

SKYWAY SYSTEM

Minneapolis is home to the largest Skyway System in the world.

PUBLIC TRANSPORTATION

The most recently completed Light Rail line is already exceeding ridership projects by 25%. Two new light rail lines are currently under development, serving **35 new planned stations**.

HIGHWAYS

Three major interstate highway systems serve the Twin Cities: Interstate 94/394 (running east/west), Interstate 494/694 and Interstate 35 (running north/south).

AIR TRAVEL

The MSP International Airport offers non-stop flights to 136 domestic and 27 international markets. MSP ranked 16th in North America based on 38 million passengers on 400,000 flights annually.

MSP named best North American airport in its size category for the 3rd year in a row.

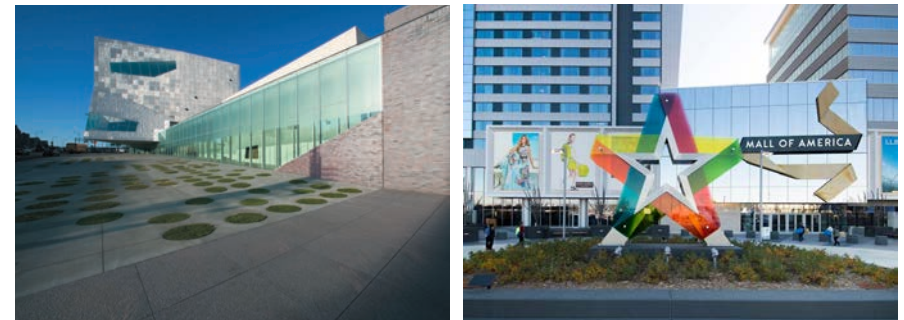
- Airports Council International 2019

ARTS & CULTURE

Other than New York City, the **Twin Cities has more theater seats per capita than any other US city**. Several internationally acclaimed museums and theaters including the Walker Art Center, the Minneapolis Institute of Art, the Guthrie Theater and Children's Theater.

SHOPPING

Minneapolis is one of the country's most popular shopping destinations. Its celebrated Mall of America is the largest shopping and entertainment complex in the nation at 4.2 million sf and boasting 40 million visitors and \$2 billion in economic activity annually.



SALE COMPARABLES

Sale Comparables

PROPERTY	SALE DATE	SIZE	YEAR BUILT	LAND SIZE	PRICE	PRICE PSF
2621 Fairview Avenue N Roseville, MN	4/2019	41,760 SF	1998	2.99 Acres	\$4,580,000	\$109.67
2465-2471 Fairview Avenue N Roseville, MN	2/2019	16,968 SF	1965	1.83 Acres	\$3,000,000	\$176.80
2171 Hamline Avenue N Roseville, MN	6/2019	1,307 SF	1954	0.33 Acres	\$350,000	\$267.79
Former Baker Square 1881 W Highway 36 Roseville, MN	3/2020	5,089 SF	1976	1.30 Acres	\$2,050,000	\$402.00
Former Taco Bell	7/2019	2,053 SF	1977	0.69 Acres	\$735,000	\$358.01
AVERAGE						\$262.00



VALUATION ANALYSIS

Assuming the property is approximately 6,000 sf per the comps, a reasonable \$275 psf sale price range would be between \$200 - \$275 psf. We would suggest taking it to the market at **\$1,650,000**.

SIZE	Approximately 6,000 SF
ASKING PRICE	\$275 or \$1,650,000
ANTICIPATED SALE PRICE	\$225 or \$1,350,000

MARKETING STRATEGY & TIMELINE

Buyer Profile

To maximize value, our marketing campaign will be very broad, focusing on qualified national, regional and local buyers.

We will focus our marketing efforts on the most aggressive buyers, including:

- Retail End-Users
- Retail Developers
- Multi-Family Developers

We have excellent relationships with buyers that either already own properties in the Midwest or are actively considering investment opportunities. Given the property's profile and size, we will aggressively market to national, regional and local end-use buyers. We will focus on buyers who target similar investments in primary and secondary markets.

Our track record of selling a large number of retail assets has allowed us to develop strong relationships with buyers that have historically been active in this region or who are considering investing here again or for the first time. We know how they underwrite, how they finance and their approach to value. We will aggressively pursue buyers within.

