



COLDWELL BANKER COMMERCIAL
GRIFFIN COMPANIES

1221 NICOLLET AVENUE SOUTH
SUITE 300
MINNEAPOLIS, MN 55403

OFFICE 612-338-2828

FAX 612-338-5288

www.cbegriffin.com

November 27, 2013

Mr. Patrick Brama
Asst. to the City Administrator
City of Ramsey
7550 Sunwood Drive NW
Ramsey, MN 55303

RE: Real Estate Broker Services

Dear Mr. Brama:

We greatly appreciate the opportunity to propose on providing brokerage services to the City of Ramsey and believe that Coldwell Banker Commercial Griffin Companies (CBC Griffin) is uniquely qualified to perform these services in accordance with your expectations. At CBC Griffin, we have an unwavering commitment to client success.

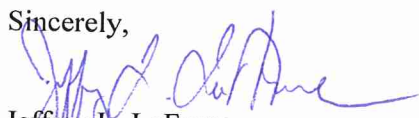
In summary, our proposal tracks with your RFQ as follows:

2. CBC Griffin has established excellent local connections with developers, end-users and investors. The Coldwell Banker Commercial organization has the largest domestic footprint in commercial real estate with over 220 companies and 2,800 professionals across the nation and over 4,000 globally. Although the local team will consist of Jeff LaFavre, Robert Bayer and Lonn Lineker, the entire staff/agents will be engaged to successfully market and sell the City of Ramsey parcels.
3. Compensation:
 - A. 7% commission without a co-broker is involved.
 - B. 9% commission with a co-broker involved is requested.
 - C. A six-month "protected period" for "protected list" provided to the City of Ramsey is requested.
 - D. A 24-month listing term is requested
 - E. After the initial 180 days, the listing agreement can be terminated with a 90-day notice by either party.
 - F. CBC Griffin requests \$600 sign and advertising allowance for each parcel to be paid by the City of Ramsey upon signing of the listing agreements. The sign and advertising allowance will be offset against the commissions earned by CBC Griffin Companies upon closing.
4. CBC Griffin is not aware of any conflicts of interest.
5. GREC, LLC doing business as: CBC Griffin is in good standing with the State of Minnesota.

CBC Griffin is able to perform all the services within the "Scope of Services" delineated by the City of Ramsey and is excited to begin the marketing process.

Mr. Brama, thanks again for this opportunity.

Sincerely,


Jeffrey L. LaFavre
Senior Partner

Each Office Is Independently Owned and Operated.

2. BACKGROUND: Provide general background information on your firm.

Coldwell Banker Commercial Griffin (CBC Griffin) was incorporated in 1969 and became a franchisee of Coldwell Banker Commercial in 2006. The franchise agreement provides CBC Griffin with exclusive rights to the Greater MSP area. CBC Griffin is owned in partnership between Bill Ostlund, CCIM and Jeff LaFavre, CCIM, MCR, SIOR. This partnership was created in September 2011 when the two combined to purchase the company from Bob Dunbar.

CBC Griffin has three operating divisions: Brokerage, Management and Advisory. Brokerage provides property sales and leasing services to clients. Management provides property, facilities and maintenance services to investors and space occupiers that are both for-profit and non-profit entities. The company consists of 22 local employees/independent agents to provide these services. 95% of our efforts are direct to the State of MN with the majority of this time directed specifically to the Greater MSP area.

Coldwell Banker Commercial was founded in 1906 after the San Francisco earthquake of 1906. The company consists of a collaborative organization of independently owned and operated affiliates that cover over 250 global markets with 4,000 professionals throughout the world. The company prides itself on a global presence providing services on a local basis. Each office has access to the resources and insight to understand its local market and present properties through the use of Coldwell Banker Commercial web site and resources. The Coldwell Banker Commercial website currently houses information on over 16,000 listings.

CBC Griffin is a member of the Minnesota Commercial Association of Realtors (MNCAR) and is an active participant in the MNCAR Exchange database that is available to both public domains and the over 1,200 Minnesota professional members. CBC Griffin also uploads all listing information into the following networks websites to maximize a properties exposure to both local and global prospects: Coldwell Banker Commercial, CoStar, Loopnet and CCIM.

On the local level CBC Griffin has a staff member responsible for inputting all listing data. Upon completing the listing CBC Griffin staff will prepare marketing materials for the City of Ramsey listings including the following: web page, electronic and hard copy brochures, u-tube video as applicable. Additional materials such as postcards and promotional items can be made available if a client chooses to incorporate them into the marketing campaign.

As a mid-size firm we feel that one of the competitive advantages we have is to move quickly to adjust to the changing demands of the marketplace. We feel this allows us to provide a higher level of service to our clients. We also try to utilize the best in technology and we are excited about our Teamwork PM database that allows us to track activity and digitally store and catalog information on each property. We can provide access to this data to our clients and provide running dialogue on negotiation and activity responses without the client having to wait for monthly updates.

2. The City owns a large inventory of land with a mix of available uses (i.e. multiple types of residential, retail, industrial, office, mixed-use). Please indicate your firm's ability to market property for commercial and residential users alike.

Our proposed team consists of Bob Bayer, Lonn Lineker and Jeff LaFavre. Bob grew up in Ramsey (9500 Ermine Blvd), and is a lifelong Anoka County resident. Lonn is also a long-time Anoka County resident. Bob and Jeff have extensive experience as commercial real estate agents. Lonn Lineker is the newest member of the team and works closely with Bob and Jeff on a number of projects. Bob Bayer has extensive experience with multi-family and retail property. Jeff has extensive experience with industrial and office

properties. Together, we feel we will be able to aggressively market the properties available for sale in our respective areas of expertise.

3. FEE SCHEDULE/TERM:

Commission Fees

The City of Ramsey is seeking a relationship in which all fees for services are paid through commission fees, at the time of closing. The City does not wish to pay regular, monthly or upfront fees.

A. Please state your required commission fee/rate

B. Please state your required co-broker commission fee/rate, if applicable

CBC Griffin Companies requests:

A. 7% commission in situations not involving a co-broker

B. 9% commission in situations involving a co-broker to be divided with co-broker.

Carry-Over Compensation

The City of Ramsey is seeking a relationship in which no “carry-over” compensation is required.

Meaning, when the proposed contract for real estate services is terminated, compensation fees would no longer be required.

C. Please indicate any ‘carry-over’ fees your firm would require.

Within six months of the expiration or termination of the listing agreement (protective period), CBC Griffin Companies will earn commission fees in accordance with the percentages described above should the City of Ramsey sell a property (or properties) to any person or entity, if said person or entity is on CBC Griffin Companies’ written “protected list” provided to the City of Ramsey within 72 hours of the expiration or termination of the listing agreement. Any sales not covered under the terms of this listing agreement will not be compensated.

