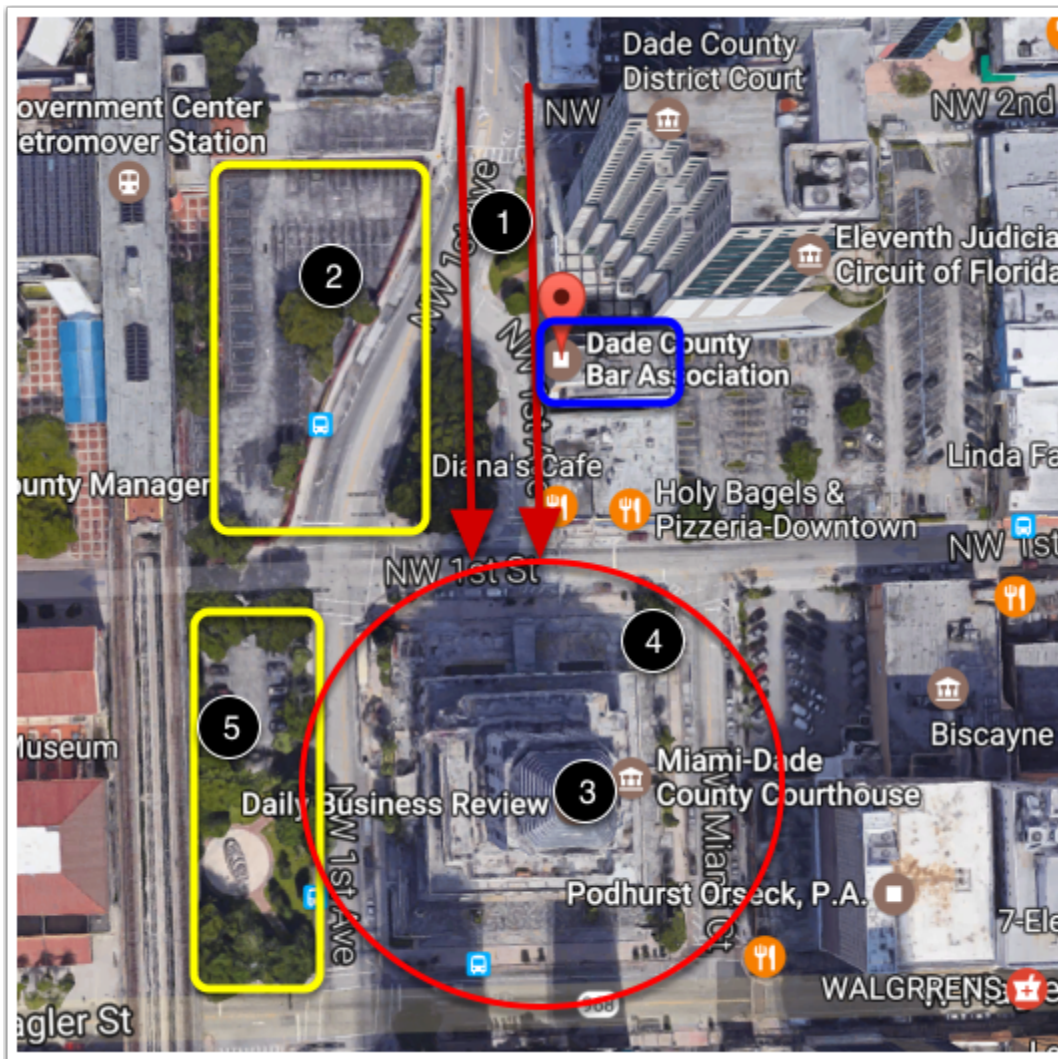


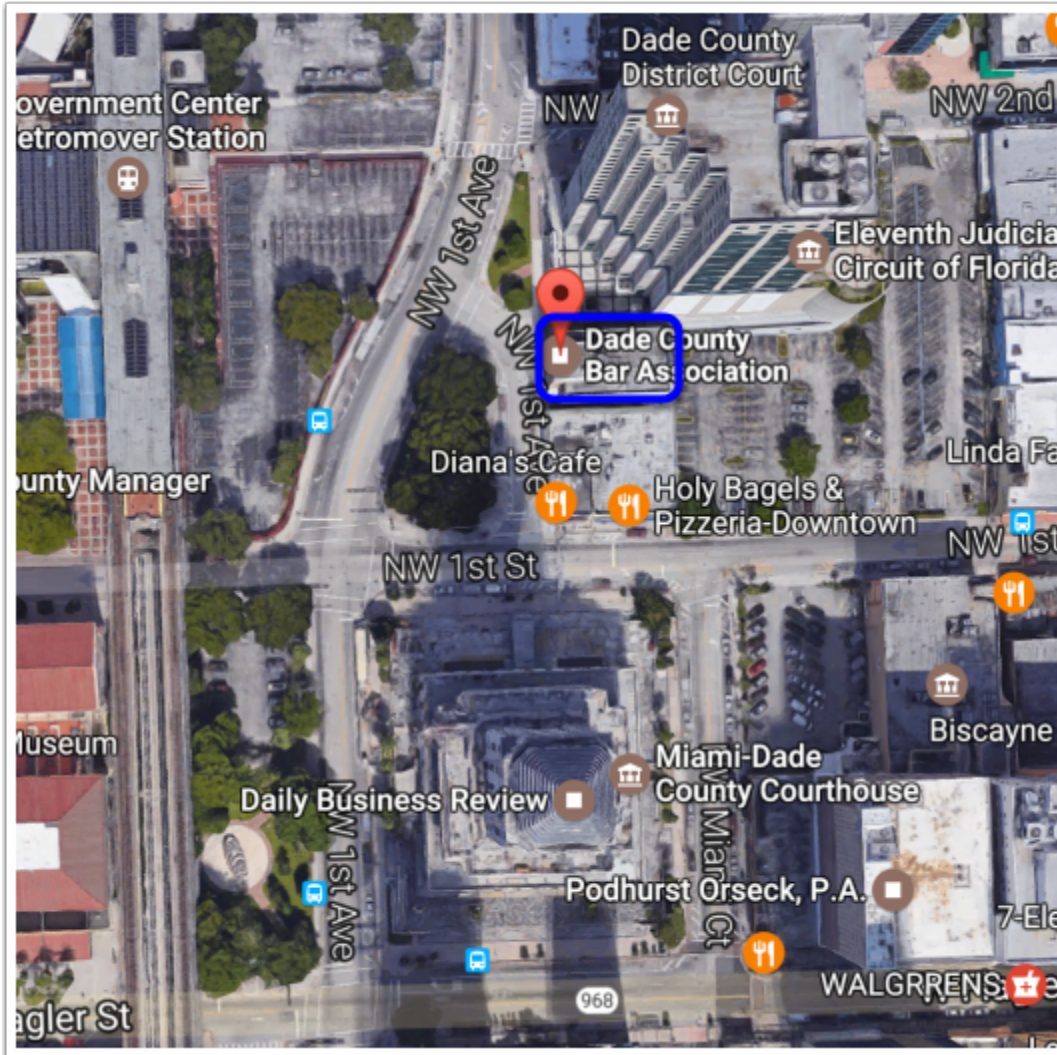
Development Plans for Courthouse Center

1. NW 1st Avenue to be straightened
2. Brightline site
3. Historic Dade County Courthouse- plans