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COMMERCIAL & PREFERRED PROPERTIES

— P R E S E N T S —

WAREHOUSE SPACE

217 4TH STREET NW, BRAINERD, MN



COMMERCIAL REAL ESTATE | BUSINESS BROKERAGE | LAND & BUILDING DEVELOPMENT
INVESTMENT & INCOME PROPERTIES | TAX DEFERRAL STRATEGIES

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{ Features }

Warehouse Space For Lease.

Great corner location near the busy Washington Street / Hwy 210 corridor in Brainerd. Enjoy ample warehouse space, overhead doors, a loading dock and

two offices at a great gross lease rate - all utilities included. Functional space ideal for cold storage, production, assembly distribution and more. Located close to the Baxter Industrial Park with quick access to both Hwy 210 and Hwy 371.



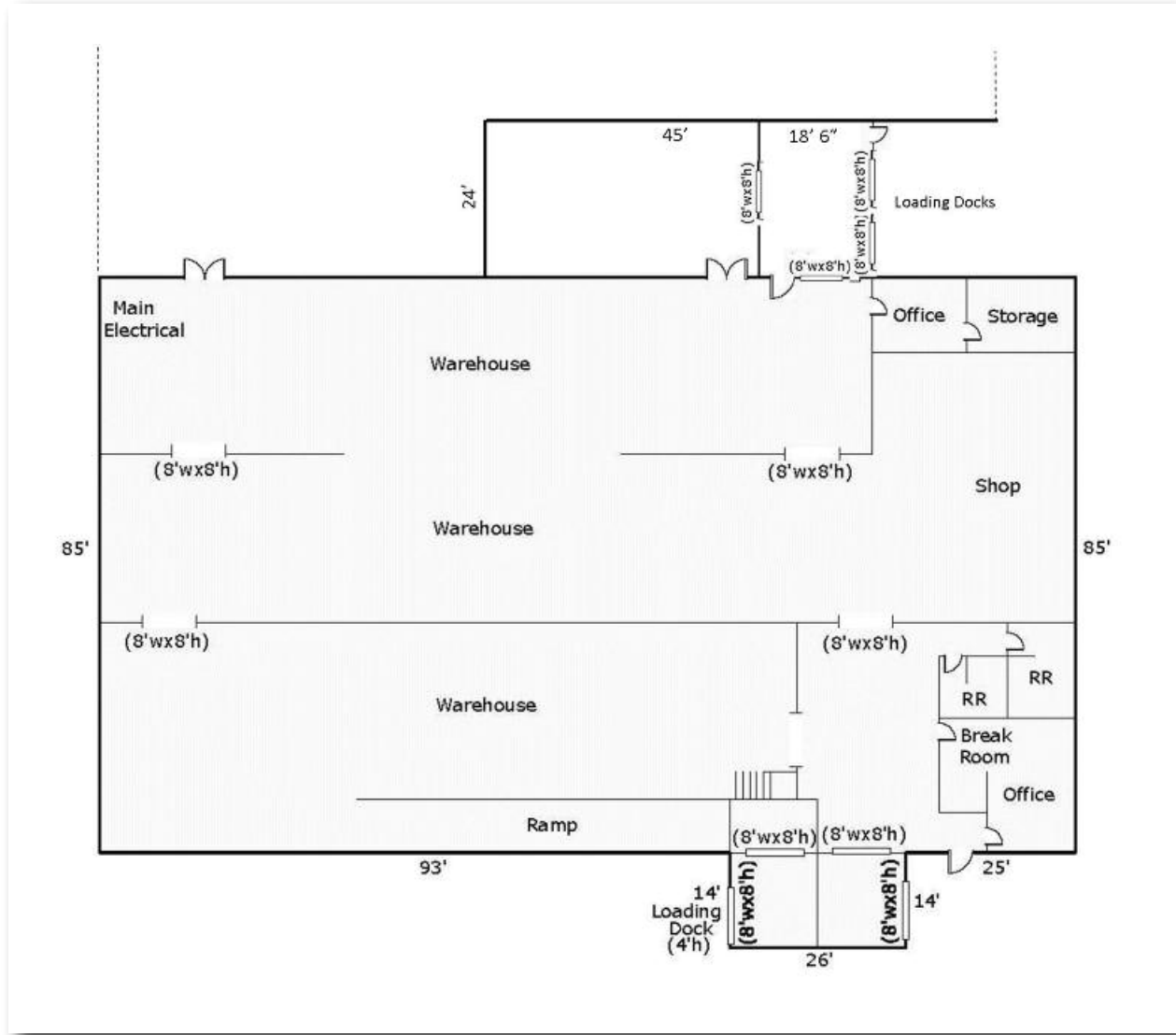
Location:	217 NW 4th Street, Brainerd, MN 56401
Directions:	From Walgreens, at the corner of Washington Street (Hwy 210) & NW 4th Street - South one block on NW 4th Street - Building is on the right (west) - Lease space is in the south 1/3 of the building, along Williams Street
Lot Size:	56,000 sq. ft. (1.29 Acres)
Building Size:	35,460 sq. ft. (the north 2/3 is occupied with tenants while the south 1/3 is available for lease - shown on floor plan on page 5)
Available Lease Space:	14,128 sq. ft. (south 1/3 of the building)
Lease Rate:	\$3,500/Month Gross (Includes All Utilities)
Water & Sewer:	City
Heating:	Natural Gas Forced Air (Multiple Ceiling Mounts)
Cooling:	None
Electric:	200 Amp, Single Phase

Continued on next page.

{ Features }

Lighting:	Fluorescent
Construction Type:	Concrete Block
Foundation:	Concrete Slab
Exterior:	Concrete Block
Roof:	Membrane & Rock (Redone Recently)
Overhead Doors:	6 (8' W x 8' H) 4 Exterior & 2 Interior
Loading Docks:	3 Total (Productive Alternatives has access to the loading dock w/ a ramp)
Ceiling Height:	Office: 8' Warehouse: 11'
Floor Drains:	2
Bathrooms:	2
High Speed Internet:	Yes
Parking:	24 Shared Paved Parking Stalls or On-Street along Williams Street
Frontage:	Along NW 4th Street and Williams Street
Access:	Williams Street
Zoning:	B4 - General Business District
PID#:	09198024005Z009 & 09198024001Z009
Adjoining Tenants:	Productive Alternatives and North Central Medical Supply
Neighboring Businesses:	Businesses in the area include North Ambulance, Auto Value, North Medical Supply, McDonald's, Perkins, Red Rock Radio, Simplified Notions, MN Sew & Vac, Rafferty's Take n' Bake, Hockey House, Marco, Domino's Pizza, Subway, Crystal Cleaners, Walgreens, Ace Hardware, Brainerd Chamber, Brainerd Medical Supply, Service Drug, Erbert & Gerbert's, UPS, Wells Fargo, Wendy's, plus several others.

