

COMMERCIAL REAL ESTATE



SVN | Northco is one of the regions most recognized full-service real estate firms with divisions in traditional commercial real estate along with a specialty division that serves the resort, golf course and hospitality industry.

Originally established in 1975, we provide every client a staff of professionals with extensive industry experience, advanced market knowledge and a thorough understanding of the complexities associated with sophisticated transactions. We pride ourselves on strategic thinking and positioning properties with a marketable story that is unique to each property.

SVN | Northco is part of the SVN® organization that 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 1,600 Advisors and staff in 200+ offices across the globe. Geographic coverage and amplified outreach to traditional, cross-market and emerging buyers and tenants is the only way to achieve maximum value for our clients. 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.



SVN[®] GLOBAL

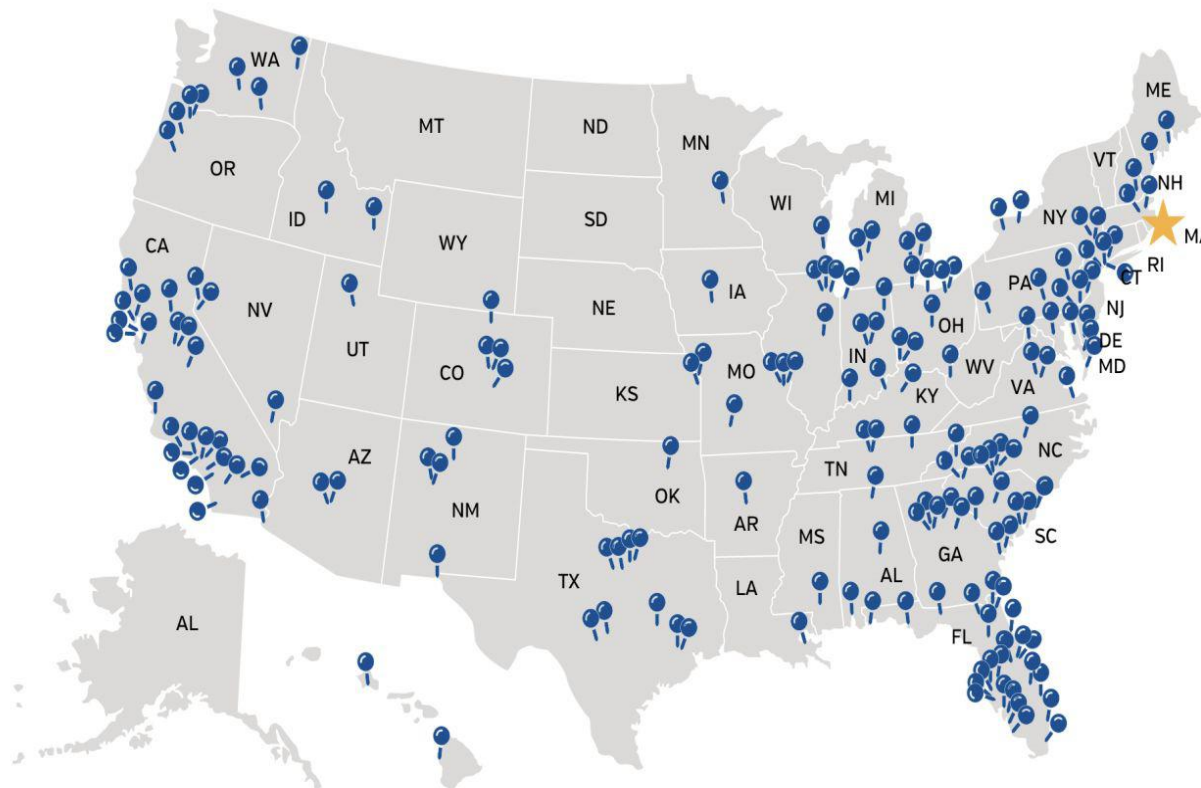
SVN has over 1600 Advisors and Staff in 200+ franchise offices across the globe providing outstanding commercial real estate services in over 500 markets.



