

LIN

CHARLOTTE, NORTH CAROLINA MARKET

270,000 SF SPEC
INDUSTRIAL
DEVELOPMENT AT THE
MIDPOINT BETWEEN
I-85 AND I-40

LINCOLN COUNTY
SUBMARKET





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EXECUTIVE
SUMMARY



RSI

RSI

UNITED
PLATE GLASS



CATALER

Aptargroup

Henkel

Crate&Barrel

LeeBoy

RW Garcia

FedEx

KACCO

THE WALKING
COMPANY

MEDLINE

TAIJI MEDICAL
SUPPLIES INC

AMERICAN
Wire Distributors

LINCOLN COUNTY
INDUSTRIAL PARK

RARE SPEC DEVELOPMENT OPPORTUNITY

ADJACENT TO ONE OF NORTH CAROLINA'S MOST PROLIFIC INDUSTRIAL PARKS

Edgewater Ventures is please to present Linc321, a 270,000 SF speculative industrial development in the Charlotte market, directly adjacent to Lincoln County Industrial Park – one of the most successful industrial parks in North Carolina. With direct frontage on HWY 321, the facility will sit at the midpoint between Interstate 85 and Interstate 40, with uninterrupted access to the heart of Charlotte just thirty-five minutes away. The 32' clear rear-load facility has been strategically designed with flexibility in mind to accommodate the wide variety of industrial users in Lincoln County and the Greater Charlotte market.

CAR FARM ROAD

LINC 321

321

TO CHARLOTTE

EV

4



PROPERTY INFORMATION

ADDRESS	232 Car Farm Road Lincolnton, NC
ACREAGE	30.33 AC
BUILDING SIZE	270,000 SF
ANTICIPATED VENTURE CLOSE	May 2023
ANTICIPATED GROUND BREAK	February 2024
TOTAL CAPITALIZATION	\$29,150,000
TARGET YIELD-ON-COST	±6.70%

ESTABLISHED LOCATION WITH SIGNIFICANT TENANT BASE

Directly adjacent to one of the most successful industrial parks in North Carolina, the facility will draft off LCIP's proven ability to attract brand name industrial users

SUPPLY CONSTRAINED CORRIDOR

Linc321 will be the largest speculative development on HWY 321 - a highly sought-after but supply constrained corridor due to topographical and utility challenges

AGGRESSIVE COUNTY SUPPORT

Through numerous incentive programs, Lincoln County is one of the most business-friendly counties in the Charlotte region for industrial users, including significant tax breaks

MITIGATED ENTITLEMENT RISK

Edgewater has received rezoning approval, site plan approval and a USACE wetlands determination, providing the partnership with a clear path to break ground



PROJECT
SUMMARY

BUILDING SITE PLAN



BUILDING INFORMATION

ZONING	GMC (General Manufacturing and Commercial)
SIZE	270,000 SF
DIMENSIONS	360' x 750'
CLEAR HEIGHT	32'
COLUMN SPACING	50' x 50' with 60' speed bay
SPRINKLER SYSTEM	K-25 ESFR
FLOOR SLAB	7" thick
DOCK HIGH	Up to Forty (40), 9' x 10' insulated dock high doors
DRIVE-IN	Two (2), 12' x 14' electric doors
ROOF	60 mil TPO (R20) with 20-year warranty
LIGHTING	LED
HEATING	Gas unit heaters for freeze protection
TRUCK COURT	190' truck court with 60' concrete apron and 63 trailer parks
TRAILER PARKING	63 spaces (expandable by 25 space)
CAR PARKING	Up to 285 employee parking spaces
OFFICE	To suit