to lease for boutique hotel
4. County plans to create roundabout circle around courthouse hotel
5. Future civil courthouse site



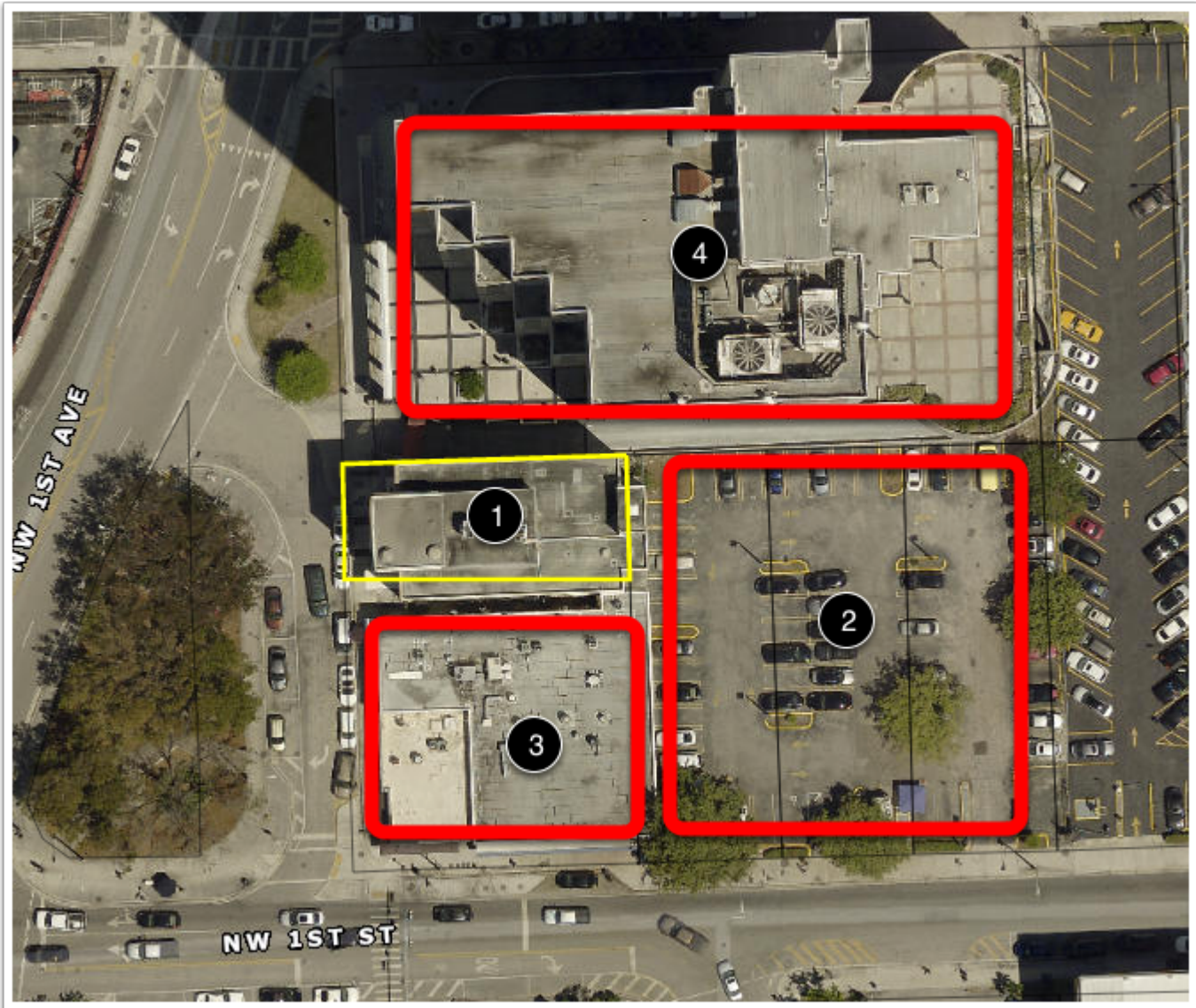
What makes the DCBA Property Special?