INTERNATIONAL MASTER LICENSE LOCATIONS

In 2014, SVN launched our international expansion efforts into Moscow. Today we are present in the following countries:

AUSTRALIA	ROMANIA
CANADA	RUSSIA
CARIBBEAN	SOUTH KOREA
MEXICO	



200+ OFFICES

GLOBALLY



1,620+

ADVISORS & STAFF



\$11.3 BILLION

TOTAL VALUE OF SALES &
LEASE TRANSACTIONS

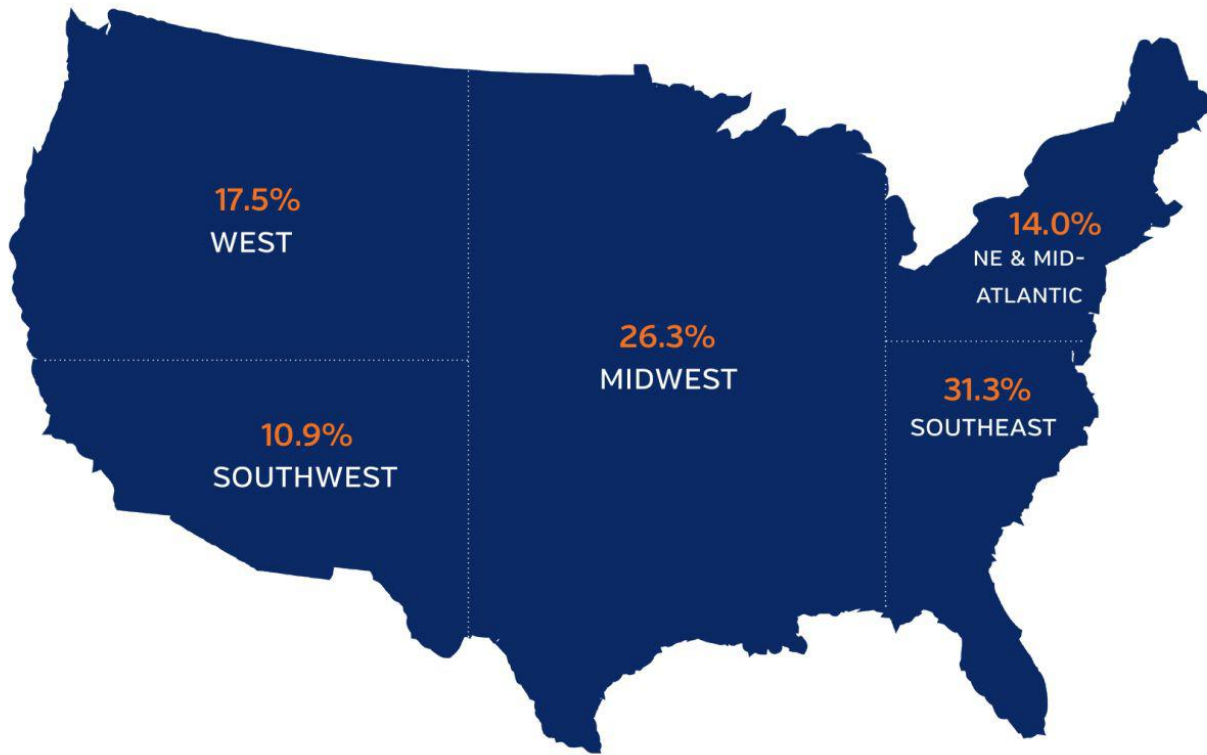
SVN® BENCHMARKS USA | 2020

THE SVN ORGANIZATION is over 1,620 commercial real estate Advisors and staff strong, spanning more offices in the United States than any other commercial real estate firm, with continuing expansion across the globe. We believe that geographical coverage and amplified outreach to traditional, cross-market, and emerging buyers and tenants is the only way to achieve maximum value for our clients. This is why we proactively promote properties and share fees with the entire industry. SVN's open, inclusive culture and transparent process builds lasting connections by enabling everyone in the industry to experience superior growth. Our unique business model harnesses the power of COLLABORATIVE PROSPERITY – and is just one of the many ways SVN Advisors create amazing value with our clients, colleagues, and communities.