{ Floor Plan }



{ Photos }



West Loading Dock / OH Door



East OH Door & Entrance



Office / Breakroom



Restrooms



South Warehouse w/ Loading Ramp



South Warehouse w/ Loading Ramp

{ Photos }



Middle Warehouse



Middle Warehouse



Middle Warehouse & North Warehouse



North Warehouse



All 3 Warehouse Areas



Entire Building (View from NE Corner)

{ Aerial Photo }



521 CHARLES STREET | PO BOX 327 | BRAINERD, MN 56401 | 218-828-3334

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{ Aerial Photo }



217 4TH STREET NW, BRAINERD

{ Plat } West Brainerd



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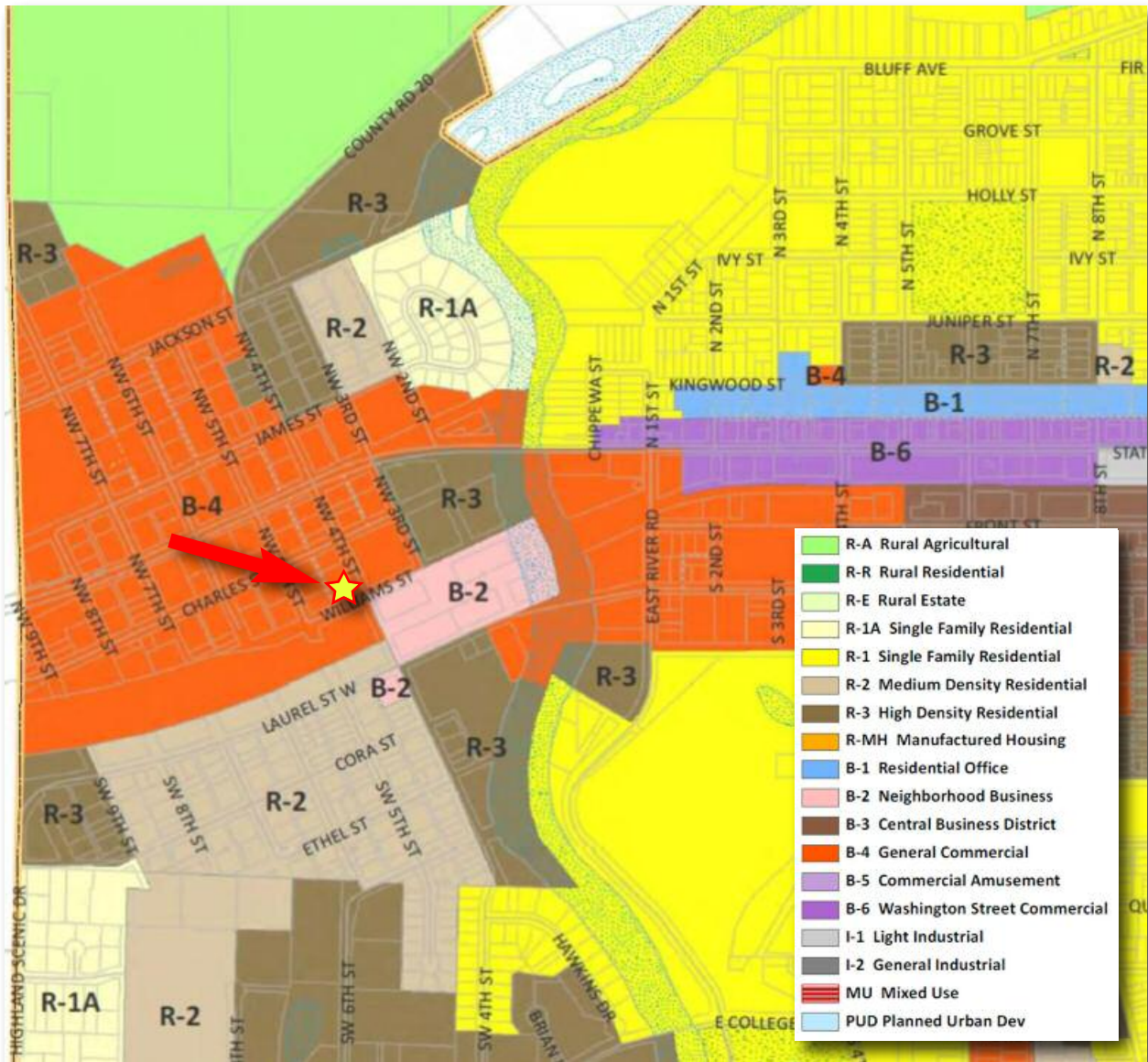
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Zoning Map

B4 - General Commercial



Zoning Description

(SECTION 63) B-4, GENERAL BUSINESS DISTRICT

515-63-1: Purpose and Intent.

The purpose of the General Business District is to allow more intensive commercial uses that require extensive highway access for customer contact.

515-63-2: Permitted Uses.

- A. Government and public buildings, utilities and/or structures.
- B. Financial institutions such as banks and credit unions.
- C. Hospitality businesses limited to hotels, motels, conference/convention/reception facilities.
- D. Liquor sales, on and off sale.
- E. Office business – clinic such as general medical clinics, medical labs, mental health providers, chiropractors, dentists, orthodontia, oral surgeons, opticians, physical therapy and other out-patient treatment.
- F. Office business – general such as professional administrative or clerical service operations such as attorneys, financial advisors, insurance, travel and real estate.
- G. Personal services such as barber shops, beauty salons, nail salons, tanning salons, therapeutic massage and tattooing.
- H. Recreational businesses - indoor.
- I. Restaurants – sit down, take out or delivery (Drive-up window requirements are listed in Accessory Uses).
- J. Retail businesses contained within a principal building.
- K. Business or trade school when conducted entirely within a building.
- L. Places of worship and related buildings.
- M. Theaters – except drive-in.
- N. Cultural facilities such as museums, art centers, or art institute.
- O. Repair services limited to jewelry and radio and television/household appliance repair shops.
- P. On-site service businesses limited to tailoring/alterations, dry cleaners, self-service laundry and copy centers.
- Q. Pawn shops.
- R. Music, art, decorating, photography and dance studios.
- S. Taxi or bus dispatch sites.
- T. Adult Uses as regulated by Section 33 of this Ordinance.
- U. Essential services as regulated by Section 36 of this Ordinance.
- V. Equipment rental (indoor).