1. Zoning allows 36 "FLR" (Floor to Lot Ratio) which is extremely high (like NYC)
2. No parking requirement
3. Location- beside three courthouses and local and express transit
4. History- location occupied by DCBA for almost 50 years



Neighbors

1. DCBA
2. Owned by M O M REALTY CORP ET AL
3. Owned by Moishe Manna (wants as much downtown real estate as possible)
4. Lawson Thomas Courthouse Center



Purchase Information

- Bought for \$70,000 in 1976

SALES INFORMATION			
Previous Sale	Price	OR Book-Page	Qualification Description
04/01/1976	\$70,000	00000-00000	Sales which are disqualified as a result of examination of the deed
For more information about the Department of Revenue's Sales Qualification Codes.			

Estimated Value

- According to Robert Gallagher as of 2017, \$3-4.2 Million as part of assemblage
- According to Colliers as of 2019, up to \$5,000,000

Dade County Bar Building Organization: DCBA x

Joseph H. Serota <JSerota@wsh-law.com> Mar 6 ☆
 to Jeffrey, me, Luisa

Jeff and Jane:

My appraiser called me today. He reviewed substantial data of interior building sites in the area. He's assuming the maximum square footage allowed for a building on this site (5000 sq. ft. of land). He then comes up with a range of price per square foot of buildable feet. According to Miami 21, he also needed to consider the Floor Land Ratio (FLR) which dictates how high a new building can go.

He believes that the highest and best use is to make the property part of an assemblage. However, assuming that the building is knocked down and a new building constructed on the site, his opinion is that the current value is between \$3,000,000 and \$4,200,000.

He put a decent amount of work and research into it. He can give us a closer number if he were to ask around and learn more about what exactly is happening in the area. I told him that we are not ready for that. However, he feels that the range he has given us is reasonable.

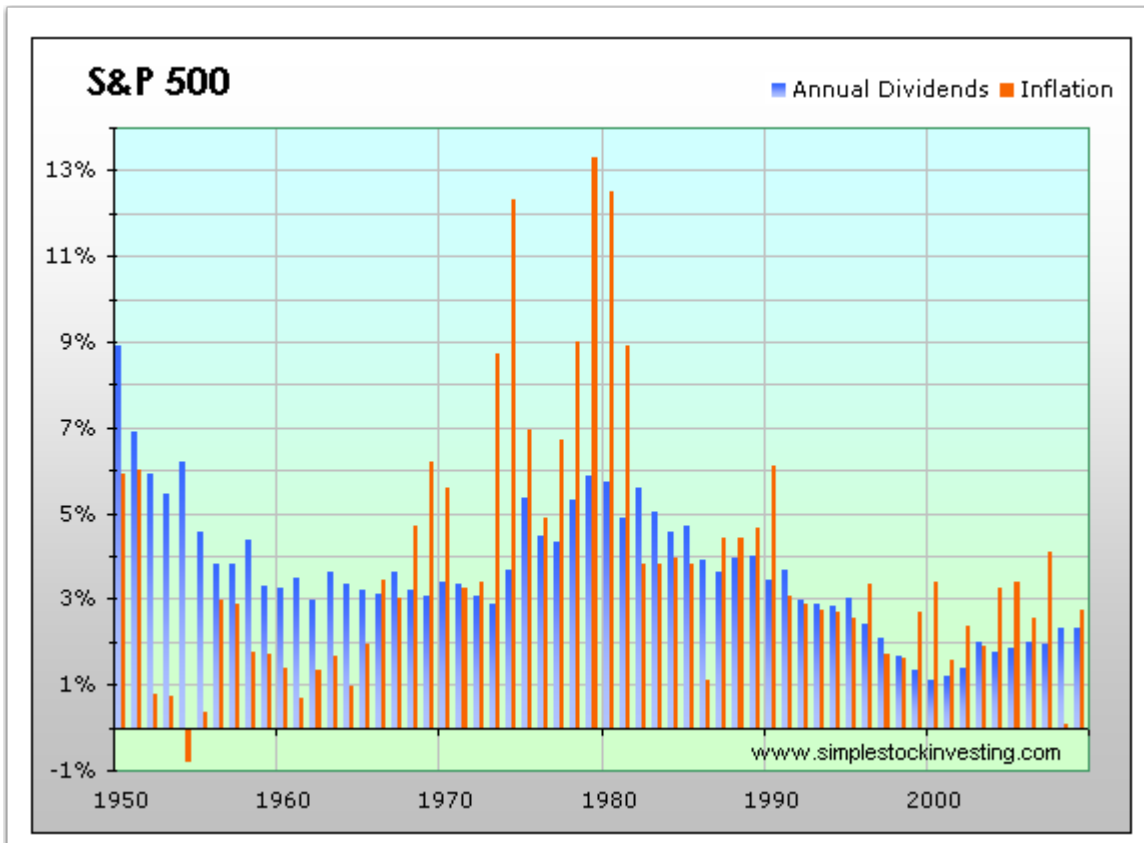
Where do we go from here? Should I schedule another meeting of our committee?

