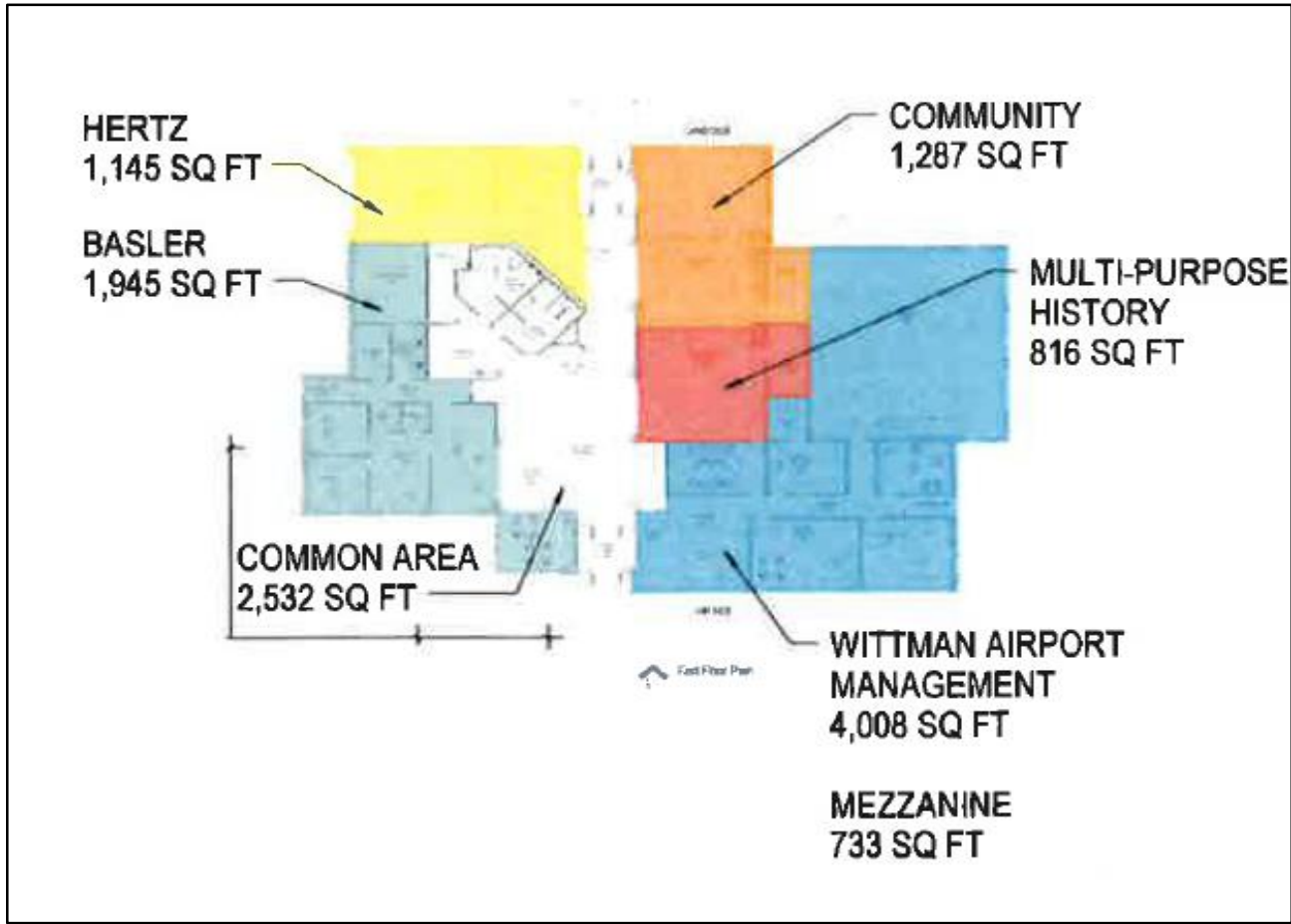


Aviation Business Center		Analysis version	1-5-17 2:50pm						
Information and Assumptions									
	Data		Car rental agency	Basler	County				
Total construction cost (ignore cost to raze current facility)	3,872,000								
Site concrete and paving	496,564		Assumed that we would have this cost regardless of tenants.						
Raze old facilities	1,131,436		Plug figure since total construction estimate is \$5.5 million.						
Subtotal	5,500,000								
Architect and design (approved 2016)	289,000		Not allocated to tenants		(\$250,000 borrowed in 2016)				
Total project estimated cost	5,789,000								
Total square footage	12,600	9,201							
Car rental agency square footage	1,145		1,145						
Basler square footage	1,945			1,945					
County square footage	6,111				6,111				
Common areas square footage	3,265				3,111				
Proportion of building space		Totals	1,145	1,945	9,222	12,312	Does not equal 12,600 pass		
Percent of building space			9.2999%	15.7976%	74.9025%	100.00%			
Allocated building cost	3,872,000		360,092	611,683	2,900,225	3,872,000			
Basler current annual rental revenue	13,633.68					6,254	SF OFFICE ONLY		
Car rental current annual rental revenue	4,331.00					519	SF OFFICE ONLY		
Hertz - car commissions	19,000.00								
How frequently would annual rental rate increase? Every (how many) years?	3 YEARS		3 YEARS	3 YEARS					
Would be the rate of increase (%).			CPI-U	CPI-U					
Annual grounds maintenance, etc.	5,000		465	790	3,744	4,999			
Interest rate used for debt	5.5%		Based on a taxable bond issue for the tenants portion of the project.						
New Building life for depreciation (years)	50								



	Sq. Ft	
Hertz	1,145	
Bassler	1,945	
County	6,111	1287+816+4008
Common	3,265	2532+733
Total	12,466	

Aviation Business Center												
Loan Amortization Schedules												
Interest rate		5.50%	This will probably be a taxable bond issue.									
Basler space	Cost	611,683										
Description	0	1	2	3	4	5	6	7	8	9	10	Totals
Beg Bal	611,683	611,683	550,515	489,347	428,179	367,011	305,843	244,675	183,507	122,339	61,171	
Prin		61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	611,680
Interest		33,643	30,278	26,914	23,550	20,186	16,821	13,457	10,093	6,729	3,364	185,035
End bal		550,515	489,347	428,179	367,011	305,843	244,675	183,507	122,339	61,171	3	
Car rental space	Cost	360,092										
Description	0	1	2	3	4	5	6	7	8	9	10	Totals
Beg Bal	360,092	360,092	324,083	288,074	252,064	216,055	180,046	144,037	108,028	72,018	36,009	
Prin		36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	360,092
Interest		19,805	17,825	15,844	13,864	11,883	9,903	7,922	5,942	3,961	1,981	108,930