2020 VOLUME



TRANSACTION VOLUME*



Our Core Services

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

Speciality Practices

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

*Leasing includes both Landlord and Tenant Representation

**Data Based on US Sales

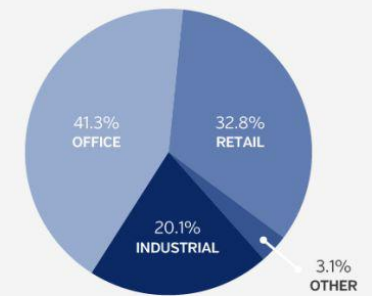
***The statistics in this document were compiled from all transactions reported by our franchisees in 2019. They are not audited.

SVN® BENCHMARKS USA | 2020

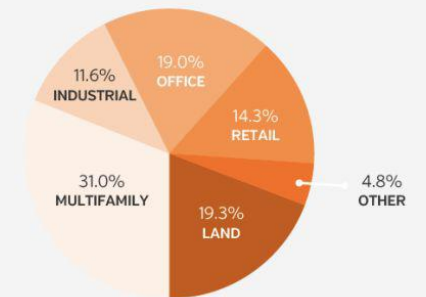
PRODUCT TYPE

National Distribution by Product Volume

LEASING**



SALES



CORE SERVICES

SALES

LEASING

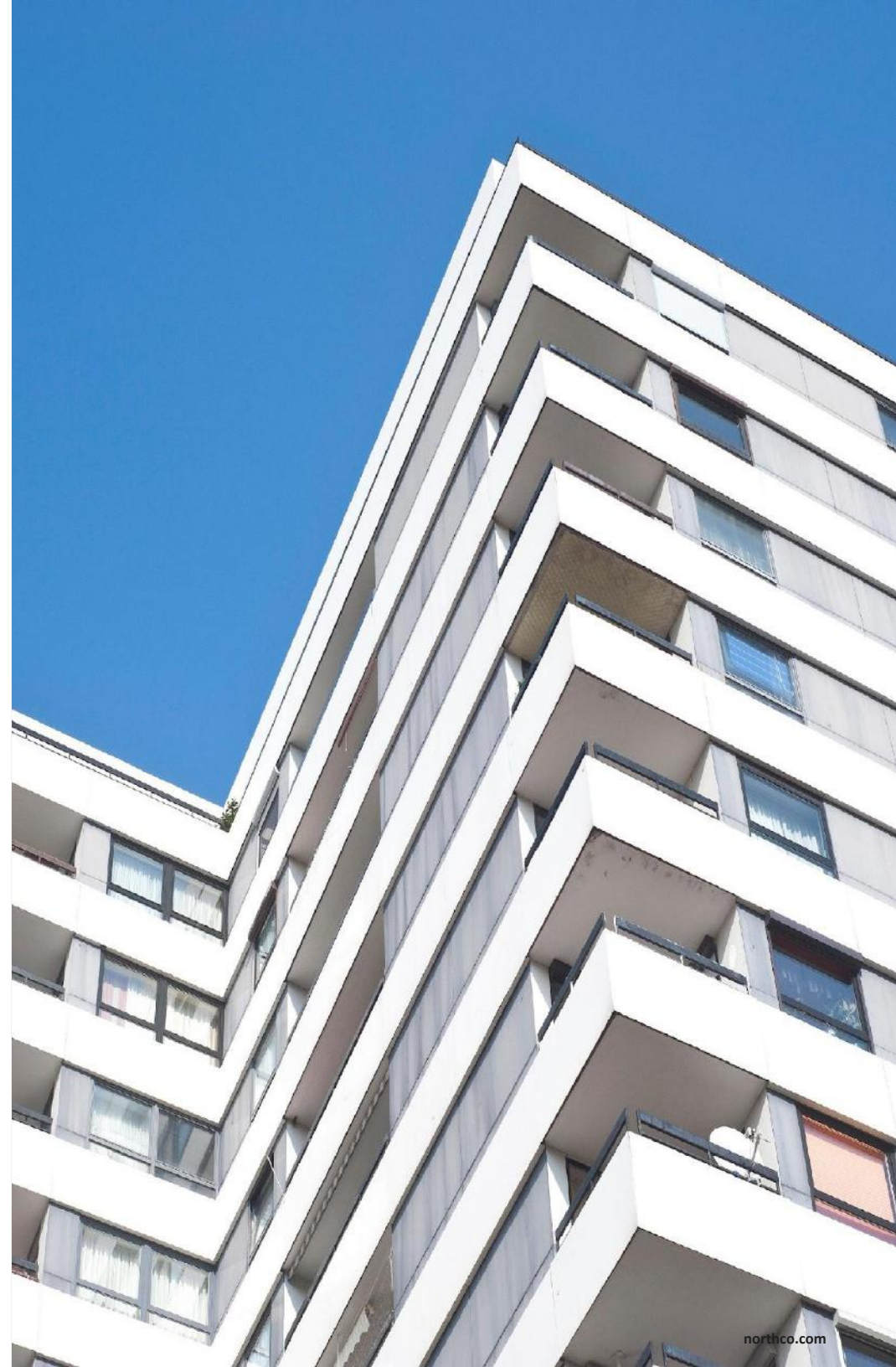
CAPITAL MARKETS

CORPORATE SERVICES

PROPERTY MANAGEMENT

TENANT REPRESENTATION

ACCELERATED SALES/AUCTIONS



PRACTICE AREAS

HOSPITALITY

- Hotels
- Resorts & Golf Courses
- Marinas
- Restaurants
- Event Centers

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



PROJECT SNAPSHOTS



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.



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.



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



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.



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.



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.

PROJECT SNAPSHOTS



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.



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



Marco Technologies, LLC - Nationwide