Joe

Joseph H. Serota
 Founding Member

Average Stock Market Return

Warren Buffett claims point-blank that you should expect a 6-7% annual return in the stock market over the long term. *“The economy, as measured by gross domestic product, can be expected to grow at an annual rate of about 3 percent over the long term, and inflation of 2 percent would push nominal GDP growth to 5 percent, Buffett said. Stocks will probably rise at about that rate and dividend payments will boost total returns to 6 percent to 7 percent, he said.”*



Compound Annual Growth Rate of Real Estate Investment since 1976

7% return on investment in stock < 11% return on investment in real estate.

Compound Annual Growth Rate

Calculate Compound Annual Growth (CAGR)

The **CAGR** calculator is a useful tool when determining an annual growth rate on an investment whose value has fluctuated widely from one period to the next.

To use the calculator, begin by entering the value of your investment today, or its **present value**, into the "ending value" field. In the field for "beginning value," enter the initial value you placed into your investment. Finally, enter the number of years that you were invested.

Beginning Value:

Ending Value:

Number of Periods:

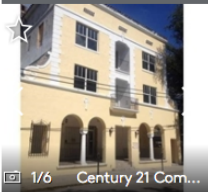
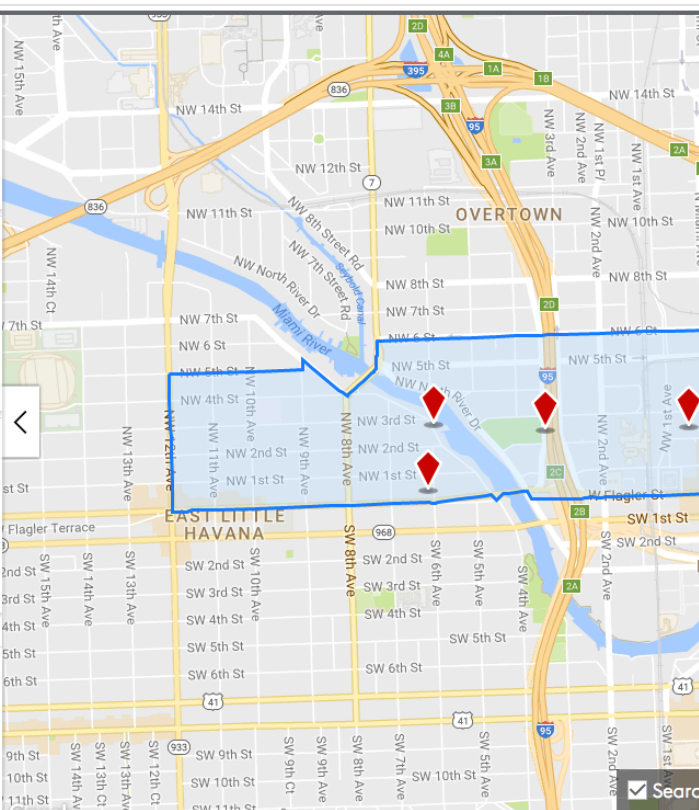



