

**Scannell Properties**  
294 Grove Lane East, Suite 140  
Wayzata, MN 55391



June 6, 2019

Matthew Rehbein – City of Appleton  
100 N. Appleton St  
Appleton, WI 54911

Dear Mr. Rehbein,

The purpose of this letter is to inform the City of Appleton that Scannell Properties has an interest in purchasing roughly 30-acres of land within Southpoint Commerce Park for an industrial build-to-suit development. While I cannot disclose the identity of the company, I can share some high-level information regarding the project:

- The tenant is a for-profit Fortune 500 company that does not currently have an operation within this market.
- The use will be warehousing and distribution
- The facility will be a Class A, concrete structure
- The improvements will cost \$18,000,000+
- The initial lease term will be 12+ years
- 300+ jobs will be created
- Construction will begin as soon as possible

Our purchase offer is \$33,000 per gross acre. While I understand that this is less than the marketed asking price, I think this is a very fair and reasonable price considering Becknell Industrial recently paid \$35,000 per acre for a significantly smaller project. Furthermore, we're not utilizing any broker representation, so the city will experience significant savings as a result. Finally, it's worth noting that we have no intention of pursuing any Tax-Increment Financing to assist with this project.

If you have any questions, please give me a call at (763) 251-6300 to discuss.

Sincerely,

A handwritten signature in blue ink, appearing to read "Tom McCary", written over a horizontal line.

Tom McCary  
Development Manager  
Scannell Properties