

The background of the entire page is a photograph of a city skyline at dusk or night. Several tall skyscrapers are visible, their windows glowing with interior lights. The sky is a deep, dark blue. The overall tone is professional and urban.

COMMERCIAL REAL ESTATE

SVN | NORTHCO: OVERVIEW

SVN | Northco is a full-service commercial real estate firm that has been a trusted leader in the industry since 1975. SVN | Northco operates through a number of affiliated entities, including SVN | Northco Real Estate Services, SVN | Northco Resort, Golf & Hospitality, SVN | Northco Hospitality Investments, and SVN | Northco Commercial Investments. The firm specializes in a broad range of commercial real estate services, including brokerage, advisory, investment sales, and strategic consulting. SVN | Northco provides professional expertise to owners, investors, developers, boards of directors, financial institutions, and municipalities across all major commercial asset classes.



HOSPITALITY

Resorts & Golf Courses
Hotels/Motels
Marinas, Ski, Other Outdoor Recreation
Unit Sales at Resorts



INDUSTRIAL

Outdoor Storage/Truck
Parking
Warehouse/Manufacturing
Self Storage
R&D/Laboratory



RETAIL

Multi-Tenant/ Shopping Center
Single Tenant Net Lease (STNL)



LAND

Development
Agricultural/Timberland
Ground Leases

CUSTOM SOLUTIONS FOR SPECIALTY ASSETS



MEDICAL & VETERINARY

Clinical Facilities
Private Practice



CORPORATE SERVICES

Multi-Site Tenant and Landlord
Representation
Accounting / Legal / Consulting



OFFICE

General Office: Class A, B, and C
Medical Office



MULTIFAMILY

Apartments / Condominiums
Mobile Home Parks
Single Family Rental / Build For
Rental Portfolio

OVERVIEW OF SERVICES



BROKERAGE

We offer a **COMPLIMENTARY** market analysis, listing analysis, and proposal

We assist buyers and sellers in all aspects of the sales, leasing, and acquisition process. We typically take a ground up approach to create a marketable story tailored to your specific property.



INVESTMENTS

INCREASE YOUR CAPITAL

Over our 45+ year history, SVN | Northco has developed an experienced team ready to get the most return for your money. With the complexities of today's market, it is important to invest well. We are always seeking opportunities that fit within our investment model.



CONSULTING / MANAGEMENT

MAXIMIZE EFFICIENCY & PROFITABILITY

Evaluating several thousand commercial properties, SVN | Northco has developed relationships that can cover all the bases including: Operations, Business, Marketing/ Promotions, Tax Service, Capital Plans, and Feasibility.



The SVN® brand was founded in 1987 out of a desire to improve the commercial real estate industry for all stakeholders through cooperation and organized competition.

The SVN organization is comprised of over 2,200 Advisors and staff in over 200 offices across the globe. Expanded geographic coverage and amplified outreach to traditional, cross-market and emerging owners and tenants is how we differentiate ourselves from the competition. Our proactive promotion of properties and fee sharing with the entire commercial real estate industry is our way of putting clients' needs first. This is our unique Shared Value Network® and just one of the many ways that SVN Advisors create amazing value with our clients, colleagues, and communities.

Our robust global platform, combined with the entrepreneurial drive of our business owners and their dedicated SVN Advisors, assures representation that creates maximum value for our clients.



SVN BENCHMARKS



THE SVN® ORGANIZATION is over 2,000 commercial real estate Advisors and staff strong. SVN has more offices in the United States than any other commercial real estate firm, with continuing expansion across the globe.

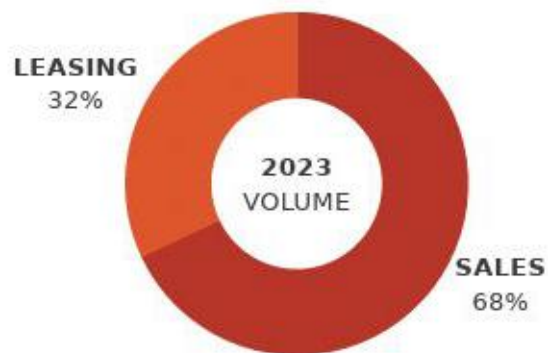
We believe in the power of **COLLECTIVE STRENGTH** to accelerate growth in commercial real estate. Our global coverage and amplified outreach to traditional, crossmarket, and emerging buyers and tenants allows us to drive outsized success for our clients, our colleagues, and our communities.

Our unique and progressive business model is **built on the power of collaboration and transparency, and supported by an open and inclusive culture.** We proactively promote properties and share fees with the entire industry, allowing us to build lasting connections, create superior wealth for our clients, and **prosper together.**

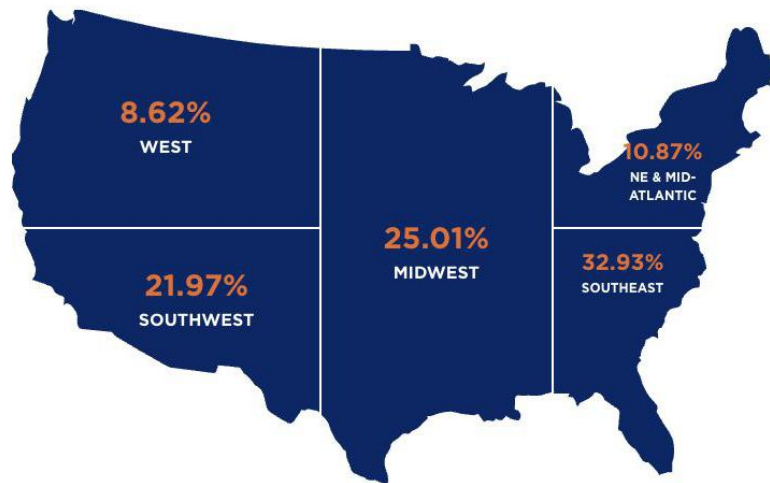
200+
OFFICE OWNERS

2,200
ADVISORS & STAFF

\$14.9B
TOTAL VALUE OF SALES & LEASE
TRANSACTIONS



SVN BENCHMARKS



TRANSACTION VOLUME

united states national distribution*

CORE SERVICES

- Sales
- Leasing
- Property Management
- Corporate Services
- Accelerated Sales
- Capital Markets
- Tenant Representation

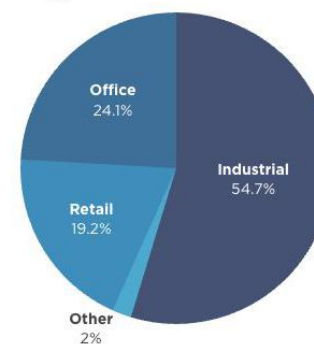
SPECIALTY PRACTICES

- Hospitality
- Industrial
- Land
- Multifamily
- Office
- Retail
- Special Purpose

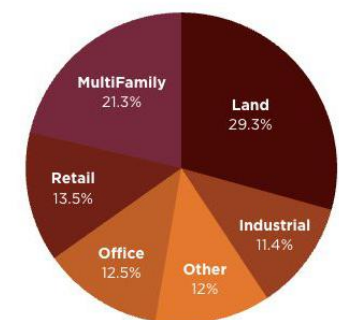
PRODUCT TYPE

national distribution by product volume***

Leasing**



Sales



*DATA BASED ON US SALES

**Leasing includes both Landlord and Tenant Representation.

***The statistics in this document were compiled from all transactions reported by our franchisees in 2023. They are not audited.

