



LEASE PROPOSAL

TERMS AND CONDITIONS FOR
CYPRESS CREEK COMMERCE CENTER

FOR CONSIDERATION BY:

City of Fort Lauderdale
FXE Land Lease Parcels

PREPARED BY:

Christopher Willson
Sr. Regional Director/Market Leader

Bradley Kluever
Investment Officer

Adam Vaisman
Butters Construction and Development

First Industrial Realty Trust, Inc.
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Section One: Business Terms

Date: August 28, 2018

Via E-Mail

City of Fort Lauderdale
Department of Finance – Procurement Division
100 North Andrews Ave
Fort Lauderdale, FL 33301-1016

Re: FXE Land Lease Sites - Parcels B, C, and D

To Whom It May Concern,

On behalf of First Industrial Realty Trust, Inc., and Butters Construction and Development, we are happy to present the following proposal to Lease Parcels B, C and D. These terms are presented for your review and consideration:

- Project:** Cypress Creek Commerce Center, a 5 building, multi-tenant industrial development totaling approx. 352,040 SF (See Exhibit A-Site Plans and Elevations)
- Ownership:** First Industrial Realty Trust, Inc. (NYSE:FR) will co-develop the Project with Butters Construction and Development. FR will be the sole owner of the Project and intends to own the Project long-term. Butters will co-develop the project and will also be the general contractor and project manager. (See Exhibit B for additional information on First Industrial Realty Trust and Butters Construction and Development)
- Premise:** The land and improvements defined by the Broward County Property Appraiser as:
- Folio # 4942 09 01 0180- Parcel B (7.16 AC usable)
Folio# 4942 09 01 0170- Parcel C (10.29 AC usable)
Folio # 4942 09 01 0160- Parcel D (7.85 AC usable)
- Base Minimum Rent:** Minimum rent shall be:
- OPTION A:**
Parcel B: \$208,951.68 annually (\$0.67 per square foot)
Parcel C: \$300,306.18 annually (\$0.67 per square foot)
Parcel D: \$229,123.76 annually (\$0.67 per square foot)



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OPTION B:

Parcel B: \$218,307.73 annually (\$0.70 per square foot)

Parcel C: \$313,752.73 annually (\$0.70 per square foot)

Parcel D: \$239,383.03 annually (\$0.70 per square foot)

for the initial twelve (12) months of the lease term. Thereafter, the rental rate will increase annually by a factor equal to Consumer Price Index but no more than 2.0%.

Base Rent commences the first day of the month following formal approval of the Lease by the City of Fort Lauderdale.

Lease Term:

Option A: Initial Lease Term: fifty (50) years

Option B. Fifty years with 50-year renewal option. Renewal option rent shall be based at fair market value, but no more than 15% increase over preceding years ground rent. Thereafter, the rental rate will increase annually by a factor equal to Consumer Price Index but no more than 2.0%.

Lease Commencement:

The Lease commencement date shall be the day following approval of the executed lease by the City of Fort Lauderdale City Commission.

Project Description and Approach to Scope:

Cypress Creek Commerce Center will be a first-class development in every way. Features will include upgraded exterior elevations/image, landscaping and industrial "amenities" to include high cube ceiling heights (28' – 32' clear ceiling heights), 120' truck courts, enhanced front entries for each tenant, impressive glass-lines for office areas and ample parking for employees.

Once selected as Fort Lauderdale's Tenant for these land parcels, it is our intention to immediately commence entitlement proceedings which are expected to take up to 12 months, after which we intend to immediately commence construction of three buildings on Parcels B and C, totaling approximately 231,640 SF. Once leasing of these 3 buildings reaches 70%, we will immediately commence construction on the 2 "Phase II" buildings totaling approximately 120,400 SF on Parcel D.



