

# LEASING TEAM



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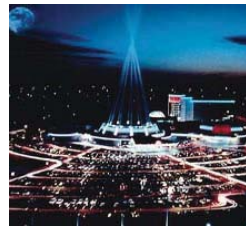
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Agent  
Landlord Leasing and Deal Coordination



**Jana Hassis**  
Marketing Coordinator / Graphic Designer

# LANDLORD REP. EXPERIENCE

## MYSTICLAKE CASINO (US BANK)



SIZE: 79.62 Acres (3,468,247 SF)  
PRICE: \$1,850,000 (\$0.53)  
DESCRIPTION: Retail Land  
SELLER: US Bank Trust  
BUYER: Mdewankanton Sioux Community  
ROLE: Exclusively Represented Seller

## COSTCO LAND - HONEYWELL



SIZE: 11.12 Acres (484,387 SF)  
PRICE: \$4,000,000 (\$8.26 SF)  
DESCRIPTION: Retail Land Purchase  
SELLER: Honeywell  
BUYER: Costco  
TENANT: Exclusively Represented Seller

## IRET MAPLEWOOD SQUARE



Rochester, MN  
120,000 SF center that had 60,000 SF vacancy.  
Reposition Center with new anchor Tenants.

## HIGHLAND SHOPPING CENTER



Reposition both anchor tenants.

## US BANK TRUST



Dispose of trust assets, 12 years ongoing.

# VALUE ADDED

## FEATURES:

- Create Right Strategy
- Understand Reuse of the Site
- Critical Lease Clause Knowledge (relocation clauses, etc.)
- Understand City Process
- Logical Prospect Pool
- Trusted Advisor
- Proven Success Track Record

## BENEFITS:

- Higher Value/ROI
- Stronger Leasee with Proven Ability
- Higher Value / Lower Cap Rate
- Speed to Market Opening
- Wooing the Right Tenant (Longer Tenancy)
- Client Receives Timely Valued Advice



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# TRANSACTION EXECUTION

## SALES PROCESS

1. Develop Optimum Leasing Strategy through Client-Broker Brainstorming Session
2. Expose to Prospective Categories
3. Targeted Calling
4. Create Competitive Environment
5. Create Various Distribution Channels for Product Exposure
6. Comprehensive Phone Follow-Up
7. Think Outside the Box

## PROSPECT CATEGORIES

1. Find Missing Categories
2. Identify Active Prospects in Categories
3. Identify Credit
4. Understand Expansion / Growth for Category

## TIMELINE

1. Prepare All Marketing Materials 30 Days
2. Intro Letter to Targeted Prospects 30 Days
3. Broker Mailing 30-60 Days
4. MCPE Broadcast E-Mail 30-60 Days
5. Targeted Meetings 30-90 Days
6. Timely Updates with Strategy Review 90 Days
7. Mailing to Target Market Prospects 30-90 Days
8. Ongoing Repeat of Plan Ongoing