CORE SERVICES

- SALES
- LEASING
- CAPITAL MARKETS
- CORPORATE SERVICES
- PROPERTY MANAGEMENT
- TENANT REPRESENTATION
- ACCELERATED
SALES/AUCTIONS



PRACTICE AREAS

HOSPITALITY

- Hotels / Motels
- Resorts & Golf Courses
- Marinas, Ski, Other Outdoor Recreation
- Restaurants
- Event Centers
- RV Parks

INDUSTRIAL

- Self-Storage
- Warehouse/Manufacturing
- R&D/Laboratory

LAND

- Development
- Agricultural/Timberland

MULTIFAMILY

- Apartments
- Condominiums
- Mobile Home Parks
- Single Family Rental / Build For Rental Portfolio
- Senior Housing
- Student Housing

OFFICE

- Office
- Medical Office

RETAIL

- Multi-Tenant/ Shopping Center
- Single Tenant Net Lease

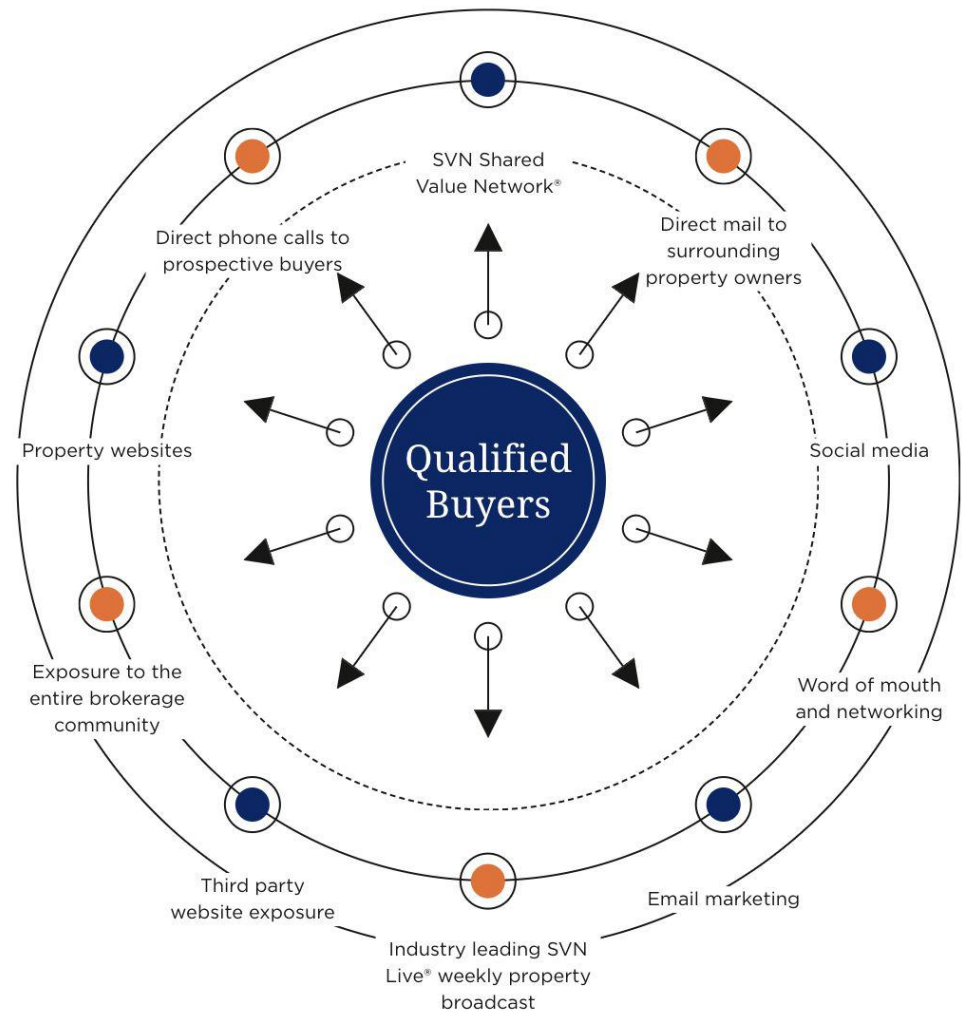


SVN CORE COVENANTS

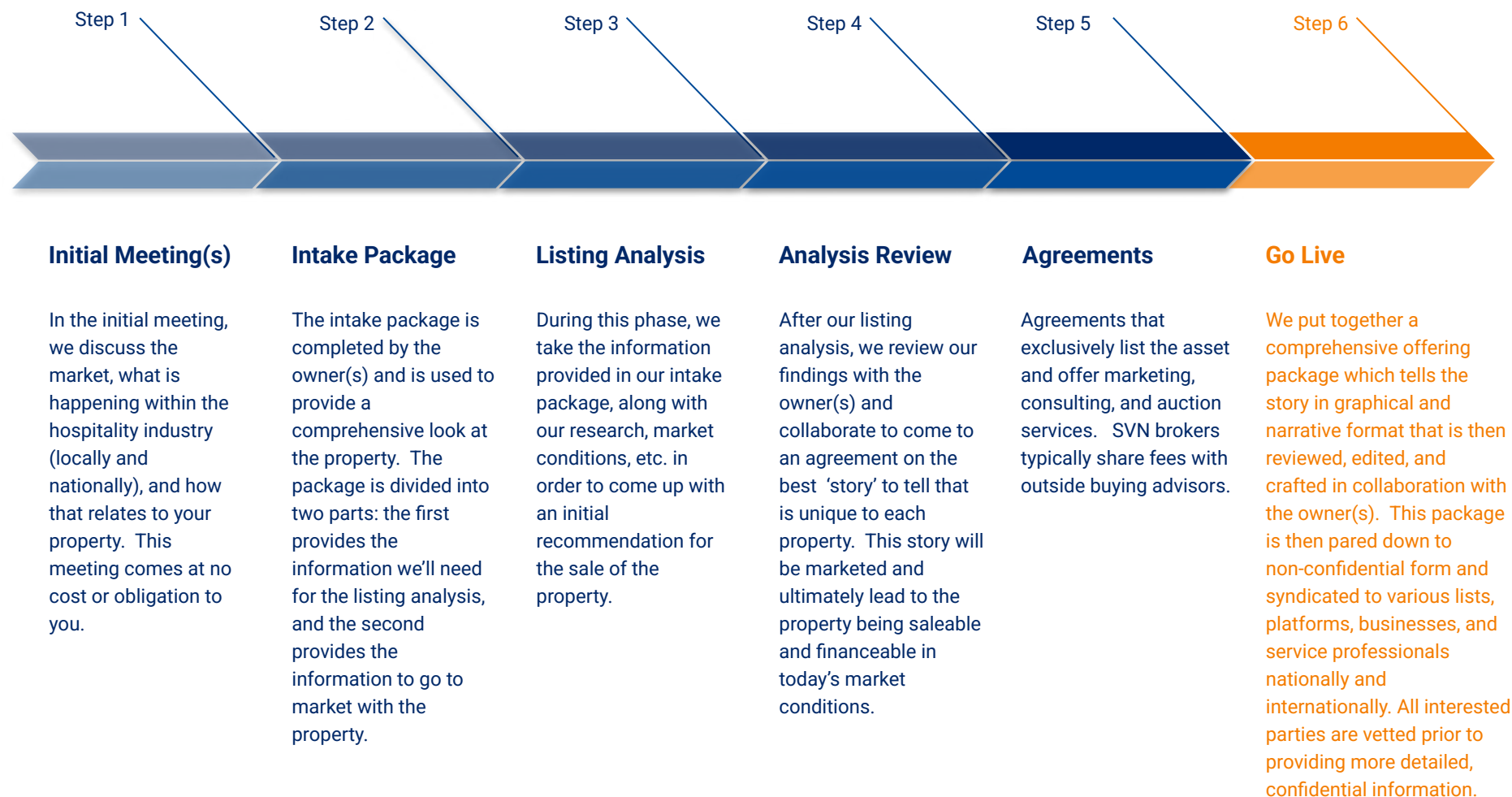
SVN[®] marketing strategy (sales)