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Cypress Creek Commerce Center will be attractive to a multitude of types of companies. With its proximity to Fort Lauderdale Executive Airport, Cypress Creek Commerce Center will certainly be attractive to aviation and aerospace companies, including manufacturers, parts suppliers and MRO (maintenance, repair and overhaul) suppliers. Companies such as GA Telesis, GE Aviation, Heico and Turbine Controls will be specifically targeted for this exciting development. Additional targets will be companies in industries such as global logistics, life sciences, marine industries, technology, pharmaceuticals, and various manufacturing sectors.

The City of Fort Lauderdale's goals and objectives for these land parcels include maximizing revenue generated by a 50-year lease of said parcels as well as enhancing the overall environment with new development that brings much needed modern commercial/industrial space to a market that is currently 97% occupied. Our proposal will generate in excess of \$62,000,000 in land lease payments over the initial 50-year term. An additional positive economic impact will be taking these parcels from non-tax status to revenue generating parcels with an estimated impact of approximately \$425,000 to \$500,000 in annual real estate taxes.

This new, Class-A development will attract companies from down the block to around the world. Companies who locate/relocate here will bring needed jobs to an area of the State with the strongest need for jobs for the ever-increasing population. It can be anticipated that Cypress Creek CC will house between 10 to 15 companies requiring 300-500 employees in all wage ranges. The aggregate development budget for this project is anticipated to surpass \$38,000,000 million dollars.

Deposit:

A deposit of 10% of first full year's base rental is included with proposal. The deposit amount is \$73,809.00.

Brokerage Disclosure:

It is understood and agreed that Colliers ("Broker") exclusively represents Landlord and no other broker has been involved in the contemplated ground lease. We agree the successful bidder / Lessee will be required to pay a brokerage commission of 4.0% of the appraised land value of the property.



Section Two: Development Timeline

Fort Lauderdale Airport Parcels

Development Timeline	Dates
Due Diligence Period Items <ul style="list-style-type: none"> – Complete Geotech – Initial Site Plan/Meetings with Fort Lauderdale – Complete Phase I & II Environmental – Confirm Utilities with Fort Lauderdale – Review Title 	October – December 2018
Submit Plans for DRC Review	November 9, 2018
Initial DRC Meeting	December 11, 2018
Land Lease Execution	December 2018
Final Site Plan Approval	January 2019
Design and Complete Construction Documents	February - March 2019
Submit and Receive Construction Permit	March - August 2019
Below are the other permits we will receive before the Building Permit: <ul style="list-style-type: none"> – South Florida Water Management – Erosion Control - State. NDPES – Environmental Resource Management – Broward County Waste Water – Broward County Water/Health – Broward County Impact Fees – Fort Lauderdale Engineering Permit – City of Fort Lauderdale Building Permit 	
Construction Period	September 2019 - July 2020
Receive Certificate of Occupancy	July 2020

Section Three: Experience and Qualifications

First Industrial Realty Trust, Inc.

First Industrial Realty Trust, Inc. (NYSE: FR) is a leading fully-integrated owner, operator, and developer of industrial real estate with a track record of providing industry-leading customer service to multinational corporations and regional customers. With a 63.9 million square-foot portfolio across the nation's top markets, our local market experts manage, lease, buy, (re)develop, and sell bulk and regional distribution centers and other industrial facilities. For more information, please visit www.firstindustrial.com

- 20+ years of public company experience leasing, managing, developing, buying and selling industrial properties
- \$5.6 billion total capitalization; New York Stock Exchange listed
- Investment grade rated by all three agencies (Standard & Poor's-BBB, Fitch-BBB, Moody's-Baa3)
- 67 million square feet developed over company history
- Focus on bulk and regional distribution centers, and other logistics properties to meet customers' supply chain needs
- Top ranked in customer service for industrial owners with more than 30 million square feet in the independent Kingsley Index
- Currently owns and manages over 2 MSF of industrial space in Florida with a goal of growing the portfolio to 10 MSF, primarily in Broward and Miami Dade counties

Christopher Willson, Senior Regional Director/Market Leader is based in Fort Lauderdale, Florida. His tenure with First Industrial stands 21 years. His direct contact information is (612) 382-8492, cwillson@firstindustrial.com.

