

A MARKETING SOLUTION

PREPARED FOR

**75 Barker Rd.
Whitmore Lake, MI**

MARCH 21, 2019



PREPARED FOR

**Mr. Steven Aynes
Northfield Township
8350 Main St.
Whitmore Lake, MI 48189**

PREPARED BY

Rick Birdsall
Senior Associate
rbirdsall@signatureassociates.com
(248) 799 3145

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EXECUTIVE SUMMARY

Signature Associates (“Signature”) welcomes the opportunity to become your real estate partner. Our ultimate goal is to create, implement, and deliver a marketing program that concentrates on your specific requirements and will provide you with an effective solution that meets your overall business strategy.

The following will:

- Demonstrate our understanding of your needs and requirements
- Outline our proposed marketing strategy
- Provide an opinion of value and pricing recommendation
- Review our market experience and qualifications

It is our intent that the following proposal will prove our sincere commitment to this project and will provide you with sufficient information to conclude that Signature is the most qualified firm to represent your real estate asset.

DEFINE NEEDS AND REQUIREMENTS

The best way to realize the maximum value for your property is to assure yourself that it is obtaining the best possible exposure. Signature Associates can provide such exposure.

To provide extensive market coverage, as well as in-depth knowledge of market activity, Signature brokers work as a team rather than relying on an individual to work a portion of the market alone. This method has become and will remain a key to our achievements. In this business, timing is the passport to success. We are in constant contact with the Detroit Metropolitan market and have connections with many throughout the marketplace. We also remain abreast of conditions affecting local, regional and national markets. This extensive knowledge provides us with the inside track in knowing of activity before it hits the streets, allowing each of our clients to make the best possible real estate decisions.

Our clients’ property receive immediate recognition and exposure by utilizing a semi-annual inventory brochure, monthly update report to all outside brokers of all of our properties, internet web site database entry, advertising in various medias, membership with regional and national affiliations, and cooperation with other brokers. With the assistance of our computer market data system, we have the ability to quickly match available properties in the marketplace with a client’s specific need. This, in addition to tracking major users and cold calling on a continual basis, makes deals happen. Hanging a sign and waiting for the phone to ring is not the way to generate deals.

MARKETING STRATEGY

Based on information and understanding of your requirements, we propose implementing the following marketing strategy. The primary focus will be to create a marketing campaign that will provide exposure of your property to the most likely prospects resulting in a transaction that will maximize your asset's value.

Initially, we would recommend the following strategy for your property:

- Designate Project Team
- Define Target Markets
- Design Marketing Materials
- Distribute Materials and Increase Property Awareness
- Respond to Proposals and Conduct Property Tours
- Negotiate Terms and Contractual Agreements
- Report and Communicate

As we move through the process, we will make any adjustments deemed necessary, given current market conditions and/or other unforeseen circumstances that may arise.

DESIGNATE PROJECT TEAM

Your project team consists of Rick Birdsall who will serve as your primary contact. Rick has been selected to handle your project based on his individual experience, expertise and qualifications in marketing comparable properties in this particular market area. Additionally, when Signature is awarded a marketing assignment, it becomes the responsibility of the entire brokerage team to collaborate on strategies that will expedite the transaction and more importantly, maximize asset value. Signature holds weekly sales meetings to discuss assignments and address marketing solutions.



RICK BIRDSALL

Senior Associate

rbirdsall@signatureassociates.com

Direct: (248) 799 3145 | Mobile: (248) 842 3145

EXPERIENCE

Rick is a past President of the Michigan Commercial Board of Realtors and Michigan's Commercial Realtor of the Year for 2005. With over 25 years in the industry, Rick specializes in industrial, hi-tech, and commercial brokerage and is a vacant land/build-to-suit expert. Many business owners and municipalities utilize his expertise as a real estate consultant. His expertise also includes sale-lease backs, investment sales, sophisticated multi-property transactions and tax-deferred exchanges. His geographical area of expertise concentrates on southeastern Michigan, with current projects also taking him throughout the State of Michigan.