CUSTOM MARKETING STRATEGY MEETS MULTIPLE MEDIA CHANNELS TO

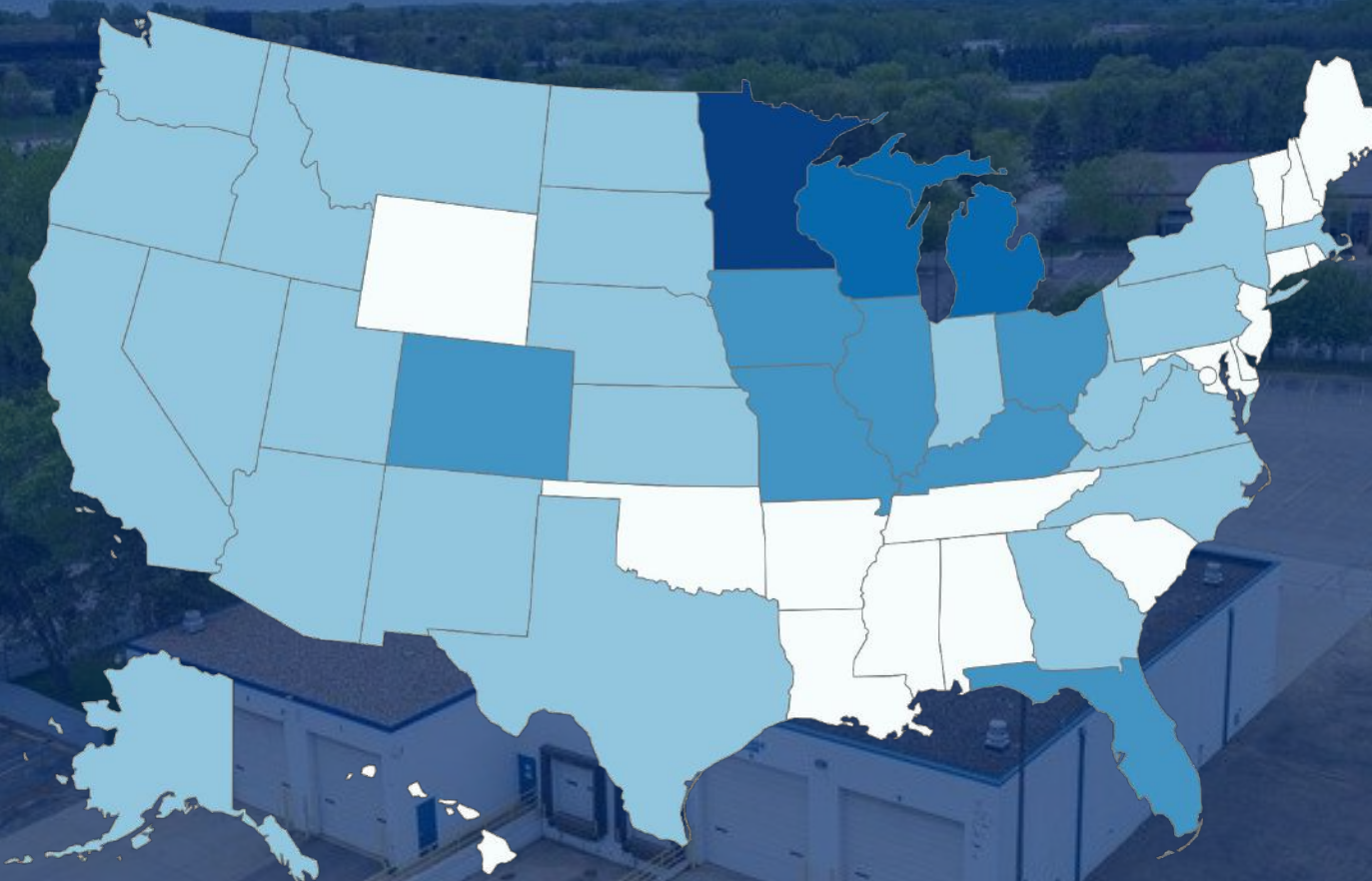
Maximize the value of your property



SVN MARKETING TIMELINE



CRE PROJECTS MAP



1,500+

PROJECTS

35

STATES

5

COUNTRIES

PROJECT SNAPSHOTS - OFFICE / RETAIL



5353 Wayzata Boulevard - Saint Louis Park, MN

SVN | Northco partnered with Navigator Real Estate to form the Northco / Navigator Core Real Estate Fund. One of the first assets acquired for the Fund was 5353 Wayzata Office Building located at West End in St. Louis Park. At acquisition the office building was 65% occupied, and over the years the SVN | Northco leasing team was able to bring occupancy to over 90% at the time of sale. The management team also worked through the approval process to carve off approximately 2 acres of land to be used for additional development.



St. Paul Building - St. Paul, MN

SVN | Northco was enlisted as the seller's representative for the sale of this historic office building in downtown Saint Paul, MN. This 50,000 square foot property is located on the National Register of Historic Places, and performed at a near 0% vacancy level as an office building during the seller's stewardship of over twenty five years. SVN | Northco brought in the buyer, a well-known local commercial real estate firm, which intends to keep the property as an office building, while making some minor improvements.



Baker Building - Minnetonka, MN

SVN | Northco was enlisted as the buyer's representative for the purchase of this multi-tenant office building in desirable sub-market of Minnetonka. This property is located in the Opus business park, where approximately 14,000 people work. The property is near the proposed Opus Station of the Southwest LRT line, around which major development is slated to occur. The new owner has completed many improvements to the property since moving in, making it a very attractive option for prospective tenants who are seeking office space in the area. The Northco team also provided property management and leasing services.

PROJECT SNAPSHOTS - OFFICE / RETAIL



HNI Corporate Headquarters - Lakeville, MN

HNI is a leading global office furniture company. The Brands, which are some of the strongest in this sector include HON, AllSteel, HBF, Lamex, Pooli, Gunlocke, BPergo, Artcobell, and Maxon. Additionally HNI also owns Fireside Hearth & Home and various other hearth products which are recognized household names. HNI had moved some of their manufacturing out of their owned office facility and needed HQ to be right sized. SVN | Northco was engaged to dispose of their current facility along with relocate them into a new HQ facility. Upon disposition of their current facility to Malt-O-Meal, HNI was relocated to a flex building in Lakeville, MN. The property was converted from a flex to include high ceiling office, expansive glass lines, and was new ground up construction. HNI had a significant cost savings at the completion of this project.



Snap Fitness - National Representation

Snap Fitness is an international gym with over 1,500 locations. Snap Fitness is a franchise model and the site selection was a process dictated by Snap Fitness corporate based on the franchisee's general area. SVN Northco acted as the preferred real estate provider for the franchisees. SVN Northco helped open over 300 locations across the lower 48 states, in Mexico and Canada over a 3 year time frame. Snap Fitness benefited from the SVN | Northco partnership by utilizing SVN | Northco's network of real estate professionals, speed to market with standardized processes, and space planning / financial analysis.



740 Grand Avenue - Saint Paul, MN

SVN | Northco represented the Seller of 740-742 Grand Avenue, Saint Paul, MN, a ±7,927 square foot retail/office building prominently located on the bustling commercial corridor of Grand Avenue and Grotto Street. At sale, the property was approximately 60% leased. SVN | Northco was able to structure a creative transaction where the Seller leased back space for a number of months in order to get financing for the buyer, and in order for the buyer to buy time to find a tenant to replace the Seller's suite. There was also seller financing involved. Overall, this was a creative transaction, and the sale closed within only a few months after being listed.

PROJECT SNAPSHOTS - OFFICE / RETAIL

Mainstream Boutique

Mainstream Boutique - Forest Lake, Hermantown and Willmar, MN

SVN | Northco was engaged for multi-site tenant representation for the national women's clothing retailer Mainstream Boutique. Mainstream Boutique currently has 70+ locations throughout the United States, including 20+ in Minnesota. Working with SVN Realty Advisors out of Newport Beach, California, the SVN team was able to successfully secure long-term leases for one location in the Minneapolis-Saint Paul metropolitan area (Forest Lake), one off-market location in Hermantown, MN (a submarket of Duluth), and one location in Willmar, MN, which is approximately two hours west of Minneapolis.