Corporate Office:

First Industrial Realty Trust, Inc.
1 North Wacker Drive, Suite 4200
Chicago, IL 60606
Main: (312) 344-4300 | Fax: (312) 922-6320

Florida Regional Office:

First Industrial Realty Trust, Inc.
5455 W. Waters Avenue, Suite 211
Tampa, FL 33634
Main: (813) 884-6161 | Fax: (813) 889-9469



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Butters

Butters is a privately held, real estate firm, engaged in the construction, development, investment, property management and leasing of industrial, office, and retail properties. The Butters organization has consistently ranked among the most active commercial contractors, developers, and real estate brokerage companies, in South Florida, over the past decade. The Butters family has been headquartered in South Florida for the past 30 years. In 2002, the firm won the "Diamond Award" from the South Florida Business Journal and has won "Developer of the Year" Award from the National Association of Office and Industrial Properties, South Florida Chapter 5 times, most recently in 2015.

Butters has emerged as one of the leading commercial construction & development companies in South Florida. Its name has become synonymous with high quality commercial projects leased to local, national and international companies. Butters offers a full range of in-house construction & development services.

Butters Construction & Development is recognized as one of South Florida's premier design/build organizations. Our experience and performance record has earned us an enviable reputation among corporate clients, financial institutions, and government agencies. From manufacturing and distribution centers, to offices and retail facilities, our company has emerged as a leader in the real estate community. Our firm is a licensed building general contractor in the state of Florida. All construction is supervised and coordinated by our own personal staff, and performed by some of Florida's best subcontractors. By being our own contractor, we are able to control the timing and quality of our jobs. It also enables us to reduce overall cost, resulting in the most economical lease rates/purchase prices for our clients. We take pride in that we are able to fast track a project without having to sacrifice quality or cost.