Marco Technologies ("Marco") is headquartered in Saint Cloud, MN. Marco serves more than 36,000 customers regionally and nationally, with over 60 locations nationwide, with rapid growth planned. SVN is currently acting as the exclusive portfolio manager and advisor to Marco in relation to all of their current and future facilities. SVN assists with leasing, asset management, acquisition and disposition of assets, and lease administration for Marco. SVN provides Marco with a real estate portfolio information management system called Real Clear Software which provides industry-leading data and analytics.



Universal Truck Service - 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 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.

- Acquisition – Truck/Trailer maintenance fleet site with large parking lot
- 3.77 Acres
- 22,000 SF +/- between 3 buildings. 18,901 SF shop with 23' clear.
- Tenant – Universal Truck Service

PROJECT SNAPSHOTS



1 Ridder Circle - Saint Paul, MN (CBD)

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.

- Disposition – Maintenance Bay, Outdoor Parking Indoor Parking, Office
- 130,000 SF Building - 8.72 total acres - Largest Industrial Offering in the Saint Paul CBD.
- Home to the Metropolitan Councils Metro Mobility service via First Transit.
- Sold Off Market: Closed 47 days after Purchase Agreement was executed.
- Tenant – First Transit



Stonemont Financial Group - 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.

- Acquisition/Re-Development/Leasing – Outdoor Storage/Parking Lot w/ large Maintenance Bays
- 5 Acres (total site) - 25,120 SF office/maintenance facility.
- SVN | Northco represented SFG in the acquisition, oversaw improvement project and leasing.
- Tenant - Carvana

PROJECT SNAPSHOTS



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.