515-63-3: Accessory Uses.

- A. Uses incidental to the principal uses such as off-street parking as regulated by Section 17 of this Ordinance.
- B. Loading and unloading areas subject to the provisions of Section 23 of this Ordinance.
- C. Signs as regulated by Section 37 of this Ordinance.
- D. Fences as regulated by Section 19 of this Ordinance.
- E. Commercial accessory buildings shall not exceed thirty (30) percent of the gross floor space of the principal building.
- F. Drive-up service facilities provided that:
 - 1. Not less than one hundred twenty (120) feet of segregated automobile stacking must be provided for the single service lane. Where multiple service lanes are provided, the minimum automobile stacking may be reduced to sixty (60) feet per lane.
 - 2. The stacking lanes shall be setback three (3) feet from all property lines and its access must be designed to control traffic in a manner to protect the buildings and will not interfere with on-site traffic circulation or access to the required parking space.
 - 3. No part of the public street, alley or boulevard may be used for stacking of automobiles.
 - 4. The stacking lane, order board intercom, and window placement shall be designed and located in such a manner as to minimize glare to adjacent premises, particularly residential premises, and to maximize maneuverability of vehicles on the site.
 - 5. The drive-up window and its stacking lanes shall be screened from view of adjoining residential zoning districts and public street rights-of-way.
 - 6. A lighting and photometric plan will be required that illustrates the drive-up service lane lighting and shall comply with Section 18 of this Ordinance.
- G. Outside services, sales, and equipment rental accessory to the principal use and limited in area to fifteen (15) percent of the gross floor area of the principal building or fifteen (15) percent of the tenant bay if it is a multiple tenant building. Outside service, sales and rental area must be located on private property and shall not intrude on the public sidewalk or boulevard.
- H. Radio and television receiving antennas, satellite dishes, TV Receive Only (TVRO) three (3) meters or less in diameter, short-wave radio dispatching antennas, or those necessary for the operation of electronic equipment including radio receivers, ham radio transmitters and television receivers as regulated by Section 35 of this Ordinance.

515-63-4: Uses by Administrative Permit.

- A. Temporary outdoor promotional events and sales are targeted toward the general public and includes grand openings, warehouse sales, sidewalk sales, inventory reduction and liquidation sales. Such events are permitted with a maximum term of the event shall not exceed fourteen (14) consecutive days, with a maximum of four (4) permits per calendar year for each use. Consecutive permits may be issued.
- B. Seasonal Non-Agricultural Merchandise Sales include fruit/vegetables, Christmas trees, plants and ancillary products in which less than one half of the product retailed is initially planted and raised therein. 515-63-4: Uses by Administrative Permit.
 - 1. "Short Term" sales is considered less than 90 consecutive days in a calendar year per location.
 - 2. "Long Term" sales is considered more than 90 days and less than 270 consecutive days in a calendar year per location.
 - 3. Permit Required. No person shall utilize a seasonal non-agricultural merchandise sales structure for retail purposes unless a permit therefore shall first be secured from the City of Brainerd.

Continued on next page.

Zoning Description

C. General Requirements. The following general requirements apply to all temporary outdoor promotional events and sales events and to seasonal non-agricultural merchandise sales locations:

1. No portion of the use shall take place within any public right-of-way or landscaped green strip.
2. Parking and display areas associated with the use shall not distract or interfere with existing business operations or traffic circulation patterns.
3. Display areas and parking spaces shall use those parking lot spaces that are in excess of the minimum required parking for the primary use of that property.
4. The site shall be kept in a neat and orderly manner and display of items shall be as compact as possible so as to not interfere with existing business, parking or driveway operations.
5. Sales products, trailers, temporary stands, etc. shall be located on an asphalt, Class IV or concrete surface as approved in the Administrative Permit.
6. Temporary outdoor sales uses (with a valid Administrative Permit) may have one (1) on-site temporary sign not to exceed twenty-four (24) square feet in area and not more than six (6) feet in height.
7. A daily cleanup program shall be presented as part of the Administrative Permit application.

D. Personal wireless service antennas as regulated by Section 35 of this Ordinance.

515-63-6: Conditional Uses.

A. Armories provided that:

1. Side yards shall be thirty (30) feet
2. Screening from abutting residential uses and landscaping is provided in compliance with Section 20 of this Ordinance.
3. Off-street loading and service entrances are provided as regulated by Section 23 of this Ordinance.

B. Automobile and truck repair - major and minor (including body shops) provided that:

1. The entire area other than occupied by buildings or structures or planting shall be surfaced with bituminous or concrete which will control dust and drainage. The entire area shall have a perimeter curb barrier, a storm water drainage system and is subject to the approval of the City Engineer.
2. All painting shall be conducted in an approved paint booth. All paint booths and all other activities of the operation shall thoroughly control the emission of fumes, dust or other particulated matter so that the use shall be in compliance with the State of Minnesota Pollution Control Standards, Minnesota Regulation APC 1-15, as amended.
3. The emission of odor by a use shall be in compliance with and regulated by the State of Minnesota Pollution Control Standards, Minnesota regulations APC, as amended.
4. All flammable materials, including liquids and rags, shall conform with the applicable provisions of the Minnesota Uniform Fire Code.
5. All outside storage shall be prohibited except for customer automobiles and trucks awaiting repair.

C. Commercial car washes (drive-up, mechanical and self-service) provided that:

1. The architectural appearance and functional plan of the building and site shall not be so dissimilar to the existing buildings or areas as to cause impairment in property values or constitute a blighting influence.
2. Stacking space is constructed to accommodate that number of vehicles which can be washed during a maximum thirty (30) minute period and shall be subject to the approval of the City Engineer.
3. The site shall be landscaped and screened in compliance with Section 20 of this Ordinance.
4. Parking or car stacking space shall be screened from view of abutting residential districts in compliance with Section 22 of this Ordinance
5. The entire area other than occupied by the building or plantings shall be surfaced with concrete or bituminous, subject to the approval of the City Engineer.
6. The entire area shall have a drainage system which is subject to the approval of the City.
7. All lighting shall be hooded and so directed that the light source is not visible from the public right-of-way or from an abutting residence and shall be in compliance with Section 18 of this Ordinance.
8. Vehicular access points shall be limited, shall create a minimum of conflict with through traffic movement and shall be subject to the approval of the City Engineer.
9. Provisions are made to control and reduce noise.

