

WOOLSEY TEAM NEWSLETTER

**CUSHMAN &
WAKEFIELD**
NorthMarq

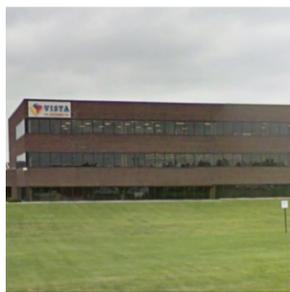


Welcome!

As the Holidays come and go ever so quickly, parties remind you that your clients have become your friends, business meetings in December are postponed until the New Year, and that nobody does a better Trump impersonation than Alec Baldwin. We've had a busy but GREAT year at CWN and we cannot wait to transition into 2017. Happy Holidays from the Woolsey Team!



Recent Transactions



- Vista Outdoor
- 300,000 SF
- Anoka, Minnesota
- Renewal



- USI
- 33,997 SF
- Woodinville, Washington
- New Lease



- Jones Day
- 23,000 SF
- Minneapolis, Minnesota
- New Lease



- Prime Digital Academy
- 14,000 SF
- Minneapolis, Minnesota
- New Lease



- MD Biosciences
- 12,000 SF
- Oakdale, Minnesota
- New Lease



- CSL Plasma Donation
- 11,000 SF
- Saint Paul, Minnesota
- New Lease



- Modern Impact
- 5,000 SF
- Minneapolis, Minnesota
- New Lease



- Northern Pacific Group
- 4,000 SF
- New York City, New York
- New Lease

News of Interest - The 82nd annual AIA Convention & Exposition



In November, Brian Woolsey, along with Brandon Champeau (Vice President of United Properties) Maureen Michalksi (Director of Development with Schafer Richardson) and Carl Runck (Director of Real Estate Development with Ryan Companies) spoke at the 82nd AIA Convention in Minneapolis. This is the single largest annual event in Minneapolis for architects. The panel spoke on matters such as good design, function, efficiency, brand imaging, staying on budget, and where their industries are headed and how their generation is navigating an evolving field.

Team News



With our client Hines at a special preview of the Ryder Cup in Minneapolis. The golf extravaganza was hosted in Chanhassen, Minnesota this year.



Sending off a CWN broker in October.



Enjoying the tracks in Atlanta before sending our client and friend Andrew Webb down the aisle. Married in Minneapolis!

In the News



Coding school **Prime Digital Academy** will move from Bloomington to downtown Minneapolis next year, giving the company room to launch a second program.

"I would like to warmly welcome coding school and TechHire

partner Prime Digital Academy to Minneapolis," said Mayor Betsy Hodges.

[Read full article here](#)



MarketingLab mixes old and new at its high-energy headquarters in Minneapolis' NorthLoop.

"We wanted to create space that it made it easy to collaborate, easy to join up and that you could pick the environment based on the kind of meeting that you're having," said Rich Butwinick, president of MarketingLab.

[Read full article here](#)



Integrating new Software

With the new lease accounting rules upon us, our team has adopted new software to ease the transition for our clients. LeaseCalcs reduces the time, cost, and effort of implementing the new standards required under GAAP. The LeaseCalcs capabilities produce detailed and easy to follow underwriting deliverables that make decision making confident and organized.

[Click here](#) to learn more about how this software can help simplify this process.

CUSHMAN & WAKEFIELD NorthMarq Tyler Allen - (612) 347-9311	
Tenant - Deal	
Test Example	
Proposal Info	
Proposal Name	Test Example
Proposal Type	Lease
Building Address	80 South 8th Street Minneapolis, MN 55402
Premises	
Primary Premises RSF @ Possession Date	10,000
Primary Premises RSF @ Expiration Date	10,000
Key Metrics & Rates	
Net Present Value / RSF / Year	\$31.47
Total Net Present Value	\$3,147,453
Landlord's Net Effective Rate / RSF / Year	\$21.08
Landlord's Total Net Effective Rent	\$1,741,120
Undiscounted Cash Flows / RSF / Year	\$38.61
Total Undiscounted Cash Flows	\$3,861,249
Key Dates, Term and Free Rent	
Possession Date	01/01/2017
Lease Commencement Date	01/01/2017
Base Rent Commencement Date	06/01/2017
Lease Expiration Date	12/31/2026
Initial Lease Term (Years)	10.00
Months of Free Rent	5.00
Other Deal Terms	
TI Allowance / RSF	\$40.00
Total Expected Construction Costs / RSF	\$0.00
Net Construction Costs / RSF / Funded by Tenant	\$0.00
Primary Additional Rent Structure	NNN
Reserved / Unreserved Parking Spaces	0 / 0
Free or Paid Parking	N/A / N/A
Net Up-Front Capital Costs	N/A



LeaseCalcs

Team Update: Adios Matt, Auf Wiedersehen Jack!

Matt Waddick and Jack Coleman are wrapping up their 9 month internship with Cushman and Wakefield NorthMarq and headed to Spain and Germany to study abroad for the remainder of the school year. Their departure has created an opening in our communications department. If you have or know anyone with a communications, sales, or finance interest, please send a resume to tara.sarrazin@cushwakenm.com.

WE'RE HIRING!