

**EXHIBIT A
BUSINESS ASSISTANCE APPLICATION**

A. APPLICANT INFORMATION

Name of Corporation/Partnership OPPIDAN, INC.
 Address 400 WATER STREET, #200, EXCELSIOR, MN 55331
 Primary Contact JAY MORRIS
 Address (ABOVE)
 Phone 952 294 1246 Fax 612 850 7495 E-mail JAY @ OPPIDAN.COM
 CELL

Type of business assistance requested (select one):

Tax Abatement Tax Increment Financing Revolving Loan Fund Other

Have you been, or are you currently, involved in any bankruptcy proceedings or lawsuits related to other development projects with which you have been involved? If yes, please provide an explanation.

Yes No

On a separate sheet, please provide the following:

- Brief description of the corporation/partnership's business, including history, principal product or service, etc. **Attach as Part 1.**
- List names of officers and shareholders/partners with more than five percent (5%) interest in the corporation/partnership. **Attach as Part 2.**
- Brief description of the proposed project. **Attach as Part 3.**
- A *but for* analysis and narrative. **Attach as Part 4.**
- Completed Revolving Loan Fund Application. **Attach as Part 5 if required.**

Attorney Name DAVID SCOTT - OPPIDAN GENERAL COUNSEL
 Address (ABOVE)
 Phone 952 294 1245 Fax _____ E-mail DAVE @ OPPIDAN.COM

Contractor Name RJ RYAN - JACK GROTKIN
 Address _____
 Phone 651 365 7003 Fax _____ E-mail JGROTKIN @ RJRYAN.COM

Engineer Name KIMLEY HORN - MIKE BRANST
 Address _____
 Phone 651 643 0428 Fax _____ E-mail MIKE.BRANST @ KIMLEY HORN.COM

Architect Name MOTTAGEN - HANSEN - JENNIFER KAPLAN
 Address _____
 Phone 952 426 7421 Fax _____ E-mail JKAPLAN @ MOTTAGEN HANSEN.COM

B. PROJECT INFORMATION

The project will be: (Check all that apply)

- Industrial: (New Construction Redevelopment/Rehab Expansion)
- Office/research facility: (New Construction Redevelopment/Rehab Expansion)
- Commercial: (New Construction Redevelopment/Rehab Expansion)
- Housing: (New Construction Redevelopment/Rehab Expansion)
- Other _____

The project will be: Owner Occupied Leased Space *SPEC BUILDINGS*

- If leased space, please attach a list of names and addresses of future tenants and indicate the status of commitments or lease agreements. **Attach as Part 5.**

Project Address 20-32-25-43-0005

- Include Legal Description and PID number(s). **Attach as Part 6.**

Site Plan Attached: Yes No

Current Real Estate Taxes on Project Site: \$ 117,218.22

Estimated Real Estate Taxes Upon Completion:	Phase I \$ <u>387,450</u>	<i>258,300 SF. x \$1.50</i>
	Phase II \$ <u>235,200</u>	<i>147,000 SF. x \$1.65</i>
	Phase III \$ _____	
	Total \$ <u>622,650</u> - <i>\$810,000</i>	

Construction Start Date: 9/15/21

Construction Completion Date: 11/1/23

Fully Assessed

If Phased Project:

<u>64</u>	% Completed in <u>16 MONTHS</u> years.
<u>36</u>	% Completed in <u>28</u> years <u>MONTHS</u>
_____	% Completed in _____ years

C. PUBLIC PURPOSE OBJECTIVES

It is the policy of the City and EDA of Ramsey that the business assistance should result in a public benefit as identified in items 1-10 below. Please indicate how the proposed project will accomplish this by checking the appropriate boxes. **Attach additional narrative as Part 7.**

- 1. To encourage redevelopment.
- 2. To retain local jobs and/or increase the number and diversity of jobs that offer stable employment and/or attractive wages and benefits.
- 3. To enhance and/or diversify the City's economic base.
- 4. To encourage additional unsubsidized private (re)development.
- 5. To remove blight and/or encourage (re)development of commercial and industrial areas.
- 6. To create housing opportunities.
- 7. To provide a diversity of housing.
- 8. To provide a variety of family housing ownership alternatives and housing choices.
- 9. To promote neighborhood stabilization and revitalization by the removal of blight and the upgrading of existing housing stock in residential areas.
- 10. To accomplish other public policies which may be adopted such as the promotion of quality urban or architectural design, energy conservation, and decreasing capital and/or operating costs of local government.
 - Utilization of architectural and landscaping techniques that will enable the components of the project to blend with the natural environment.
 - Mitigation of project impact on the natural environment.