PROJECT SUMMARY

UNDERWRITING/JV DOCS
MARCH - APRIL '23

LAND CLOSE
MAY '23
\$2,100,000 LAND TAKEDOWN

PERMITTING
JUNE - SEP '23
SITE IS CURRENTLY
SITE-PLAN APPROVED
AND ZONED

**TARGETED MARKETING
CAMPAIGN**
MAY - JAN '24
TARGET TENANTS IN PARK
AND BTS OPPORTUNITIES

**SHELL
CONSTRUCTION START**
FEB '24
TARGET FOR GROUND
BREAK

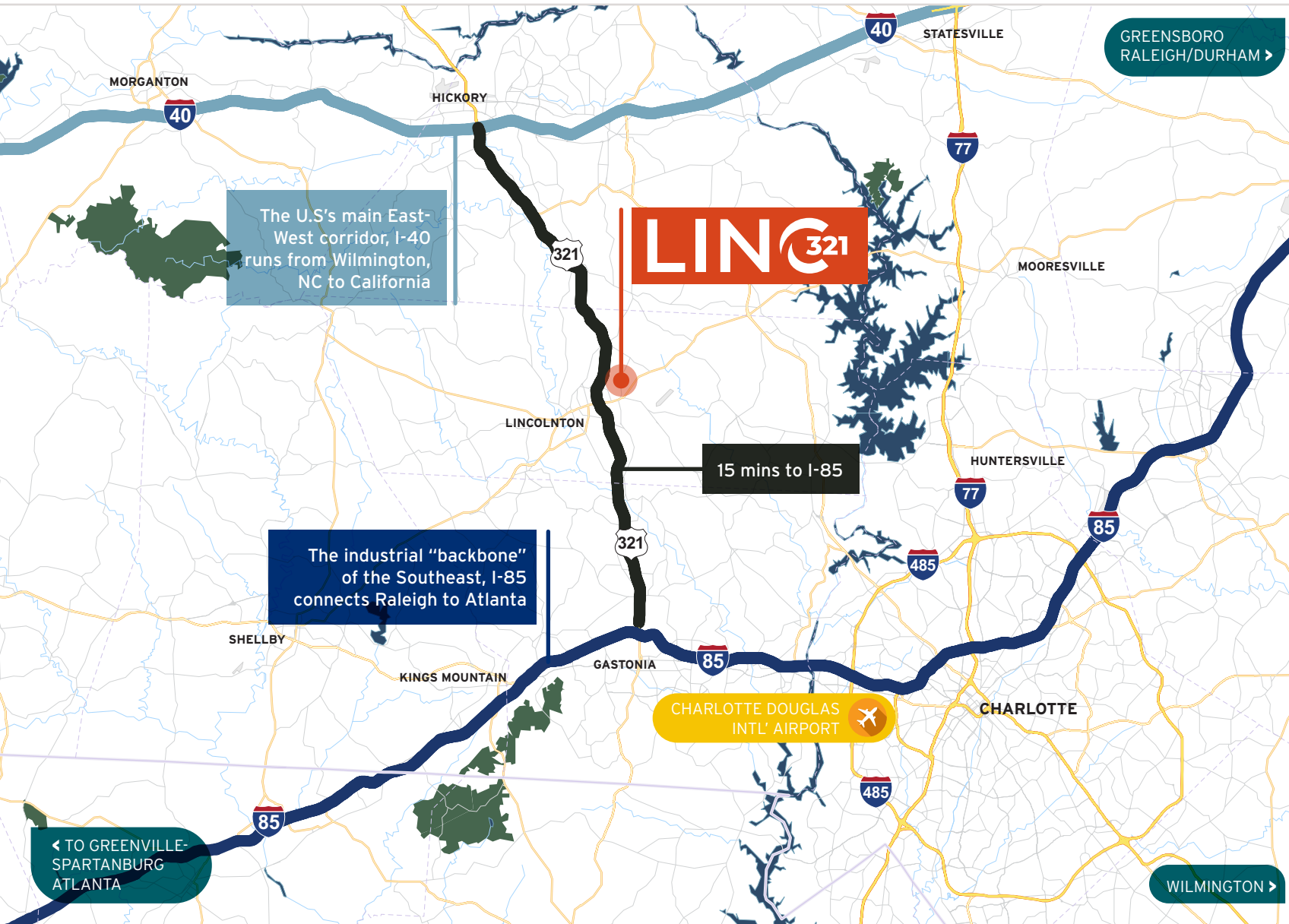
**SHELL
CONSTRUCTION END**
NOV '24
TEN (10) MONTH BUILD



The image is a monochromatic architectural rendering of a modern, multi-story building. The building features a mix of materials, including large glass windows on the ground floor and horizontal slat panels on the upper levels. A dark blue, semi-transparent geometric overlay covers the right side of the image, creating a layered effect. The text 'LOCATION + MARKET' is centered in white, uppercase letters within this overlay. The foreground shows a landscaped area with small, rounded bushes and a paved area.

LOCATION
+ MARKET

LOCATION OVERVIEW



15 MINUTES
I-85 and I-40

30 MINUTES
To I-485

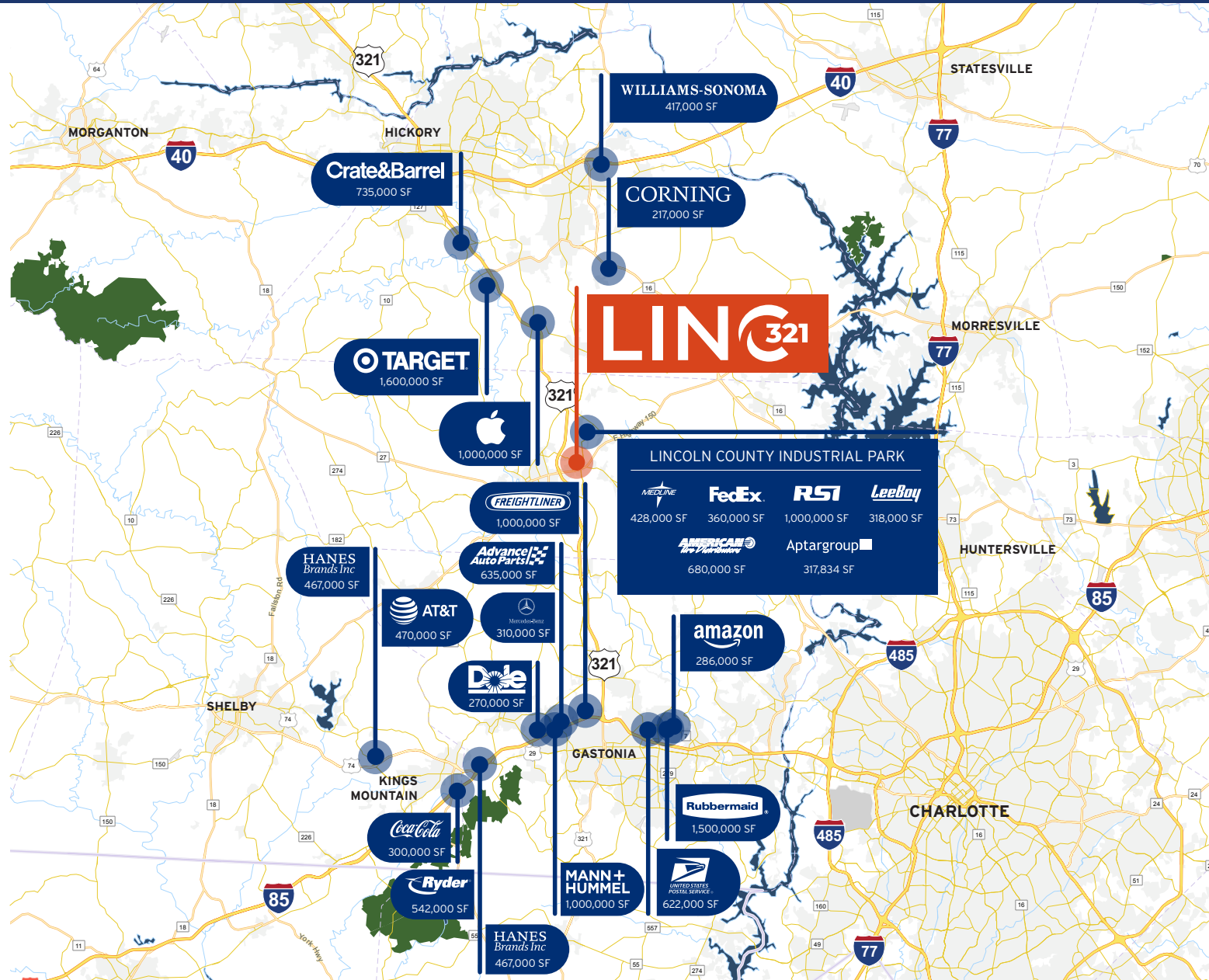
35 MINUTES
To Charlotte Douglas International Airport