Contract Term

The City understands the process to sell a large inventory of land will likely take several years. It is the City’s intent to develop and sustain a long-term positive relationship with the selected brokerage firm. With the above information in mind, the City is seeking a relationship in which both parties retain flexibility in relation to the term of the proposed contract for real estate broker services—the City does NOT wish to enter into a long term contract.

D. Please indicate the minimum term contract your firm would require.

E. Please indicate any early termination contract provisions required.

D. CBC Griffin Companies requests a 24-month listing agreement.

E. After the initial 180 days of the listing has past, the listing agreement can be terminated by either party with a 90-day written notice.

Other Fees/Compensation

The City of Ramsey is seeking a relationship in which the only fees required for real estate broker services are commission fees, at the time of closing.

F. Please indicate “other” fees your firm may require for brokerage services.

F. CBC Griffin requests \$600 sign and advertising allowance for each parcel to be paid by the City of Ramsey upon signing of the listing agreements. The sign and advertising allowance will be offset against and reduce the commissions earned by CBC Griffin Companies at closing.

NOTE: the City may call upon the selected broker for support on special projects/additional services. Additional fees for said special projects will be negotiated at that time of request. See “Scope of Services” section for greater detail—Item H.

4. CONFLICT OF INTEREST: In order to avoid a conflict of interest, or the appearance of a conflict of interest, your firm should not engage in any outside activities that are inconsistent, incompatible, or appear to conflict with your ability to exercise independent/objective judgment in the best interest of the City. Please outline all conflicts of interest that may exist for your firm in relation to providing real estate services for the City.

CBC Griffin Companies is not aware of any conflicts of interest with regard to listing and marketing the City of Ramsey’s properties.

5. GOOD STANDING: Your firm must be in compliance with Federal, State, County and Local units of government; which specifically includes good tax payment status and good corporate registration status. Please indicate your firm’s tax and corporate registration status.

GREC, LLC is a Minnesota Limited Liability Company, doing business as Coldwell Banker Commercial Griffin Companies. See Certificate of Good Standing attached.

SCOPE OF SERVICES

A. Work with (and advise) the City on strategies for marketing, pricing and the sale of City owned properties.

B. Develop, distribute, list, and maintain real estate marketing materials and related information.

C. Conduct basic market analysis for City owned properties available for sale.

D. Manage relationships with prospect buyers—including: responding to inquiries, showing property, answering questions for prospects, conducting negotiations, managing real estate transactions.

E. Analyze offers from potential buyers and provide recommendations to the City Council.

F. Provide regular activity updates:

Verbally, to the City’s development team, minimum twice per month

In writing, to the City Council, minimum once per quarter

G. Handle all other customary real estate broker activities and services.

H. It is NOT the objective of the proposed contract to provide development management services, re-branding services, in-depth market analysis reports*, engineering services, website management, strategic/master planning or creation of advanced marketing materials*.

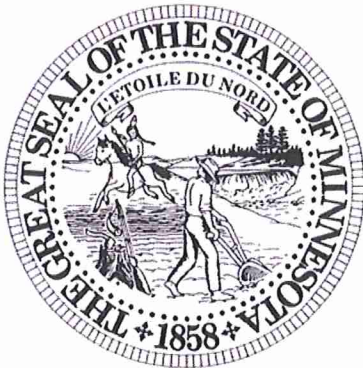
CBC Griffin Companies is able to perform all the services within the “Scope of Services” delineated above.

**Office of the Minnesota Secretary of State
Certificate of Good Standing**

I, Mark Ritchie, Secretary of State of Minnesota, do certify that: The business entity listed below was filed pursuant to the Minnesota Chapter listed below with the Office of the Secretary of State on the date listed below and that this business entity is registered to do business and is in good standing at the time this certificate is issued.

Name: GREC, LLC
Date Filed: 08/28/2001
File Number: 24567-LLC
Minnesota Statutes, Chapter: 322B
Home Jurisdiction: Minnesota

This certificate has been issued on: 11/26/2013

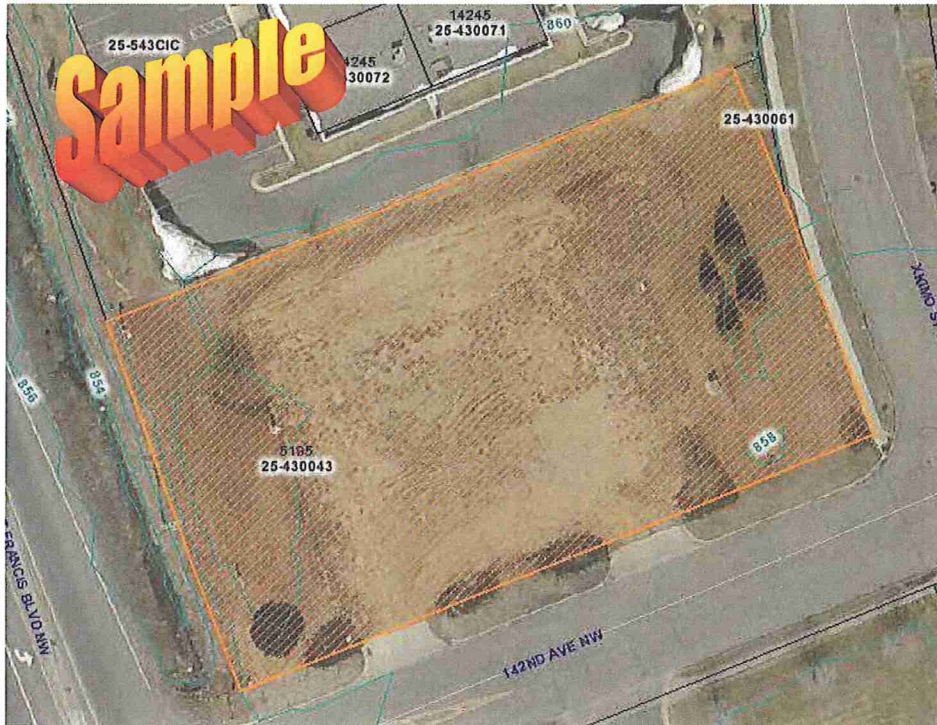


Mark Ritchie

Mark Ritchie
Secretary of State
State of Minnesota



GRIFFIN COMPANIES



PREPARED FOR:

City of Ramsey
Attention: Patrick Brama

PREPARED BY:

Coldwell Banker Commercial
Griffin Companies

Jeff LaFavre
612-904-7820
jlafavre@cbcgriffin.com

Robert Bayer
612-904-7841
rbayer@cbcgriffin.com

Lonn Lineker
612-904-7816
llineker@cbcgriffin.com
cbcgriffin.com

City of Ramsey
Mr. Patrick Brams
Asst. City Administrator
City of Ramsey
7550 Sunwood Drive NW
Ramsey, MN 55303