D. SOURCES & USES OF FUNDS

Attach additional information as Part 8

<u>SOURCES</u>	<u>AMOUNT</u>
Bank Loan	\$ <u>30,855,672</u>
Other Loans	\$ _____
Owner Equity	\$ <u>10,675,935</u>
Fed Grant/Loan	\$ _____
State Grant/Loan	\$ _____
Industrial Development Bonds	\$ _____
Tax Increment Financing	\$ <u>1,172,133</u>
Tax Abatement	\$ _____
Revolving Loan Fund	\$ _____
Other	\$ _____
TOTAL	\$ <u>42,703,740</u>

<u>USES</u>	<u>AMOUNT</u>
Land Acquisition	\$ 4,050,000
Site Development	\$ 2,697,000
Construction	\$ 24,479,830
Machinery & Equipment	\$
Architectural/Engineering Fees	\$ 1,829,266
Debt Service Reserve	\$ 1,182,203
Contingencies	\$ 2,310,600
Other	\$ 6,154,841
TOTAL	\$ 42,703,740

Total Amount of business assistance requested from either Revolving Loan Fund, Abatement, Tax Increment Financing or another source: \$ 1,172,133

E. ADDITIONAL DOCUMENTATION AND CHECKLIST

Applicants will also be required to provide the following documentation.
All personal financial information will be kept private and confidential.

- 1. Written business plan or a description of the business, ownership/ management, date established, products and services, and future plans.
- 2. Financial statements for past two years, including profit and loss statements and balance sheets.
- 3. Two year financial projections.
- 4. Personal financial statements of all major shareholders (principals) including the most recent 2 years of tax returns. (If requested.)
- 5. Letter of commitment from other sources of financing, stating terms and conditions of their participation in the project.
- 6. Administrative fee of up to \$5,000. In addition to defraying the cost of staff time, the fee will be used to pay costs associated with processing this request for financial assistance such as legal, engineering and financial analysis. The City reserves the right to stop the processing of the request until additional fees are paid should the original amount be insufficient to pay such costs. That portion which remains unspent, if any, will be returned only if the project is denied approval.
- 7. Attach the following documentation:

- _____ Part 1 – Corporation/Partnership Description
- _____ Part 2 – List of Shareholders/Partners
- _____ Part 3 – Description of Project
- _____ Part 4 – *But For* Analysis
- _____ Part 5 – List of Prospective Lessees (If requested)
- _____ Part 6 – Legal Description, Property Identification Numbers, maps of the project area, and project renderings
- _____ Part 7 – Public Purpose Narrative
- _____ Part 8 – Sources & Uses of Funds – Additional Information

The undersigned certifies that all information provided in this application is true and correct to the best of the undersigned's knowledge. The undersigned authorizes the City and EDA of Ramsey to check credit references, verify financial and other information, and share this information with other political subdivisions as needed. The undersigned also agrees to provide any additional information as may be requested by the City after the filing of this application.

Applicant Name Jay Moore Date 6/28/21

By Jay Moore

Its SVP DEVELOPMENT

EXHIBIT B
BUSINESS ASSISTANCE REVIEW WORKSHEET
FOR COMMERCIAL/INDUSTRIAL PROJECTS
TO BE COMPLETED BY APPLICANT AND CITY STAFF

A. The project meets which of the following objectives as set forth in Section C of the Business Assistance policy:

- 1. To encourage redevelopment.
- 2. To retain local jobs and/or increase the number and diversity of jobs that offer stable employment and/or attractive wages and benefits.
- 3. To enhance and/or diversify the City's economic base.
- 4. To encourage additional unsubsidized private (re)development.
- 5. To remove blight and/or encourage (re)development of commercial and industrial areas.
- 6. To accomplish other public policies which may be adopted such as the promotion of quality urban or architectural design, energy conservation, and decreasing capital and/or operating costs of local government.
 - Utilization of architectural and landscaping techniques that will enable the components of the project to blend with the natural environment.
 - Mitigation of project impact on the natural environment.