Rick was a Planning Commissioner for the City of Northville, a member of the Michigan Association of Planning, and a commercial committee member for the National Association of Realtors. He is extremely knowledgeable with the history, current market conditions, and future planning strategies for the communities and businesses within his market. Rick's tireless work habit, high ethical standard, and professional consulting approach to commercial real estate consistently make him among the leaders in the industry.

PROFESSIONAL AFFILIATIONS AND EDUCATION

Member, Commercial Board of Realtors (CBOR)
Past President, Michigan Commercial Board of Realtors
Planning Commissioner, City of Northville
District Staff Officer, U.S. Coast Guard Aux
Chairman, Michigan Synergy Conference
University of Michigan

CLIENT LIST

- 35th District Court
- Allied Leisure
- Dealers Resource
- Detroit Hot Rod
- Dynatek Corp.
- FDIC
- Finlan Insurance
- Lil' Indian Minibike
- Masonic Temple
- Meridian Development
- Monroe Bank
- Meineke Car Care
- Pulte Homes
- R&D Enterprises
- Singh Development Company
- Sole' Construction
- TEAM Electric
- Wayne County Sanitation Authority

DEFINE TARGET MARKETS

We will employ the market knowledge of the entire Signature brokerage team to determine a list of those companies who are currently in need of space, as well as those who may have requirements in the near future. This information comes from brokers who know and understand the market better than anyone else, and have built an effective networking platform based on relationships with business and community leaders, other brokerage companies, and governmental agencies.

Additionally, to obtain an initial list of prospects, we will utilize a combination of Dunn and Bradstreet, InfoUSA, and our internal proprietary database of clients and contacts. We have refined this list of over 125,000 companies over the past 28 years and it has proven to be an effective method for marketing specific properties. We will also use information generated from CoStar, the country's leading commercial real estate data provider, to contact those companies whom we would consider a good match for your property based on current location, space requirements and lease expiration dates.

We recommend targeting the following groups, as they are most likely to produce the greatest number of prospects:

- The primary market would consist of those companies that are in similar industries or have similar space requirements. These would include: manufacturing companies, distribution and service related industries.
- The secondary market is comprised of the ancillary groups who have direct or indirect contact with potential prospects. These include the brokerage community at large, state and local economic groups, members of professional organizations and affiliations, as well as an entire network of businesses with whom we have built long-term relationships. Marketing and communicating to these markets is crucial to ensure the success of this assignment.

MARKETING PLAN

Signature will create a cohesive, targeted marketing program to achieve your specific goals. The marketing plan and collateral materials will focus on the unique aspects of the property, promoting them to potential tenants and brokers in the market. We will work closely with you to develop the program and materials.

Below is an overview and description of the program. This will be regularly reviewed and adjusted as marketing conditions evolve.

- Theme and Positioning
- Property Flyer
- Email & Mail Campaigns
- Property Signage
- Web-Based Digital Marketing
- Canvassing Program
- Marketing Tracking System

THEME AND POSITIONING

Signature will develop a positioning statement that compliments the property and will be used as the first opportunity to introduce the property to the target audience. The positioning statement will be the most persuasive, meaningful, and unique point of differentiating the property. This will focus the marketing campaign around a consistent and coherent message which will be incorporated into all communications.

PROPERTY FLYER

Signature will create a high-quality, multi-page property flyer that communicates the positioning statement, theme, message, and detailed information. The piece will be a compelling presentation of the property, highlighting the unique attributes and excellent location and accessibility, along with technical specifications, imagery and demographics.

EMAIL & MAIL CAMPAIGNS

A series of communications is a key component to a successful marketing campaign. An email and direct mail campaign builds excitement about the property and provides reminders of the site to a targeted audience of brokers and potential tenants. We believe that email and hard copy mailings are both still very effective methods of marketing. Each communication within the campaign will feature various amenities and strengths of the property.