City of Ramsey - RFQ

1221 Nicollet Ave S., Suite 300 - Minneapolis, MN 55403
612-338-2828

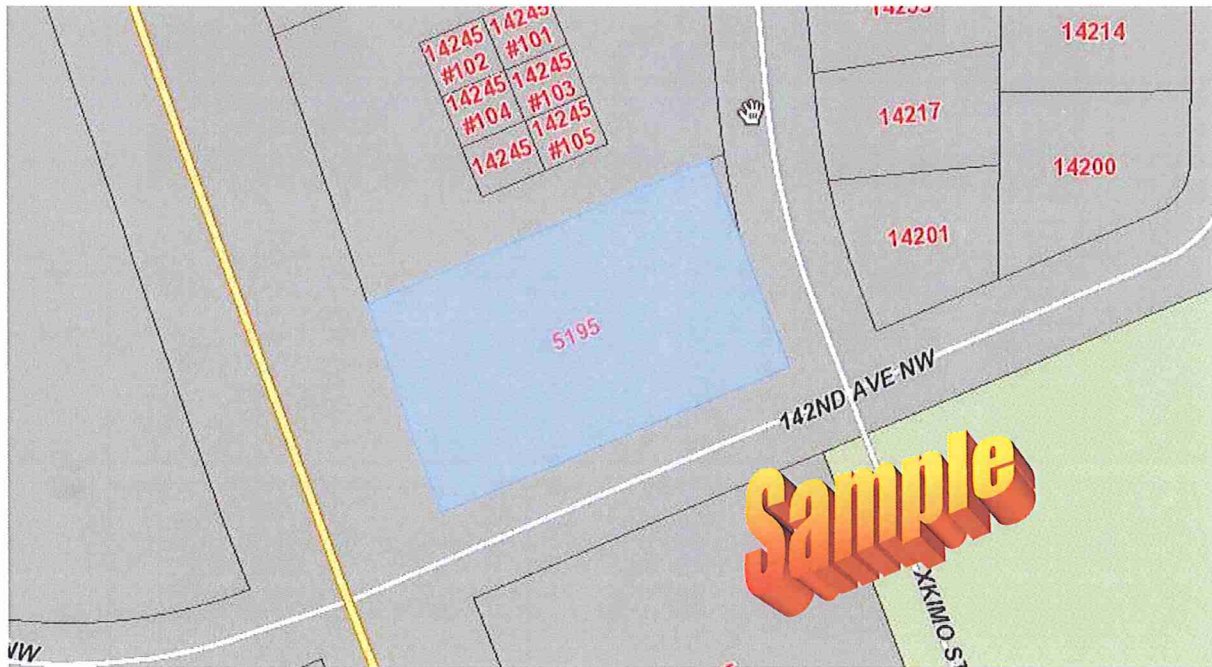
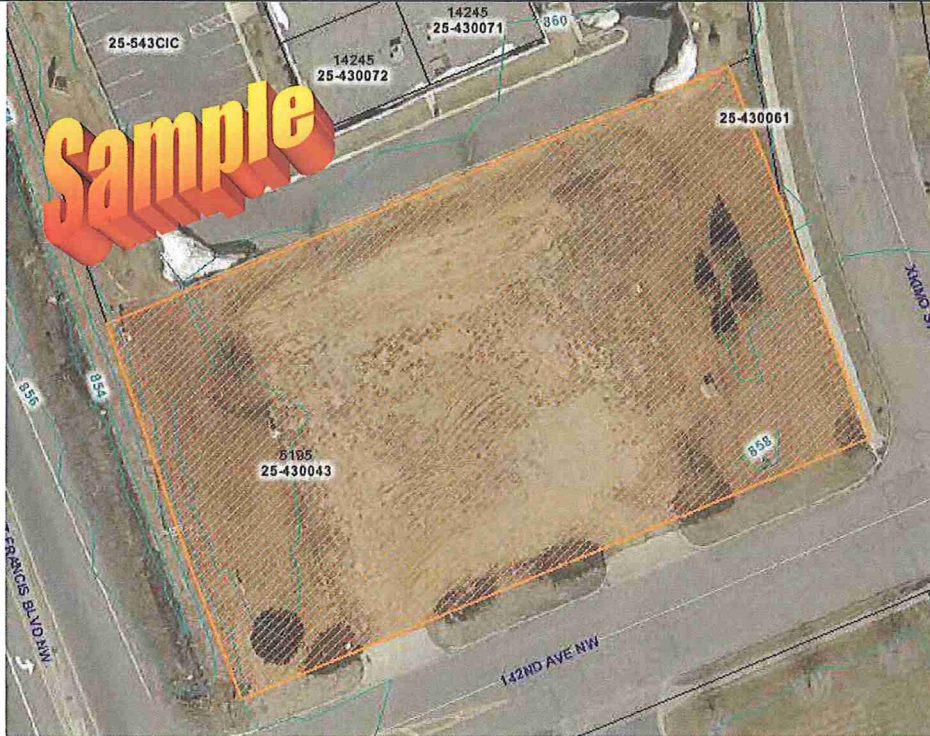
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MAPS & AERIALS