Address: 6820 Lyons Technology Circle, Suite 100
Coconut Creek, Florida 33073

954-312-2400

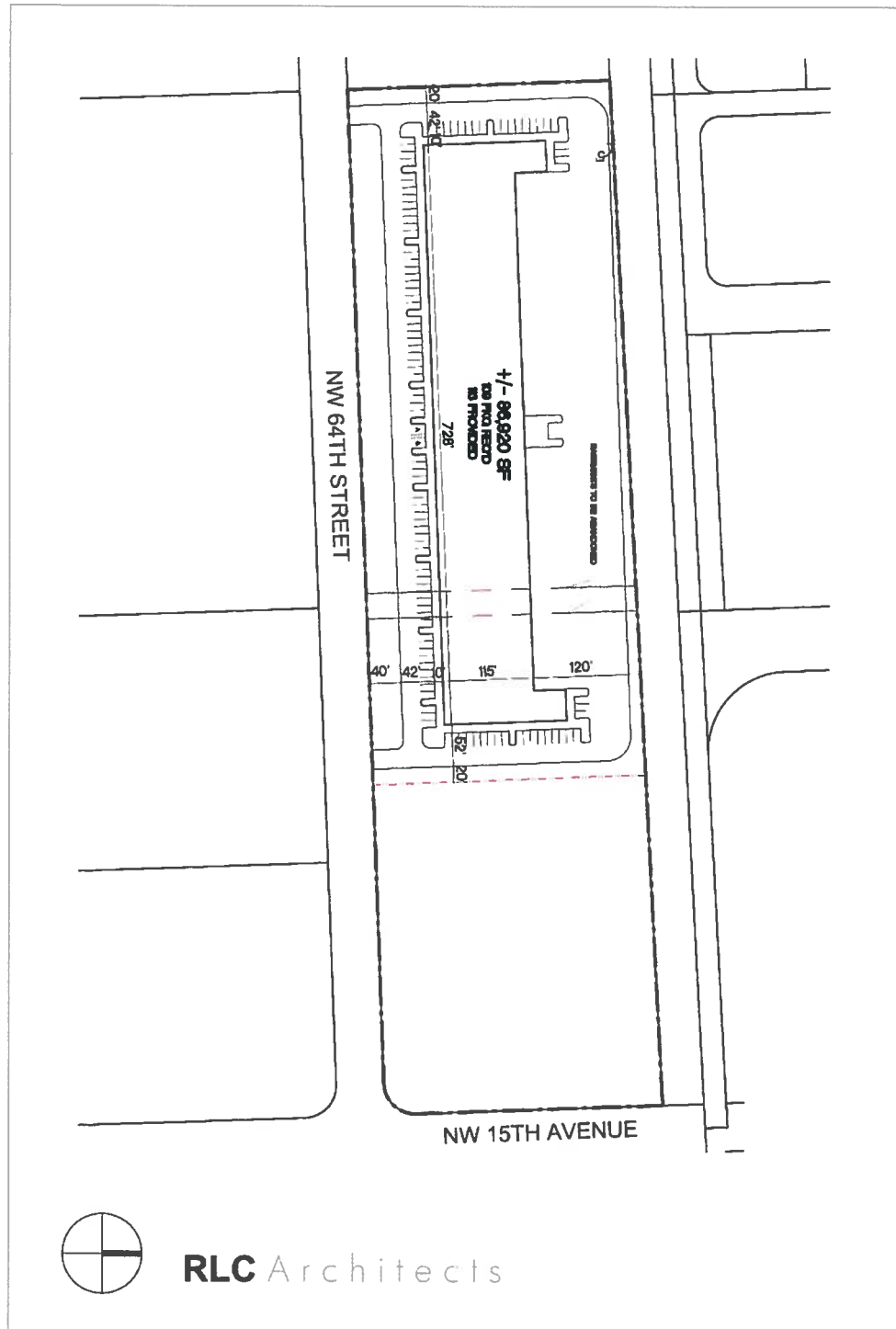


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Exhibit A: Parcel B



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NW 15TH AVENUE

NW 64TH STREET

69,830 SF
64 FPA REQUIRED
EDO PROVIDED

74,780 SF
64 FPA REQUIRED
EDO PROVIDED

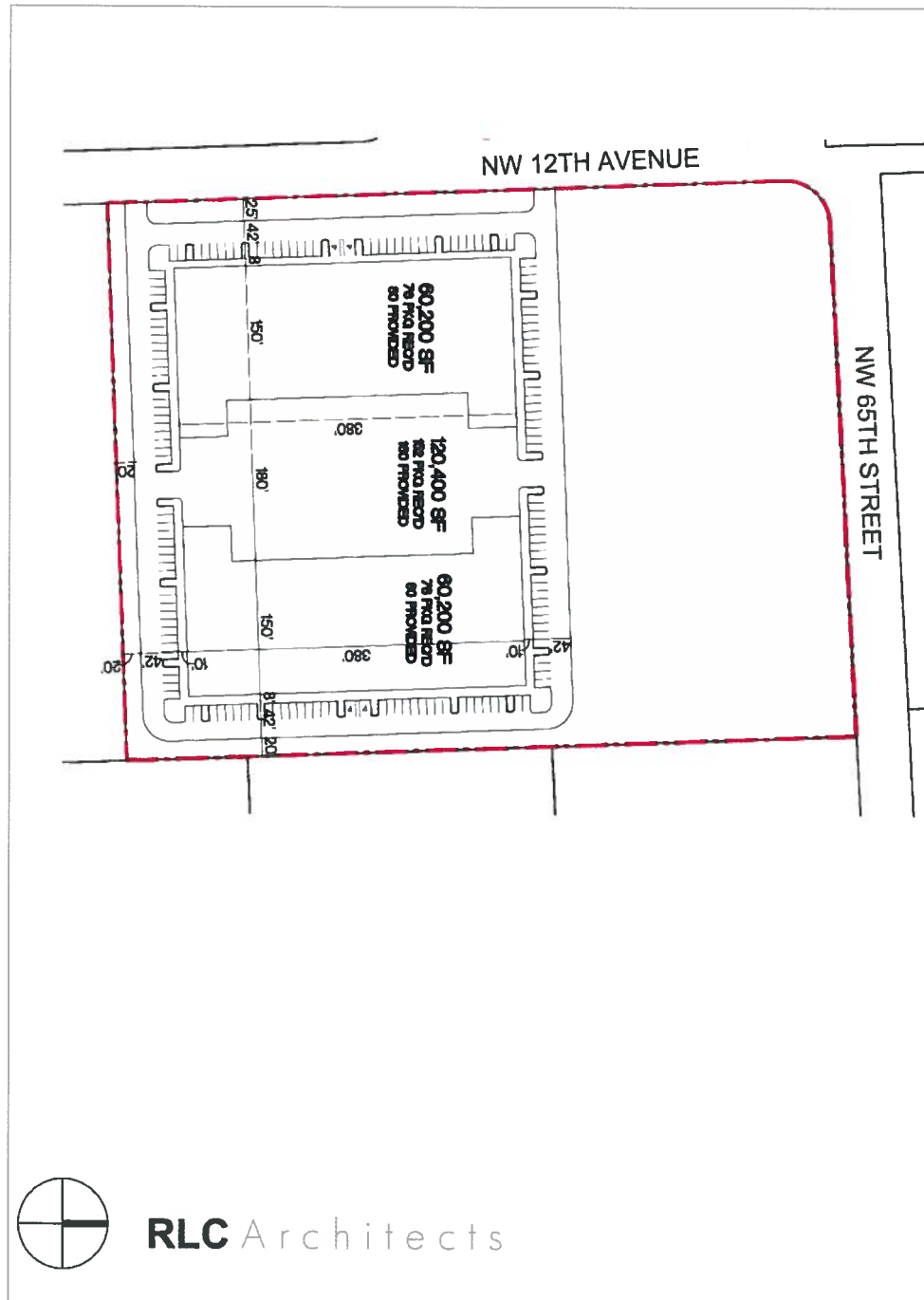
NW 12TH AVENUE

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Exhibit A: Parcel D



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Exhibit B: Company Background



First Industrial Realty Trust

Providing industrial real estate solutions nationwide

STOCK SYMBOL NYSE: FR	TOTAL SQUARE FOOTAGE 63.9 Million S.F.*	INDUSTRIAL PORTFOLIO 476 Properties*
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First Industrial Realty Trust, Inc. (NYSE: FR) is a leading fully integrated owner, operator, and developer of industrial real estate with a track record of providing industry-leading customer service to multinational corporations and regional customers. With a 63.9 million square-foot portfolio across the nation's top industrial markets, our local market experts manage, lease, buy, (re)develop, and sell bulk and regional distribution centers and other facility types.

Solutions

- Leasing**
Full range of space options across a large portfolio
- Development**
Build-to-suit services and strategic land sites
- Acquisition**
Unlocking value in surplus or vacant facilities and land
- Disposition**
Offering properties suitable for user buyers
- Sale Leaseback**
Conversion of facilities or portfolios into cash

Market Presence

First Industrial offers properties in major North American industrial markets and serves more than 1,200 customers.



*Properties owned and under development

DATA as of 06/30/18

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A leading fully-integrated owner, operator and developer of industrial real estate.