B. Ratio of Private to Public Investment in Project:

\$ 41,531,607 Private Investment
 \$ 1,172,133 Public Investment
35:1 Ratio Private : Public Financing

Points: 5

5:1	<u>5</u>
4:1	<u>4</u>
3:1	<u>3</u>
2:1	<u>2</u>
Less than 2:1	<u>1</u>

C. Job Creation:

100 Net *new* jobs (minimum 40 hours per week) or fulltime equivalents

Points: 5

50+	<u>5</u>
20+	<u>4</u>
10+	<u>3</u>
5+	<u>2</u>
Less than 2	<u>1</u>

D. Wage Level of jobs created:

Average hourly wage
 Of new jobs 17.45 *

Points: 4

Over \$21/hour	<u>5</u>
\$18-21/hour	<u>4</u>
\$14-17/hour	<u>3</u>
\$10-13/hour	<u>2</u>
Under \$10/hour	<u>1</u>

E. Ratio Of Business Assistance To New Jobs Created:

\$ 1,072,133 Business assistance requested
100 Number of net *new* jobs created
\$ 11,721 of business assist. per net *new* job created

	Points:	<u>4</u>	15
\$5,000 or less		<u>5</u>	
\$15,000 or less		<u>4</u>	
\$25,000 or less		<u>3</u>	
\$50,000 or less		<u>2</u>	
Over \$75,000		<u>1</u>	

F. Project size:

The project will result in the construction
of 405300 square feet

	Points:	<u>5</u>
75,000+		<u>5</u>
50,000+		<u>4</u>
25,000+		<u>3</u>
10,000+		<u>2</u>
5,000 or less		<u>1</u>

G. Type of Project:

 100% Owner Occupied
 Mix Owner Occupied & Investment
 X Investment Property

	Points:	<u>1</u>
		<u>5</u>
		<u>3</u>
		<u>1</u>

H. Likelihood that the project will result in unsubsidized, spin-off development:

 High
 X Moderate
 Low

	Points:	<u>3</u>
		<u>5</u>
		<u>3</u>
		<u>1</u>

I.

	<u>5</u>
	<u>5</u>
	<u>4</u>
	<u>4</u>
	<u>5</u>
	<u>1</u>
	<u>3</u>

Sub-Total Points 27 of a possible 35 points.

Bonus Points

The project will be 100% *pay-as-you-go* financing. ✓
The project is a redevelopment project.

Bonus Points:	<u>3</u>
	<u>3</u>
	<u>3</u>

Total Points: 30

Overall project analysis:	High	35 points
	Moderate	25 points
	Low	15 points
	Not Eligible	5 points

Moderate to High

Ramsey, MN – TIF Application 06/30/21

Part 1 – Corporation/Partnership Description

Oppidan

Oppidan Investment Company will be owner/developer of this development along with Rockpoint Group (Boston, MA). Oppidan is a national property development firm with headquarters in Minnesota and offices in California and North Carolina. We've developed more than 550 projects valued at more than \$4 billion and spanning 25 million-square feet throughout 39 states and parts of Canada.

Our more than 40 employees offer a full range of real estate services including asset management, construction project management, property management, and capital markets. We focus on senior housing, industrial and mixed-use developments. The strength of our employees defines our success, and we are a team that feels more like family. We work together seamlessly, sharing a relentless obsession with customer value and a passion for what we do.

This camaraderie extends to our client relationships, which are built around accountability and respect. We are nimble. We are fast. We are efficient. When you partner with Oppidan, you are partnering with agility.

We are more than a partner. We are a friend you can trust because of our track record of dependability and loyalty. We share your vision of striving to be best in class, and we're proud of our 100% client retention rate for the past 30 years.

Rockpoint

Rockpoint Group, L.L.C. ("Rockpoint") is a real estate private equity firm and Registered Investment Adviser headquartered in Boston and with additional primary offices in San Francisco, Dallas and London.

Rockpoint employs a fundamental value approach to investing and targets select product types located in major markets in the United States. Rockpoint utilizes a consistent strategy across distinct return profiles through its opportunistic and growth and income investment programs. Rockpoint targets assets with intrinsic long-term value, at attractive prices relative to replacement cost and stabilized cash flows, and with particular emphasis on value creation opportunities and complex situations.