Waconia Square - Waconia, MN

SVN | Northco was engaged as the landlord's representative for the leasing of Waconia Square, a ±38,412 square foot neighborhood retail center in charming downtown Waconia. Waconia is an affluent and growing western suburb in the Minneapolis-Saint Paul metropolitan area. The center is located one block from scenic Lake Waconia, giving it a stunning backdrop. The center contains both retail and office suites, and tenants include Domino's Pizza, T-Mobile, Waconia Brewing Company, Laketown Chocolates, and many more. This is one of the nicest retail centers in Waconia.



464 Snelling Avenue - Saint Paul, MN

SVN | Northco was engaged as the landlord's representative for the lease of 464 Snelling Ave S in Saint Paul, Minnesota, a ±7,150 SF retail space, spread across two floors in one of the best retail submarkets in St. Paul. This location is highly visible with very high traffic counts. It boasts 60 feet of storefront with full length windows along Snelling Avenue, one of the main arterial thoroughfares in Saint Paul. The previous tenant, Rita Ambourn Hair Day Spa, was in business at this location from 2006-2023. SVN | Northco was able to structure a very creative deal to get a well-known local salon in the space on a long-term lease, significantly improving the value of the asset for the Landlord.

PROJECT SNAPSHOTS - OFFICE / RETAIL



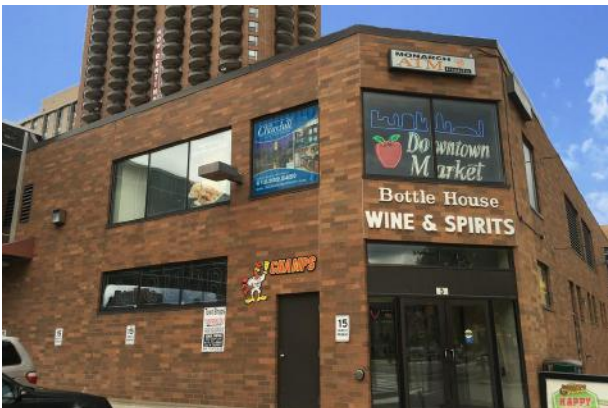
Comcast Spotlight - Golden Valley, MN

Comcast Spotlight is an advertising sales company providing video solutions to local, regional and national businesses through television and digital advertising. Comcast Spotlight needed to relocate to a creative office that would allow their sales team close proximity to entertainment, along with access to the highways. Additionally they had a tech savvy space which needed an upscale image. SVN | Northco was able to find an off market deal in which the Colonnade had to relocate a tenant to accommodate a full floor for Comcast Spotlight.



Anoka Shopping Center & Offices - Anoka, MN

The Anoka Shopping Center & Offices is a retail and office portfolio located in Anoka, MN. With a prime location off of Main Street and Hwy 10/US 169, the Center experiences high vehicle per day counts and a loyal customer base. The Center has been a staple in the Anoka market for decades and continues to provide tenants and customers with an exceptional experience. The Northco team currently handles all property management and leasing activity for this portfolio.



The Churchill - Minneapolis, MN

SVN | Northco represents the landlord in the leasing of its retail spaces at The Churchill, a 360 unit apartment high rise property ideally situated in the Mill District of Downtown Minneapolis. The building is directly connected to the downtown CBD buildings being the most northern property on the Minneapolis Skyway System, and is the center location between the vibrant and popular Mill District and North Loop neighborhoods. The property includes five street level retail/office spaces and skyway level office suits.

PROJECT SNAPSHOTS - OFFICE / RETAIL



Shoppes of Diffley - Eagan, MN

SVN | Northco was enlisted as the buyer's representative for the purchase of the Shoppes of Diffley, a multi-tenant retail building in Eagan, MN. SVN | Northco recently had represented the same group (a first time investor) on the purchase of another retail strip center in Anoka, MN. This retail strip center contains a strong tenant mix, including a HealthPartners clinic as the anchor tenant, a popular yoga studio, a dance studio, and a nail salon, and is located across the street from a Kowalski's grocery store. The Northco team currently handles all property management and leasing activity for this portfolio.



792 Grand Avenue - Saint Paul, MN

SVN | Northco was enlisted as the landlord's representative to a lease several spaces at 792 Grand Avenue, which is mixed-use building (retail and apartments) that is located on the most well-known commercial corridors in the Twin Cities. SVN | Northco was able to assist with long-term lease to a restaurant user. This was a somewhat difficult lease transaction given that the space was somewhat small for a restaurant (roughly 1,200 square feet), and due to the fact that there had not been a kitchen in the suite previously. The tenant is highly regarded in the restaurant world, and has brought significant value to the building.



237-241 West 7th - Saint Paul, MN

SVN | Northco was enlisted as the landlord's representative to lease several spaces at 237-241 West 7th Street in St. Paul. The building is in the West 7th entertainment district, and is only a few blocks from Xcel Energy Center. SVN | Northco was able to successfully transact on two long-term leases with two national credit tenants: Insomnia Cookies and D.P. Dough. The building is now fully-leased for the long-term.

PROJECT SNAPSHOTS - ADAPTIVE RE-USE



University of St. Thomas, Gainey Conference Center - Owatonna, MN

SVN | Northco was initially engaged by the University of St. Thomas (“UST”) to provide a use/valuation analysis for their southern campus – the Gainey Conference Center (“Gainey”). This facility was primarily used as a corporate conferencing facility along with classroom space for UST. Located in Owatonna, MN, Gainey is a historic facility consisting of 35 guest rooms, a full service kitchen, a conference center, horse arenas, and numerous other buildings on 178.77 acres of land. After the valuation and presentation to the board at UST, SVN | Northco was engaged to sell the property and procured a premarket buyer who wanted to convert the facility to a rehab retreat center. Working with the city and community, the property went through a zoning change and the buyer expedited the close on the transaction.



Adler Graduate School - Minnetonka, MN

SVN | Northco was enlisted as the buyer’s representative for the purchase of 10225 Yellow Circle Drive, a multi-tenant office building in Minnetonka, MN. The Adler Graduate School was looking for a modern building in a western suburb that felt like it was a college campus, and SVN | Northco pulled multiple options that fit the bill. SVN | Northco worked successfully with the City of Minnetonka on a Conditional Use Permit that would allow a school to operate at the property. SVN | Northco’s construction group was also hired as the general contractor for the project.



Exchange Building – Saint Paul, MN

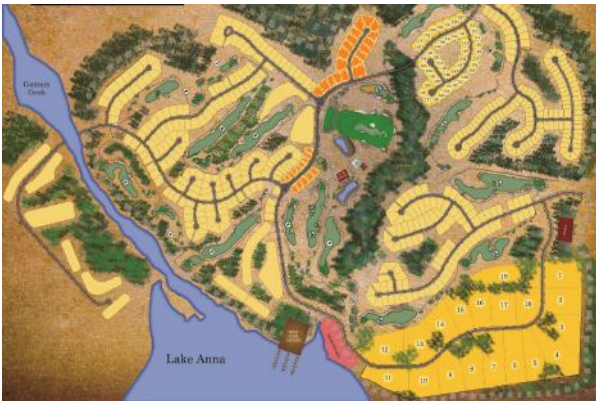
SVN | Northco was enlisted as the seller’s representative for the sale of this historic office building in downtown Saint Paul, MN. This 60,000 square foot property is located on the National Register of Historic Places, and performed at a near 0% vacancy level as an office building during the seller’s stewardship of over twenty years. SVN | Northco assembled the marketing materials as an office to boutique hotel or micro-apartment conversion, and the eventual buyer ended up being a local independent hotel group that is opening a 71-room boutique hotel and restaurant, Celeste St. Paul Hotel + Bar, in the fall of 2019.

PROJECT SNAPSHOTS - DEVELOPMENT / LAND



Elk Run Development Land - Pine Island, MN

SVN | Northco represented the Seller of $\pm 1,900$ acres of entitled development land in Pine Island, MN, only 15 miles northwest of downtown Rochester, MN, and the \$6B Destination Medical Center development project. In 2019, the Prairie Island Indian Community purchased over 1,000 acres to be used as housing for their tribe members.