D. Hospitals provided that:

1. Side yards are double the minimum requirements established for this district and are screened in compliance with Section 20 of this Ordinance.
2. The site shall be served by an arterial or collector street of sufficient capacity to accommodate traffic which will be generated.
3. All State Statutes and regulations governing such use are strictly adhered to and all required operating permits are secured.

E. Motor vehicle fuel sales provided that:

1. Installation is in accordance with State and City standards. Additionally, adequate space shall be provided to access fuel pumps and allow maneuverability around the pumps. Underground fuel storage tanks are to be positioned to allow adequate access by motor fuel transports and unloading operations which do not conflict with circulation, access and other activities on the site. Fuel pumps shall be installed on pump islands.
2. A minimum lot area of forty thousand (40,000) square feet and minimum lot frontage of one hundred (100) feet.
3. Architectural standards are compliant with the required commercial design construction standards of Section 17 of this Ordinance.
4. A protective canopy structure may be located over the pump island(s) as an accessory structure. The canopy shall meet the following performance standards:
 - a. The edge of the canopy shall be twenty (20) feet or more from the front and/or side lot line, provided that adequate traffic visibility both on-site and off-site is maintained.
 - b. The canopy shall not exceed eighteen (18) feet in height and must provide fourteen (14) feet of clearance to accommodate a semi-trailer truck passing underneath.
 - c. The canopy fascia shall not exceed three (3) feet in vertical height.
 - d. Canopy lighting shall consist of canister spotlights recessed into the canopy. No portion of the light source or fixture may extend below the bottom face of the canopy. Total canopy illumination may not exceed one hundred fifteen (115) foot candles below the canopy at ground level. The fascia of the canopy shall not be illuminated.
 - e. The architectural design, colors, and character of the canopy shall be consistent with the principal building on the site.

Continued on next page.

Zoning Description

- f. Signage may be allowed on a detached canopy in lieu of wall signage on the principal structure, provided that:
 - 1) The canopy signs do not exceed more than twenty (20) percent of the canopy façade facing a public right-of-way.
 - 2) The canopy fascia shall not be illuminated except for permitted canopy signage.
- g. Canopy posts/sign posts shall not obstruct traffic or the safe operation of the gas pumps.
- 5. Pump islands must comply with the following performance standards:
 - a. Pump islands must be elevated six (6) inches above the traveled surface of the site.
 - b. All pump islands must be set at least thirty (30) feet back from any property line. Additionally, the setback between the pump islands curb face must be at least twenty-four (24) feet.
- 6. Landscaping must comply with standards set forth in Section 20 of this Ordinance.
- 7. Lighting shall be in compliance with Section 18 of this Ordinance.
- 8. Circulation and Loading. The site design must accommodate adequate turning radius and vertical clearance for a semi-trailer truck. Designated loading areas must be exclusive of off-street parking stalls and drive aisles. A site plan must be provided to illustrate adequate turning radius, using appropriate engineering templates.
- 9. Pedestrian Traffic. An internal site pedestrian circulation system shall be defined and appropriate provisions made to protect such areas from encroachments by parked cars or moving vehicles. In front of the principal structure, the pedestrian sidewalk must be a minimum of five (5) feet wide and clear of any obstacle or impediment. The pedestrian sidewalk may be reduced to a minimum of three (3) feet wide and clear of any obstacle or impediment when segregated from parking or drive aisles by a physical barrier that prevents vehicles from overhanging the pedestrian sidewalk.
- 10. Noise. Play of music or advertisement from the public address system is prohibited. Noise control shall be required as regulated in the Brainerd City Code.
- F. Outdoor sales and/or rental lot limited to lumber yards, motor vehicle and boat sales/rental, construction and landscaping sales/rental and farm implement sales/rental provided that:
 - 1. Outdoor sales lots shall be associated with a principal building at least one thousand (1,000) square feet in gross floor area.
 - 2. Outside storage areas are fenced and screened from view of neighboring residential uses, or an abutting residential district as regulated in Section 20 of this Ordinance.
 - 3. All lighting shall be hooded and so directed that the light source shall not be visible from the public right-of-way or from neighboring residences and shall be in compliance with Section 18 of this Ordinance.
 - 4. The use does not take up parking spaces as required for conformity to this Ordinance.
 - 5. Sales area is paved with bituminous or concrete.
 - 6. Outdoor sales area shall be set at least five (5) feet back from all property lines, and at least fifteen (15) feet back from any street surface.
 - 7. Outdoor sales shall be physically defined on the site by surfacing, curbing, landscaping, or a fence barrier.
 - 8. The boulevard portion of the street right-of-way shall not be used for parking, or storage or display of sale items.
- G. Planned Unit Development (PUD) (including shopping centers) as regulated by Section 11 of this Ordinance.
- H. Outdoor dining facilities accessory to a restaurant provided that:
 - 1. The applicant must submit a site plan and other pertinent information demonstrating the location and type of all tables, refuse receptacles, and wait stations.
 - 2. Access to the dining area to be provided only via the principal building if the dining area is full service restaurant, including table waiting service.
 - 3. The size of the dining area is restricted to thirty (30) percent of the total customer floor area within the principal structure.
 - 4. The dining area is screened from view from adjacent residential uses in accordance with Section 20 of this Ordinance.
 - 5. All lighting be hooded and directed away from adjacent residential uses in accordance with Section 18 of this Ordinance.
 - 6. The applicant demonstrates that pedestrian circulation is not disrupted as a result of the outdoor dining area by providing the following:
 - a. Outdoor dining area shall be segregated from through pedestrian circulation by means of temporary fencing, bollards, ropes, plantings, or other methods, and shall be subject to review and approval by the City Council.
 - b. Minimum clear passage zone for pedestrians at the perimeter of the restaurant shall be at least five (5) feet without interference from parked motor vehicles, bollards, trees, tree gates, curbs, stairways, trash receptacles, street lights, parking meters, or the like.
 - c. Overstory canopy of trees, umbrellas or other structures extending into the pedestrian clear passage zone or pedestrian aisle shall have a minimum clearance of seven (7) feet above sidewalk.
 - 7. The dining area is surfaced with concrete, bituminous or decorative pavers or may consist of a deck with wood or other flooring material that provides a clean, attractive, and functional surface.
 - 8. A minimum width of thirty-six (36) inches shall be provided within aisles of the outdoor dining area.
 - 9. Storage of furniture shall not be permitted outdoors between November 1 and March 31. Outdoor furniture that is immovable or permanently fixed or attached to the sidewalk shall not be subject to the storage prohibition of this Section. However, any immovable or permanently fixed or attached furniture shall be approved as part of the Administrative Permit application.
 - 10. Additional off-street parking shall be required pursuant to the requirements set forth in Section 22 based on the additional seating area provided by the outdoor dining area.
 - 11. Refuse containers are provided for self-service outdoor dining areas. Such containers shall be placed in a manner which does not disrupt pedestrian circulation, and shall be designed to prevent spillage and blowing litter.
- I. Small engine and boat repair provided that:
 - 1. The lighting shall be accomplished in such a way as to have no direct source of light visible from adjacent land in residential use or from the public right-of-way and shall be in compliance with Section 18 of this Ordinance.
 - 2. The site shall be landscaped and screened in accordance with Section 20 of this Ordinance.
 - 3. Vehicular access points shall create a minimum of conflict with through traffic movement shall be subject to the approval of the City Engineer.
 - 4. Provisions are made to control and reduce noise.
 - 5. No outside storage, repair or sales except in compliance with Section 23 of this Ordinance.