PROPERTY SIGNAGE

Our bright and vibrant signs will offer your property high visibility. We will evaluate the property's location, exposure, access, and traffic flow to determine the most effective use of signage.

WEB-BASED MARKETING

We will promote the property through all major commercial listing services available to ensure it receives maximum exposure. Information is updated in real time making the property details easily accessible by brokers and clients alike. Signature can track traffic on our website and provide the Project Team monthly reports on visitors for follow-up phone calls. Currently, Signature utilizes signatureassociates.com, CPIX, CoStar, Loopnet, RealNex and Commercial IQ.

CANVASSING PROGRAM

Signature will implement an aggressive canvassing program targeting surrounding area companies, as well as current and past clients. We will contact prospective tenants through cold calling, email and direct mail, flyers distribution and social media.

MARKETING TRACKING SYSTEM

We understand the importance of managing the marketing process from start to finish in a systematic manner. Therefore, Signature created and implemented Marketing Manager (M²) into our already proven marketing strategy. M² is a proprietary database written and designed by Signature's marketing staff to track all aspects involved in marketing a property. This exclusive system contains all components of the program, including building specifications, contact information, sign orders, flyer and brochure generation, imagery, site plans and/or floor plans, email and mailing campaigns, as well as prospect tracking. The M² platform allows for the conversion of all data into a digital format for ease of use and electronic transfer. Additionally, the system offers full reporting capability to keep you informed as we move through the process.

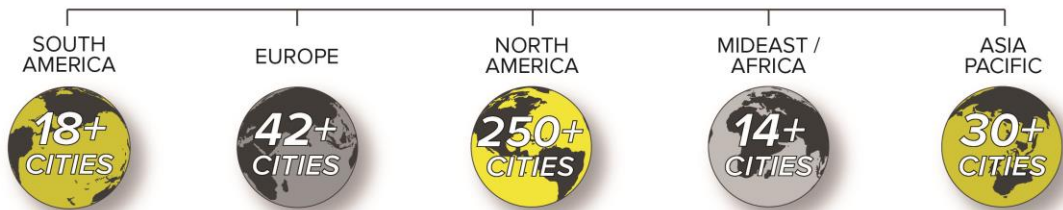
REGIONAL & NATIONAL EXPOSURE

In addition to our marketing efforts expended locally, Signature will use referral systems, memberships in real estate trade organizations, and professional accreditation's to assist in our efforts to find prospects.

MULTI-MARKET CAPABILITIES

Signature's resources offer the advantages of global knowledge and systems on a targeted local level in all major business centers. Our clients gain bottom-line benefits like widespread exposure for listings via a national and global network of brokerage contacts, an extensive stream of incoming tenant and buyer leads and an increased awareness of space and asset opportunities. Other advantages include agile and results-oriented work style and a lean and responsive team, macro-scale market knowledge and trends, and an extended network of proven providers and sources.

COMPLETED GLOBAL TRANSACTIONS



AFFILIATIONS



RESPOND TO INQUIRIES & CONDUCT PROPERTY TOURS

Signature will respond to all inquiries of interest and proposals that relate to the property and will manage all preliminary negotiations. In addition, all property tours will be conducted with a representative of the Project Team in attendance. We will screen, evaluate and qualify all prospects to determine their degree of interest, risk potential and financial stability.

NEGOTIATE TERMS & CONTRACTUAL AGREEMENTS

We have successfully negotiated several thousand transactions over the years. Through our keen ability to gather and evaluate information, remove objections, and aggressively close the deal, we have been able to maintain a 42% market share.

We will coordinate and prepare all necessary contracts and documentation and we will take every opportunity to insure that you are well informed and educated regarding all aspects of the process.