40 MINUTES
To Uptown Charlotte

LARGE INDUSTRIAL USERS ALONG CHARLOTTE'S WESTERN CORRIDOR

I-85 South and HWY 321 have long been home to major manufacturing and distribution operations of brand-name industrial users. The region's outstanding labor force, business-friendly municipalities and connectivity to the Southeastern United States has continued to attract users to the submarket in 2022, including Newell-Rubbermaid's 1,500,000 SF build-to-suit in Northpoint's Gateway85, along with USPS's 622,000 SF lease and Amazon's 286,000 SF lease in the same park.

Additionally, both UTZ and Ferguson recently signed 150,000 SF leases in Kings Mountain, demonstrating a breadth of demand for Class A space along Charlotte's western corridors.



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APPLICABLE MARKET DYNAMICS



COMPETITIVE SET

#	Park	Address	City	Owner	Size	Stage	Asking	% Leased	Built/Delivery	Config.	Clear	Comments
EXISTING/DELIVERED												
1	Lincoln County Industrial Park	621 Lincoln County Pkwy Extn	Lincolnton	Dalfen	382,668	Existing	\$5.50	100%	2005	Side-Load	36'	Crate & Barrel vacating March 2023
2	Carolina 85 Logistics Center	300 Woodlake Pkwy	Kings Mountain	Equus	300,240	Delivered	N/A	100%	2022 Q1	Rear-load	32'	Fully leased (see lease comps)
9a	Gateway85	524 Scalybark Rd	Gastonia	Northpoint	622,400	Delivered	N/A	100%	2022 Q2	Cross-Dock	36'	100% leased to USPS before delivery
9b	Gateway85	525 Scalybark Rd	Gastonia	Northpoint	286,272	Delivered	N/A	100%	2022 Q2	Cross-Dock	36'	100% leased to Amazon before delivery
9c	Gateway85	700 Aberdeen	Gastonia	Northpoint	1,500,000	Delivered	N/A	100%	2022 Q3	Cross-Dock	40'	100% lease to Newell-Rubbermaid (BTS)
12a	Riverwest	192 Woodlawn St	Belmont	Tribek	382,968	Delivered	TBD	60%	2022 Q2	Cross-Dock	36'	Split building
12b	Riverwest	646 Cason St	Belmont	Tribek	227,810	Delivered	N/A	100%	2022 Q2	Side-Load	36'	100% leased before delivery (Tenant TBD)
14	Prologis 85 Logistics Center	3115 Sam Wilson Rd	Charlotte	Prologis	249,331	Delivered	TBD	100%	2023 Q1	Rear-load	36'	
15b	I-485 Logistics Center	8810 Old Dowd Rd	Charlotte	Johnson Development	145,818	Delivered	BTS	100%				Spec-to-Suit for Fontaine
Totals/Wtd Average					4,097,507			96%				

#	Park	Address	City	Owner	Size	Stage	Asking	% Leased	Built/Delivery	Config.	Clear	Comments
UNDER CONSTRUCTION												
4	Southridge 85	150 Southridge Pkwy	Gastonia	Foundry	280,460	U/C	\$7.50	0%	2023 Q4	Rear-load	36'	Use must contain manufacturing component for zoning
5	Delta Industrial Park	1502 Delta Dr	Gastonia	Trinity Capital	878,104	U/C	TBD	0%	2023 Q2	Cross-Dock	40'	Forward sale to PGIM
6	West End Logistics Center	1338 Mount Olive Church Rd	Gastonia	Tectonic/Tribek	188,604	U/C	\$7.00 - \$7.50	0%	2023 Q4	Rear-load	32'	Quoted rate depends on tenant size. Will likely go smaller tenants
7a	Northwest Gateway Logistics Park	1215 Jenkins Rd	Gastonia	GCP	132,487	U/C	\$7.75	0%	2023 Q3	Rear-Load	32'	Very Challenging site for a development perspective and can't accommodate more than 166,370 SF in single building
7b	Northwest Gateway Logistics Park	1215 Jenkins Rd	Gastonia	GCP	166,370	U/C	\$7.75	0%	2023 Q3	Rear-Load	32'	
9d	Gateway85	3301 Lineberger Road	Gastonia	Northpoint	705,234	U/C	TBD	0%	2023 Q3	Cross-Dock	40'	
9e	Gateway85	3145 Aberdeen Blvd	Gastonia	Northpoint	241,115	U/C	TBD	0%	2023 Q3	Rear-load	36'	
11	The Oaks	2022 The Oaks Pkwy	Belmont	The Keith Corp	143,000	U/C	TBD	0%	2023 Q2	Side-Load	32'	Currently part of a spec-forward sale transaction
13a	Lincoln Commerce Center (West)	00 NC Hwy 16 - Bldg 1	Denver	Crow Holdings	531,520	U/C	\$6.75	0%	2023 Q4	Cross-Dock	40'	Quoted on full building - strong activity
13b	Lincoln Commerce Center (West)	00 NC Hwy 16 - Bldg 2	Denver	Crow Holdings	365,800	U/C	\$6.75 - \$7.50	0%	2024 Q1	Rear-load	36'	Quoted rate depends on tenant size - strong activity
13c	Lincoln Commerce Center (West)	00 NC Hwy 16 - Bldg 3	Denver	Crow Holdings	93,600	U/C	\$8.00	0%	2023 Q4	Rear-load	32'	Strong activity
15a	I-485 Logistics Center	8820 Old Dowd Rd	Charlotte	Johnson Development	473,954	U/C	\$6.75	0%	2023 Q2	Cross-Dock	36'	
17	Paw Creek Logistics Center	8812 Mt. Holly Rd	Charlotte	Link	112,980	U/C	\$9.95	0%	2023 Q3	Rear-load	32'	Bought on forward from Strategic Real Estate (Atlanta)
Totals/Wtd Average					4,313,228		\$7.24	0%				

