



# **Business Parks of America.com**

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## *Executive Summary*



I am very excited to announce the development of a new, privately owned, commercial flex-office complex located in one of the fastest growing business/residential corridors in the United States – the North Dallas metroplex.

The Census Bureau reports that the Dallas-Fort Worth market area had the second-largest population boom in the nation with a gain of over 144,704 people from July 1, 2014, to July 1, 2015 with our population increasing to over 7.1 million residents. Vision North Texas forecasts that the DFW region will continue to add people and jobs well into 2030 and beyond. Move Texas Forward claims that the Dallas area had the highest growth of any North Texas city with 10,560 new residents, and Frisco and McKinney were also big gainers, both adding more than 7,200 residents.



Dan Claassen

The need for business space is ever increasing due to the demand for products and services by a growing population base. Businesses, which include existing and new entries alike, are eager to supply such demand and in order to become successful, are seeking a location that is attractive, has excellent visibility along with high traffic counts.

A facility which includes a combination of office and warehouse space is essential for many businesses that specialize in service who require a warehouse/shop space as part of their activity and for companies needing a place to store and/or display their goods. Most current business centers who offer office/warehouse combo space are well over 20 years old and are located in industrial areas of town and are at, or close to, 100% occupancy. This results in a timely and unique opportunity for Business Centers of America.

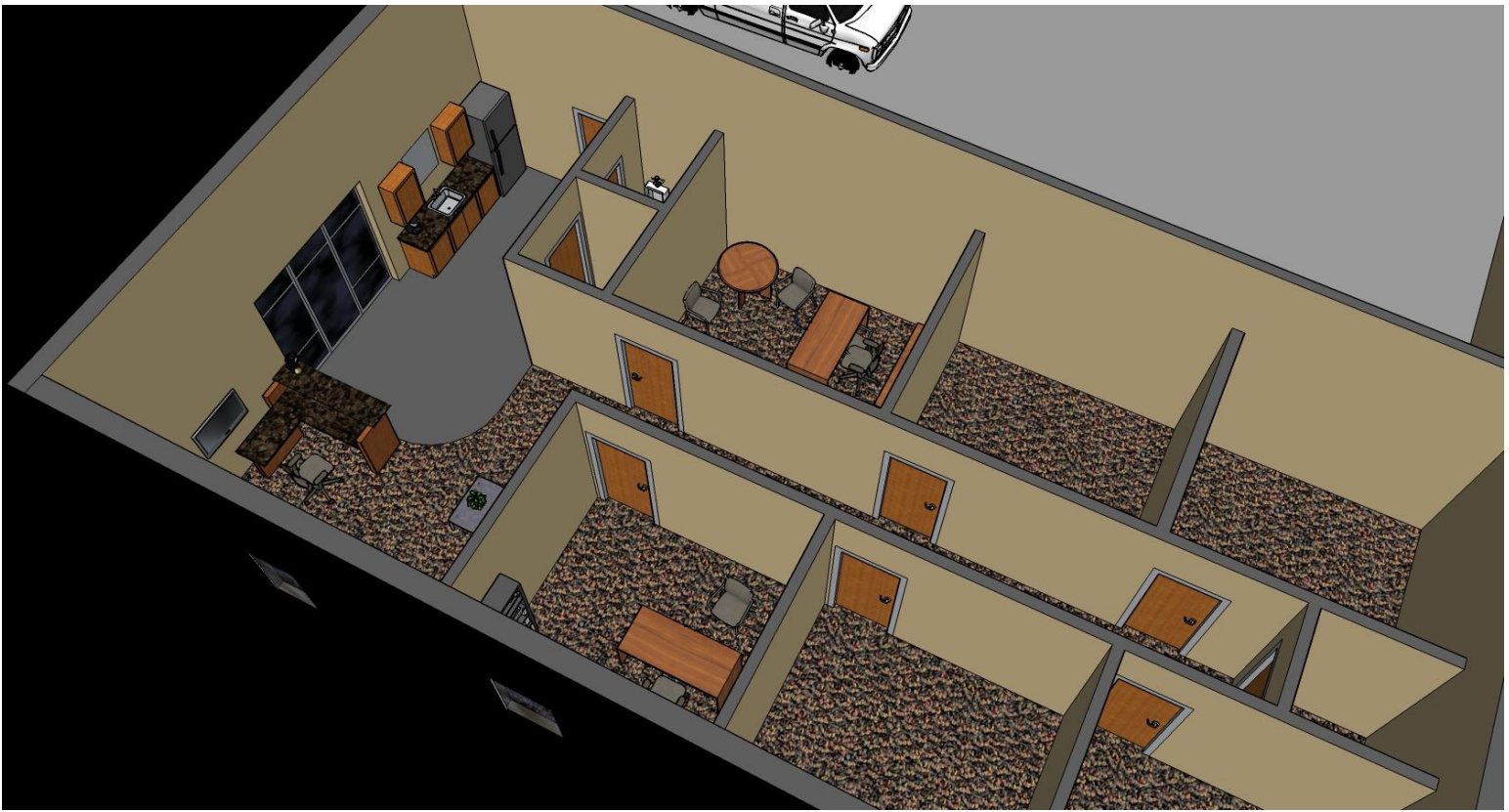
Business Centers of America is offering a refreshing alternative option for those companies wanting an attractive business location with a recognizable address and the high traffic counts associated with such address. The design of our Business Center incorporates all the tried and true features typically available plus the following enhancements:

- Class I Building Design Group with oversized canopies/porches provides unprecedented street appeal.
- Large street-side individual signs allow for individual business identity.
- Oversized (12' x 12') Overhead Doors facing parking lot.
- Expandable interior space options.
- Exterior area security monitoring.