AERIALS



TAX MAP

TAX MAP

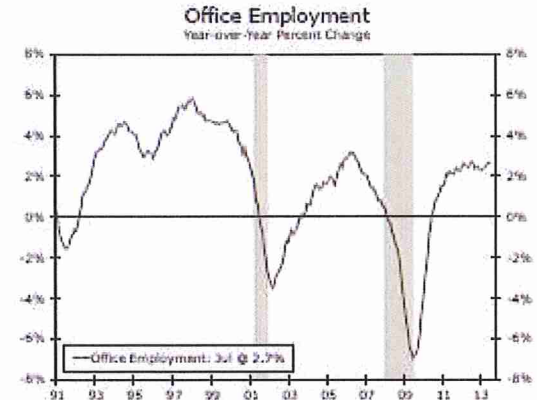
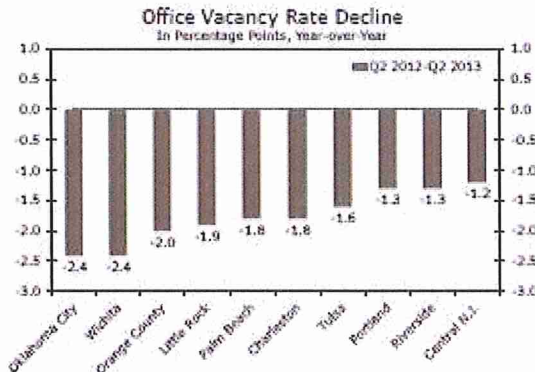
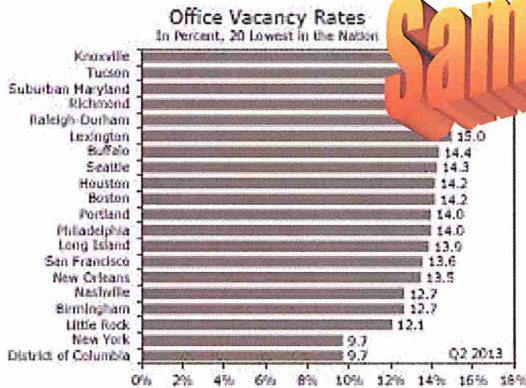
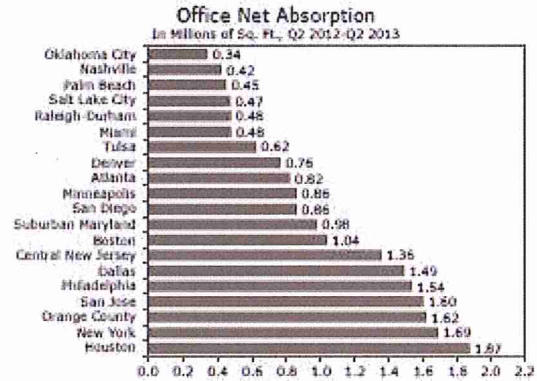


MARKET OVERVIEW

THE OFFICE MARKET

Regional Market Overview

- Office employment growth has accelerated slightly over the past year, led by gains in the technology sector, energy business and some stabilization in financial services. Major energy market and tech centers have posted some of the strongest absorption gains. Tech employment is also fueling much of the growth in more diverse markets such as New York City and Atlanta.
- Rising interest rates will present some near-term challenges. The modest recovery in financial services will come under pressures from declines in refinancing activity. Property price appreciation should also slow, which would disproportionately affect B and C properties in the slower growing markets and submarkets.



Source: Reis, Inc., U.S. Department of Labor and Wells Fargo Securities, LLC

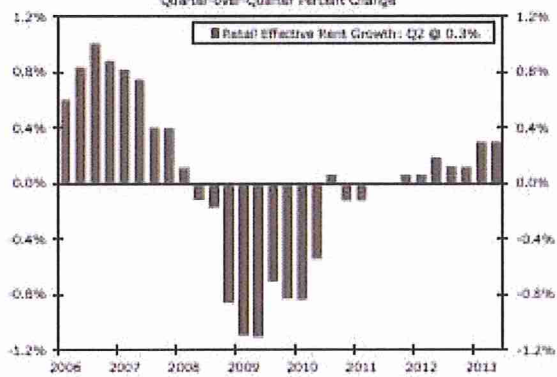
MARKET OVERVIEW

THE RETAIL MARKET

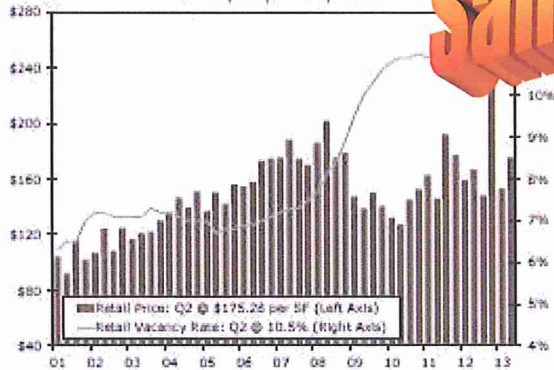
Retail

- The retail market continued to see modest improvement, as consumer spending gradually recovers. The overall retail vacancy rate declined 0.1 percentage point to 10.5 percent, and has declined just 0.3 percentage points over the past year. Growth in the retail sector remains spotty, with a handful higher-end chains and specialty retailers posting solid gains.
- We suspect the retail market has turned the corner. Rent growth strengthened in the first half of the year, rising 0.3 percent in the first and second quarters. Still, there likely remains an oversupply of available space, much of which is in B and C locations. The better-performing retailers are moving past these locations, which is helping support new development.

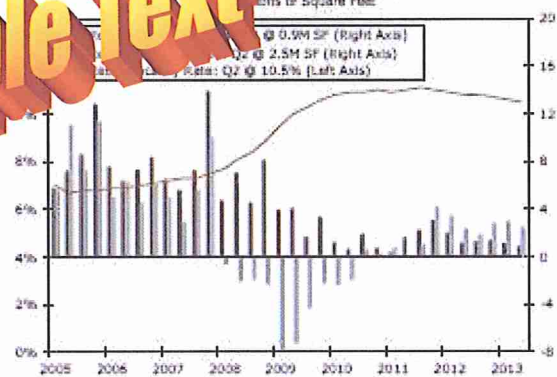
Retail Effective Rent Growth



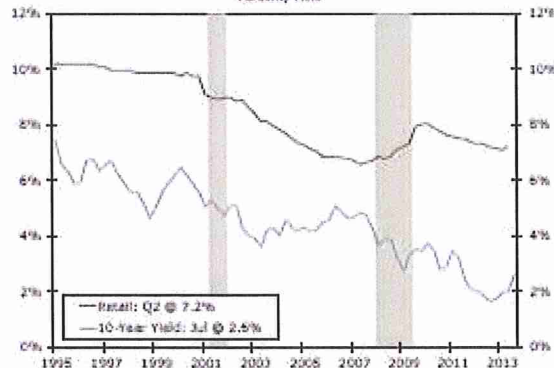
Retail Price vs. Vacancy Rate



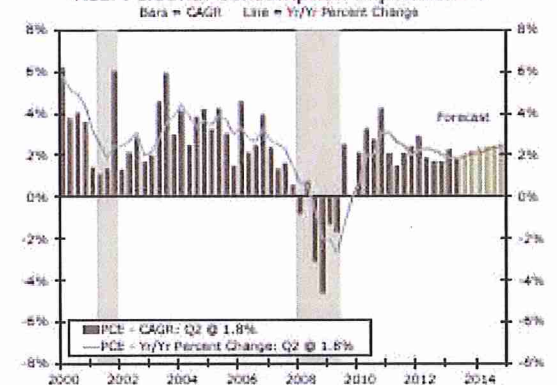
Retail Supply & Demand



Retail Cap Rate vs. 10-Year Treasury Yield




Real Personal Consumption Expenditures



Source: Reis, Inc., RCA Analytics, IHS Global Insight, U.S. Dept. of Commerce and Wells Fargo Securities, LLC