Calculate

Reset

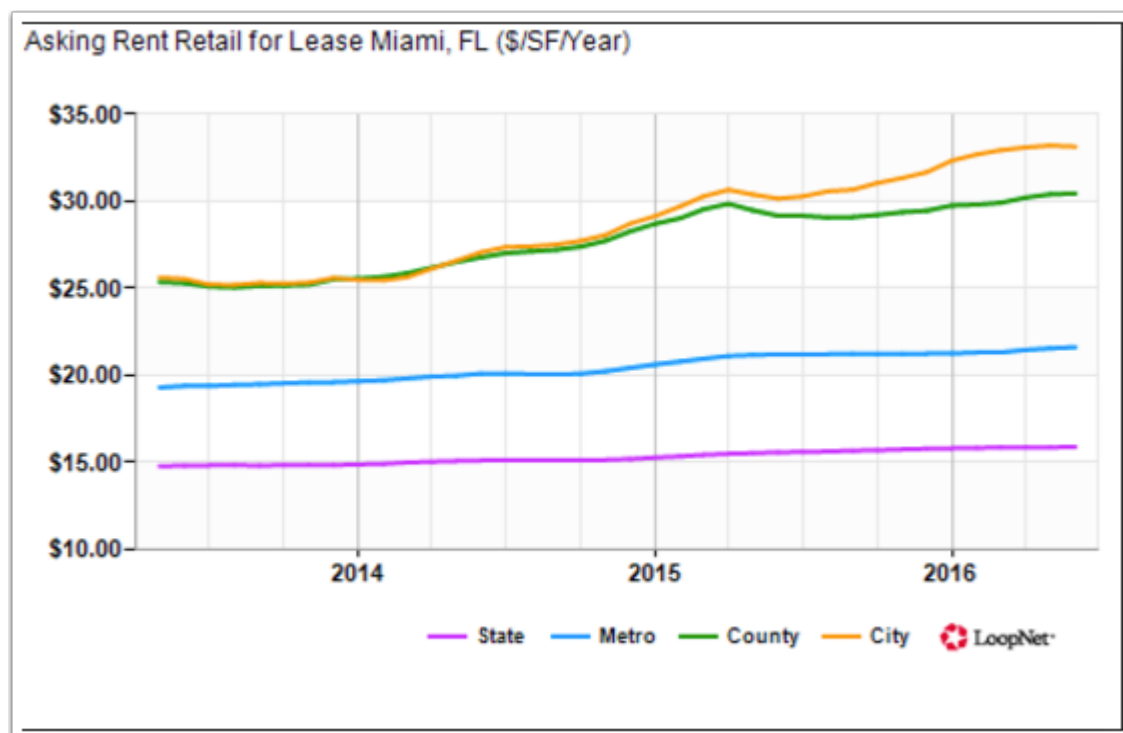
Compound Annual Growth Rate: **10.78%**

Office Space Available for Rent in 33128

Average rent per square foot = \$27.50-\$33.17

	<p>345 NW 3rd St Miami, FL 33128</p> <p>Miami River Opportunity</p> <table border="1"> <tr> <td>Office Bldg</td> <td>500 - 5,900</td> <td>3</td> <td>17,707</td> </tr> <tr> <td>SF Available</td> <td></td> <td>Spaces</td> <td>SF Bldg</td> </tr> </table> <p>Contact</p>	Office Bldg	500 - 5,900	3	17,707	SF Available		Spaces	SF Bldg	
Office Bldg	500 - 5,900	3	17,707							
SF Available		Spaces	SF Bldg							
	<p>604 NW 1st Street Miami, FL 33128</p> <p>MiamiCentral</p> <table border="1"> <tr> <td>Office Bldg</td> <td>10,000 - 190,000</td> <td>10</td> <td>290,352</td> </tr> <tr> <td>SF Available</td> <td></td> <td>Spaces</td> <td>SF Bldg</td> </tr> </table> <p>Contact</p>	Office Bldg	10,000 - 190,000	10	290,352	SF Available		Spaces	SF Bldg	
Office Bldg	10,000 - 190,000	10	290,352							
SF Available		Spaces	SF Bldg							
	<p>40 NW 3rd St Miami, FL 33128</p> <p>Courthouse Center</p> <table border="1"> <tr> <td>Office Bldg</td> <td>2,513</td> <td>1</td> <td>56,376</td> </tr> <tr> <td>SF Available</td> <td></td> <td>Space</td> <td>SF Bldg</td> </tr> </table> <p>Contact</p>	Office Bldg	2,513	1	56,376	SF Available		Space	SF Bldg	
Office Bldg	2,513	1	56,376							
SF Available		Space	SF Bldg							
	<p>432 NW 12 Ave Miami, FL 33128</p> <p>28 Years Dental Office For Lease or Sale</p> <table border="1"> <tr> <td>Medical Off.</td> <td>2,329 - 4,650</td> <td>2</td> <td>2,329</td> </tr> <tr> <td>SF Available</td> <td></td> <td>Spaces</td> <td>SF Bldg</td> </tr> </table> <p>Negotiable Rate</p>	Medical Off.	2,329 - 4,650	2	2,329	SF Available		Spaces	SF Bldg	
Medical Off.	2,329 - 4,650	2	2,329							
SF Available		Spaces	SF Bldg							

Rent Trends for Downtown Miami



Building P&L

- Building income and cost approximately equal.
- Dade Legal Aid is paying \$14 per square foot, assuming that they occupy 10,000 square feet of space.
- Dade Legal Aid also uses 5th floor for storage. If you take that space, assuming 3000 SF, they are paying approximately \$11/SF.
- If we retain one floor and rent out 15,000 square feet, assuming \$30/SF income would be \$450,000 with \$0 rent expense.
- At current rate of income from rent from Dade Legal Aid, receiving 3.3% income annually
- If fully leased at \$30/per square foot average, income would be 10.7% annually or 21% return on investment assuming \$4.2m property value

	7/1/13 - 6/30/14	7/1/14 - 6/30/15	7/1/15 - 6/30/16
7001 Dade Legal Aid Rental Income	138,814.96	138,414.96	143,414.96
Total Rental Income	\$ 138,814.96	138,414.96	143,414.96
Expenditures			
7011 Air Conditioning and Elevator	20,914.90	21,039.40	16,787.36
7030 Building Supplies	3,303.88	2,382.22	3,491.09
7035 Cleaning Service	26,964.00	24,717.00	26,964.00
7040 Cleaning Supplies	813.53	2,392.24	2,040.63
7050 Garbage Collection	3,332.58	3,295.84	3,690.90
7055 Insurance	4,440.46	10,779.58	11,945.95
7065 Licenses and taxes	36,867.57	35,544.74	35,120.64
7070 Maintenance and Repairs	5,483.90	11,666.56	4,289.58
7075 Miscellaneous	17.00	0.00	0.00
7085 Security	3,164.82	3,227.98	3,292.44
7090 Utilities	29,280.22	32,105.50	32,008.04
Total Building Expenses	\$ 134,582.86	147,151.06	139,630.63
Net Rental Income	\$ 4,232.10	\$ (8,736.10)	\$ 3,784.33

Recommendations

- Keep building
- Invest in maintenance approximately \$60-70 per square foot

7/1/16 to 1/31/17	Estimate 2/1 to 6/30/17	Projected 7/1 to 6/30/17
79,298.98	57,672.90	136,971.88
79,298.98	57,672.90	136,971.88
10,256.51	4,674.40	14,930.91
2,351.25	1,058.00	3,409.25
15,989.23	11,235.00	27,224.23
1,257.55	550.00	1,807.55
2,213.88	1,500.00	3,713.88
14,413.50	0.00	14,413.50
38,652.23	0.00	38,652.23
7,327.37	1,750.00	9,077.37
0.00	0.00	0.00
233.50	1,396.00	1,629.50
15,040.05	11,715.00	26,755.05
107,735.07	33,878.40	141,613.47
\$ (28,436.09)	\$ 23,794.50	\$ (4,641.59)

Value of Fully Utilized Building

- This means we should be able to borrow approximately \$7.8 million against the fully utilized building
- It should be very easy to get a construction loan for \$1.5 million needed for construction