Platform and Development Experience

- **20+ years** of public company experience leasing, managing, developing, buying and selling industrial properties
- **\$5.6 billion** total capitalization; New York Stock Exchange listed, investment grade rated
- **66.7 million square feet** developed over company history
- **Nearly 2.7 million square feet** developed across Florida
- Florida portfolio totals **2.1 million square feet**

FEATURED DEVELOPMENTS



The Ranch by First Industrial

Market:	Inland Empire West
Available Space:	580,320 SF
Total Property Size:	936,000 SF (six buildings)
Clear Height:	30' - 32'
Status:	Completed Q2 2018

First Joliet Logistics Center

Market:	Chicago
Available Space:	355,199 SF
Total Property Size:	355,199 SF
Clear Height:	36'
Status:	Available Q3 2018



First Logistics Center @ I-78/81 - Buildings A & B

Market:	Central PA
Available Space:	988,920 SF
Total Property Size:	988,920 SF (two buildings)
Clear Height:	36' - 40'
Status:	Available Q4 2018

Development Team



Chris Willson
Sr. Regional Director
• 30 years of CRE experience
• 21 years at First Industrial



James Knopka
Sr. Director of Construction
• 27 years of CRE experience
• 19 years at First Industrial



Brad Kluever
Investment Officer
• 8 years of CRE experience
• 4 years at First Industrial

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Main Office: (813) 884-6161

www.firstindustrial.com



construction development

design | build solutions

hotel | office | industrial | retail | healthcare



investing management

partnerships

leasing



Ad | Design | Photo | Photo | Photo

our mission

Butters and its affiliated companies seek the continuous challenge of developing, constructing, managing, and leasing projects with vision and integrity. Our goal is to meet our clients' needs and budgets, while having a positive impact on the surrounding community.

Several Divisions

one team

Development

Construction

Property Management

Leasing

Investment



BUTTERS

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development



MIT – Liberty, Florida

investments



Amazon – Miami, Florida



Butters has consistently been one of the leading commercial developers in South Florida, building award-winning office, hotel, industrial, retail and healthcare projects. Experience in site selection, recognizing emerging growth areas, and meticulous attention to building design, have been key ingredients in establishing our firm as one of the area's most successful developers.

Over the long term, **Butters** has achieved an excellent track record of profitable real estate investments that have consistently yielded double digit returns. By forming partnerships with some of Wall Street's top institutions, as well as private capital investors, Butters has been able to acquire and develop a variety of buildings in multiple locales. This strategy has resulted in a diversified and solid portfolio.



Boca Village Retail – Boca Raton, Florida

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"Developer of the Year" NAIOP South Florida...
1999, 2003, 2006, 2013, 2015 & 2017

Consistently Recognized in South Florida Business Journal's "Book of Lists"



Clive | Daniel Home – Boca Raton, Florida

Our commitment to quality, aesthetics, efficiency and location have allowed our projects to consistently achieve the quickest lease-up periods, as well as the highest per square foot values. **Butters'** integrity and commitment have also resulted to a close relationship with the area's prominent financial and governmental leaders.

"I would like to thank you on behalf of UPS for your tremendous work in the successful completion of the UPS 45 Car Peak Village at 420 Hillsboro Technology Dr. Your team was instrumental in providing services to support the UPS project and coordination with the city of Deerfield Beach in submittal and working with the city officials. I am personally thankful I was able to work with such a professional General Contractor Team on one of my first projects for UPS."

– Jeremiah Turner, UPS Project Engineer

"The 'can do' attitude of **Butters Construction & Development** is refreshing in an industry threatened by bureaucracy. The flexibility of the principals, including weekend deal making and the desire to accelerate schedules, provide the tools to meet IBM's business requirements."

– Barbara Jeanneret, Program Manager, IBM Real Estate Services



construction services



Butters Construction & Development has emerged as one of the premier construction firms in South Florida, building facilities for some of the area's leading companies. Whether it's an office complex for Morgan Stanley, or a distribution center for Amazon and Federal Express, Butters has responded with quality, cost-effective building solutions.

The majority of our projects are design-build whereby we are responsible for all phases of the project, including construction, architectural drawings, site plan approval and permitting. This "One Stop Shop" approach establishes a single point of accountability. **Butters Construction & Development** oversees all aspects of the project, and the client now has the ability to focus on their daily business.

The end result is, it simplifies the clients' responsibilities, shortens the construction schedule, reduces overall costs, and improves coordination.