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.

RECENT CLIENTS & PROJECTS

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)

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

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.

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

Masters Fifth Avenue, Inc. - Monticello, MN - Seller representation for sale of apartment building

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.

RECENT CLIENTS & PROJECTS

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

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

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

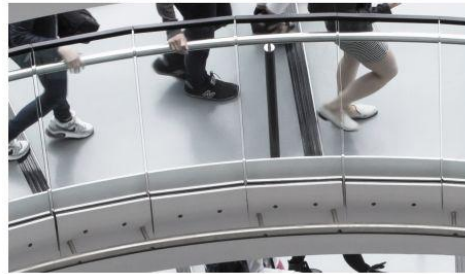
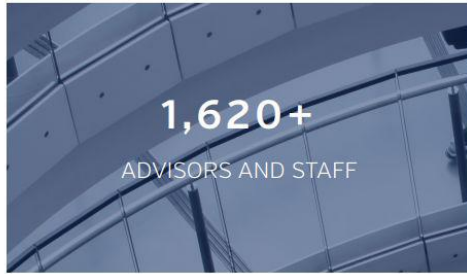
Western Bank - Bloomington, MN - Tenant representation for their new office location

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



SVN CULTURE

Innovating and breaking the conventions of the commercial real estate business.

1

GLOBAL PLATFORM

Our Advisors are independent, local market experts with the ability to leverage the SVN global platform for the benefit of clients.

2

TRUST & TRANSPARENCY

The SVN shared fee approach to sales creates unparalleled transparency and trust among our colleagues in the real estate industry.

3

TECHNOLOGICAL EDGE

The SVN brand is synonymous with technological innovation across all our systems.

4

COMMUNITY IMPACT

Each SVN office is locally owned and operated, which means decision-making stays where it matters – the community.

5

SHARED VALUE NETWORK®

SVN Advisors embrace our differences by creating diverse and inclusive opportunities.

6

AMAZING CLIENT VALUE

We are dedicated to creating value for our clients by putting their interests first. ALWAYS.