Marketing Strategy

We suggest taking the property to the market priced. We would like to get it out in front of Cushman & Wakefield and the brokerage community at the same time, and once all parties have had a chance to review, establish a call for offers. While we anticipate 5-15 prospects may engage, we only anticipate 2-5 offers. We will help evaluate the offer's qualifications and ability to perform.



	STRATEGIC PLANNING & UNDERWRITING	PRE-MARKETING	FORMAL MARKETING	BID ANALYSIS & BUYER IDENTIFICATION	P&S NEGOTIATIONS & DUE DILIGENCE	CLOSING
	<ul style="list-style-type: none"> Analyze comparable and competing offerings in the market Establish marketing strategy Commence pre-due diligence Review and abstract all leases Analyze operating and real estate tax expenses Order photographs and aerials of property Develop website for offering materials and due diligence dissemination 	<ul style="list-style-type: none"> Develop target investor list for offering Send offering announcement e-blast via RCM to approved list of investors, with request for investor qualifications and signed confidentiality agreements Present ownership with draft of offering memorandum for the asset Finalize offering materials 	<ul style="list-style-type: none"> Distribute offering memoranda / provide access to online document center Conduct on-site presentations and property tours Distribute market update letters Distribute weekly activity reports to ownership Follow up with prospective investors 	<ul style="list-style-type: none"> Initial bids are due Analyze individual offers Distribute additional "medium level" due diligence materials (if applicable) Call for best and final offers from top bidders Interview top bidders Select primary and back-up offers 	<ul style="list-style-type: none"> Negotiate terms of purchase and sale contract Finalize contract Begin due diligence period (30-45 days from execution of LOI or P&S) Coordinate all due diligence tours Respond to all issues that arise from purchaser's due diligence Monitor purchaser's commitment to closing Earnest money becomes non-refundable 	<ul style="list-style-type: none"> Assist property management in collecting tenant estoppels Finalize closing documents Closing (15-30 days)
PHASE TIMELINE	2 WEEKS	1 WEEK	4-6 WEEKS	1-2 WEEKS	4-6 WEEKS	3-4 WEEKS
CUMULATIVE TIMELINE	2 WEEKS	3 WEEKS	7-9 WEEKS	8-11 WEEKS	12-17 WEEKS	15-21 WEEKS

Targeted Universe of Buyers

We will utilize two primary sources to populate the database for this marketing effort. The first is Cushman & Wakefield's national database. This database is constructed and maintained from several sources: criteria published by buyers, research in local and national trade publications, the Internet, and extensive, regular contact by Cushman & Wakefield's brokers. This database identifies virtually all active buyers for this type of property.

The second source is local brokerage community. Catalyst and LoopNet are national marketing companies that create a platform to reach national and local buyers. To ensure maximum coverage, we will employ their services for this type of opportunity. The listing provides an added layer of exposure, especially impactful for properties of this size. From these two sources we will identify and select all buyers potentially interested in your property.

Distribution of Marketing Materials

The process will begin with an electronic distribution of the offering flyer or "teaser." The teaser will include photos, a brief description of the property and market, and general information on the tenancy and market. The teaser will be distributed on a very broad basis to all qualified prospects from our company database, as well as those entities we reach through our real estate online listing services. Once prospects responding to the teaser are qualified, we will send them a comprehensive marketing package. We will then continue discussions and correspondence to ensure that all serious prospects are identified, qualified and aggressively pursued and a competitive bidding environment is generated.

Underwriting and Packaging the Property

The marketing team will thoroughly underwrite all financial aspects of the property, the physical plant, and the market, with a goal of anticipating all issues that might arise during the process. The marketing package will be priced using aggressive underwriting assumptions.

Cooperating Brokers

From the outset of the marketing, we will make the offering available for outside brokers.

Property Tours

To ensure minimal disruption to your tenants' businesses, we will coordinate all property tours through management personnel, with a minimum of 24 hours notice, at times conducive to your tenants' operations. William Melin will be present on all showings.

Reporting

Throughout this entire process we will keep you apprised of our activities and results. We will issue to you mutually agreeable marketing status reports. These reports will list each prospective purchaser and the status of their interest. During the due diligence and closing process, these reports will update you on the status of such things as: legal, title, survey, accounting, engineering, environmental, appraisal and financing.