#	Park	Address	City	Owner	Size	Stage	Asking	% Leased	Built/Delivery	Configuration	Clear	Comments
PROPOSED												
3a	Edgewood 85 - Bldg 1	00 Edgewood Rd	Edgewood	Trinity Capital / Clarion	394,800	Proposed	TBD	0%	On Hold	Cross-Dock	36'	On hold per TCA
3b	Edgewood 85 - Bldg 2	00 Edgewood Rd	Edgewood	Trinity Capital / Clarion	223,200	Proposed	TBD	0%	On Hold	Rear-load	32'	On hold per TCA
8	West CLT Logistics Center	Cox Rd	Gastonia	Strategic Real Estate	181,000	Proposed	\$8.00		Proposed	Rear-load	32'	Have not closed on land
10	The Oaks Logistics Center	Crawford Oaks Drive	Belmont	Crow Holdings	471,860	Proposed	TBD	0%	2024 Q4	Cross-Dock	36'	Breaking ground in Q2 2023
16	SunPoint CLT	8301 Old Dowd Road	Charlotte	SunCap	387,450	Proposed	\$8.25		2024 Q3	Rear-load	32'	Site clearing begins July. Bought for \$313k / acre
Totals/Wtd Average					1,658,310		\$8.17	0%				

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COMPETITIVE SET



1 | 621 LINCOLN CO PKWY EXT



2 | 300 WOODLAKE PKWY



3A-3B | EDGEWOOD 85



4 | SOUTHRIDGE 85



5 | DELTA INDUSTRIAL PARK



6 | WEST END LOGISTICS CENTER



9D-9E | GATEWAY 85



10 | THE OAKS LOGISTICS CENTER

● EXISTING/DELIVERED
 ● UNDER CONSTRUCTION
 ● PROPOSED



8.7 MSF
2022 CONSTRUCTION
COMPLETIONS

8.7 MSF
2022 NET ABSORPTION

2.3%
VACANCY RATE

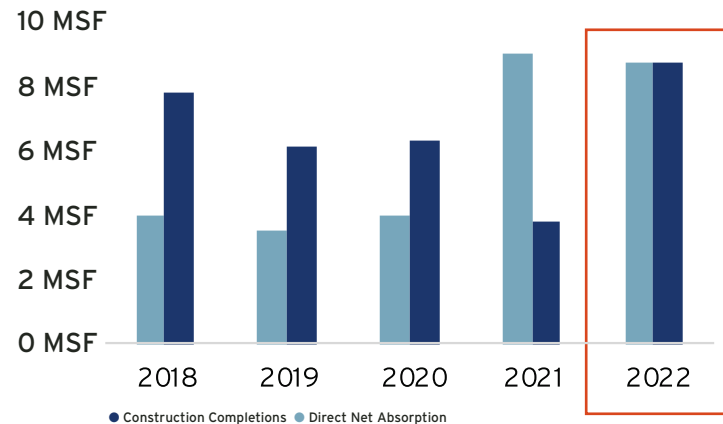
\$7.19
ASKING RATE, PSF



CHARLOTTE MARKET SNAPSHOT

- In 2022, 19 new buildings between 50,000-300,000 square feet (SF) were delivered, totaling 2.9MSF. Of that 2.9MSF, only one building totaling 155KSF has not been absorbed.
- In total, Charlotte delivered 8.7MSF of new construction in 2022. Of that new product, 72% was either pre-leased or owner-occupied.
- In 2022, deals within the range of 75,000-250,000 SF accounted for 49% of leasing activity.
- As of Q4 2022, the overall market asking rent was \$7.19 per square foot (PSF) which represents a 16% year-over-year (YOY) increase.

SPACE DEMAND / DELIVERIES








Charlotte absorbed as much space as it delivered in 2022.