Sample Text


RECENTLY SOLD

	ADDRESS	YEAR BUILT	COMMENTS
	1 Campus Dr Atlanta, GA	1985/1995	
	SIZE	CLASS	
	65,000 SF	B	
	PRICE / SF	DATE	
	\$23.00	July 2011	

	ADDRESS	YEAR BUILT	COMMENTS
	1 Campus Dr Atlanta, GA	1985/1995	
	SIZE	CLASS	
	65,000 SF	B	
	PRICE / SF	DATE	
	\$23.00	July 2011	

Sample

	ADDRESS	YEAR BUILT	COMMENTS
	1 Campus Dr Atlanta, GA	1985/1995	
	SIZE	CLASS	
	65,000 SF	B	
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	\$23.00	July 2011	

	ADDRESS	YEAR BUILT	COMMENTS
	1 Campus Dr Atlanta, GA	1985/1995	
	SIZE	CLASS	
	65,000 SF	B	
	PRICE / SF	DATE	
	\$23.00	July 2011	



PROPERTY MARKETING PLATFORM

24-HOUR LISTING ACCESS

Teamwork PM, a web-based project mgmt tool, provides real-time access to every aspect of your listing, including: files, timelines, task lists and communications.

LOCAL AND NATIONAL MARKET KNOWLEDGE

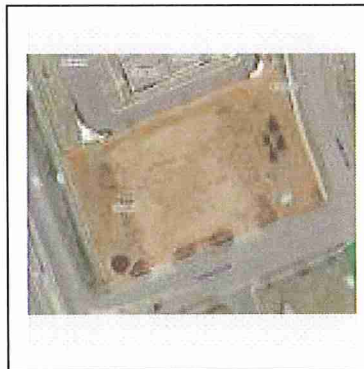
We can tap into our national property database of 120,000 transactions or generate market reports to help customers make informed decisions.

MULTIPLE LOCATION SERVICE

If you have other real estate needs, we can quickly locate the right CBC professional to help you, no matter where your business takes you.

NATIONAL LISTING CAMPAIGN

We can quickly market your property to over 2,800 professionals within the Coldwell Banker Commercial organization.



FINANCIAL ANALYSIS

With financial analytics, we can analyze rents and improvements, and create lease vs. buy and "what-if" scenarios.

MAXIMUM LISTING EXPOSURE

Listings are automatically distributed to: cbcworldwide.com, commercialsource.com, Catylist, Realup, Property Line, Loopnet, Xceligent/MNCAR, and can also be imputed to Craigslist.

CBCWORLDWIDE.COM

Site Page Views: 3,953,911

Visits: 482,188

Property Search Views: 1,576,430

Property Detail Views: 273,587

(search activity from last year alone)

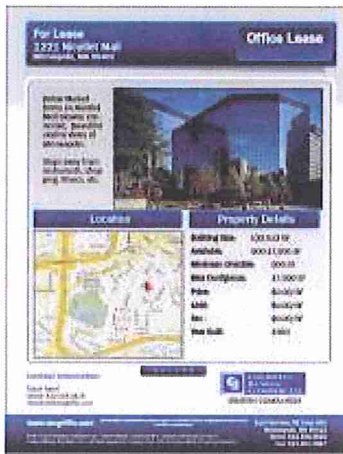
PUSH BUTTON MARKETING

We can market your properties with the push of a button: flyers, flash presentations and other marketing tools, and generate "interested client" lists via e-mail campaigns.

MARKETING THE PROPERTY

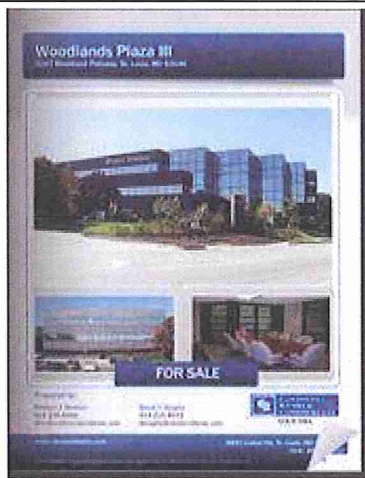
SAMPLE MARKETING MATERIALS

A sampling of how Coldwell Banker Commercial Griffin Companies can market your properties. Professional marketing collateral produced by our team conveys all the important information for quickly for distributing to potential clients via print, e-mail and the web.



PROPERTY FLYER

Can be emailed to prospective clients or local brokers. The flyer will also be displayed on site or given during tours of the property.



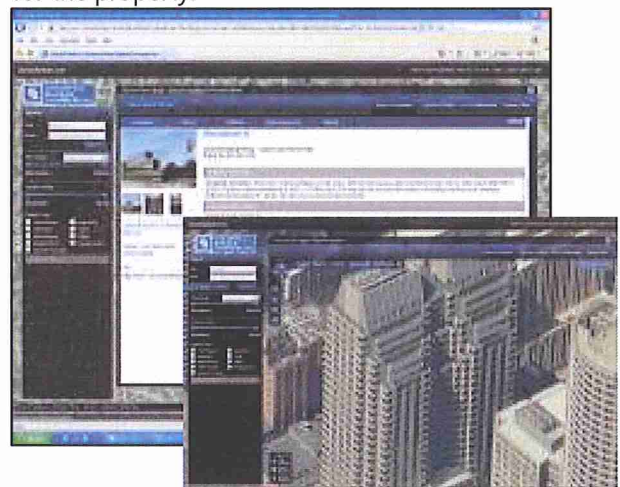
MARKETING PACKAGE

We market each of our properties with a professionally created marketing package with the ability to create an "E-book" version of the package to give it that "wow" Factor.

INDIVIDUAL PROPERTY WEBSITE

Every listing on CBCWorldwide.com has an automatically generated webpage.

We can directly link to the web page; which allows clients to immediately e-mail the responsible broker for the property.



PROPERTY SIGNAGE

We will prominently place proper signage (if per

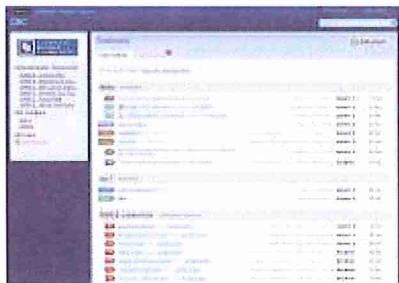


MARKETING THE PROPERTY



WALL STREET JOURNAL

Coldwell Banker Commercial periodically advertises a full page spread in the Wall Street Journal. Your property can be advertised and seen by the millions of readers of WSJ.