REPORTING AND COMMUNICATION

We recognize the value of regular communication and will adhere to this commitment. We will be available to discuss your concerns and comments through any means you require. There are several methods available for reporting marketing activity including meetings, email, conference calls, etc. and we will customize a program that best meets your requirements.

Signature's Client Extranet enables professionals and clients to track the progress of a project on demand. Features include:

- Secure, invitation-only password protected online tool that enables clients and Signature professionals to work collaboratively
- Promotes sharing of information and resources such as documents, reference materials, financial analysis, project scheduling, reports and tasks
- Enables users to create individual created extranet sites for storing critical project-specific information
- Enhances Client / Signature strategic relationships through communication, collaboration and consistency

OPINION OF VALUE & PRICING RECOMMENDATION

There is no perfect formula for determining the value of real estate. Rather, it is a combination of competitive analysis and many years of experience and market knowledge. We have a tremendous amount of experience within this marketplace, and understand the value of pricing your property correctly. Initially, we prefer to list the property at the highest price we believe the property can merit, without jeopardizing its marketability.

Based on our understanding, we believe the strengths and challenges of your property as compared to competing product are as follows:

Property:

- Approximately 4,571 Sq. Ft.
- Zoned ME
- .87 Acres
- 10' Clear Height
- Two (2) Rolling Door
- Parcel # B-02-05-254-002





Therefore, based on the information we've analyzed and our experience in the market, it is our opinion that the value of the property is as follows:

SALE	SALE PRICE	PSF PRICE
Suggested List Price:	\$275,000	\$60.16 PSF
High Market Value:	\$250,000	\$54.69 PSF
Low Market Value:	\$200,000	\$43.75 PSF

We will continuously evaluate the appropriateness of this pricing structure to ensure it is in accordance with current market conditions and your business goals.

COMPARABLE TRANSACTIONS

Sale Comps

1	10164-10188 Colonial Industrial Dr, Unit 56 & 57 - Industrial Condo	SOLD
South Lyon, MI 48178	Livingston County	
Sale Date: 11/02/2018 (32 days on mkt)	Condo Type: 3,658 SF Industrial Condo	
Sale Price: \$146,000	Year Built/Age: Built 1982 Age: 36	
Price/SF: \$39.91	RBA: 3,658 SF	
Pro Forma Cap -	Parcel No: -	
Actual Cap Rate: -	Sale Conditions: -	
Comp ID: 4568128		
Research Status: Public Record		
2	6556 Whitmore Lake Rd	SOLD
Whitmore Lake, MI 48189	Washtenaw County	
Sale Date: 10/30/2018	Bldg Type: Class B Industrial Warehouse	
Sale Price: \$720,000 - Confirmed	Year Built/Age: Built 1994 Age: 24	
Price/SF: \$129.15	RBA: 5,575 SF	
Pro Forma Cap -	Parcel No: 02-20-300-023	
Actual Cap Rate: -	Sale Conditions: -	
Comp ID: 4617234		
Research Status: Confirmed		
3	6628 Whitmore Lake Rd - Multi-Property Sale (Part of Multi-Property)	SOLD
Whitmore Lake, MI 48189	Washtenaw County	
Sale Date: 03/20/2017	Bldg Type: Class C Industrial Warehouse	
Sale Price: -	Year Built/Age: -	
Price/SF: -	RBA: 4,800 SF	
Pro Forma Cap -	Parcel No:	
Actual Cap Rate: -	Sale Conditions: -	
Comp ID: 3974842		
Research Status: Public Record		
4	6628 Whitmore Lake Rd - Multi-Property Sale (Part of Multi-Property)	SOLD
Whitmore Lake, MI 48189	Washtenaw County	
Sale Date: 03/20/2017	Bldg Type: Class C Industrial Service	
Sale Price: -	Year Built/Age: -	
Price/SF: -	RBA: 4,800 SF	
Pro Forma Cap -	Parcel No:	
Actual Cap Rate: -	Sale Conditions: -	
Comp ID: 3974842		
Research Status: Public Record		