LEASE COMPARABLES

PROPERTY NAME PROPERTY ADDRESS	MARKET (SUBMARKET)	TENANT NAME	TOTAL SF	TERM (Months)	RATE (\$PSF)	ESCALATIONS	TI (\$PSF)	FREE RENT (Months)
SHUTTERFLY 220 Carolina Place Dr Fort Mill, South Carolina	Charlotte (York County)	Shutterfly, Inc.	303,188	108	\$6.75	Greater of 3.00% or CPI	\$3.32	None
SOUTHPARK INDUSTRIAL 409 Tyvola Rd Charlotte, North Carolina	Charlotte (West Airport)	Bosch Rexroth Corporation	227,500	146	\$14.00	2.75%	\$7.90	2
AIRPORT SOUTH LOGISTICS PARK - BLDG 200 6020 Airport Dr Charlotte, North Carolina	Charlotte (West Airport)	FedEx	126,542	60	\$8.70	3.00%	\$11.00	None
WEST POINTE BUSINESS CENTER - BLDG A 2405 Sam Wilson Rd Charlotte, North Carolina	Charlotte (West Airport)	CTDI	151,672	60	\$8.30	3.00%	\$1.80	None
WEST POINTE BUSINESS CENTER - BLDG B 2415 Sam Wilson Rd Charlotte, North Carolina	Charlotte (West Airport)	CTDI	100,534	60	\$8.30	3.00%	\$1.80	None
PROLOGIS 85 LOGISTICS CENTER 3115 Sam Wilson Rd Charlotte, North Carolina	Charlotte (West Airport)	Chadwell Supply	148,654	86	\$8.00	4.00%	\$8.00	2
PROLOGIS 85 LOGISTICS CENTER 3115 Sam Wilson Rd Charlotte, North Carolina	Charlotte (West Airport)	Special Service Freight	100,677	61	\$7.00	4.00%	\$6.00	1

SALE COMPARABLES

	PROPERTY NAME PROPERTY ADDRESS	MARKET (SUBMARKET)	TOTAL SF	SALE PRICE (\$PSF)	CAP RATE	SELLER	BUYER	SALE DATE	COMMENTS
	ROCK HILL COMMERCE CENTER - BLDG A & B 2501 David Hutchinson Rd Rock Hill, South Carolina	Charlotte (York County)	792,081	\$93,250,000 (\$117.73)	4.68%	Strategic Capital Partners	Confidential	Feb-23	<ul style="list-style-type: none"> Two building Class A portfolio 100% leased at time of sale Building A: 294,092 SF, 32' clear height, rear-load Building B: 497,989 SF, 36' clear height, cross-dock
	SAFEGUARD MEDICAL 13359 Reese Blvd Charlotte, North Carolina	Charlotte (North)	159,120	\$32,000,000 (\$201)	5.10%	Edgewater Ventures JV Alidade Capital	Laulima Capital	Dec-22	<ul style="list-style-type: none"> Class A fully conditioned new construction industrial asset on 13-acre Huntersville site in Charlotte MSA Tilt-up construction featuring 32' clear height, ESFR sprinklers, LED lighting Built 2022
	GARNER BUSINESS PARK 1000, 1600 & 2000 Garner Business Park Dr Garner, North Carolina	Raleigh-Durham (East Wake)	488,761	\$74,150,000 (\$151.71)	4.50%	Al. Neyer	Stream Realty	Nov-22	<ul style="list-style-type: none"> Three (3) Class A new construction industrial assets totaling 488,761 SF in best-in-class business park 100% leased to four (4) tenants with 8.2 years of WALT at time of sale Tilt-up construction featuring 30'-36' clear heights, ESFR sprinklers, LED lighting Built 2022
	AIRPARK WEST 8710-9015 Air Park West Dr Charlotte, North Carolina	Charlotte (Airport West)	625,061	\$80,955,000 (\$129.31)	4.12%	BentalGreenOak	Lincoln Property Company	Nov-22	<ul style="list-style-type: none"> Class A four-building shallow-bay industrial portfolio 100% leased to multiple tenants with 3.6 years WALT Combination of front- and side-load facilities featuring tilt-wall construction, 24'-32' clear, ESFR, LED, approx. 5.9% office buildout Portfolio offered with adjacent 4.59-acre parcel providing future trailer storage opportunity Built 2007-2019
	SOUTHWOOD CORP 4101 Celanese Rd Rock Hill, South Carolina	Charlotte (York County)	64,654	\$10,200,000 (\$158)	4.37%	The Keith Corporation	Zurich Alternative Asset Management	May-22	<ul style="list-style-type: none"> Class A mission-critical HQ facility 100% leased to SouthWood Corporation on a fresh 15-year term \$6.89 PSF initial rent with 2.00% bumps Rear-load BTS facility features 30' clear, 4 dock-high doors, 2 drive ins, ESFR, LED Built 2022



FINANCIALS

PROJECT TIMELINE

PROJECT TIMELINE	DATE	NOTES
Underwriting/JV Docs	Mar - Apr-23	
Land Close	May-23	\$2,100,000 land takedown
Permitting	Jun - Sep-23	Site is currently site-plan approved and zoned
Targeted Marketing Campaign	May - Jan-24	Target tenants in park and BTS opportunities
Shell Construction Start	Feb-24	Target for ground break
Shell Construction End	Nov-24	Ten (10) month build

GLOBAL ASSUMPTIONS + RETURNS SUMMARY

GLOBAL ASSUMPTIONS

	BLDG 1	
GLA		270,000 SF
Acreage		
Parking Spaces		
Project Start	Month 0	May-23
JV Land Acquisition	Month 0	May-23
Loan Close	Month 8	Jan-24
Shell Construction Start	Month 9	Feb-24
Shell Construction End	Month 18	Nov-24
Hold Period		36 Months
Disposition Date		May-26
NOI at Disposition	\$	1,991,756
Exit Cap Rate		5.25%
Gross Sale Proceeds	\$	37,938,214
Gross Sale Proceeds (PSF)	\$	140.51
Credit to Buyer (Seller)	\$	-
Cost of Sale	1.25%	\$ 474,228
Outstanding Loan Balance	\$	17,670,881
Net Sale Proceeds	\$	19,793,105

RETURNS SUMMARY

	BLDG 1
Project	
Levered IRR	27.19%
Levered EMx	1.76X
Levered Profits	\$9,005,117
Unlevered IRR	17.35%
Unlevered EMx	1.36X
Unlevered Profits	\$10,065,933
Trended Yield on Cost	6.67%
Untrended Yield on Cost	6.67%