Continued on next page.

Zoning Description

J. Animal hospital or clinic and kennels provided that:

1. All areas in which animals are confined are located indoors and are properly soundproofed from adjacent properties.
2. Animal carcasses are properly disposed of in a manner not utilizing on-site garbage facilities or incineration and the carcasses are properly refrigerated during periods prior to disposal.
3. An animal kennel is permitted as a use accessory to the veterinary clinic provided that:
 - a. The number of animals boarded shall not exceed twenty (20).
 - b. An indoor or outdoor exercise area shall be provided to accommodate the periodic exercising of animals boarded at the kennel.
 - c. A ventilation system shall be designed so that no odors or organisms will spread between wards or to the outside air and will be capable of completely exchanging internal air at a rate of at least twice per hour. Air temperature must be maintained between sixty (60) and seventy-five (75) degrees Fahrenheit.
 - d. A room separate from the kennel area shall be provided of sufficient size to adequately separate animals that are sick or injured from healthy animals.
 - e. Indoor animal kennel floors and walls shall be made of non-porous materials or sealed concrete to make it non-porous.
 - f. Animal wastes shall be flushed down an existing sanitary sewer system or enclosed in a container of sufficient construction to eliminate odors and organisms and shall be properly disposed of at least once a day.
 - g. All State Health Department and Minnesota Pollution Control Agency requirements for such facilities are met.

K. Light manufacturing.

L. Radio and television studios.

M. Outdoor storage as an accessory use provided that:

1. The area is fenced and screened from view of the neighboring properties and public right-of-way in compliance with Section 20 of this Ordinance.
2. Storage area is paved with asphalt, bituminous or concrete or surfaced with crushed rock.

N. Colleges and universities provided that:

1. Side yards shall be thirty (30) feet.
2. Screening from abutting residential uses and landscaping is provided in compliance with Section 20 of this Ordinance.
3. Off-street parking and access is provided on the site or on lots directly abutting or directly across a public street or alley to the principal use in compliance with Section 22 of this Ordinance and that such parking is screened and landscaped from surrounding and abutting residential uses in compliance with Section 20 of this Ordinance.
4. Off-street loading and service entrances are provided as regulated by Section 23 of this Ordinance.

O. Auto dealership provided that:

1. Outdoor sales area shall be set at least five (5) feet back from all property lines, and at least fifteen (15) feet back from any street surface.
2. Outdoor sales shall be physically defined on the site by surfacing, curbing, landscaping, or a fence barrier.
3. The boulevard portion of the street right-of-way shall not be used for parking, or storage or display of sale items.
4. Outside sales areas are fenced or screened from view of neighboring residential uses or an abutting residential district in compliance with Section 20 of this Ordinance.
5. All lighting shall be hooded and so directed that the light source is not visible from the public right-of-way or from an abutting residence and shall be in compliance with Section 18 of this Ordinance.
6. All display/sales/storage areas shall be paved.
7. Required parking shall be segregated from the sales display. The use shall not take up parking space as required for conformity to this Ordinance.

P. Commercial day care facilities are regulated by Section 29 of this Ordinance.

Q. Department of Human Services (DHS) licensed Drug and Alcohol Treatment and Recovery Facilities and Unlicensed Drug and Alcohol Treatment and Recovery Facilities that are substantially the same in character as a DHS licensed program of longer duration but not to exceed eighteen (18) months.

515-63-7: Lot Area & Setbacks Requirements.

Lot Area: 20,000 square feet
Lot Width: 100 feet
Front Yard Setback: 30 feet
Side Yard Setback, internal lot: 20 feet
Side Yard Setback, corner lot: 30 feet
Rear Yard Setback: 20 feet
Setback from adjacent residential zoning: 30 feet
Adjacent to the alley: 10 feet

515-63-8: Building Height.

Not more than forty-five (45) feet unless otherwise granted under a Conditional Use Permit