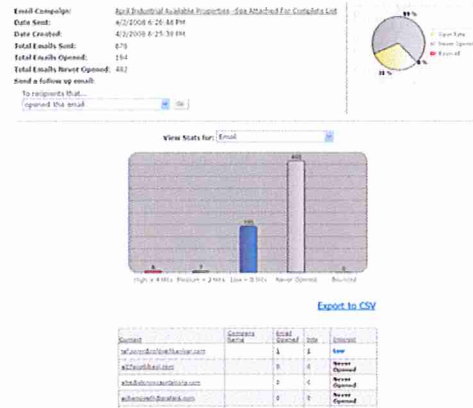
ALL COMMUNICATIONS IN ONE PLACE

Our Web-based project mgmt tool provides real-time access to every aspect of your listing, including: communications, files, timelines and task lists.



SOCIAL MEDIA

We can tap into various forms of social media to further expand the reach of your property and communicate the closing.



REPORTING

We can generate reports on our e-mail campaigns that show the number of people we sent it to, the amount that opened our emails, and who clicked through for more information. This generates our "Interested Client List" that we will focus our initial call campaign on.

We will communicate these reports to you along with a weekly detailed report as to completed tasks of the marketing plan.



ANNOUNCEMENT

Following the close of the transaction, we will announce the closing with an e-mail campaign including prominent mention of your company (upon approval); both Locally and Nationally.

MARKETING SCHEDULE

SAMPLE MARKETING SCHEDULE

<p>WEEK 1</p>	<ul style="list-style-type: none"> • Place sign(s) and/or banners on the property (if applicable) • Prepare property brochures, property packages, electronic marketing materials and other miscellaneous marketing materials • Distribute property information to Coldwell Banker Commercial affiliates and internal professionals • Enter listing information on CBCWorldwide.com, Loop Net, MNCAR/Xceligent and more. • Enter listing information on CCIM website with direct access to more than 7,000 CCIM designees • Enter property into Teamwork PM, our project management tool which includes timelines, documents, so you have 24 hour access to all necessary information.
<p>WEEKS 2 – 3</p>	<ul style="list-style-type: none"> • E-mail marketing package to all members of the local commercial real estate community • E-mail marketing package to 7,000 members of CCIM organization • E-mail marketing package to 2,800 Coldwell Banker Commercial professionals • Marketing meeting with clients to review progress
<p>WEEKS 4 – 16</p>	<ul style="list-style-type: none"> • Direct mail and personal follow-up to targeting prospects in database • Place property in semi-monthly Coldwell Banker Commercial's Wall Street Journal full-page ad (optional) • Constant marketing through the national Coldwell Banker Commercial organization • Marketing meeting with clients to review progress
<p>WEEKS 16 – 24</p>	<ul style="list-style-type: none"> • Negotiate with interested parties • Prepare Letters of Intent • Assist with Due Diligence • Marketing meeting with clients to review progress
<p>WEEKS 20 – 24</p>	<ul style="list-style-type: none"> • Close the transaction • Send announcements on closed transaction; submit to our national public relations team

RECOMMENDATIONS

RECOMMENDATIONS

Based on comparable sales within the marketplace, we recommend that the sale price of the building be _____.

We think this is an aggressive price for the property; and with our detailed marketing plan, we feel that we can achieve this goal.

COMPENSATION

In order to get this marketing plan "off and running" you will have to give us the authorization to do so. Attached hereto is our Form 1001 authorization to sell the property.

The commission structure is as follows:

On any transaction, the commission shall be ___% of the total aggregate sales price which will be shared between the selling and listing broker as specified in the Exclusive Lease Listing Agreement and Schedule of Sale and Lease Commission.

Term of Listing – We recommend a twelve (24) month listing term. We do not imply that the property cannot be sold before this period ends, but rather, to take full advantage of the momentum that will be built with our marketing program and ownership's time frames.

5195 - 142nd Avenue NW

OUR TEAM

TEAM MEMBER RESPONSIBILITIES

Each member of Coldwell Banker Commercial Griffin Companies' team plays a vital role in the success of each transaction.

AGENT NAME

- Main point of contact for Sellers and Buyers.
- Oversees all activities of the team
- Coordinates and advises on all pre-marketing activities
- Presents property to various brokerage firms
- Assists Seller and Seller's attorney with contract negotiation and preparation
- Assists Buyers in their review of all Due Diligence Materials and market information
- Assists and monitors all aspects of the escrow and closing process
- Meet with client to review progress and assure deadlines

AGENT NAME

- Thoroughly analyze all leases to extract necessary detail for valuation
- Review current loan documents to assess multiple debt scenarios for the transaction
- Gather all necessary information regarding property and comparables to recommend market pricing
- Assist in creating marketing strategy after preliminary analysis of property is complete
- Create a 10-year "Argus" cash flow model to use in marketing the property
- Assist buyers, using their own assumptions to create an Argus cash flow model
- Involved in direct marketing to all institutional investors and REITS regionally, nationally and internationally

AGENT NAME—ADMINISTRATION AND MARKETING

- Responsible for the complete Marketing Plan - Manages all marketing activities associated with each listing (i.e. newspaper ads, broker e-mail blasts, mailers, web-based advertising, etc)
- Prepare property brochures, property packages, electronic marketing materials & other miscellaneous marketing materials
- Submits request for property signage
- Posts listings on CBCWorldwide.com, LoopNet, MNCAR/Xceligent and others
- Distribute property information to Coldwell Banker Commercial affiliates and external professionals
- Enter property into Teamwork PM our project management tool which includes timelines, documents, and a list of all pertinent parties involved in each transaction
- Send announcement of closed transaction

5195 - 142nd Avenue NW

JEFF LAFAVRE

SENIOR PARTNER

BACKGROUND

Jeff and his partner, Bill Ostlund, purchased Coldwell Banker Commercial Griffin in September 2011. Jeff focuses his time around serving clients and managing teams for CBC Griffin's corporate and investment clients.

Jeff began his commercial real estate career in 1989 with the Trammell Crow Company. In 1994 he co-founded the Northmarq Corporate Services Division and helped build this division until 2004. From 2004 to 2009 Jeff was Managing Principal of the Minnesota operations for Colliers Turley Martin Tucker, now Cassidy Turley.

Jeff has an MBA with a finance concentration from the University of Minnesota, Carlson School of Management. He has also earned the Certified Commercial Real Estate (CCIM) certification, the Master of Corporate Real Estate (MCR) certification and the Society of Office and Industrial Realtors (SIOR) designation which recognizes the top ten percent of all commercial real estate brokers.