Since 1994, Rockpoint's co-founders, with others, have sponsored 15 commingled funds and related co-investment vehicles through Rockpoint and a predecessor firm. In total, they have raised approximately \$25 billion in equity capital commitments and invested or committed to invest in 426 transactions with a total peak capitalization of approximately \$64 billion (inclusive of

fund equity, co-investor equity and debt). To learn more about Rockpoint Group, visit www.rockpoint.com.

Part 2 – List of Shareholders/Partners

Oppidan Investment Company

Rockpoint Group, LLC

Part 3 – Description of Project

Oppidan's Industrial project on Bunker Lake Blvd in Ramsey provides a unique opportunity for a high-quality industrial park development opportunity in the Twin Cities North Central Industrial Submarket. At a macro-level Ramsey, Anoka, and Coon Rapids are a subset within the North Central submarket. Users located in these communities seldom explore opportunities outside these communities. When migration from these communities has occurred it has largely been due to a lack of available opportunities in the immediate area (existing buildings and landsites).

Speculative development in this vicinity in the past 10 years has been limited to a 3-building design project developed directly south of Bunker Lake Business Park. These three buildings totaling approximately 175,000 SF (51K, 60K, & 64K SF) were developed in 2018 and 2019. All 3 projects were fully-leased within months of construction completion without any advertising to the brokerage community with tenants secured with limited broker representation. All three buildings are 24' clear and offer dock and drive-in loading. At present there are no speculative or BTS opportunities being marketed in Ramsey, Anoka, or Coon Rapids. There is one building under construction to the South of the proposed project consisting of approximately 72,000 s.f. that will be available in 2022.

Oppidan is planning to develop 3 buildings totaling 405,300 s.f. in Ramsey that are all class A quality. This product is going to be the crown jewel of Ramsey. Construction is expected to start (if economic hurdles can be overcome by way of TIF) in the fall of 2021 with grading and site work commencing. In the Spring of 2022 two buildings would be built to kick off the first phase of the project. The second phase of construction would commence in the Spring of 2023 and be completed in the late fall of 2023.

Part 4 – But For Analysis

Oppidan Investment Company believes there is a community need for industrial office/warehouse development in Ramsey, MN.

The site described in the application totals 43 acres with the intent to subdivide the land into multiple parcels providing approximately 33 acres for the Industrial buildings and keeping 10 acres of wetlands and community trails.

TIF is required to provide economic assistance to allow for the owner to make a minimum return on their investment. As demonstrated with the attached proforma, the project currently creates a 6.00% return on the investment. Typically Industrial projects require a 6.75% - 7.54% return for projects built within a primary market. The returns for this project in this market are lower due to increased costs of construction, increasing costs of labor, and lower rents for the Ramsey, MN market. Generally the overall costs have increased with a decrease of NOI. We still feel that the Ramsey market will benefit from having a state of the art Industrial office park and thus we are looking to work with the city to provide up to \$1.2M (Ehlers to Opine) of TIF assistance which would get us close to an acceptable return. We are very enthused about the demand but concerned about the economics that the current market conditions present.

The jobs created with this development are unknown at this point. However, we are comfortable assuming 100-150 jobs will be at the level of \$17.45 or greater. We feel this is a reasonable goal to achieve and quite frankly would be surprised if that does exceed this number by a longshot.

Part 5 - List of prospective Lessees

The leasing process will not begin until the full development is approved via the City process, however the Market Report from CBRE confirms that there is demand and interest in the Ramsey market for Industrial users.

Part 6 – Legal Description and PID Numbers, maps of the project area and project renderings

Lot 2 Block 1, Amsterdam Extension

PID – 20-32-25-43-0005

Part 7 – Public Purpose Narrative

Oppidan's Industrial project on Bunker Lake Blvd in Ramsey will provide jobs, infrastructure, a growing tax base, public trail system, and use of public utilities within Ramsey.

This proposed project will create jobs during construction and even better create long term jobs in the area allowing those employees to shop in around the greater Ramsey area for goods and services. The City of Ramsey has invested in the roadways and infrastructure for these types of uses and this type of development is good for the City.

Part 8 – Sources and Uses of Funds – Additional Information

Attached in Application.