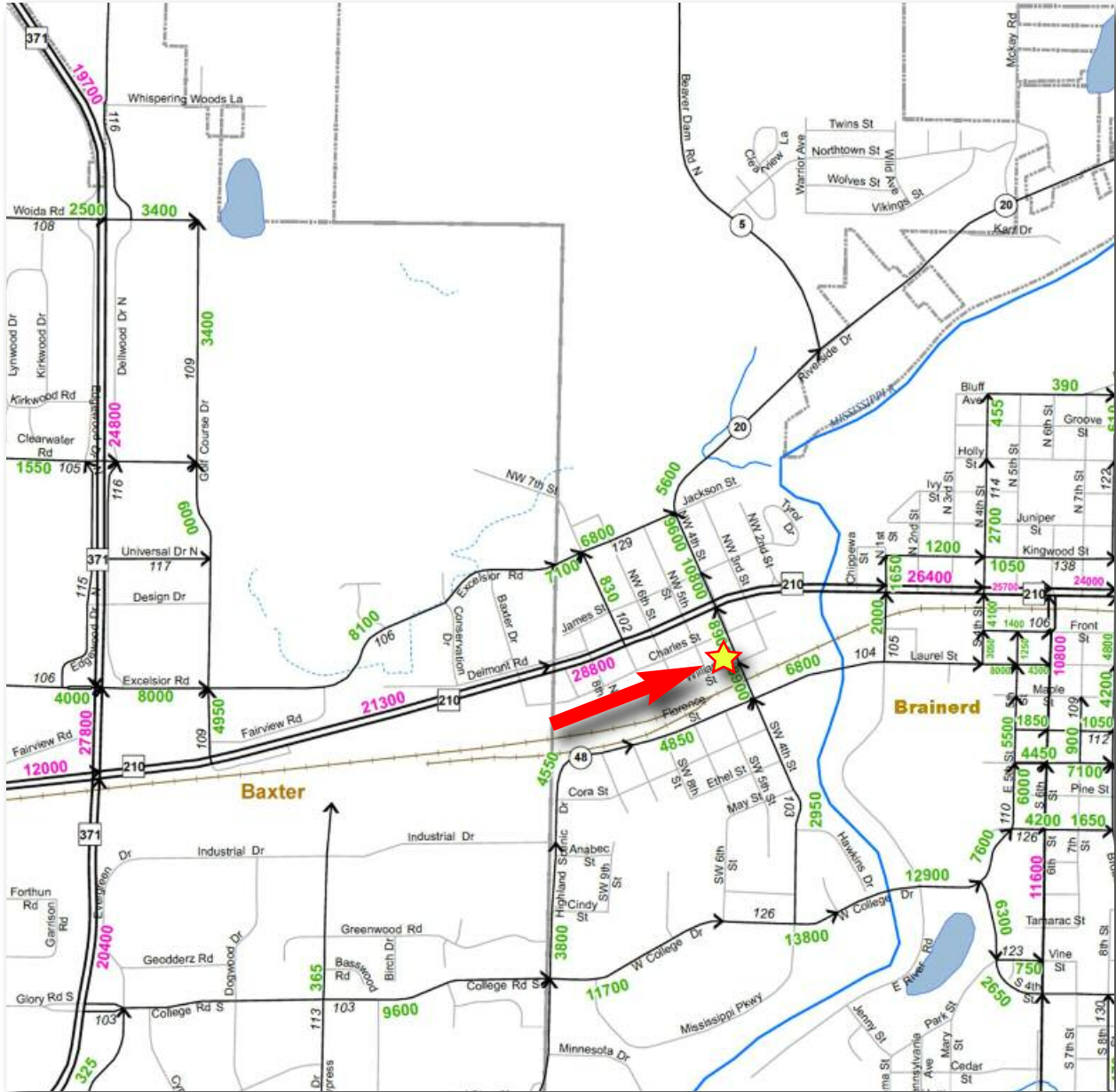
515-63-9: Exterior Building Setbacks.

As regulated by Section 17 of this Ordinance.

Traffic Counts

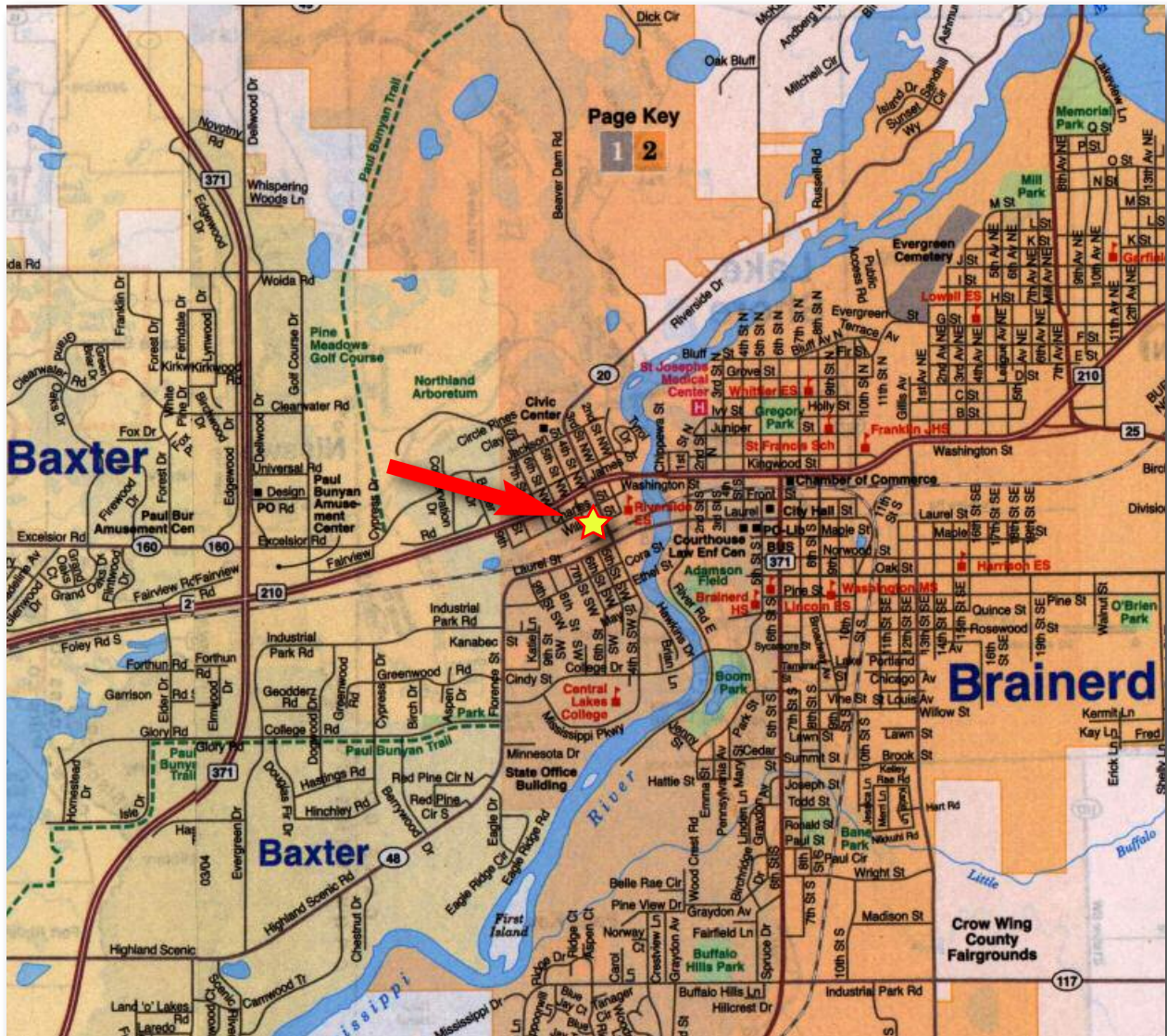
2013 Counts from MNDOT

Brainerd Traffic Counts: 8,900 on NW 4th Street, 28,800 on Hwy 210/Washington Street, and 4,850 - 6,800 on Laurel Street



Location Map

North



South

Demographics

Figures from STDB, CCIM

Trade Area 2015 Population (Includes the following counties):