Due Diligence

To facilitate an orderly due diligence process, we will utilize a ShareFile site that will contain all the information pertinent to this transaction. This will allow us to provide the necessary information to all parties associated with the process in a timely manner and without inconvenience to you. These parties include: the buyer, attorney, lender, appraiser, engineers and title company.

We recommend the title and survey, as well as any environmental or engineering reports, be reviewed early in the process. This will allow us time to deal with any potential issues before they become problems that could cause delays or a renegotiation of the sale price.

Closing

From the commencement of the marketing through the final stages of the closing, we will be your single point of contact coordinating all facets of the transaction.



COMPENSATION

Fee Summary

- In this proposal, we have demonstrated how Cushman & Wakefield will achieve results through a superior strategic approach, accomplished and knowledgeable team, experience with similar assignments, and advanced property and local market knowledge.
- We pledge to provide the greatest economic value.
- Cushman & Wakefield proposes to receive a fee of 5% of the gross sales price for a direct sale and 7% for a co-brokered sale.
- Cushman & Wakefield proposes that Cushman & Wakefield will be responsible for all third-party marketing expenses.



PROJECT TEAM



C&W OVERVIEW

Cushman & Wakefield is the world's largest privately held commercial real estate services firm. The company advises and represents clients on all aspects of property occupancy and investment, and has established a preeminent position in the world's major markets, as evidenced by its frequent involvement in many of the most significant property leases, sales and management assignments. Founded in 1917, it has approximately 300 offices in 70 countries, employing more than 45,000 professionals. It offers a complete range of services for all property types, including leasing, sales and acquisitions, equity, debt and structured finance, corporate finance and investment banking, corporate services, property management, facilities management, project management, consulting and appraisal. The firm has nearly \$4 billion in assets under management globally. A recognized leader in local and global real estate research, the firm publishes its market information and studies online at www.cushmanwakefield.com/knowledge.

RETAIL INVESTMENTS ADVISORS

Retail Investment Advisors is a select group of Cushman & Wakefield Capital Markets professionals who have a specialization in the sale and finance of retail properties around the United States. The members of this group are keenly focused on putting the best team on the field for the benefit of the client. Through integrity and respect, collaboration and trust, this group seeks to strengthen each other and provide a stronger, more powerful platform through which its clients can conduct business.



WILLIAM MELIN, CCIM

Senior Director
Brokerage Services

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william.melin@cushwake.com
cushmanwakefield.com

Cushman & Wakefield
3500 American Blvd W
Suite 200
Minneapolis, MN 55431

As a Retail Investment Specialist, Skip Melin is a well-rounded and knowledgeable real estate professional with more than 15 years of dedicated commercial real estate experience. He is accomplished in all areas of the industry, including investment sales, landlord and tenant representation.

As a Senior Director for Cushman & Wakefield, Skip is focused on providing retail investment sales services on behalf of institutional and private investors. He has completed transactions ranging from a single-tenant net lease with the Mayo Clinic and Walgreens to a retail/multifamily/office mixed-use sale involving a reverse 1031 exchange.

Skip has also provided landlord and tenant representation for many of the area's and nation's most recognized names throughout his career. His clientele includes retailers such as SpartanNash grocery stores, Toys R Us and Babies R Us, Foss Swim Schools, Panera Bread, Medifast, BP Amoco, UPS stores, H & R Block, Snap Fitness, Planet Fitness, Edward Jones, Massage Retreat and Spa, The Joint, and Yogurt Lab. He has also represented institutional and private landlord clients, such as Safeway Group, Merchants National Properties, Inncity Investment Properties, PNL Group, Copaken Brooks, Greywolf Partners and New Liberty Investments.

Through his affiliation with Cushman & Wakefield and CCIM, Skip relies on the most up-to-date and comprehensive market information available to guide his clients in making critical real estate decisions. A trusted advisor, Skip averages more than 50 transactions annually and has closed deals in no less than 40 states across the U.S.

Skip previously held the position of Second Vice President at Colliers Turley Martin Tucker and served as Operational and Real Estate Manager for Kenny's Markets, a multi-million-dollar retail and real estate holding company. Throughout his career, he has frequently been recognized for his award-winning performance.