Cutalong Master-Planned Golf Community - Mineral, VA

SVN | Northco represented the Seller, a lender, on the sale of ± 1005.97 acres of development land in Mineral, VA. Mineral is located approximately 25 miles east of the City of Charlottesville, VA, 40 miles northwest of the City of Richmond, VA (the state capital), and 90 miles southwest of the Washington DC metropolitan area. The project is fully-entitled for 891 residential units as well as a variety of commercial uses. An 18-hole, Tom Clark designed championship golf course is the centerpiece of the development. In addition to residential development and the 18-hole championship golf course, the project includes tennis courts, horse stables, a beach and boat hotel, access to Lake Anna via community docks, as well as other amenities.



Real Del Monte - Mineral Del Monte, MX

SVN | Northco represented the Seller of ± 816 acres of development land in historic Mineral Del Monte, which is a popular tourist destination for Mexican and international citizens alike. The shovel-ready project plan included residential, a golf course, resort/hotel, ski hill, and commercial areas with restaurants and retail. This site is located approximately 90 minutes from Mexico City and its 25 million inhabitants.

PROJECT SNAPSHOTS - DEVELOPMENT / LAND



Hilton Homewood Suites – St. Louis Park, MN

SVN | Northco investment affiliate acquired the 112,000 SF office building at the West End in St. Louis Park, MN which included an oversized parking lot. The Northco team was able to carve off approximately 2 acres of the parking lot for development. The Northco team then worked with a large hotel developer to obtain very favorable entitlements that allowed for the development of a Homewood Suites by Hilton. The entitlement process required a detailed parking study and analysis that demonstrated the different times and days of parking usage between a suburban office building and an extended stay hotel. Ultimately, the project was approved and developed, and is currently one of the most successful hotel projects in the area. Northco retained ownership of the hotel land, and signed a long term ground lease with the hotel developer.



Adler Graduate School - Richfield, MN

SVN | Northco was enlisted as the seller's representative for the sale of this non-profit graduate school in Richfield, MN to Morrie's Automotive for re-development to a world-class Jaguar-Land Rover dealership. This site features great visibility with its location across from the Mall of America on I-494, one of the highest traffic interstates in the Minneapolis MSA. SVN | Northco worked with the City of Richfield for over a year to receive the property PUD / Zoning. We were able to get the seller \$45 PSF, when \$10-15 PSF is common for the neighborhood where the site is located. SVN | Northco also represented the Adler Graduate School in finding their new location.



Cannon Falls Development Land - Cannon Falls, MN

SVN | Northco was enlisted as the seller's representative for the sale of approximately 66 acres of development land in Cannon Falls, which is part of the Minneapolis-St. Paul metropolitan area. SVN | Northco assisted the seller with transacting to two different users: one that carved off 44 acres for a horse training farm, and another user that purchased 22 acres for residential use / development.

PROJECT SNAPSHOTS - INDUSTRIAL



3303 Terminal Drive - Eagan, MN

SVN | Northco represented Outour Acquisition fund group in the acquisition of this 6.75 acre outdoor storage/truck maintenance facility in Eagan, MN. This property was previously owned by Transport America and was used solely as a truck terminal. SVN | Northco help acquire the property as well as marketing and leasing the property on the open market. The leasing projected resulted in a multi-tenant situation with 2 publicly traded groups reaching record prices even higher than our previously set record at 3306 Mike Collins.



24670 Larson LN - Lakeville, MN

EquipmentShare is a leader in large scale industrial equipment rental in the United States operating hundreds of locations nationwide. EquipmentShare was needing a new strategic location in the Twin Cities area, Myles Harnden and Hunter Weir, acting as their representative for the project, was able to find the property, work hand in hand with the contractor, negotiate the terms, fully customize the building and work with the municipalities to build out their location. The total project was a 5.45 acre class A site with a 15,000 SF building. By providing local insight, "boots-on-the-ground" attention, and fluid negotiations Myles and Hunter were able to execute this extensive project on time and to the highest standards. Today, this project stands as the first foot forward for EquipmentShare's entrance into the Twin Cities Market.

PROJECT SNAPSHOTS - INDUSTRIAL



16611 W. Basin St. - Odessa, TX

EquipmentShare is a leader in large scale industrial equipment rental in the United States operating hundreds of locations nationwide. EquipmentShare was needing a new location in Odessa, TX Myles Harnden and Hunter Weir, acting as their representative for the project, were able to find the property, negotiate the terms, and customize the building to complete this project. The total project was an estimated 5.5 acre site with a 12,856 SF building. Myles and Hunter were able to execute this extensive project on time and to the highest standards.



3306 Mike Collins - Eagan, MN

SVN | Northco represented Stonemont Financial Group's ("SFG") ISF Fund in the acquisition of a 5-acre outdoor storage property that was previously owned by Opus and used as their construction/equipment supply yard and maintenance bay for decades. SVN | Northco helped acquire the property, oversaw, and managed the improvement of the project which included repaving the entire site with asphalt, landscaping, stormwater mitigation etc., and leasing the property on the open market. The construction project was completed on time and under budget and the leasing project resulted in a public traded national company leasing long term at record rates PSF for the property type in the Twin Cities.



2101 O'Neil Rd. - Hudson, WI

SVN | Northco represented Direct Logistics, LLC in the sale of the 63,311 SF and 9.66 acre Class A industrial facility in Hudson, WI. The property was previously owned by Direct Logistics and used to run their warehouse operations. SVN | Northco helped Direct Logistics to market and find a buyer for the property. This led to interest from the city of Hudson, who completed the transaction.

PROJECT SNAPSHOTS - INDUSTRIAL



Dallas-Fort Worth Metropolitan Area

Core & Main is a leading distributor of water, sewer, storm drain and fire protection products in the United States operating more than 300 branches nationwide. Core & Main was needing a new strategic location in the DFW area and Myles Harnden, acting as their representative for the project, was able to find the land, the right developer, negotiate the terms, value engineer the building and work with the municipalities to build their location. The total project was a 6-acre distribution site with 12,000 SF building. Being nimble, aggressive, and providing "hands-on", "boots-on-the-ground" attention, Myles was able to execute this complex development on time and under budget. Today, this location is profitable and the "gold standard" relative to all the "greenfield" locations in Core and Main's portfolio.



1 Ridder Circle - Saint Paul, MN

SVN | Northco had closed an estimated 130,000 SF industrial property that is situated on approximately 8.72 acres of land at 1 Ridder Circle in the CBD of Saint Paul, MN. The tenant, First Transit, represented by a local investor and development group, Interstate Development, parks over 300 vans on the property. The property consists of a large maintenance facility as well as a very large indoor parking area with office as well as ample outdoor parking lots. The Property closed 47 days after it went under contract during a very uncertain and volatile moment in our nation's economic history as this deal transacted at the beginning of the pandemic.



201 5th Ave. SW - New Brighton, MN

Universal Truck Service, founded in 2000, is the leading, family owned, truck/trailer service and sales business in Minnesota. Universal Truck Service is headquartered in Roseville, MN in a 68,000 SF facility on 5.74 acres and they have another location in East Bethel, MN. Universal Truck Service had SVN | Northco's Myles Harnden help them acquire their 3rd location in New Brighton from McCoy Group's Truck Country. The property is a class A, fleet maintenance facility situated on close to 4 acres. The property was acquired within the short close time, with no issues, even with environmental issues, in a competitive bid process during an extremely tight market.

PROJECT SNAPSHOTS - INDUSTRIAL



2500 SE 43rd - Des Moines, IA

SVN | Northco is represented one the largest truck parking operator in the Midwest, Stagecoach Storage, in the acquisition of a 12-acre truck parking lot in Des Moines, IA. The site was bought from raw land but has the coveted heavy industrial zoning that permitted truck parking as a primary use. This zoning and entitlement is very rare to find and makes this property extremely rare and valuable.



316 Malden St. - South Saint Paul, MN

SVN | Northco represented T-motors in the sale of the 4.02 acre outdoor storage/truck maintenance facility in South Saint Paul, MN. The property was previously owned by T-motors to run a salvage operation. SVN | Northco helped T-motors to market and find a buyer for the property. This led to interest from the city of South Saint Paul, who completed the transaction.