FINANCIAL OVERVIEW

CAPITALIZATION

Building 1			
Loan	60.0%	\$	17,775,116
Equity	40.0%	\$	11,850,077
LP	90.0%	\$	10,665,070
Edgewater	10.0%	\$	1,185,008
Total Capitalization		\$	29,625,194
Loan Assumptions			
Construction Loan			
Loan Amount		\$	17,775,116
Term (Months from Loan Start)			36 Months
Interest Only Term (Months)			24 Months
Amortization (Years)			25 Years
Interest Rate			7.00%
Commitment Fee			0.50%
Extension Fees			
Extension Fee #1	YES	Month 37	0.10%
Extension Fee #2	YES	Month 49	0.10%

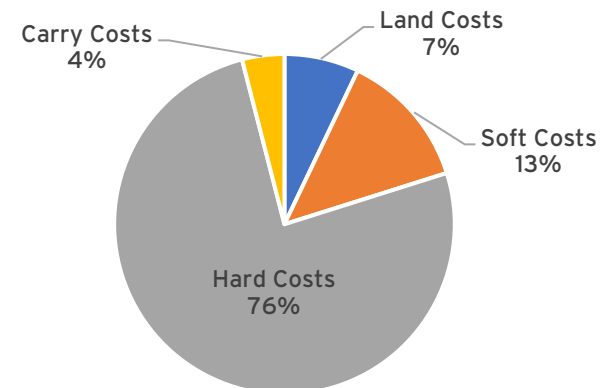
SOURCES + USES

Building 1			
Sources	%	\$ Amount	\$ PSF
Senior Construction Loan	60%	\$ 17,775,116	\$ 65.83
Equity			
LP	90%	\$ 10,665,070	\$ 39.50
Edgewater	10%	\$ 1,185,008	\$ 4.39
Total Equity	40%	\$ 11,850,077	\$ 43.89
Total Sources	100%	\$ 29,625,194	\$ 109.72

Uses	%	\$ Amount	\$ PSF
Land Costs	7%	\$ 2,100,000	\$ 7.78
Soft Costs	13%	\$ 3,864,230	\$ 14.31
Hard Costs	76%	\$ 22,472,883	\$ 83.23
Carry Costs	4%	\$ 1,188,080	\$ 4.40
Total Uses	100%	\$ 29,625,194	\$ 109.72

Check

BLDG 1 USES COMPOSITION



CONSTRUCTION BUDGET

	BUILDING 1 Total	270,000 SF Total PSF
LAND DILIGENCE COSTS		
Wetlands Permitting	\$ 22,070	\$ 0.08
Geotech	\$ 25,000	\$ 0.09
Surveys (Topo/ALTA/Boundary)	\$ 40,000	\$ 0.15
Traffic Consulting Fee	\$ 10,000	\$ 0.04
Broker Fee	\$ 100,000	\$ 0.37
Entitlement Civil Engineering	\$ 60,000	\$ 0.22
Architectural Design	\$ 5,000	\$ 0.02
TOTAL LAND DILIGENCE COSTS	\$ 262,070	\$ 0.97
JV LAND ACQUISITION		
Purchase Price	\$ 2,100,000	\$ 7.78
Closing Costs (Including Title)	\$ 30,000	\$ 0.11
Sewer Easement	\$ 200,000	\$ 0.74
Acquisition/Diligence Fee	\$ 200,000	\$ 0.74
TOTAL JV LAND ACQUISITION	\$ 2,530,000	\$ 9.37
ENGINEERING		
Civil Engineering (Remaining)	\$ 84,000	\$ 0.31
Architecture (Remaining)	\$ 175,000	\$ 0.65
Foundation Survey	\$ 5,000	\$ 0.02
Lender Engineering Inspections	\$ 15,000	\$ 0.06
TOTAL ENGINEERING	\$ 279,000	\$ 1.03
MUNICIPAL / JURISDICTIONAL FEES		
Plan Review Fees (Allowance)	\$ 25,000	\$ 0.09
Municipal Fees (Allowance)	\$ 175,000	\$ 0.65
Building Permit (Included in GMP)	\$ -	\$ -
Nutrient Mitigation Fee	\$ -	\$ -
Wetland Impact Fees	\$ 100,000	\$ 0.37
TOTAL MUNICIPAL / JURISDICTIONAL FEES	\$ 300,000	\$ 1.11
HARD COSTS		
Shell Building GMP (including sitework)	\$ 19,500,000	\$ 72.22
Sitework (in GMP)	\$ -	\$ -
Sprinkler Tank (in GMP)	\$ -	\$ -
Traffic Signal	\$ 200,000	\$ 0.74
Monument/Directory Signage	\$ 20,000	\$ 0.07
TOTAL HARD COSTS	\$ 19,720,000	\$ 73.04
TENANT IMPROVEMENTS		
Tenant Improvement Allowance	\$ 1,890,000	\$ 7.00
Legal Fees - Lease Negotiation	\$ 30,000	\$ 0.11
TOTAL TENANT IMPROVEMENTS	\$ 1,920,000	\$ 7.11
LEASING COMMISSIONS		
Leasing Commissions	\$ 1,049,949	\$ 3.89
TOTAL LEASING COMMISSIONS	\$ 1,049,949	\$ 3.89
CONSULTANTS		
Construction Materials Testing	\$ 125,000	\$ 0.46
	\$ -	\$ -
TOTAL CONSULTANTS	\$ 125,000	\$ 0.46