Skip is an active member of numerous industry organizations, including the CCIM Institute through which he holds the prestigious CCIM designation. He is also a member of the Minnesota Commercial Association of Realtors (MNCAR), the International Council of Shopping Centers (ICSC), and the Minnesota Shopping Center Association (MSCA), and volunteers at the Basilica of Saint Mary in Minneapolis.



cushmanwakefield.com

For more information, please contact:

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Senior Director
+1 952 465 3377
william.melin@cushwake.com

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STRENGTHS



LOCATION

This property is well located within one of Roseville's stronger retail nodes.



MARKET CONDITIONS

There is a healthy demand for retail space within this Trade Area

CHALLENGES



AFFILIATED COSTS

Most anyone buying the property will be spending money to redevelop the site.



1 **EXTRACT OF MINUTES OF MEETING**
2 **OF THE**
3 **ROSEVILLE ECONOMIC DEVELOPMENT AUTHORITY**

4
5 * * * * *

6
7 Pursuant to due call and notice thereof, a regular meeting of the Board of Commissioners
8 (the "Board") of the Roseville Economic Development Authority ("REDA") was duly
9 held on the 24th day of August, 2020, at 6:00 p.m.

10
11 The following members were present:

12
13 and the following were absent: .

14
15 Member introduced the following resolution and moved its adoption:

16
17 **RESOLUTION No.**

18
19 **RESOLUTION APPROVING LISTING AGREEMENT**
20 **FOR SALE OF 2501 FAIRVIEW AVE. NORTH**
21 **BETWEEN THE ROSEVILLE ECONOMIC**
22 **DEVELOPMENT AUTHORITY, THE CITY OF**
23 **ROSEVILLE, AND CUSHMAN & WAKEFIELD U.S.,**
24 **INC.**

25
26 WHEREAS, the City of Roseville (the "City") owns certain property in the City
27 consisting of a former fire station at 2501 Fairview Avenue North (the
28 "Property"), which the City desires to convey to REDA for further
29 conveyance to a third-party developer for economic development purposes;
30 and

31
32 WHEREAS, the City has authorized REDA to work with a real estate broker, Cushman &
33 Wakefield U.S., Inc. (the "Broker") to market the Property to potential
34 developers and to negotiate a purchase and development agreement with the
35 developer selected; and

36
37 WHEREAS, REDA staff and the Broker have negotiated a listing agreement (the
38 "Listing Agreement") relating to the Property in the form presented to
39 REDA, setting forth the marketing parameters and agreed commission for
40 the Broker's services, and have recommended approval of the Listing
41 Agreement; and

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43 WHEREAS, the Board of Commissioners finds and determines that entering into the
44 Listing Agreement is necessary and desirable for the effective marketing
45 of the Property.

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NOW, THEREFORE, BE IT RESOLVED as follows:

1. The Listing Agreement as presented to the Board is hereby in all respects approved, subject to modifications that do not alter the substance of the transaction and that are approved by the President and Executive Director, provided that execution of the Listing Agreement by such officials shall be conclusive evidence of approval. The President and Executive Director are hereby authorized to execute, on behalf of REDA, the Listing Agreement.

2. REDA staff and officials are authorized to take all actions necessary to perform REDA’s obligations under the Listing Agreement as described in the Listing Agreement.

The motion for the adoption of the foregoing resolution was duly seconded by Member

, and upon a vote being taken thereon, the following voted in favor thereof:

and the following voted against the same:

WHEREUPON said resolution was declared duly passed and adopted.

Certificate

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I, the undersigned, being duly appointed Executive Director of the Roseville Economic Development Authority, Minnesota, hereby certify that I have carefully compared the attached and foregoing resolution with the original thereof on file in my office and further certify that the same is a full, true, and complete copy of a resolution which was duly adopted by the Board of Commissioners of said Authority at a duly called and regular meeting thereof on August 24, 2020.

I further certify that Commissioner _____ introduced said resolution and moved its adoption, which motion was duly seconded by Commissioner _____, and that upon roll call vote being taken thereon, the following Commissioners voted in favor thereof:

and the following voted against the same:

whereupon said resolution was declared duly passed and adopted.

Witness my hand as the Executive Director of the Authority this ___ day of August, 2020.

Patrick Trudgeon, Executive Director
Roseville Economic Development
Authority