7800 Xylon Ave N - Brooklyn Park, MN

SVN | Northco was engaged as the seller's representative for the sale of an industrial battery warehousing, distribution, and servicing business—specializing in forklift batteries—along with its assets, inventory, and owned real estate. The property is located in Brooklyn Park, a first-ring northern suburb of Minneapolis, Minnesota, at the high-traffic intersection of Hwy 81 and Brooklyn Blvd. Operating since 1980, Midwest Industrial Battery has been serving the Minneapolis–St. Paul metro area for over four decades.

PROJECT SNAPSHOTS - MEDICAL



817 E 66th. Street - Buyer Rep - Restaurant to Dental Office

SVN | Northco represented the Buyer of 817 E 66th Street, Richfield, MN 55423, a ±4,000 square foot retail/restaurant building prominently located on the bustling commercial corridor of East 66th Street. The buyer, an optometrist, was seeking a suitable building to launch his own private practice, and although the existing building was a restaurant, the building checked most of the boxes for him, Now operating as Swoop Eye Care, the space has been beautifully built out into a high finish eye clinic.



VROMP (Veterinary Rehabilitation & Orthopedic Medicine Partners) - Tenant Rep

SVN | Northco represented VROMP, DBA Twin Cities Animal Rehab and Sports Medicine, on their search for a new facility in the north metro. VROMP landed on a flex building located at 10035 NE Flanders CT, Blaine, MN 55449. This result was met after an extensive search through numerous north metro flex buildings. This space will suit VROMP for the foreseeable future.



Heartland Dental 2 Property Portfolio - Twin Cities Metro

SVN | Northco was enlisted as the seller's representative for sale a 2 property portfolio, guaranteed by Heartland Dental LLC, located at 11237 Foley Blvd NW, Coon Rapids, MN 55448 and 15243 Nowthen Boulevard, Ramsey, MN 55303. Heartland Dental is the nation's largest dental support organization providing services to 2,800 supported doctors across 38 states. The businesses of Ramsey & Foley Dental practices have been serving the Twin Cities markets for over 30 years with an established client base. SVN | Northco was also involved in procuring a 10-year lease of the additional commercial space at the Ramsey building to a local mental health provider prior to the sale to lead to 0% vacancy at both buildings.

RECENT CLIENTS & PROJECTS

1338 Grand LLC - Saint Paul, MN - Landlord representation for a well-known building on the popular commercial corridor of Grand Avenue

Adestinn - Roseville, MN - Tenant representation for numerous office locations / leases

Arthur J. Gallagher and Co. - Minneapolis MSA - Represented tenant on numerous office renewals in the Minneapolis MSA

Baker Group - St. Louis Park, MN - Tenant representation for lease of office space. Later, buyer representation of an office building.

Baker Investments - Minnetonka, MN - Buyer representation for the purchase of an office building. Currently the property manager.

Blakestad Insurance (Acq. by Marsh & McLennan Agency) - Minneapolis, MN - Tenant representation for North Loop office re-location.

Caliber Home Loans - Minneapolis MSA - Tenant representation for multiple retail locations

Capital One - Columbia Heights, MN - Seller (lender) representation for sale of vacant commercial building

Cathedral Hill Properties - Anoka, MN - Seller representation for sale of retail strip center

Church Street LLC - Sun Prairie, WI - Owner representation for sale of value-add, grocery anchored retail center

CitiFinancial Services - Minnesota - Tenant representation for numerous retail locations throughout Minnesota

City of Minneapolis - Minneapolis, MN - Seller representation, management and leasing of historic office building

Colony Capital - Pine Island, MN - Seller (lender) representation for sale of 1,000+ acre vacant land sale on major highway

Comcast Spotlight - Golden Valley, MN - Tenant representation for an office lease

Commonwealth Properties, Inc. - Saint Paul, MN - Seller representation for sale of historic office building (Exchange Building)

Commonwealth Properties, Inc. - Saint Paul, MN - Seller representation for sale of historic office building (Saint Paul Building)

D and B Properties LLC - Saint Paul, MN - Landlord representation for two desirable retail spaces near the Xcel Energy Center, which we leased to two long term tenants: DP Dough and Insomnia Cookies, both with many locations across the United States

Dish Network - Tenant representation for renewal at industrial property

Edinburgh Office Building - Brooklyn Park, MN - Owner representation for management and leasing of property

Fertility Lab Science - Edina, MN - Tenant representation for 15 year lease in Southdale medical building; included ambulatory surgery center

Firefly Credit Union - Rush City, MN - Seller (lender) representation for sale of PUD land

Fox Sports North - Minneapolis, MN - Tenant representation for new office space and renewal of existing office lease

General Services Administration (GSA) - Minneapolis, MN - Strategic plan for relocation of office facility

Government of El Salvador - Saint Paul, MN - Tenant representation of a government agency that was in need of a location for a Consulate

Gravon Properties LLC - Saint Paul, MN - Landlord representation for lease-up of multiple retail spaces on busy commercial corridor

Harbor Freight Tools - St. Cloud, MN - Tenant representation for new retail location

HNI Corporation - Lakeville, MN - Owner and tenant representation. Sold existing HQ to Malt O' Meal and located their new HQ.

JLS Consulting - Saint Paul, MN - Seller representation for a multi-tenant office building in the desirable Cathedral Hill area of Saint Paul.

Kensington Bank - Spring Lake Park, MN - Seller (lender) representation for sale of office / flex building

Keystar Capital - Virginia, MN - Seller (lender) representation for management and sale of retail strip center and office

Kmart - Minnetonka, MN - Leasing of vacant and unoccupied Kmart space across the metro

Lone Oak Industrial - Eagan, MN - Asset management, landlord representation, investment in industrial complex

Martha's Garden Floral Studio - Saint Paul, MN - Seller representation for the sale of a successful floral business.

RECENT CLIENTS & PROJECTS

Masters Fifth Avenue, Inc. - Monticello, MN - Seller representation for sale of apartment building
McMillan Real Estate - Baldwin, WI - Buyer representation for the purchase of two office/retail properties in the Minneapolis-Saint Paul MSA
Midwest Interventional Systems - Fridley, MN - Tenant representation for industrial lease to medical device manufacturer
Minneapolis Performing Arts Center - Minneapolis, MN - Tenant representation for relocation of performing arts center
Mitel - St. Louis Park, MN - Tenant representation for lease of office space
MIV - Arden Hills, MN - Asset management, property management, investment, and landlord representation for multi-building industrial complex
Mortgage Investment Trust Corp. - Mahtomedi, MN - Seller (lender) representation for sale of office building to owner/user.
Mutual of Omaha - Minneapolis MSA - Tenant representation for numerous retail locations throughout the Minneapolis MSA
Northwood Investments - Northwood, IA - Seller representation for vacant land adjacent to Diamond Jo Casino
NPL, a Centuri Company - Lakeville, MN - Strategic plan for purchase of existing leased facility
Numerous Salon Clients - Saint Paul, MN - Seller/tenant representation for numerous salon clients in the Saint Paul area
O'Reilly Auto Parts - Minneapolis MSA - Landlord representation for lease-up of excess space
Ogletree Deakins Law Firm - Minneapolis (CBD), MN - Represented law firm opening a new office in Minneapolis.
PCCP - Minneapolis, MN - Landlord representation for CBD office building (Northstar Center)
PF Properties - Minneapolis MSA - Developed strategic plan for disposition of the entire PF Properties portfolio
Presidium Asset Solutions - Rogers, MN - Seller (lender) representation sale of platted residential land
River Valley Bank - Eagle River, WI - Seller (lender) representation for sale of lakeside resort (in conjunction with the resort owner)
River Valley Bank - Ishpeming, MI - Seller (lender) representation for the sale of a 59-key hotel
RMK Management - Minneapolis, MN - Owner representation for leasing of retail space
Sita Investments - Eagan, MN - Buyer representation for purchase of high performing retail strip center
Snap Fitness - Worldwide - Real estate advisory and single point of contact for franchisees across the country
Soderberg Apartment Specialists - Bloomington, MN - Investment partner in 240 unit apartment complex
Southdale Medical Center - Edina, MN - Asset management, landlord representation, investment in medical-office complex
Southern Life Insurance Co - Davenport, IA - Seller (lender) representation for the sale of a multiple property office and retail portfolio
Stearns Lending - Minneapolis MSA - Tenant representation; successfully represented them on five retail locations
Sun Life Financial - Minneapolis MSA - Tenant representation for new office lease
Tower Investments - Pine Island, MN - Seller representation in sale of 1,200 acres of land on major highway interchange
United Rentals - Rogers, MN - Sublease of existing industrial and retail space
United States Department of Agriculture - Bloomington, MN - Tenant representation for office leasing (including renewal)
United States Postal Service - Eagan, MN - Tenant representation for renewal of office lease
US Bank - Edina, MN - Seller (lender) representation for the sale of an office condominium in a Class A building
Vision Solutions - Rochester, MN - Tenant representation for their initial search for space in Rochester, and representation 7 years later
Volunteers of America - Eden Prairie, MN - Seller representation for the sale of their office building
Wedgwood - Maple Grove, MN - Asset management, landlord representation, investment in multi-building industrial/flex complex