COMPETITIVE PROPERTIES

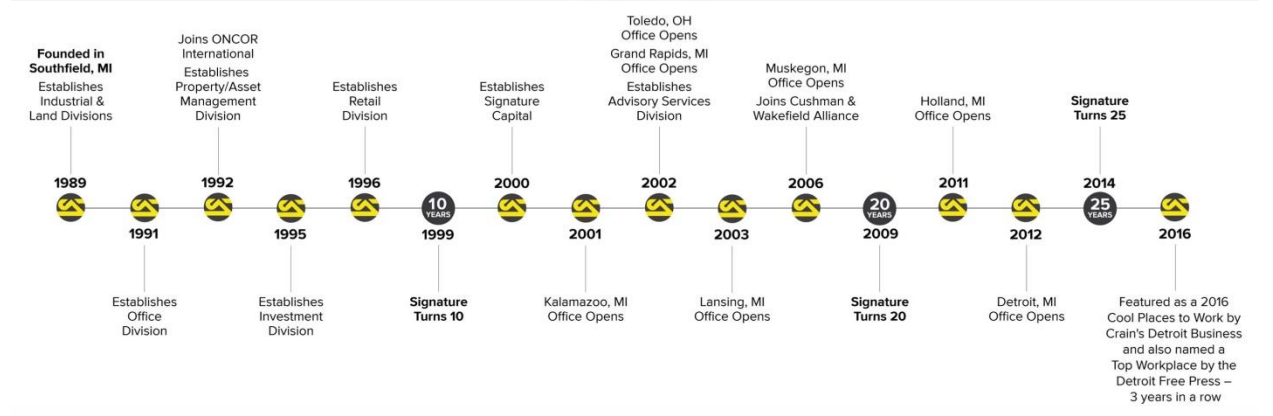
***Note: There were no Competing Properties for sale or lease
in a 5 Mile Radius.***

MARKETING EXPERIENCE & QUALIFICATIONS

Established in 1989 in southeastern Michigan, Signature Associates (“Signature”) is Michigan and Northwest Ohio’s leading full-service commercial real estate firm. With our headquarters in Southfield, we also have offices in Detroit, Lansing, Grand Rapids, Muskegon, Holland and Kalamazoo, Michigan as well as Toledo, Ohio. Signature provides a diversity of services including industrial, office and retail brokerage, investment and business sales, property/asset management, strategic consulting and portfolio advisory services.

In 2016, Signature completed more than 1,260 transactions totaling 32.2 million square feet and 2,100 acres with a value of \$1.1 billion. Additionally, the firm manages more than 8 million square feet of commercial space for its third-party clients, making us one of the largest locally owned property management firms in the market.

OUR HISTORY



OUR LOCATIONS THROUGHOUT MICHIGAN & OHIO



CORPORATE MISSION STATEMENT

Signature Associates' mission statement is to deliver the highest level of real estate services which will exceed client expectations by providing superior service, an untiring work ethic, and an absolute commitment to creating and maintaining long-term relationships. Our goal is to maintain our position as the preferred full-service real estate provider in the region.

SERVICE PLATFORM

Signature has a multi-disciplined approach that is essential to understanding all the implications of a real estate decision. Signature's core services, **Brokerage, Tenant Representation, Investment, Advisory Services and Property / Asset Management**, span the full continuum of real estate services.

BROKERAGE	Industrial / Hi-Tech Office / Medical Retail / Commercial Land / Build-To-Suit
TENANT REPRESENTATION	Strategic Planning Relocation / Consolidation / Renewal Financial & Market Analysis
INVESTMENT SALES	Investment Sales & Acquisitions Equity Debt & Structured Finance Special Asset Services
ADVISORY SERVICES	Lease Administration Portfolio Management Project Management Strategic Consulting
PROPERTY / ASSET MANAGEMENT	Facilities Management Financial Reporting Tenant Retention

BROKERAGE

The Signature Brokerage Division conducts full-service leasing and sales of office, hi-tech, warehouse/distribution, industrial and retail properties, as well as undeveloped and developed land. Our strong presence in Michigan and Northwest Ohio has made Signature the dominant commercial real estate firm in the marketplace.