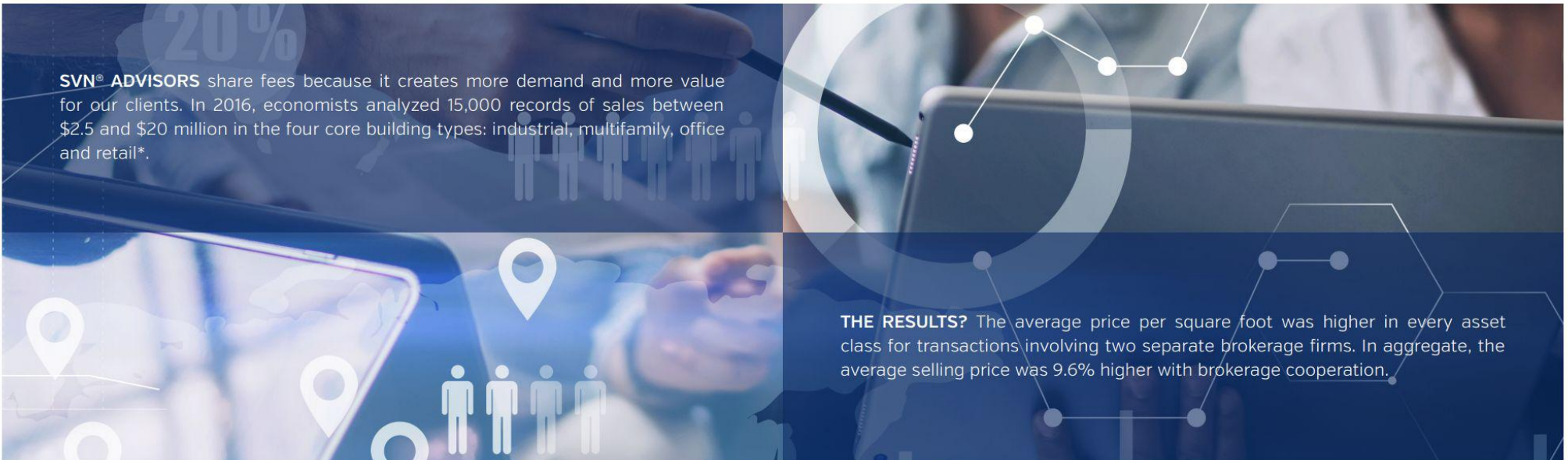


CORE COVENANTS

A company's core values provide clarity on what is truly important for organizational success, personal and professional conduct and what to expect from each other. At SVN® our Core Covenants personify our values and culture and differentiate us from the competition.

As members of the SVN Shared Value Network®, we each commit to do the following:

- 1 Create amazing value with my clients, colleagues and communities.
- 2 Cooperate proactively and place my clients' best interests above my own.
- 3 Include, respect and support all members of commercial real estate industry.
- 4 Honor my commitments.
- 5 Personify and uphold the SVN® brand.
- 6 Resolve conflicts quickly, positively and effectively.
- 7 Take personal responsibility for achieving my own potential.
- 8 Excel in my market area and specialty.
- 9 Focus on the positive and the possible.
- 10 Nurture my career while valuing the importance of family health and community.



SVN® ADVISORS share fees because it creates more demand and more value for our clients. In 2016, economists analyzed 15,000 records of sales between \$2.5 and \$20 million in the four core building types: industrial, multifamily, office and retail*.

THE RESULTS? The average price per square foot was higher in every asset class for transactions involving two separate brokerage firms. In aggregate, the average selling price was 9.6% higher with brokerage cooperation.

THE 9.6% REPORT - THE PRICING ADVANTAGE OF COOPERATION

IT'S COMMON SENSE

When a broker says they know all the buyers for a property, do they really? With 65% of buyers coming from out of market, how could they? 250 years ago, Adam Smith wrote down the basic laws of supply and demand: the higher the demand of a product, the higher the sales price.

THINK ABOUT IT

Marketing a property to the widest possible audience increases the price for an owner. This is how SVN® Advisors operates: we share fees and build trust with our clients and colleagues.

VISIT [SVN.COM](https://www.svn.com) TO FIND OUT MORE.

*Peter Froberg and Viroj Jienwatcharamongkhol, Cooperation in Commercial Real Estate Drives Results

CUSTOM MARKETING STRATEGY MEETS
MULTIPLE MEDIA CHANNELS TO

**MAXIMIZE THE VALUE
OF YOUR PROPERTY**



AWARDS AND RECOGNITION

COMMERCIAL PROPERTY EXECUTIVE SURVEY



SVN named as one of the fastest growing companies on INC's 500/5000 list in 2014.

REALCOMM DIGIE AWARD



2011 Award Winner for Best Use of Automation



2015 Award Finalist



2017 Award Winner for Best Use of Automation

LIPSEY BRAND SURVEY



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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edward.rupp@svn.com

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

1660 Highway 100 S
Suite 330
Minneapolis, MN 55416

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

CAMERON PETERSON, CCIM



Senior Advisor

Cameron is a Principal and Senior Advisor at SVN | Northco. SVN is a full service brokerage, management and consulting company and has become one of the most recognized commercial real estate brands in the world with over 200 offices Globally.

Cameron has dual degrees in marketing and financing from Bethel University, and is a CCIM designation, which is a recognized expert in the commercial and investment real estate industry. In addition to the formal training he has 15 years of experience in real estate, hospitality, business development, and consulting management.