RECENT CLIENTS & PROJECTS

Wells Fargo - Oak Park Heights, MN - Seller (lender) representation for sale of former car dealership

Wells Fargo - Stillwater, MN - Seller (lender) representation for sale of commercial lot for re-development

Wells Fargo Home Mortgage - Minneapolis MSA - Tenant representation for numerous locations throughout the Minneapolis MSA

Western Bank - Bloomington, MN - Tenant representation for their new office location

Western Bank - Hinckley, MN - Seller (lender) representation for sale of former car dealership

Western Bank - Lino Lakes, MN - Seller (lender) representation for sale of office building to owner-user

Xcel Energy - Cannon Falls, MN - Seller (lender) representation for sale of vacant land (acquired for easement)

Zazu Investments - Anoka, MN - Buyer representation for purchase of retail strip center

We've also worked on hundreds of hospitality projects through our specialized practice and have a more detailed package on that upon request or on our website.

FRANK A. JERMUSEK, J.D.



Managing Director / Principal National Chair Resort & Golf

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SPECIALIZATIONS

Real Estate
Business
Finance
Investment
Resort & Golf

WEB PAGES

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Frank is a Principal at SVN | Northco headquartered in Minneapolis, Minnesota. SVN has become one of the most recognized commercial real estate brands in the world with over 200 offices globally.

Frank has served as President and Managing Director of SVN | Northco since acquiring the company in 2006. In this role he is in charge of company operations including leading a sophisticated team of professional advisors specializing in brokerage services, investment, finance, management, consulting and resort & golf.

SVN | Northco is a full service commercial real estate firm that has been a leader in the market since 1975. SVN | Northco has numerous affiliated entities including SVN | Northco Real Estate Services, SVN | Northco Golf & Hospitality and SVN | Northco Hospitality Investments. SVN | Northco specializes in a wide range of services related to the resort & golf industry and serves as head of the SVN national product council for golf courses and resort properties.

Frank is also the founder of The Jermusek Law Firm, LLC, a Minnesota based law firm focusing on providing sophisticated, creative and practical solutions for clients dealing with real estate, business, lending and golf/hospitality matters.

During his career, Frank has worked on thousands of real estate, corporate and resort & golf transactions ranging from small local real estate transactions to a \$150+ million corporate transaction, all totaling well over \$2 billion in transaction volume.

Experience

2006 - Present: President, SVN | Northco and all affiliated companies

2006 - Present: The Jermusek Law Firm, LLC

2003 - 2006: Attorney, Stinson Leonard Street

1989 - 2003: General Manager/Controller, Baker Investments

Education

William Mitchell College of Law - Juris Doctor

University of St. Thomas - Bachelor of Arts - Accounting

Minnesota School of Business - Accounting

Professional Recognitions / Affiliations

Licensed Real Estate Broker - MN, WI, SD, ND, IA

Licensed Attorney - MN

Minnesota and Hennepin County Bar Associations

National Golf Course Owners Association (NGCOA)

United States Golf Association (USGA)

Minnesota Commercial Association of Realtors (MNCAR)

Achievements

SVN Top 3 Advisor Globally

SVN Partner's and President's Circle

SVN Firm of the Year

EDWARD RUPP



Principal

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SPECIALIZATIONS

Real Estate
Business
Management
Hospitality
Resort & Golf

WEB PAGES

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Edward J. ("Ned") Rupp is a Principal and Senior Advisor at SVN | Northco and is a member of the SVN | Northco Resort & Golf team and the SVN | Northco Commercial Real Estate team. The SVN | Northco office is located in Minneapolis, Minnesota. SVN | Northco is a full service commercial real estate firm that has been a leader in the Twin Cities market since 1975.

Ned's career has spanned a number of areas over the years, including: commercial real estate, hospitality, marketing, sales, project management, and property management. Ned has managed teams at an award-winning boutique hotel in Saint Paul, a luxury island resort in Birchwood, Wisconsin, and a private membership club in Saint Paul. In addition, Ned served as a Project Manager for a commercial real estate development and management company located in Saint Paul.

Having grown up in the Cathedral Hill neighborhood of Saint Paul and having spent his entire life in the Midwest, Ned is an expert in the Saint Paul hospitality and commercial real estate market, and since joining SVN | Northco has broadened his commercial real estate practice to the entire Twin Cities market, and his hospitality practice nationally.

Experience

2016 - Present: Principal & Senior Advisor, SVN |
Northco and all affiliated companies
2012 - 2016: Commonwealth Properties, Inc.
2016: Stouts Island Lodge (Seasonal)
2014 - 2016: University Club of St Paul
2012 - 2016: Hotel 340 of St Paul

Education

University of Minnesota, Twin Cities - Bachelor of Arts -
Psychology
CAPA, Florence, Italy - General Studies

Professional Recognitions / Affiliations

Licensed Real Estate Agent in Minnesota and Wisconsin
SVN Resort & Golf Group
Minnesota Commercial Association of Realtors
(MNCAR)

Achievements

SVN Top 100 Advisors
SVN Advisor Elite
SVN Firm of the Year

EMILIA MOLLE



Principal

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SPECIALIZATIONS

Real Estate
Business
Marketing
Management
Resort & Golf
Hospitality

WEB PAGES

www.northco.com

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Emilia is a Principal and Senior Advisor at SVN | Northco headquartered in Minneapolis, Minnesota. SVN has become one of the most recognized commercial real estate brands in the world with over 200 offices globally.

With a background in corporate Human Resources, account management and small business management, Emilia brings diverse experience to the company with a strong history of customer service, sales, project and program management, contract administration, relationship management, budgets, strategy and value demonstration. She is excited to now be part of an industry-leading team of professional advisors specializing in brokerage services, investment, finance, management, consulting and resort & golf.

SVN | Northco is a full service commercial real estate firm that has been a leader in the market since 1975. SVN | Northco has numerous affiliated entities including SVN | Northco Real Estate Services, SVN | Northco Golf & Hospitality and SVN | Northco Hospitality Investments. SVN | Northco specializes in a wide range of services related to the golf & resort industry and serves as head of the SVN national product council for golf courses and resort properties.

Experience

2018 - Present: Principal & Senior Advisor, SVN |
Northco and all affiliated companies
2016 - 2018: Business Manager, McCarty Construction
2011 - 2015: Corporate HR Manager, Harley-Davidson
Motor Company
2001 - 2011: Business Manager & Harley-Davidson
Motor Co. Acct. Manager, Synergy Strategic

Education

University of Michigan, Ann Arbor - Bachelor of Science

Professional Recognitions / Affiliations

Licensed Real Estate Agent - MN & WI
SVN Resort & Golf Group
Minnesota Commercial Association of Realtors
(MNCAR)

Achievements

SVN Firm of the Year
SVN Advisor Elite
SVN Certified Specialty - Hospitality
SVN President's Circle

KRISTA GARHOFER



In-House Legal Counsel

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SPECIALIZATIONS

Legal Counsel
Real Estate
Business
Resort & Golf
Hospitality

WEB PAGES

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Krista is the Managing Director/In-House Legal Counsel at SVN | Northco headquartered in Minneapolis, Minnesota. SVN has become one of the most recognized commercial real estate brands in the world with over 200 offices globally.