	BUILDING 1 Total	270,000 SF Total PSF
LEGAL		
Land Closing, JV Docs & Loan Negotiation	\$ 75,000	\$ 0.28
Lender Legal	\$ 30,000	\$ 0.11
TOTAL LEGAL	\$ 105,000	\$ 0.39
FINANCING		
Commitment Fee 0.50%	\$ 88,910	\$ 0.33
Mortgage Broker Fee 0.00%	\$ -	\$ -
Broker Equity Fee 0.00%	\$ -	\$ -
Appraisal	\$ 7,000	\$ 0.03
Transaction Costs (Includes Title)	\$ 30,000	\$ 0.11
TOTAL TOTAL LEGAL	\$ 125,910	\$ 0.47
TAXES, POA FEES		
Property Taxes During Construction	\$ 10,000	\$ 0.04
POA Fees During Construction	\$ -	\$ -
TOTAL TAXES, POA FEES	\$ 10,000	\$ 0.04
INSURANCE		
General Liability & E&O	\$ 30,000	\$ 0.11
Builder's Risk (In GMP)	\$ -	\$ -
TOTAL INSURANCE	\$ 30,000	\$ 0.11
CONTINGENCIES		
Construction Contingency 3.00%	\$ 862,883	\$ 3.20
TOTAL CONTINGENCIES	\$ 862,883	\$ 3.20
MARKETING & ACCOUNTING		
Marketing Budget	\$ 25,000	\$ 0.09
Development Accounting	\$ 15,000	\$ 0.06
TOTAL MARKETING & ACCOUNTING	\$ 40,000	\$ 0.15
DEVELOPER FEES & OVERHEAD		
Development Fees 3.50%	\$ 896,509	\$ 3.32
Const. Mgmt Fee 0.75%	\$ 175,792	\$ 0.65
Travel Reimbursement	\$ 5,000	\$ 0.02
TOTAL DEVELOPER FEES & OVERHEAD	\$ 1,077,301	\$ 3.99
CARRY COSTS		
Operating Carry	\$ 178,594	\$ 0.66
Construction Loan Interest Reserve	\$ 1,009,486	\$ 3.74
TOTAL CARRY COSTS	\$ 1,188,080	\$ 4.40
Total Land Costs	\$ 2,100,000	\$ 7.78
Total Soft Costs	\$ 3,864,230	\$ 14.31
Total Hard Costs	\$ 22,472,883	\$ 83.23
Total Carry Costs	\$ 1,188,080	\$ 4.40
Total Project Costs	\$ 29,625,194	\$ 109.72

FINANCIAL OVERVIEW

LEASING & REVENUE ASSUMPTIONS

BLDG 1 - Shell Delivery November 1, 2024															
Suite	Tenant	SF	Shell Delivery Month	Lease-Up Duration	Lease Execution	Lease Commencement	Term	Lease Expiration	PSF Rate (Untrended)	PSF Rate (Trended)	Lease Esc.	TI's (PSF)	TI Buildout Duration	Free Rent	Leasing Costs
A	Speculative Tenant 1	135,000	18	6 Months	May 1, 2025	August 1, 2025	84 Months	July 31, 2032	\$7.25 NNN	\$7.25 NNN	3.00%	\$7.00	3 Months	0 Months	7.00%
B	Speculative Tenant 2	135,000	18	12 Months	November 1, 2025	February 1, 2026	84 Months	January 31, 2033	\$7.25 NNN	\$7.25 NNN	3.00%	\$7.00	3 Months	0 Months	7.00%
Total		270,000													

FINANCIAL OVERVIEW

OPERATING CASH FLOW - BUILDING 1

Analysis Year Ending	Year 1 May-24	Year 2 May-25	Year 3 May-26	Year 4 May-27	Year 5 May-28
Revenue					
Base Rent					
Speculative Tenant 1	\$ -	\$ -	\$ 815,625	\$ 1,003,219	\$ 1,033,315
Total Rent	\$ -	\$ -	\$ 1,141,875	\$ 1,991,756	\$ 2,051,509
Total Expense Reimbursements	\$ -	\$ -	\$ 180,878.68	\$ 326,033.70	\$ 327,881.72
Total Revenue	\$ -	\$ -	\$ 1,322,753.68	\$ 2,317,789.95	\$ 2,379,390.66
Revenue PSF	\$0.00	\$0.00	\$4.90	\$8.58	\$8.81
General Vacancy	\$ -	\$ -	\$ -	\$ -	\$ -
Reimbursable Operating Expenses					
Property Taxes	\$ -	\$ (102,375)	\$ (175,500)	\$ (175,500)	\$ (175,500)
Insurance	\$ -	\$ (23,625)	\$ (40,500)	\$ (40,500)	\$ (40,500)
Common Area Maintenance	\$ -	\$ (5,906)	\$ (35,438)	\$ (40,500)	\$ (40,500)
Management Fee	\$ -	\$ (7,000)	\$ (41,683)	\$ (69,534)	\$ (71,382)
Total Operating Expenses	\$ -	\$ (138,906)	\$ (293,120)	\$ (326,034)	\$ (327,882)
Net Operating Income	\$ -	\$ (138,906.25)	\$ 1,029,633.57	\$ 1,991,756.25	\$ 2,051,508.94
Net Operating Income PSF	\$0.00	-\$0.51	\$3.81	\$7.38	\$7.60
Check	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Capital					
Capital Reserve	\$ -	\$ -	\$ -	\$ -	\$ -
Total Operating Capital	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Flow Before Debt Service	\$ -	\$ (138,906.25)	\$ 1,029,633.57	\$ 1,991,756.25	\$ 2,051,508.94
CFBDS PSF	\$ -	\$ (0.51)	\$ 3.81	\$ 7.38	\$ 7.60



SPONSOR OVERVIEW

THE CAROLINAS' MOST DIVERSIFIED DEVELOPER & OPERATOR

Edgewater Ventures is a commercial real estate investment firm that is focused on the acquisition and development of industrial, office, life science, residential and mixed-use assets across the Carolinas. Our team members have dedicated their entire careers to the maximization of real estate value through the identification of opportunities and the first-class operation of assets for our clients and partners. With over 100 years of combined experience and years of working together, the Edgewater team brings a unique corporate culture and passion for the industry that has consistently translated into exceptional results.