Other services include, but are not limited to:

- Build-to-Suit Analysis
- Land Assemblages
- Sale/Leasebacks
- Property Dispositions
- Renovation Analysis
- Lease vs. Ownership Modeling

TENANT REPRESENTATION

Signature Tenant Representation Services transcend the obvious task of finding the “most space for the least money”. Whether the immediate concern is inadequate space, a shift in customer base, or a lease that is up for renewal, successful facility planning demands in-depth understanding of the immediate area’s economy and market conditions, as well as the strategic and long-term objective of a given business. Such insight, backed by in-depth market analysis, excellent negotiating skills and a clear understanding of ownership goals, allows us to help businesses reach well-executed, cost effective real estate decisions.

INVESTMENT SALES AND ANALYSIS

Real estate continues its transition to being evaluated and held more and more as an investment asset, as opposed to a user asset. While putting great short-term demand on industry professionals, the long-term impact will be a less cyclical real estate market, accompanied by better benchmarking of value. In cooperation with Signature’s Market Research Division, our Investment Division works with institutions, including major lenders and pension funds and individuals to provide real estate valuations and programs. This process benefits from our superior access to local market information, as well as long-standing relationships with leading developers, investors, lenders, and financial institutions.

SIGNATURE ADVISORY SERVICES

Corporate America’s real estate activities have been traditionally handled “in-house”. Today, however, in the interest of streamlining operations, many companies are outsourcing real estate functions such as asset management, space acquisition, or leasing and sale of excess space.

Signature Advisory Services develops real estate strategies and implementation procedures that complement our traditional transaction and property management services. They transcend transaction management by coordinating and integrating all aspects of the real estate project process. Advisory services provided include database management, financial portfolio assessment, due diligence analysis, project master planning, project management and budgeting, coordination of service delivery, utilities expense audits, and more.

PROPERTY / ASSET MANAGEMENT

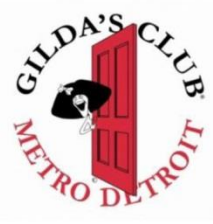
Signature manages office, hi-tech, and mixed-use properties for private and institutional investors, including major banks, insurance companies, and asset managers. With more than 40 years combined experience in property asset and facilities management, our property management team understands that superior tenant service, combined with stringent financial controls and expert knowledge of today's complex regulatory arena, leads to maximum return on investment and/or acquisition value.

MARKET RESEARCH

Signature's Market Research Division – the largest of any Michigan real estate firm - was formed to provide a more comprehensive approach to market analysis for our institutional and entrepreneurial clients. Our superior proprietary database is derived from our unequaled participation in the marketplace, together with our highly committed and skilled research staff. We also subscribe to CoStar to enhance our in-house capabilities. As a result, we have access to the latest market data, including vacancies, absorption, market rates, deal terms and general demographic information.

COMMUNITY INVOLVEMENT

Signature always has and always will believe in the importance of supporting community programs and organizations. The following is a sample of some of the groups to which we have had the pleasure of donating either our time and/or financial support:



AWARDS & RECOGNITION

The following are a few samples of awards and recognition that Signature has received over the past several years:

Michigan's Best in Business Award	Corp Magazine
Commercial Real Estate Hall of Fame	Midwest Real Estate News
Largest Commercial and Industrial Brokerage	Crain's Detroit Business
Michigan and Northwest Ohio Power Brokerage	CoStar Group
Top Midwest Brokers	Midwest Real Estate News
Leading Office Leases	Crain's Detroit Business
Leading Industrial Leases	Crain's Detroit Business
Leading Real Estate Sales	Crain's Detroit Business
Top Workplaces 2014, 2015 & 2016	The Detroit Free Press
Crain's Cool Places to Work in Michigan	Crain's Detroit Business

THE SIGNATURE ADVANTAGE

WHY SIGNATURE ASSOCIATES?