Krista has over 15 years of transactional commercial real estate experience and has worked in many real estate related positions, including brokerage services at SVN | Northco, underwriting/title examination at a national Title Company and most recently an associate attorney in the real estate group at a nationally recognized law firm. Krista's prior experience allowed her familiarity with nearly every phase of a real estate project including: acquisition and disposition of the property, entity formation, due diligence review, title and survey review, obtaining necessary entitlements, advising on financing, corporate matters, and leasing.

SVN | Northco Real Estate Services is a full service commercial real estate firm that has been a leader in the Twin Cities market since 1975. SVN | Northco has numerous affiliated entities, most notably SVN | Northco Golf & Hospitality. SVN | Northco Golf & Hospitality specializes in a wide range of services related to the golf & resort industry, and our office serves as lead of the SVN national product council for golf courses and resort properties.

Experience

2022 - Present: Managing Director/In-House Legal
Counsel, SVN | Northco

2017 - 2022: Associate Attorney, Taft Stettinius &
Hollister LLP

2016 - 2017: Underwriting Intern, First American Title –
National Commercial Services

2006 - 2016: Brokerage Services, SVN | Northco

Education

Mitchell Hamline School of Law – Juris Doctor and Business
Certificate – Magna Cum Laude

University of St. Thomas – Bachelor of Arts - Accounting

University of Minnesota, Twin Cities – Bachelor of Arts
Economics

Professional Recognitions / Affiliations

Licensed Attorney – MN & WI

Minnesota and Hennepin County Bar Associations

Achievements

Best Lawyers® – “Ones to Watch” 2022

North Star Lawyer 2020

CHRIS KUBESH



Senior Advisor

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SPECIALIZATIONS

Real Estate
Golf, Land & Development
Management
Resort, Hotel & Hospitality
Business
Marketing

WEB PAGES

www.northco.com

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Chris is a Senior Advisor with SVN | Northco Real Estate Service located in Minneapolis, Minnesota. SVN is a full service brokerage, management and consulting company that has become one of the most recognized commercial real estate brands in the world with over 200 offices globally.

Chris has been at SVN | Northco for over 14 years and has worked on projects across all real estate disciplines, specializing in brokerage services, golf, land & development, investment, asset management, and property management. Before joining Northco, Chris spent nearly 13 years working in upper-level management for a leading local/regional retailer where he gained vital experience in sales, operations, marketing, and management allowing him to seamlessly transition into a core member of the SVN | Northco's Golf, Land & Development, Commercial Real Estate, and Management divisions.

SVN | Northco Real Estate Services has been a leader in the commercial real estate market since 1975. SVN | Northco has further developed its industry leading distinction specializing in a wide range of services related to the resort, golf, land and development industry and serving as head of the SVN national product council for golf courses and resort properties.

Experience

2007 - Present: Senior Advisor, SVN | Northco Real Estate Services
1996 - 2008: General Manager for Hat Trick Hockey Inc. a leading Local/Regional Retail Sales Company

Education

University of Minnesota, Twin Cities - Bachelor of Science

Professional Recognitions / Affiliations

Licensed Real Estate Agent - MN & WI
Minnesota Commercial Association of Realtors (MNCAR)
International Council of Shopping Centers (ICSC)
National Golf Course Owners Association (NGCAO)
United States Golf Association (USGA)

Achievements

SVN Firm of the Year
SVN Advisor Elite

MARK BATTLES



Advisor

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SPECIALIZATIONS

Resort & Golf
Medical/Healthcare
Business
Hospitality

WEB PAGES

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Mark Battles, DVM is an Advisor at SVN | Northco and is a member of the SVN | Northco Golf & Hospitality team and the SVN | Northco Commercial Real Estate team. The SVN | Northco office is located in Minneapolis, Minnesota.

Mark joins the SVN team after spending the better part of a decade as a practicing veterinarian in Denver, CO. Mark grew up in the St. Paul, Minnesota area, and moved to Washington, DC for undergraduate studies, then to Pomona, CA to earn his degree in veterinary medicine.

Mark returned home to the Twin Cities to join SVN | Northco and begin a career in commercial real estate. Mark decided to move into commercial real estate not only to find a new challenge for himself, but also to help others to fulfill their real estate needs in order to excel in their careers. Through his years working as a small animal veterinarian and medical director in a busy general practice, urgent care, and emergency veterinary hospitals, Dr. Battles has gained invaluable knowledge concerning the workings and requirements for healthcare spaces.

SVN | Northco is a full service commercial real estate firm that has been a leader in the Twin Cities market since 1975.

Experience

2022 - Present: Associate Advisor, SVN | Northco Real Estate Services

2016 - Present: Veterinarian

Education

Western University of Health Sciences: Doctor of Veterinary Medicine

The George Washington University: B.S. in Biology

Professional Recognitions / Affiliations

Licensed Real Estate Agent - MN

Minnesota Commercial Association of Realtors (MNCAR)

Achievements

SVN Firm of the Year

SVN Resort, Golf, and Hospitality Group

Crexi Platinum Broker Award 2025

BROOKE BLESER



Marketing Coordinator

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SPECIALIZATIONS

Marketing
Real Estate
Resort & Golf

WEB PAGES

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Brooke is the Marketing Coordinator at SVN | Northco headquartered in Minneapolis, Minnesota. SVN has become one of the most recognized commercial real estate brands in the world with over 200 offices globally.

As a recent graduate from the University of Wisconsin- Eau Claire, Brooke brings a fresh new perspective to the team such as new marketing strategies including prevalent social media platforms, technical communications, and strategic advertising approaches. She is eager to learn more about the hospitality industry as a whole and looks forward to building and maintaining collaborative relationships. She has grown up in Wisconsin on her family's cattle farm and participates in her family's ranching operations in Missouri. Brooke is excited to now be part of an industry-leading team of professional advisors specializing in brokerage services, investment, finance, management, consulting, and resort & golf.

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Experience

2021 - Present: Marketing Coordinator, SVN | Northco
2020- 2021 Office Administration Assistant,
Elite Realty Group
2019 Marketing Intern, Catholic
Central High School

Education

University of Wisconsin - Eau Claire - Bachelor of Science
Southern Cross University, Lismore, Australia- General
Studies

Professional Recognitions / Affiliations

Licensed Real Estate Agent - MN & WI
Minnesota Commercial Association of Realtors
(MNCAR)

Achievements

SVN Firm of the Year

LAUREN HORSTMANN



Associate Advisor / Financial Analyst

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SPECIALIZATIONS
Financial Analytics
Hospitality
Resort & Golf

WEB PAGES
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Lauren is an Associate Advisor and Financial Analyst at SVN | Northco headquartered in Minneapolis, Minnesota. SVN has become one of the most recognized commercial real estate brands in the world with over 200 offices globally.

Lauren is a recent graduate from the University of Wisconsin – Stout. She brings modern knowledge about the hospitality industry as she triple majored in Real Estate Property Management, Hotel Restaurant Tourism Management, and Golf Enterprise Management. Lauren has a solid history of customer service skills as well as a dedication to learning. She is thrilled to be learning from a team of industry-leading experts specializing in brokerage services, investment, finance, management, consulting and resort & golf.

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Experience

2021 - Present: Associate Advisor and Financial Analyst,
SVN | Northco
2021 Leasing Agent, Weidner Apartment Homes

Education

University of Wisconsin - Stout - Bachelor of Science

Professional Recognitions / Affiliations

Licensed Real Estate Agent - WI

Achievements

SVN Firm of the Year



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