Building	Tenant	SF	Rate	Income
Floor 5	Legal Aid	4300	15	64,500
Floor 4	Legal Aid	4300	15	64,500
Floor 3	Co-Work	4300	35	150,500
Floor 2	Administrative Offices	4300	35	150,500
Floor 1	Retail	4300	50	215,000
				645,000
Cap Rate				5.50%
Debt Service Coverage Ratio				1.2
Building Value (Fully Rented)				\$ 11,727,273
Interest Rate				4.75%
Amortization				25
Max Debt Capacity (DSCR)				\$ 7,856,569
Max Debt Capacity (Debt Yeild)			8%	\$ 8,062,500
Max Debt Capacity (LTV)			70%	\$ 8,209,091
Assume Lowest: DSCR				\$ 7,856,569

Value of Developed Building

- Program assuming only able to build on 5000 SF lot

Site Details					
Folio #	Entity				Sqft
01-4137-030-0010	DCBA				5,000
01-0110-060-2040	M O M REALTY CORP ET AL				10,000
01-0110-060-1090	49 NW 1ST ST LLC				7,500
01-0110-060-1091	49 NW 1ST ST LLC				7,500
01-0110-060-1100	49 NW 1ST ST LLC				7,500
					37,500
Zoning					
Parcel size				5,000 sf	#N/A
FLR					36
Max Buildable SF					180,000
Total Footprint	(lot coverage)	80%			4,000
Density Permitted (By Unit, not BR)		1,000	du/acre		#N/A
Total Parking Required					-
Program					
				Gross	Net
Retail: 1st / Top	70% Efficiency			8,000 sf	5,600 sf
Co-Work:	85% Efficiency	1	floors	4,000 sf	3,400 sf
Legal Aid:	70% Efficiency	2	floors	8,000 sf	5,600 sf
Office Space:	70% Efficiency	1	floors	4,000 sf	2,800 sf
Hotel Suites:	70% Efficiency	-	floors	0 sf	0 sf
Building Construction Costs					\$70 sf
Building Soft Costs					\$30 sf
Summary: Retail/Co-Live					
Total Built (gross)					24,000
Total Built (net)					17,400
Total Parking					-

Approximate Cost and Benefit analysis of developing 5000 SF lot

- Would require investment of approximately \$14 million and to work with outside developer