Cameron has served a wide array of clients ranging from banks, to private investors, and institutional investment firms. Having a breadth of experience in all disciplines and practice types (office, medical, retail, industrial, golf & hospitality), Cameron spends the bulk of his time assisting clients with asset disposition/acquisition, leasing, ownership restructuring, overall management, financial analysis, strategic planning, lender workouts, and exit/land development strategies. With his depth and quantity of experience on a team that has billions in transaction experience; Cameron is able to bring creativity and experience with his well-established team and company.

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cameron.peterson@svn.com

SPECIALIZATIONS

Real Estate
Marketing
Business
Finance
Investment
Resort & Golf

WEB PAGES

www.northco.com

Experience

2006 - Present: Principal & Senior Advisor, SVN |
Northco and all affiliated companies
2006: Annuity Sale, Renaissance Annuity Group
2003 - 2004: Support Specialist, Bethel IT Services
2000 - 2003: Maintenance Operations, Rose Lake Golf Course

Education

Bethel University - Bachelor's Degrees in Finance and Marketing
CCIM Institute - Certified Commercial Investment Member

Professional Recognitions / Affiliations

Certified Commercial Investment Member (CCIM)
Licensed Real Estate Agent - MN & WI
SVN Resort & Golf Group
National Golf Course Owners Association (NGCAO)
United States Golf Association (USGA)
Minnesota Commercial Association of Realtors (MNCAR)

Achievements

SVN Top 60 Advisors
SVN Advisor Elite Managing Director
SVN Firm of the Year

1660 Highway 100 S
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Minneapolis, MN 55416

CHRIS KUBESH



Senior Advisor

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Cell: 612-242-6443
chris.kubesh@svn.com

SPECIALIZATIONS

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

WEB PAGES

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1660 Highway 100 S
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Minneapolis, MN 55416

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

MYLES HARNDEN



Senior Advisor

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myles.harnden@svn.com

SPECIALIZATIONS

Corporate Services
Finance
Business
Real Estate

WEB PAGES

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1660 Highway 100 S
Suite 330
Minneapolis, MN 55416

Myles Harnden is a Senior Advisor at SVN | Northco 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. Myles has served as a Senior Advisor of SVN | Northco starting in 2018. Myles is also a member of the Corporate Real Estate Services team on a national basis, which has an extensive client base and global capabilities.

Licensed to practice real estate in Minnesota and Texas, Myles is responsible for providing tenant representation, acquisition, disposition, corporate services and development or build-to-suit solutions to both local and global businesses. Myles brings a history of managing large corporate accounts with clients including QUALCOMM, Molex Incorporated, Goodman Manufacturing, Team Inc., Core & Main (formerly HD Supply Waterworks), LHC Group, Touchstone Imaging, BJ Services and Grupo Omnilife.

Prior to his tenure at SVN | Northco, Myles worked at Landry Commercial and started his career at Mohr Partners in 2005. At both positions he helped build the occupier services/corporate services accounts group and was consistently a Top Producer. Myles's volunteers his time with the Young Catholic Professionals and the Knights of Columbus and is affiliated with both the Jesuit College Preparatory and St. Edward's University alumni associations. Myles is a member of both the North Texas Association of Realtors (NTCAR) and the Minnesota Commercial Realtors Association (MNCAR). Myles earned a Bachelor of Business Administration from St. Edward's University.

Experience

2018 – Present Senior Advisor, SVN | Northco
2014 - 2018 Landry Commercial Inc.
2005 - 2010 Mohr Partners Inc.

Education

St. Edward's University – Austin, TX - Bachelor of Arts –
Business / Finance
Universidad Pablo Olavide – Seville, Spain
Jesuit College Preparatory School – Dallas, TX

Professional Recognitions / Affiliations

Licensed Real Estate Agent, Minnesota - #40622044,
Texas - #538979
Minnesota Commercial Realtors Association
Knight of Columbus – Club #799
Young Catholic Professionals
Jesuit College Preparatory Alumni Association
St. Edward's University Alumni Association

Achievements

SVN Firm of the Year
Corporate Real Estate Services National Team



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