Crow Wing County	64,354
Cass County	29,107
Total Trade Area Population	93,461

2015 Population:

Brainerd	30,237
Baxter	7,894

Estimated Summer Population:

Brainerd/Baxter	200,000+
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Projected Population Growth Change 2015-2020:

Crow Wing County	0.53%
Brainerd	0.34%

Households in 2015:

Crow Wing County	27,048
Brainerd	12,425

2015 Median Household Income:

Crow Wing County	\$49,559
Brainerd	\$44,444

Crow Wing County Retail Sales in 2004:

\$1,563,020,000

Major Employers (with 150 or more employees):

	# of Employees	
Brainerd Public Schools #181	Brainerd	950
St. Joseph's Medical Center	Brainerd	908
Brainerd Regional Human Service Ctr	Brainerd	677
Grand View Lodge	Nisswa	600
Maddens, Inc.	Brainerd	500
Crow Wing County	Brainerd	450
Ascensus	Brainerd	404
Cuyuna Regional Medical Center	Crosby	390
Cragun's Resort	Brainerd	350
Bethany Good Samaritan Village	Brainerd	325
Central Lakes Community College	Brainerd	313
Super Wal-Mart	Baxter	300
Brainerd Medical Center	Brainerd	285
Crosby Public Schools-ISD	Crosby	255
Ruttger's Bay Lake Lodge	Deerwood	250
U.S. Link	Pequot Lakes	246
Trus Joist Mac Millan	Brainerd	220
Breezy Point Resort	Breezy Point	205
Pequot Lakes Public Schools	Pequot Lakes	200
Riverwood International USA	Crosby	190
Nor-son, Inc.	Baxter	177
MN Dept of Transportation	Baxter	175
Anderson Brothers Construction	Brainerd	160
Keystone Automotive Industries	Brainerd	157
Woodland Good Samaritan Village	Brainerd	150
Good Neighbor Home Health Care	Brainerd	150

Continued on next page.

{ Demographics }

Area Businesses: (To see a list of additional businesses, please go to www.explorebrainerdlakes.com)

Financial Institutions: 15+
(multiple locations not counted)

Churches: 30+

Schools: 15+

Golf Courses: 27+

Resorts:

Bay Colony Inn
Breezy Point Resort
Craguns
Fritz's Resort
Grand View Lodge
Gull Lake Resort
Izaty's
Kavanaugh's
Lost Lake Lodge
Maddens
Quarterdeck
Ruttger's Bay Lake Lodge
Sullivans
Plus numerous others

Major Retailers:

Anytime Fitness
Baxter Village
(6 Retailers)
Best Buy
Big Lots
Book World
Brother's Motorsports
Christmas Point
Costco
Crosslake Town Square
(12 Retailers)
Cub Foods (2)
Discount Tire
Dunham Sports
East Brainerd Mall
(17 Retailers)
Fleet Farm
Gander Mountain
Herberger's
Home Depot
JC Penney's
Kohl's

Major Retailers Continued:

Menards
Northwoods Plaza
(6 Retailers)
Office Max
Sears
Super One
Super Wal-Mart
Target
The Power Lodge
Walgreens
Westgate Mall
(27 Retailers)

Restaurants/Fast Food:

371 Diner
Antler's
Applebee's
Arby's
Bar Harbor
Billy's
Black Bear Lodge & Saloon
Bonanza
Boomer Pizza
Boulder Tap House
Brick House Pizza
Breezy Point Marina
Buffalo Wild Wings
Burger King
Caribou Coffee (2)
Cherry Berry
China Buffet
China Garden
Cold Stone Creamery
Country Kitchen
Cowboy's
Cragun's Legacy Grill
Cru
Culver's
Dairy Queen (3)
Domino's Pizza
El Tequila
Erbert & Gerberts
Ernie's
Four Seas
Giovanni's Pizza
Grizzly's Grill & Saloon

Restaurants/Fast Food Continued

Half Moon Saloon
Hardee's
Hunt 'N Shack
Iven's on the Bay
Jack's House
Jake's
Jimmy John's
KFC (2)
Madden's Classic Grill
Manhattan Beach
Maucieri's
McDonalds (3)
Moonlite Bay
Northwinds Grille
Olive Garden
Papa John's Pizza
Papa Murphy's Pizza
Perkins
Pestello's
Pine Peaks
Pizza Hut
Pizza Ranch
Poncho & Lefty's
Prairie Bay
Prime Time
Quarterdeck
Rafferty's Pizza (3)
Riverside Inn
Ruttger's
Sawmill Inn
Sherwood Forest
Starbucks
Subway (3)
Sunshine/Moonshine
Taco Bell
Taco John's
The Barn
The Chap
The Commander
The Lodge Grill
The Pines at Grandview
Timberjack
TJ's Log Cabin
Wendy's (2)
Ye Ole Wharf
Zorbaz (2)

{ Thank You }

Thank you for considering this Close - Converse opportunity

Close - Converse is pleased to present this real estate opportunity for your review. It is our intention to provide you with the breadth of information and data that will allow you to make an informed decision.

We are here to help

Please review this package and contact us with any questions you may have. We are prepared to discuss how this property meets your needs and desires. Facts, figures and background information will aid in your decision. Should you need specialized counsel in the areas of taxation, law, finance, or other areas of professional expertise, we will be happy to work with your advisor or, we can recommend competent professionals.

How to acquire this opportunity

When you have made a decision to move forward, we can help structure a proposal that covers all the complexities of a commercial real estate transaction. As seller's/landlord's representatives, we know the seller's/landlord's specific needs and can tailor a proposal that expresses your desires, provides appropriate contingencies for due diligence and results in a win-win transaction for all parties.

Agency and you

Generally, we are retained by sellers or landlords to represent them in the packaging and marketing of their commercial, investment or development real estate. You are encouraged to review the Minnesota disclosure form "Agency Relationships in Real Estate Transactions" which is enclosed at the end of this package. If you have questions about agency and how it relates to your search for the right property, please ask us. We will answer all your questions and review the alternatives.

Should you wish to pursue this opportunity, please acknowledge your review of "Agency Relationships" by signing, dating and returning it to us.