Dade County Bar Association													
I. Land Cost				VII. Retail Revenue				XV. Sources and Uses					
Land Value (DCBA)	Total Cost	PSF	% Cost	Total Leaseable square feet	Amount	PSF		Equity	%	Amount			
	(4,000,000)	229.89	25.7%	Tenant Improvements @ 15 \$/sqft	(84,000)	\$ 15.00	5,600	Loan Proceeds	115.8%	18,000,000			
SUBTOTAL LAND COSTS	(4,000,000)	229.89	25.7%	Rent	336,000	\$ 60.00	NNN	Total Sources	-15.8%	-2,451,120			
				Vacancy	(16,800)		5%						
II. Hard Costs				Net Retail Revenue									
Site Development	(1,500,000)	86.21	9.6%	Net Retail Revenue	319,200			Land Cost	25.7%	4,000,000			
Landscaping / Signage / Irrigation	(100,000)	5.75	0.6%					Hard Cost	21.0%	3,267,600			
Construction Costs Mixed Use	(1,218,000)	70.00	7.8%	VIII. Co-Work Master Lease Revenue				Soft Cost & Commissions	52.8%	8,205,918			
FF&E	(210,000)	12.07	1.4%	Master Lease to NNN	\$ 3.00 /SF	3,400 SF	\$122,400	Interest & Financing Costs	0.5%	75,362			
Tenant Improvements (on Retail Only)	(84,000)	4.83	0.5%					Total Uses		15,548,880			
Hard Cost Contingency (5%)	(155,600)	8.94	1.0%	IX. Legal Aid				XVI. Stabilized Operations					
SUBTOTAL HARD COSTS	(3,267,600)	187.79	21%	Legal Aid Rent	\$ 15.00 /SF	5,600 SF	\$84,000	Net Operating Income		618,700			
				Tenant Improvements @ 15 \$/sqft	\$ 15.00 /SF			Debt Service		515,581			
III. Soft Costs				X. Office Space				Annual Cash Flow after Debt Service					
A&E	(2,000,000)	114.94	12.9%	Commercial Rental	\$ 35.00 /SF	2,800 SF	\$98,000	Rate		103,117			
Direct Administration	(1,440,000)	82.76	9.3%	Tenant Improvements	\$ 15.00 /SF			Amortization		25			
County & City Impact Fees	-	0.00	0.0%	Vacancy	5.00%			DSCR Loan Size		7,536,216			
Indirect Administration	(1,440,000)	82.76	9.3%	Office Space Net Income				Debt Service Coverage Ratio		1.20x			
Builders Risk Insurance	(46,680)	2.68	0.3%					Debt Yield		8.21%			
Legal	(1,500,000)	86.21	9.6%	XI. Boutique Hotel				LTV		67%			
Marketing Fees/Deficit Reserve	(1,000,000)	57.47	6.4%	NNN per Suite	\$ 20,000 /Unit	Units	50	Debt Yield Loan Size		7,733,750			
Municipal Fees and Permits	(124,480)	7.15	0.8%	FF&E	400 SF/Unit	\$ 14,000 /Unit	50	Debt Yield		8.00%			
Taxes	(264,000)	15.17	1.7%					LTV		69%			
Wasa Fees	-	0.00	0.0%	XII. Net Operating Income				LTV Loan Size		7,874,364			
Soft Cost Contingency (5.0%)	(390,758)	22.46	2.5%	Income from Retail			\$ 319,200	Debt Yield		7.86%			
SUBTOTAL SOFT COSTS	(8,205,918)	471.60	52.8%	Income from Co-Work			\$ 122,400	LTV		70%			
				Income from Legal Aid			\$ 84,000	Development Basis		15,548,880			
IV. Interest & Financing Costs				XIII. Disposition				Unlevered Yield					
Financing Costs (Construction)	-	-	0.0%	Total Leaseable sf			17,400	Equity Multiple		1.8x			
Financing Costs (Refi)	(75,362)	(4.33)	0.5%	Total Project square feet			24,000	IRR		-18.1%			
Interest Expense (construction)	-	-	0.0%	# of Acres			1.0	Stabilized Equity Basis at Refi or (Profit)		8,012,664			
SUBTOTAL INTEREST & FIN	(75,362)	(4.33)	0.5%	Net Operating Income			618,700	Levered Yield		1.3%			
V. Basis				Cap Rate				Development Profit at Sale					
Total Project Gross	Cost	Gross SqFt	PSF	Value			11,249,091	Equity Multiple		1.8x	-4,412,280		
	(15,548,880)	24,000	647.87	Disposition Fee (1%)			(112,491)	Lender Required Equity Contribution	30%	6,664,664			
Total Project Leasable		17,400	893.61	XIV. Partnership				Development Profit at Sale					
				Total Leaseable sf			17,400	Equity Multiple		1.8x	-4,412,280		
VI. Development Profit				Net Proceeds from Sale				IRR					
Land Cost	Amount	PSF	% Cost	Landowner 1	35%	0.62	\$ 4,000,000	-18.12%	(1,520,822)				
Hard Cost	(4,000,000)	229.89	25.7%	Developer	25%	0.62	\$ 1,000,000	-18.12%	(380,205)				
Landscaping / Signage / Irrigation	(100,000)	5.75	0.6%	Investor	40%	0.62	\$ 13,000,000	-18.12%	(6,942,670)				
Construction Costs Mixed Use	(1,218,000)	70.00	7.8%	XV. Sources and Uses				Net Operating Income					
FF&E	(210,000)	12.07	1.4%	Equity			27.1%	33,000,000					
Tenant Improvements (on Retail Only)	(84,000)	4.83	0.5%	Loan Proceeds			72.9%	88,870,121					
Hard Cost Contingency (5%)	(155,600)	8.94	1.0%	Total Sources			121,870,121						
SUBTOTAL HARD COSTS	(3,267,600)	187.79	21%	Land Cost			2.5%	3,000,000					
				Hard Cost			77.1%	93,935,100					
III. Soft Costs				Net Retail Revenue				Soft Cost & Commissions					
A&E	(2,000,000)	114.94	12.9%	Net Retail Revenue	478,800			Interest & Financing Costs	6.5%	7,939,927			
Direct Administration	(1,440,000)	82.76	9.3%					Total Uses		121,870,121			
County & City Impact Fees	-	0.00	0.0%	VIII. Co-Work Master Lease Revenue				XIII. Stabilized Operations					
Indirect Administration	(1,440,000)	82.76	9.3%	Master Lease to NNN	\$ 3.00 /SF	86,400 SF	\$3,110,400	Net Operating Income		11,477,200			
Builders Risk Insurance	(46,680)	2.68	0.3%					Debt Service		9,564,333			
Legal	(1,500,000)	86.21	9.6%	VI. Boutique Hotel				Annual Cash Flow after Debt Service		1,912,867			
Marketing Fees/Deficit Reserve	(1,000,000)	57.47	6.4%	NNN per Suite	\$ 20,000 /Unit	134/Unit	\$2,680,000	Rate		4.75%			
Municipal Fees and Permits	(124,480)	7.15	0.8%					Amortization		25			
Taxes	(264,000)	15.17	1.7%	VIII. Net Operating Income				DSCR Loan Size		139,806,650			
Wasa Fees	-	0.00	0.0%	Income from Retail			\$ 478,800	Debt Service Coverage Ratio		1.20x			
Soft Cost Contingency (5.0%)	(390,758)	22.46	2.5%	Income from Co-Work			\$ 3,110,400	Debt Yield		8.21%			
SUBTOTAL SOFT COSTS	(8,205,918)	471.60	52.8%	Income from Legal Aid			\$ 168,000	LTV		67%			
				Income from Office			\$ 93,100	Debt Yield Loan Size		143,465,000			
IV. Interest & Financing Costs				IX. Disposition				LTV Loan Size					
Financing Costs (Construction)	-	-	0.0%	Total Leaseable sf			17,400	Debt Yield		8.00%			
Financing Costs (Refi)	(75,362)	(4.33)	0.5%	Total Project square feet			24,000	LTV		69%			
Interest Expense (construction)	-	-	0.0%	# of Acres			1.0	LTV Loan Size		146,073,455			
SUBTOTAL INTEREST & FIN	(75,362)	(4.33)	0.5%	Net Operating Income			618,700	Debt Yield		7.86%			
V. Basis				Cap Rate				Development Profit at Sale					
Total Project Gross	Cost	Gross SqFt	PSF	Value			11,249,091	Equity Multiple		1.8x	84,719,479		
	(15,548,880)	24,000	647.87	Disposition Fee (1%)			(112,491)	IRR		69.7%			
Total Project Leasable		17,400	893.61	X. Development Profit				Development Profit at Sale					
				Net Proceeds from Sale	Amount	PSF	% Cost	Equity Multiple		3.6x			
VI. Development Profit				Net Proceeds from Sale				IRR					
Land Cost	Amount	PSF	% Cost	Land Cost	(3,000,000)	(9.43)	2.5%	Lender Required Equity Contribution	30%	36,561,036			
Hard Cost	(4,000,000)	229.89	25.7%	Hard Cost	(93,935,100)	(295.39)	77.1%						
Landscaping / Signage / Irrigation	(100,000)	5.75	0.6%	Soft Cost & Commissions	(16,995,094)	(53.44)	13.9%	XI. Partners					
Construction Costs Mixed Use	(1,218,000)	70.00	7.8%	Interest & Financing Costs	(7,939,927)	(24.97)	6.5%	Landowner	18%	(2.88)	\$ (4,000,000)	0.00%	15,534,412
FF&E	(210,000)	12.07	1.4%	Total Development Cost	(121,870,121)	(383.24)	100%	Landowner	36%	5.44	\$ 7,000,000	100.03%	31,068,824
Tenant Improvements (on Retail Only)	(84,000)	4.83	0.5%	Development Profit at Sale	84,719,479	266.41	266.41	Developer	23%	3.55	\$ 5,000,000	92.90%	19,849,527
Hard Cost Contingency (5%)	(155,600)	8.94	1.0%					Investor	23%	1.79	\$ 25,000,000	27.64%	19,849,527
SUBTOTAL HARD COSTS	(3,267,600)	187.79	21%										