Honors & Accomplishments:

- Current board member and 2009 President of the Minnesota Commercial Property Exchange
- 2008 Award Recipient of Business Journal's Best Places to Work as Managing Principal of Colliers Turley Martin Tucker (Cassidy Turley)
- 2001 Eagle Award recipient of United Properties/Northmarq that annually recognizes the top employee within the company
- 2002 Minnesota Business Journal 40 Under 40 award recipient
- Lead developer for Blue Cross and Blue Shield of Minnesota corporate headquarters and awarded the best mid-size build-to-suit building in the Twin Cities by NAIOP

Current/Past Community Involvement:

- Greater Minneapolis YMCA General Board Member
- Cedar Valley Church Board Member
- Coldwell Banker Commercial Advisory Board Member
- MNCAR Exchange Board Member

Current/Past Clients:

- AmeriPride
- Blue Cross and Blue Shield of MN
- City of Minneapolis
- Imation Corporation
- OSI Physical Therapy
- Travelers Insurance
- Xcel Energy

PRIMARY SPECIALTIES

TENANT REPRESENTATION

CORPORATE ADVISORY

INVESTMENT ADVISORY

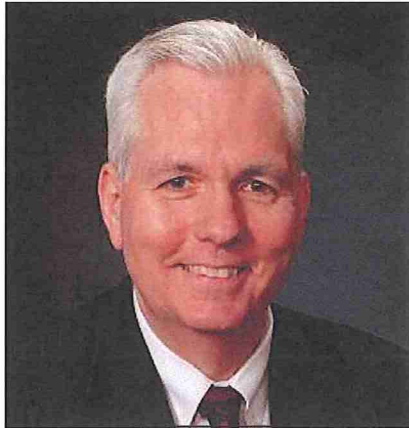


JEFF LAFAVRE, CCIM, MCR, SIOR

COLDWELL BANKER COMMERCIAL
GRIFFIN COMPANIES
1221 Nicollet Ave S., Suite 300
Minneapolis, MN 55403
Phone: (612) 904-7820
Fax: (612) 338-5288
jlafavre@cbcgriffin.com

ROBERT BAYER, MBA, CPA

VICE PRESIDENT—SPECIAL ASSET SOLUTIONS



ROBERT BAYER

COLDWELL BANKER COMMERCIAL
GRIFFIN COMPANIES
1221 Nicollet Ave S., Suite 300
Minneapolis, MN 55403
Phone: (612) 904-7841
Fax: (612) 338-5288
rbayer@cbcgriffin.com

BACKGROUND

Robert Bayer, MBA & CPA is a results-oriented professional with an extensive background in court-appointed receiverships, operational turnarounds, loan workouts and troubled asset resolution.

Prior to joining Coldwell Banker Commercial Griffin Companies as Vice President of Special Asset Solutions, Mr. Bayer co-founded Management Resolutions, LLC which provided a customized strategy for handling both operational and real estate troubled assets.

Mr. Bayer has been involved in 98 receiverships in the last four years, including: multi-unit apartment complexes, industrial buildings, retail strip centers, and special use buildings. He has also led operational receiverships and turnarounds of manufacturing and medical device companies.

Mr. Bayer has managed and participated in strategic planning for multi-unit restaurant organizations, manufacturing companies, convenience stores, printing companies and financial service industries. Mr. Bayer also has expertise in crisis management, leadership, team-building, turn around management, cash flow optimization and customer profitability analysis.

Mr. Bayer holds a Masters Degree in Business Administration from Metropolitan State University, and a Bachelors Degree in Accounting from Metropolitan State University. He is an active CPA, a member of the American Institute of Certified Public Accountants and the Minnesota Society of Certified Public Accountants.

PRIMARY SPECIALTY

SPECIAL ASSET SOLUTIONS, RETAIL, MULTI-FAMILY

1221 Nicollet Ave S., Suite 300
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www.cbcgriffin.com



LONN LINEKER

ASSOCIATE

BACKGROUND

Lonnn joined the Coldwell Banker Commercial Griffin Companies team as a maintenance technician in 2011. Over the next two years he gained an eye for cosmetic and mechanical building issues and honed his problem solving skills. Lonnn became very interested in the commercial real estate business and the opportunity for success. He quickly obtained his Minnesota State Real Estate License and immediately transitioned into a tenant/landlord representative role and is a part of the Special Assets Solutions team at CBC Griffin Companies. Today Lonnn is gaining expertise in office and retail in the northeast metro. He continues to be a leader in customer service, providing accurate and detailed information regarding real estate and advising his clients in short and long-term real estate related decisions.

Prior to employment with CBC Griffin Companies Lonnn Lineker spent fourteen years in the automotive industry. He has done everything from vehicle reconditioning, auto repair, service advisory, customer service, sales and management.

Lonnn is an avid outdoorsman. He has a wife and three energetic boys, and loves to entertain guests.



LONN LINEKER

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1221 Nicollet Ave S., Suite 300
Minneapolis, MN 55403
Phone: (612) 904-7816
Fax: (612) 338-5288
llineker@cbcgriffin.com

PRIMARY SPECIALTY

OFFICE

RETAIL

1221 Nicollet Ave S., Suite 300
Minneapolis, MN 55403
www.cbcgriffin.com



ABOUT COLDWELL BANKER COMMERCIAL GRIFFIN CO.

BACKGROUND

Coldwell Banker Commercial Griffin Companies Griffin Companies, a Minnesota based company, was founded in 1969 as an investment real estate firm and matured to become a full service provider in the 1970's and 1980's. Since 1969, we have provided high quality service to clients throughout the Twin Cities area, and both nationally and internationally through an extensive network of professionals who share our high standards.

Through careful consultation with our clients, we develop unique strategies that serve to enhance their real estate experiences, and to maximize their return on investment.

SERVICES

- Business Brokerage
- Investment Services
- Owner Representation
- Tenant / Buyer Representation
- Development Services
- Acquisition and Disposition Services
- Brokerage and Transaction Management
- Corporate Services
- Market Research and Analysis
- Project Management
- Property Development
- Valuation Services
- Receiverships
- Asset Services
- Tax Appeals
- Space Planning
- Property Management
- Construction Advisory
- Maintenance Services
- Facility Management
- Design and Construction
- Investment Analysis
- Relocation Services

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CLIENTS REPRESENTED

Aramark
Blue Cross and Blue Shield of MN
Capital Resource Credit Consultants
Career Professionals
Central Bank
Chronimed, Inc.
Citogen
City of Minneapolis
Clean Water Action
Control Data
Delta Dental
Deluxe Corporation
Ecolab
Exterior Design Studios
G & K Services
General Mills
Guidant Corporation
Harmon Autoglass
Healtheast
Huntington Learning Centers
Imation Corporation
Jostens, Inc
Land O' Lakes
Lili Salons
Marquette Financial Companies
Marshal & Isley Bank (M&I)
Minnesota Institute of Public Health
Oppenheimer, Wolff & Donnelly
Platinum Group (renewal)
Pohlad Companies
ReNew Community Church
Silicon Graphics, Inc
Sonic Media
Management Solutions
The Toro Company
US Oncology, Inc
Valspar Corporation
Westonka Sports