End bal		324,083	288,074	252,064	216,055	180,046	144,037	108,028	72,018	36,009	(0)	

Hertz Rental Car Commissions			
Yr.	Amount		
2007	39,758		
2008	42,923		
2009	42,151		
2010	30,314		
2011	22,810		
2012	28,085		
2013	25,202		
2014	18,856		
2015	21,324		
2016	18,000		
Total	289,423		
Average	28,942		
To be conservative use		25,000	
Total last 3 yrs.		58,180	
Average		19,393	
	<i>(Use ave for analysis)</i>		

PAYBACK ANALYSIS - AVIATION BUSINESS CENTER																
Car Rental Agency	15 year payback															
YEAR	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	TOTAL
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
<u>Cash outflows</u>																
Maintenance Costs - Est from MAINT	465	470	475	480	485	490	495	500	505	510	515	520	525	530	535	7,035
Building Cost amortized over 10 years	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	-	-	-	-	-	360,092
Interest on debt	19,805	17,825	15,844	13,864	11,883	9,903	7,922	5,942	3,961	1,981	-	-	-	-	-	108,930
Total outflows	56,279	54,304	52,328	50,353	48,377	46,402	44,426	42,451	40,475	38,500	515	520	525	530	535	476,057
<u>Cash Inflows</u>																
Rent - Car rental company	12,000	12,120	12,241	12,363	12,487	12,612	12,738	12,865	12,994	13,124	13,255	13,388	13,522	13,657	13,794	193,160
Commission on car rentals	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	285,000
Total inflows	31,000	31,120	31,241	31,363	31,487	31,612	31,738	31,865	31,994	32,124	32,255	32,388	32,522	32,657	32,794	478,160
NET COSTS (SAVINGS)	25,279	23,184	21,087	18,990	16,890	14,790	12,688	10,586	8,481	6,376	(31,740)	(31,868)	(31,997)	(32,127)	(32,259)	(1,638)
Cumulative Cost (Savings)	25,279	48,463	69,551	88,541	105,431	120,221	132,909	143,496	151,977	158,353	126,613	94,745	62,748	30,621	(1,638)	
Calculation of return on investment (ROI)																
Net annual cash flow above	(25,279)	(23,184)	(21,087)	(18,990)	(16,890)	(14,790)	(12,688)	(10,586)	(8,481)	(6,376)	31,740	31,868	31,997	32,127	32,259	
Add back principal on debt	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	-	-	-	-	-	
Subtract depreciation expense	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	
Net surplus / (deficit)	3,528	5,623	7,720	9,817	11,917	14,017	16,119	18,221	20,326	22,431	24,538	24,666	24,795	24,925	25,057	
ROI	0.98%	1.56%	2.14%	2.73%	3.31%	3.89%	4.48%	5.06%	5.64%	6.23%	6.81%	6.85%	6.89%	6.92%	6.96%	
CPI index	1.00%															
	Annual	Monthly	% increase	Sq. Ft	Cost/Sqft											
Current rent	4,331	361		519	8.34											
New rent	12,000	1,000		1,145	10.48											
Increase	7,669	639	177.07%													
Current sq. footage				519												