Approximate Cost and Benefit Analysis for Development of 5000 SF lot with MOM 7000SF lot

- Major developers would be interested in a project of this size and return on investment

Dade County Bar Association											
I. Land Cost				VII. Retail Revenue				XII. Sources and Uses			
Land Value (DCBA)	Total Cost	PSF	% Cost	Total Leaseable square feet	Amount	PSF		Equity	%	Amount	
	(4,000,000)	229.89	25.7%	Tenant Improvements @ 15 \$/sqft	(126,000)	\$ 15.00	8,400	Loan Proceeds	72.9%	88,870,121	
Land Value (MOM)	(7,000,000)	(22.01)	5.7%	Rent	504,000	\$ 60.00	NNN	Total Sources		121,870,121	
SUBTOTAL LAND COSTS	(3,000,000)	(22.01)	5.7%	Vacancy	(25,200)		5%	Land Cost	2.5%	3,000,000	
				Net Retail Revenue	478,800			Hard Cost	77.1%	93,935,100	
II. Hard Costs				Net Retail Revenue				Soft Cost & Commissions			
Site Development	(1,500,000)	4.72	1.2%	Net Retail Revenue	478,800			Interest & Financing Costs	6.5%	7,939,927	
Landscaping / Signage / Irrigation	(100,000)	0.31	0.1%					Total Uses		121,870,121	
Construction Costs Mixed Use	(85,860,000)	270.00	70.5%	VIII. Co-Work Master Lease Revenue				XIII. Stabilized Operations			
FF&E	(1,876,000)	5.90	1.5%	Master Lease to NNN	\$ 3.00 /SF	86,400 SF	\$3,110,400	Net Operating Income		11,477,200	
Tenant Improvements (on Retail Only)	(126,000)	0.40	0.1%					Debt Service		9,564,333	
Hard Cost Contingency (5%)	(4,473,100)	14.07	3.7%	VI. Boutique Hotel				Annual Cash Flow after Debt Service		1,912,867	
SUBTOTAL HARD COSTS	(93,935,100)	295.39	77%	NNN per Suite	\$ 20,000 /Unit	134/Unit	\$2,680,000	Rate		4.75%	
								Amortization		25	
III. Soft Costs				VIII. Net Operating Income				DSCR Loan Size			
A&E	(2,000,000)	12.58	3.3%	Income from Retail			\$ 478,800	Debt Service Coverage Ratio		1.20x	
Direct Administration	(1,440,000)	4.53	1.2%	Income from Co-Work			\$ 3,110,400	Debt Yield		8.21%	
County & City Impact Fees	(1,483,881)	4.67	1.2%	Income from Legal Aid			\$ 168,000	LTV		67%	
Indirect Administration	(1,440,000)	4.53	1.2%	Income from Office			\$ 93,100	Debt Yield Loan Size		143,465,000	
Builders Risk Insurance	(1,341,930)	4.22	1.1%	Income from Hotel			\$ 2,680,000	Debt Yield		8.00%	
Legal	(1,500,000)	4.72	1.2%	Net Operating Income			\$ 11,477,200	LTV		69%	
Marketing Fees/Deficit Reserve	(1,000,000)	3.14	0.8%					LTV Loan Size		146,073,455	
Municipal Fees and Permits	(3,578,480)	11.25	2.9%	IX. Disposition				Development Basis			
Taxes	(198,000)	0.62	0.2%	Total Leaseable sf			318,000	Equity Multiple		1.8x	121,870,121
Wasa Fees	(203,513)	0.64	0.2%	Total Project square feet			384,000	Unlevered Yield		9.4%	
Soft Cost Contingency (5.0%)	(809,290)	2.54	0.7%	# of Acres			1.0	Stabilized Equity Basis at Refi or (Profit)		(17,930,529)	
SUBTOTAL SOFT COSTS	(16,995,094)	53.44	13.9%	Net Operating Income			11,477,200	Levered Yield		-	