EDGEWATER INDUSTRIAL

Edgewater Industrial focuses on the development and acquisitions of high-quality, strategically positioned assets within every major market of the Carolinas. The platform currently consists of 3.6 million square feet of product and has a development pipeline of more than 6.7 million square feet across 575+ acres in various stages of ownership and entitlements.



EDGEWATER INNOVATION

Edgewater Innovation focuses on the development and acquisition of irreplaceable life science and office products predominantly in the Research Triangle. The platform has transacted on nearly \$100 million worth of deals since 2021 and recently programmed a 75-acre mixed-use research campus with one million square feet of biomanufacturing, multi-story-lab, and Class A office.



ABODE COMMUNITIES

ABODE Communities is Edgewater's marquee residential platform focused on programmatic, purpose-built single-family rental communities. With over 1,579 units in lease-up, construction and development across 12 projects, the ABODE platform has been a first-mover within the Carolinas and has built a brand synonymous with quality and creativity.

SPONSOR OVERVIEW



3.6 MSF
EXISTING
ASSETS

1 MSF
UNDER CONSTRUCTION

5.7 MSF
CONSTRUCTION
PIPELINE





CHRIS NORVELL, SIOR

Managing Principal, Industrial

Chris Norvell is a founding partner with Edgewater Ventures and leads the Industrial platform’s efforts in the acquisition, operation and development of assets throughout the Carolinas and the Southeast. Over his 25 year career, Chris has consistently been a dominant presence within the Carolinas industrial real estate landscape. From his early career spearheading the development and leasing efforts for institutional owners such as Duke Realty Corporation, to more recently leading some of the largest industrial investment sales in the Southeast, Chris brings an incredible wealth of experience and market knowledge to Edgewater Ventures and its investors.



MIKE MASSARDO

Principal, Industrial

Mike is an original team member at Edgewater Ventures and focuses on the Industrial platform’s financial strategy, joint ventures, project feasibility, underwriting and capital relationships. With an extensive background in commercial real estate finance, Mike was a lead Associate in HFF’s Charlotte office from 2016 to 2019, where he managed more than 25 million square feet of institutional industrial transactions totaling more than \$2.0 billion across the investment sales, recapitalization, and acquisitions segments of the business. Mike brings a creative mindset to complex development and acquisitions across the Carolinas.



BRIAN BEAVER

Director of Construction, Industrial

Brian Beaver is the Director of Construction for the Edgewater Ventures industrial vertical. He brings over 10 years of experience managing a wide array of construction projects throughout the Carolinas. Prior to joining Edgewater Ventures, Brian was a Senior Project Manager at Cushman & Wakefield where he focused on complex industrial projects. In addition, Brian has served in various project management roles for a regional General Contractor. Brian brings a deep understanding of the risks, challenges, and opportunities encountered throughout the construction process.



VALERIE DUNN

Asset Management, Industrial

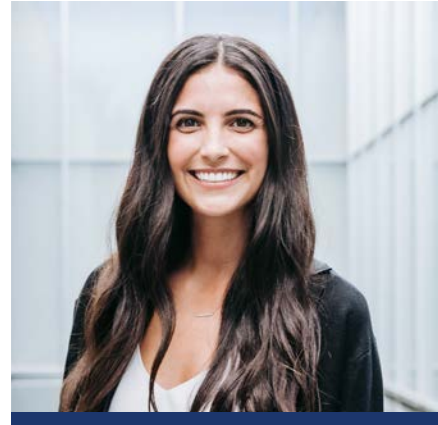
Valerie Dunn works on Edgewater’s Industrial platform assisting with acquisitions and asset management. She currently oversees nearly 3.0 million square feet of Industrial product, where she is the leading edge of tenant relationships, budgeting, asset optimization and interfacing with property management teams. Prior to joining the team, Valerie helped lead a strong team at HFF (now JLL) in the Capital Markets Group. Additionally, she is distinguished as a Certified Public Accountant (CPA).



RUSTY RANSON

Analyst, Industrial

Rusty Ranson works on Edgewater’s Industrial platform as a Financial Analyst. Rusty’s focus is on the company’s developments and acquisitions in the industrial space. A graduate of the University of North Carolina at Chapel Hill, Rusty earned a double major in Commercial Real Estate Finance and Development, Economics B.A. and a minor in Urban Studies & Planning.



JACKIE WEIR

Controller

Jackie Wier is the Controller for Edgewater Ventures and works hand-in-hand with Chris, Mike and Valerie within the Industrial platform to ensure good accounting and reporting practices. Jackie began her career in public accounting, primarily focusing on audit and assurance services and investor reporting for clients in the financial services industry including private equity and alternative investment funds. She is a licensed Certified Public Accountant in the State of New Jersey and has over five years of professional accounting experience.



SARAH SPAIN

Marketing Director

Sarah Spain is the Marketing Director and creative visionary for Edgewater Ventures. Sarah is responsible for the creation and evolution of Edgewater’s innovative branding and marketing materials as well as client relations coordinating. She began her career as a graphic designer for Cushman & Wakefield | Thalhimer and later transitioned into design for investment brokerage at JLL, formally known as HFF. She has created hundreds of best-in-class marketing materials during her tenure in the commercial real estate industry and has accumulated a number of design awards for her work.



EDGEWATER
VENTURES

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