LARGEST VOLUME, FULL SERVICE COMMERCIAL REAL ESTATE FIRM

In the State of Michigan, Northwest Ohio and Midwest Region

75 TOP BROKERS REGIONALLY

Capable, knowledgeable, experienced and service-oriented, with a proven track record of both large and small transactions

MARKET KNOWLEDGE

Entrenched in the marketplace; we make it our job to know the types of deals being quoted and signed

LOCAL AND GLOBAL

Recognized on a local, national and global level as one of the most knowledgeable and capable full-service commercial real estate companies in the region

DEMONSTRATED SUCCESS WITH CLIENTS

We have well-established contacts with all major users in the market

DEAL DRIVEN, NOT DOLLAR DRIVEN

Our focus is on forming and maintaining long-term relationships

COMMITMENT

We will commit the necessary resources to provide solutions that exceed your expectations

COMMITMENT

A great deal of our business stems from repeat business and referrals from satisfied clients who believe in us and are confident that we will meet and exceed their expectations, time and time again. Not only do we want to assist you with your current needs, but we also want to earn your respect and trust to become your preferred real estate provider in the future.

Therefore, on behalf of the entire Signature Team, you have our commitment that this assignment will receive the highest level of attention and professionalism that our clients have come to know and expect. Let us put our resources, knowledge and expertise to work for you.



Rick Birdsall
Senior Associate

Exclusive Listing Agreement For Sale

March 21, 2019

In consideration of your services as broker in offering the following described property for lease, the undersigned hereby grants you the exclusive right, from this day to twelve o'clock noon of March 31, 2020 to find a Tenant therefore.

Land and premises located in the City of Whitmore Lake, County of Washtenaw, State of Michigan, described as free standing building consisting of approximately 4,571 sq. ft. and more commonly referred to as 75 Barker Rd. (Parcel B-02-05-254-002).

The sale price shall be Two Hundred Seventy-Five Thousand and 00/100 (\$275,000) Dollars, under terms and conditions acceptable to Owner in its sole discretion.

Owner Agrees and Represents as follows:

1. It is agreed by the Real Estate Broker, Real Estate Salesperson and Owner that as required by law, discrimination because of religion, race, color, national origin, handicap age, sex or marital status on the part of the Real Estate Broker, Real Estate Salesperson or Owner in respect to the lease or sale of the subject property is prohibited.
2. If a Purchaser is obtained by you or by anyone for Owner (including Owner) during said period, at the stated price and terms or upon any other price, terms or exchange to which Owner consents, or if said property is sold by Owner or for Owner within one hundred twenty (120) days after expiration of this Agreement, or if either an Agreement to Sell is entered into or an Option to Purchase or Lease is granted within said time period but the transaction is not closed until after the expiration of said time period to a purchaser known to Broker to have been shown the property during said period by Broker and registered in writing with Owner prior to the expiration of this Agreement, the Owner agrees to pay the Broker a commission of six (6%) percent of the aggregate sale price. Such commission shall be due and payable at closing.
3. The undersigned is the Owner of the above-described property and has the right and authority to enter into this Agreement and any Purchase Agreement with respect to said property.
4. That Broker may show the property to prospective Purchasers during reasonable hours, erect a "For Sale" sign thereon, remove other "For Sale" signs there from, or cooperate with other brokers.

Receipt of a copy hereof is hereby acknowledged.

Broker:

Signature Associates
One Towne Square, Suite 1200
Southfield, Michigan 48076
248-948-9000


By: Rick Birdsall
Its: Senior Associate

Landlord/Ownership:

Northfield Township
8350 Main St.
Whitmore Lake, Michigan 48189

By:
Its: