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MARKET *Notes* Volume 12

TaTonka Celebrates 10th Anniversary

We are pleased to announce the 10th anniversary of TaTonka Real Estate Advisors. Founded in 2006 to provide best in class Tenant and Buyer representation services we have succeeded by remaining true to our original mission statement. "TaTonka Real Estate Advisors is committed to creating value for our clients by providing innovative real estate solutions designed with integrity." Our core values have remained steadfast. Work hard, think outside the box and always place the client's interests ahead of our own. We are truly appreciative of the many relationships we have developed, the loyalty of our clients and the respect of our peers. We are also extremely proud that every original member of the TaTonka team is with us today, which says a lot about our respect for one another and the joy we get out of working together year after year.

We are proud of the mark we have made and the impact we have had on so many businesses and organizations throughout the Twin Cities and beyond. Three simple words are printed on the back of every business card and continue to tell our story. Experienced. Respected. Trusted.

We thank you for being part of our success. We look forward to the future with optimism and hope and are grateful for our accomplishments.

TaTonka Joins Exis Global

100% tenant representation around the corner and around the world

In an effort to expand its reach and assist clients with national and international commercial real estate needs, TaTonka has joined Exis, a global commercial real estate organization focusing exclusively on tenant representation.

We can now give our clients greater reach in their commercial real estate endeavors nationally and internationally with the same no conflict approach and expertise they have come to expect from us locally. Our partners represent best in class Advisors in each of their respective markets.



When To Begin Renewal/Relocation Discussions and Should I Use TaTonka

We are often asked, when is the best time to begin negotiating a renewal or look for a space to relocate to. In some instances nine to twelve months may be adequate, but in most 18-24 months is appropriate. Although, represented by brokers and property managers who seem to have your best interest in mind, they really have a fiduciary responsibility to the Landlord. Landlords are typically investors whose number one goal is to increase investment returns in their portfolio.



A typical TaTonka client will negotiate/renew its lease on average once every 5-10 years. Over the same period of time, TaTonka will negotiate hundreds of leases. Our experience, reputation and knowledge of the market will save money, provide you leverage if you renew or make relocation as smooth as possible. We also work with your legal counsel to craft documents that provide protection as well as flexibility. Items such as renewal and expansion options, operating expense exclusions, tenant improvements and concessions are areas we will help you cover.

Timing can also depend on size, market conditions, and your space requirements. We typically like to begin discussions with clients 18-24 months prior to a lease expiration. We will begin by understanding your space requirements, business plans and other motivating factors. In addition, we will educate you on trends in the marketplace and provide alternatives to enhance your leverage. This pre-renewal homework will help position you with market knowledge while also leveraging relocation alternatives to maximize results.

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If you wish to discuss any requirement confidentially or have a market related question, please feel free to contact us at 612.466.7300. You may also visit our website at www.TATONKAre.com.

Renewal/Relocation Discussions (*cont.*)

By hiring TaTonka, you are demonstrating to the Landlord you are serious about your renewal as well as understanding market alternatives. This isn't your Landlord's preference as they know you are being provided professional representation with information and knowledge about the marketplace that levels the field for negotiations.

Issues we will help you understand:

- What are competitive market conditions like, what options exist and what is the position of the building you currently occupy?
- How much space do you really need?
- What kind of space and location best serves your organization?
- What are the current trends in space utilization?
- How much will interior improvements cost?
- Do we need expansion/contraction rights?
- What length of lease is most appropriate?
- What other rights or options can we negotiate for flexibility?
- How are operating expenses addressed?
- What exclusions are possible?
- Can I get concessions such as a moving allowance or free rent?
- Is my Landlord motivated or are there better options in the marketplace?
- When should we hire an architect to help us think through our space needs?
- What other resources are important to successfully complete a renewal or relocation?

Through all of this we are committed to bringing our experience and expertise to work for you. The work environment you create can have many additional benefits to attract and retain employees while maximizing productivity and employee satisfaction.

Services

- Advisory and Consulting Services
- Strategic Planning
- Tenant Representation
- Lease Renewal Representation
- Buyer Representation
- Disposition of Excess Real Estate
- Subleasing of Excess Space
- Site Search and Selection
- Build-to-Suit Client Representation
- National and International Network Connections

Areas of Specialization

- Office
- Industrial
- Medical
- Retail
- Land
- Investment



TaTonka

TaTonka is a Dakota Indian term for the mighty American Buffalo. It is a symbol of strength, health and vitality. It is respected for its energy and spirit, and thrives under adverse conditions. It was chosen to symbolize the values of our organization and the energy we put into serving our clients.

Recent Transactions

Office Leases

Barnes & Thornburg

Expansion - Minneapolis, MN

Berger & Montague, P.C.

New Lease - Minneapolis, MN

Environmental Resource Management

Renewal - Minneapolis, MN

Key Management Group

New Lease - Troy, MI

Messerli & Kramer

Renewal - Minneapolis, MN

Oak Ridge Financial Services Group

New Lease - Golden Valley, MN

Industrial Leases

Continental Safety Equipment

Renewal - Eagan, MN

Hamline Construction

Renewal - Roseville, MN

Premier Biotech Labs

New Lease - Minneapolis, MN

Stock & Barrel

New Lease - Chanhassen, MN

Retail Leases

Building Trades Federal Credit Union

Expansion - Bloomington, MN

Metropolitan Pediatric Dental Association

Renewal - Eagan, MN

Investment / Sales

Land Sale

5.88 acres - Savage, MN

Mixed Use

72,117 SF - Plymouth, MN

9,937 SF - Roseville, MN



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