ABOUT COLDWELL BANKER COMMERCIAL

BACKGROUND

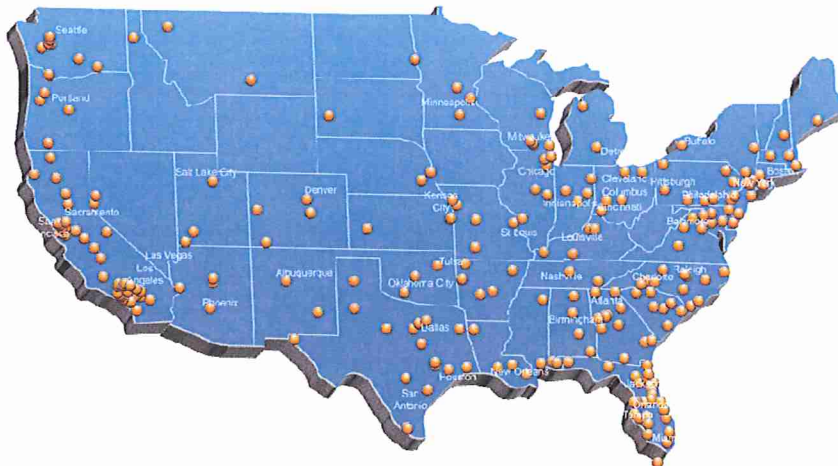
A subsidiary of Realty Corporation, the world's leading real estate franchisor, Coldwell Banker Commercial® (CBC®) is a worldwide leader in the commercial real estate industry. The CBC brand has its roots in the oldest and most respected national real estate brand in the country, which was founded after the San Francisco earthquake of 1906 by Colbert Coldwell, who was later joined by Benjamin Banker.

With a collaborative network of independently owned and operated affiliates, the Coldwell Banker Commercial organization comprises over 220 companies and 2,800 professionals throughout the U.S., as well as internationally. In fact, the CBC organization possesses the largest geographic footprint in today's commercial real estate marketplace.

The success of the CBC organization lies in its striking versatility. The organization deftly combines a powerful national presence with the agility of a regional market innovator. Each CBC affiliate office has the resources and insight to understand its local market and the expertise to convert this knowledge into tangible value for each client. Our professionals stand ready to help clients discover untapped commercial real estate market opportunities and to deliver a range of services designed to add value to their businesses. The CBC organization's skillful professionals and nimble affiliate offices service a wealth of business categories in markets of any size, with clients ranging from established corporations to small businesses to individual investors.

2012 VOLUME	TRANSACTIONS	VALUE
Leases	6,958	\$ 1.4 Billion
Sale	5,423	\$ 3.2 Billion
Total	12,602	\$4.6 Billion

COLDWELL BANKER COMMERCIAL US LOCATIONS



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CBC ADVANTAGES

The largest domestic footprint in commercial real estate

Over 220 Companies

Nearly 4,000 professionals across the globe

Cutting-edge Property Searching & Listing: cbcworldwide.com with over 16,000 listings,

Industry-leading technologies

Over 16,000 Transactions completed yearly, and increases year over year



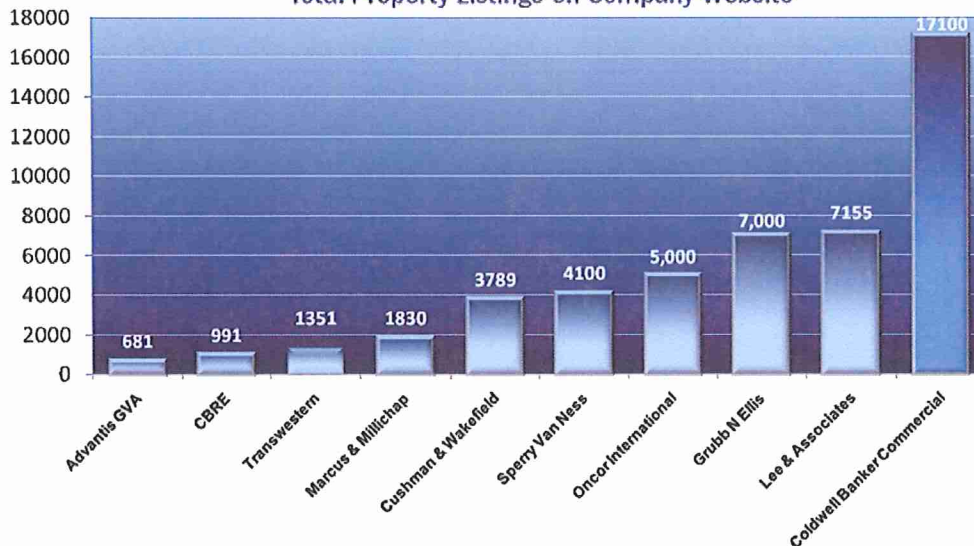
WHY COLDWELL BANKER COMMERCIAL GRIFFIN

WHY COLDWELL BANKER COMMERCIAL

- Because we have the experience, contacts, and knowledge to help you with the sale / lease of your property.
- We have the resources to get the transaction done in a complete and timely manner.
- We have the technology to provide you with up to date statistics, maps, and demographics, giving you the tools necessary to make an informed decision.
- We form strong client relationships from our hard work, our loyalty, confidentiality and trustworthiness. We put the needs and the best interests of the clients first.
- We have done extensive work in the Twin Cities and surrounding areas.
- We utilize a marketing platform that was built for the successful marketing of your property
- The Coldwell Banker Commercial organization has the largest domestic footprint in commercial real estate with over 220 Companies and early 2,800 professionals across the globe
- Cutting-edge Property Searching & Listing: cbcworldwide.com with nearly 16,000 property listings
- The Coldwell Banker Commercial organization completes over 12,000 Transactions yearly, and increases year over year
- We are part of Realogy, which has a wealth of knowledge from these brands: Oncor International, Coldwell Banker, ERA, Century 21, NRT, Sotheby's, Better Holmes & Gardens, Cartus, and Title Resource Group

5195 - 142nd Avenue NW

Total Property Listings on Company Website*



*Property totals based on search results for all sale and lease listings on national public websites in June 2008.

Companies could have more listings on regional/local websites and number of listings can change each month.



CONTACT INFORMATION

FOR MORE INFORMATION, PLEASE CONTACT:

JEFF LAFAVRE

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1221 Nicollet Ave S., Suite 300
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Phone: (612) 904-7816
Fax: (612) 338-5288
Mobile: (555) 555-555
llineker@cbcgriffin.com

5195 - 142nd Avenue NW