Agency Disclosure

AGENCY RELATIONSHIPS IN
REAL ESTATE TRANSACTIONS

1. Page 1

2. **MINNESOTA LAW REQUIRES** that early in any relationship, real estate brokers or salespersons discuss with
3. consumers what type of agency representation or relationship they desire.¹⁵ The available options are listed below. This
4. is not a contract. This is an agency disclosure form only. If you desire representation you must enter into a written
5. contract, according to state law (a listing contract or a buyer representation contract). Until such time as you choose
6. to enter into a written contract for representation, you will be treated as a customer and will not receive any representation
7. from the broker or salesperson. The broker or salesperson will be acting as a Facilitator (see paragraph V on page
8. two (2)). Unless the broker or salesperson is representing another party, as described below.
9. **ACKNOWLEDGMENT:** I/We acknowledge that I/we have been presented with the below-described options.
10. I/We understand that until I/we have signed a representation contract, I/we am/are not represented by the
11. broker/salesperson. I/We understand that written consent is required for a dual agency relationship.
12. **THIS IS A DISCLOSURE ONLY, NOT A CONTRACT FOR REPRESENTATION.**

13. _____ (Signature) _____ (Date) _____ (Signature) _____ (Date)

14. I. **Seller's Broker:** A broker who lists a property, or a salesperson who is licensed to the listing broker, represents
15. the Seller and acts on behalf of the Seller. A Seller's broker owes to the Seller the fiduciary duties described
16. on page two (2).¹⁶ The broker must also disclose to the Buyer material facts as defined in MN Statute 62.54,
17. Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment
18. of the property. If a broker or salesperson working with a Buyer as a customer is representing the Seller, he or
19. she must act in the Seller's best interest and must tell the Seller any information disclosed to him or her, except
20. confidential information acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the
21. Buyer will not be represented and will not receive advice and counsel from the broker or salesperson.
22. II. **Subagent:** A broker or salesperson who is working with a Buyer but represents the Seller. In this case, the Buyer
23. is the broker's customer and is not represented by that broker. If a broker or salesperson working with a Buyer as
24. a customer is representing the Seller, he or she must act in the Seller's best interest and must tell the Seller any
25. information that is disclosed to him or her. In that case, the Buyer will not be represented and will not receive advice
26. and counsel from the broker or salesperson.
27. III. **Buyer's Broker:** A Buyer may enter into an agreement for the broker or salesperson to represent and act on
28. behalf of the Buyer. The broker may represent the Buyer only, and not the Seller, even if he or she is being paid
29. in whole or in part by the Seller. A Buyer's broker owes to the Buyer the fiduciary duties described on page two
30. (2).¹⁶ The broker must disclose to the Buyer material facts as defined in MN Statute 62.54, Subd. 3, of which
31. the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. If
32. a broker or salesperson working with a Seller as a customer is representing the Buyer, he or she must act in the
33. Buyer's best interest and must tell the Buyer any information disclosed to him or her, except confidential information
34. acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the Seller will not be represented
35. and will not receive advice and counsel from the broker or salesperson.
36. IV. **Dual Agency - Broker Representing both Seller and Buyer:** Dual agency occurs when one broker or salesperson
37. represents both parties to a transaction, or when two salespersons licensed to the same broker each represent a
38. party to the transaction. Dual agency requires the informed consent of all parties, and means that the broker and
39. salesperson owe the same duties to the Seller and the Buyer. This role limits the level of representation the broker
40. and salesperson can provide, and prohibits them from acting exclusively for either party. In a dual agency, confidential
41. information about price, terms and motivation for pursuing a transaction will be kept confidential unless one party
42. instructs the broker or salesperson in writing to disclose specific information about him or her. Other information
43. will be shared. Dual agents may not advocate for one party to the detriment of the other.¹⁸
44. Within the limitations described above, dual agents owe to both Seller and Buyer the fiduciary duties described
45. on page two (2).¹⁶ Dual agents must disclose to Buyers material facts as defined in MN Statute 62.54, Subd. 3, of
46. which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the
47. property.
48. _____ I have had the opportunity to review the "Notice Regarding Predatory Offender Information" on
49. _____
51. V. **Facilitator:** A broker or salesperson who performs services for a Buyer, a Seller or both but does not represent
52. either in a fiduciary capacity as a Buyer's Broker, Seller's Broker or Dual Agent. **THE FACILITATOR BROKER
53. OR SALESPERSON DOES NOT OWE ANY PARTY ANY OF THE FIDUCIARY DUTIES LISTED BELOW,
54. EXCEPT CONFIDENTIALITY, UNLESS THOSE DUTIES ARE INCLUDED IN A WRITTEN FACILITATOR
55. SERVICES AGREEMENT.** The facilitator broker or salesperson owes the duty of confidentiality to the party but
56. owes no other duty to the party except those duties required by law or contained in a written facilitator services
57. agreement, if any. In the event a facilitator broker or salesperson working with a Buyer shows a property listed by
58. the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Seller's Broker (see
59. paragraph I on page one (1)). In the event a facilitator broker or salesperson, working with a Seller, accepts a
60. showing of the property by a Buyer being represented by the facilitator broker or salesperson, then the facilitator
61. broker or salesperson must act as a Buyer's Broker (see paragraph III on page one (1)).
62. ¹⁵ This disclosure is required by law in any transaction involving property occupied or intended to be occupied by
63. one to four families as their residence.
64. ¹⁶ The fiduciary duties mentioned above are listed below and have the following meanings:
65. **Loyalty** - broker/salesperson will act only in client(s)' best interest.
66. **Obedience** - broker/salesperson will carry out all client(s)' lawful instructions.
67. **Disclosure** - broker/salesperson will disclose to client(s) all material facts of which broker/salesperson has knowledge
68. which might reasonably affect the client(s)' use and enjoyment of the property.
69. **Confidentiality** - broker/salesperson will keep client(s)' confidences unless required by law to disclose specific
70. information (such as disclosure of material facts to Buyers).
71. **Reasonable Care** - broker/salesperson will use reasonable care in performing duties as an agent.
72. **Accounting** - broker/salesperson will account to client(s) for all client(s)' money and property received as agent.
73. ¹⁸ If Seller(s) decide(s) not to agree to a dual agency relationship, Seller(s) may give up the opportunity to sell the
74. property to Buyers represented by the broker/salesperson. If Buyer(s) decide(s) not to agree to a dual agency
75. relationship, Buyer(s) may give up the opportunity to purchase properties listed by the broker.

76. **NOTICE REGARDING PREDATORY OFFENDER INFORMATION:** Information regarding the predatory offender
77. registry and persons registered with the predatory offender registry under MN Statute 243.166 may be
78. obtained by contacting the local law enforcement offices in the community where the property is located,
79. or the Minnesota Department of Corrections at (651) 361-7200, or from the Department of Corrections Web site at
80. www.corr.state.mn.us.

MN-AGCYDISC-2 (8/10)

{ Contact }

Close~Converse

COMMERCIAL & PREFERRED PROPERTIES

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