PAYBACK ANALYSIS - AVIATION BUSINESS CENTER																					
Car Rental Agency		20 year payback																			
YEAR	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	TOTAL
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
Cash outflows																					
Maintenance Costs - Est from MAINT	465	470	475	480	485	490	495	500	505	510	515	520	525	530	535	540	545	550	556	562	9,788
Building Cost amortized over 10 years	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	-	-	-	-	-	-	-	-	-	-	360,092
Interest on debt	19,805	17,825	15,844	13,864	11,883	9,903	7,922	5,942	3,961	1,981	-	-	-	-	-	-	-	-	-	-	108,930
Total outflows	56,279	54,304	52,328	50,353	48,377	46,402	44,426	42,451	40,475	38,500	515	520	525	530	535	540	545	550	556	562	478,810
Cash inflows																					
Rent - Car rental company	5,000	5,050	5,101	5,152	5,204	5,256	5,309	5,362	5,416	5,470	5,525	5,580	5,636	5,692	5,749	5,806	5,864	5,923	5,982	6,042	110,119
Commission on car rentals	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	380,000
Total inflows	24,000	24,050	24,101	24,152	24,204	24,256	24,309	24,362	24,416	24,470	24,525	24,580	24,636	24,692	24,749	24,806	24,864	24,923	24,982	25,042	490,119
NET COSTS (SAVINGS)	32,279	30,254	28,227	26,201	24,173	22,146	20,117	18,089	16,059	14,030	(24,010)	(24,060)	(24,111)	(24,162)	(24,214)	(24,266)	(24,319)	(24,373)	(24,426)	(24,480)	(10,844)
Cumulative Cost (Savings)	32,279	62,533	90,761	116,962	141,135	163,281	183,398	201,488	217,547	231,577	207,567	183,507	159,396	135,234	111,020	86,754	62,435	38,062	13,636	(10,844)	
Calculation of return on investment (ROI)																					
Net annual cash flow above	(32,279)	(30,254)	(28,227)	(26,201)	(24,173)	(22,146)	(20,117)	(18,089)	(16,059)	(14,030)	24,010	24,060	24,111	24,162	24,214	24,266	24,319	24,373	24,426	24,480	
Add back principal on debt	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	36,009	-	-	-	-	-	-	-	-	-	-	
Subtract depreciation expense	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	(7,202)	
Net surplus / (deficit)	(3,472)	(1,447)	580	2,606	4,634	6,661	8,690	10,718	12,748	14,777	16,808	16,858	16,909	16,960	17,012	17,064	17,117	17,171	17,224	17,278	
ROI	-0.96%	-0.40%	0.16%	0.72%	1.29%	1.85%	2.41%	2.98%	3.54%	4.10%	4.67%	4.68%	4.70%	4.71%	4.72%	4.74%	4.75%	4.77%	4.78%	4.80%	
CPI index	1.00%																				
	Annual	Monthly	% increase	Sq. Ft	Cost/Sqft																
Current rent	4,331	361		519	8.34																
New rent	5,000	417		1,145	4.37																
	669	56	15.45%																		
Current sq. footage				519																	

PAYBACK ANALYSIS - AVIATION BUSINESS CENTER																
Basler	15 year payback															
YEAR	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	TOTAL
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
Cash outflows																
Maintenance Costs - Est from MAINT	790	798	806	814	822	830	838	846	854	863	872	881	890	899	908	11,921
Building Cost amortized over 10 years	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	-	-	-	-	-	611,680
Interest on debt	33,643	30,278	26,914	23,550	20,186	16,821	13,457	10,093	6,729	3,364	-	-	-	-	-	185,035
Total outflows	95,601	92,244	88,888	85,532	82,176	78,819	75,463	72,107	68,751	65,395	872	881	890	899	908	808,636
Cash Inflows																
Basler rent	53,000	53,530	54,065	54,606	55,152	55,704	56,261	56,824	57,392	57,966	58,546	59,131	59,722	60,319	60,922	853,140
Total inflows	53,000	53,530	54,065	54,606	55,152	55,704	56,261	56,824	57,392	57,966	58,546	59,131	59,722	60,319	60,922	853,140
NET COSTS (SAVINGS)	42,601	38,714	34,823	30,926	27,024	23,115	19,202	15,283	11,359	7,429	(57,674)	(58,250)	(58,832)	(59,420)	(60,014)	(43,714)
Cumulative Cost (Savings)	42,601	81,315	116,138	147,064	174,088	197,203	216,405	231,688	243,047	250,476	192,802	134,552	75,720	16,300	(43,714)	
Calculation of return on investment (ROI)																
Net annual cash flow above	(42,601)	(38,714)	(34,823)	(30,926)	(27,024)	(23,115)	(19,202)	(15,283)	(11,359)	(7,429)	57,674	58,250	58,832	59,420	60,014	
Add back principal on debt	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	-	-	-	-	-	
Subtract depreciation expense	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	
Net surplus / (deficit)	6,333	10,220	14,111	18,008	21,910	25,819	29,732	33,651	37,575	41,505	45,440	46,016	46,598	47,186	47,780	
ROI	3.42%	5.52%	7.63%	9.73%	11.84%	13.95%	16.07%	18.19%	20.31%	22.43%	24.56%	24.87%	25.18%	25.50%	25.82%	
CPI index	1.00%															
	Annual	Monthly	% increase	Sq. Ft	Cost/Sqft											
Current rent	13,634	1,136		6,254	2.18											
New rent	53,000	4,417		1,945	27.25											
	39,366	3,281	288.73%													
Current sq. footage				6,254												

PAYBACK ANALYSIS - AVIATION BUSINESS CENTER																					
Basler	20 year payback																				
YEAR	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	TOTAL
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
Cash outflows																					
Maintenance Costs - Est from MAINT	790	798	806	814	822	830	838	846	854	863	872	881	890	899	908	917	926	935	944	953	16,596
Building Cost amortized over 10 years	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	-	-	-	-	-	-	-	-	-	-	611,680
Interest on debt	33,643	30,278	26,914	23,550	20,186	16,821	13,457	10,093	6,729	3,364	-	-	-	-	-	-	-	-	-	-	185,035
Total outflows	95,601	92,244	88,888	85,532	82,176	78,819	75,463	72,107	68,751	65,395	872	881	890	899	908	917	926	935	944	953	813,311
Cash Inflows																					
Basler rent	39,000	39,390	39,784	40,182	40,584	40,990	41,400	41,814	42,232	42,654	43,081	43,512	43,947	44,386	44,830	45,278	45,731	46,188	46,650	47,117	858,750
Total inflows	39,000	39,390	39,784	40,182	40,584	40,990	41,400	41,814	42,232	42,654	43,081	43,512	43,947	44,386	44,830	45,278	45,731	46,188	46,650	47,117	858,750
NET COSTS (SAVINGS)	56,601	52,854	49,104	45,350	41,592	37,829	34,063	30,293	26,519	22,741	(42,209)	(42,631)	(43,057)	(43,487)	(43,922)	(44,361)	(44,805)	(45,253)	(45,706)	(46,164)	(44,649)
Cumulative Cost (Savings)	56,601	109,455	158,559	203,909	245,501	283,330	317,393	347,686	374,205	396,946	354,737	312,106	269,049	225,562	181,640	137,279	92,474	47,221	1,515	(44,649)	
Calculation of return on investment (ROI)																					
Net annual cash flow above	(56,601)	(52,854)	(49,104)	(45,350)	(41,592)	(37,829)	(34,063)	(30,293)	(26,519)	(22,741)	42,209	42,631	43,057	43,487	43,922	44,361	44,805	45,253	45,706	46,164	
Add back principal on debt	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	61,168	-	-	-	-	-	-	-	-	-	-	
Subtract depreciation expense	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	(12,234)	
Net surplus / (deficit)	(7,667)	(3,920)	(170)	3,584	7,342	11,105	14,871	18,641	22,415	26,193	29,975	30,397	30,823	31,253	31,688	32,127	32,571	33,019	33,472	33,930	
ROI	-4.14%	-2.12%	-0.09%	1.94%	3.97%	6.00%	8.04%	10.07%	12.11%	14.16%	16.20%	16.43%	16.66%	16.89%	17.13%	17.36%	17.60%	17.84%	18.09%	18.34%	
CPI index	1.00%																				
	Annual	Monthly	% increase	Sq. Ft	Cost/Sqft																
Current rent	13,634	1,136		6,254	2.18																
New rent	39,000	3,250		1945	20.05																
	25,366	2,114	186.05%																		
Current sq. footage				6,254																	