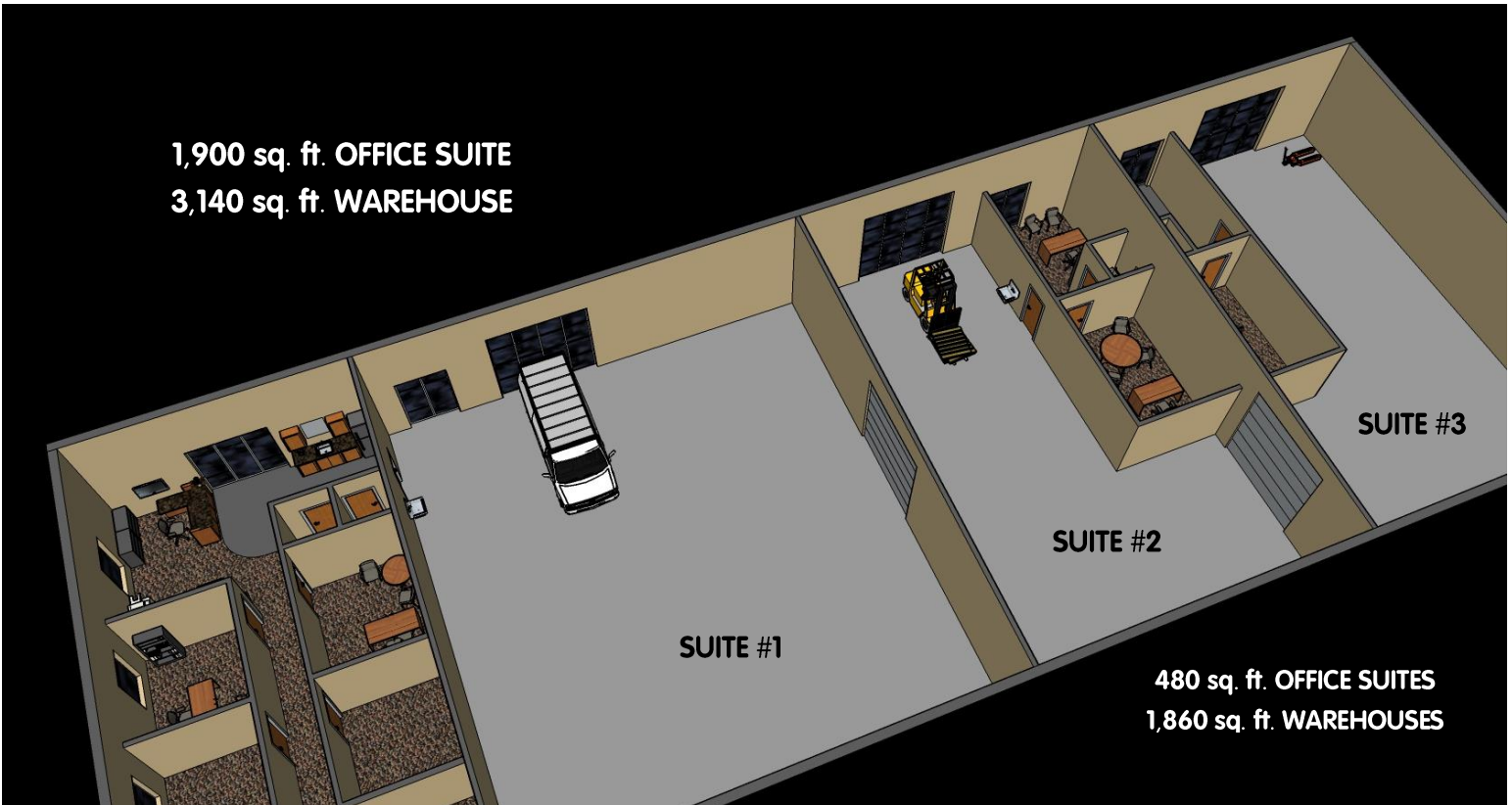
The proposed site is located on the East access road of Interstate 75 in McKinney, Texas. The land owner, Michael W. Runnels, owns the property free and clear and will be contributing the asset to Business Parks of America I, LLC in exchange for a 50% ownership position. The limited liability company will be owned jointly/equally by Mr. Runnels and Mr. Claassen. The asking price for similar properties in the area is \$8 to \$10 per square foot. For purposes of this transaction, the property value has been established at \$1,325,000 (approximately \$7.80 per square foot).



- **Street Side Signage**
- **Oversized Garage Doors**
- **Door Side Customer Parking**
- **Ample Truck Parking**



- Spacious Lobby
- Individual Restrooms
- All Areas Climate Controlled
- Refreshment Center
- Executive Office Suite







# Development Costs

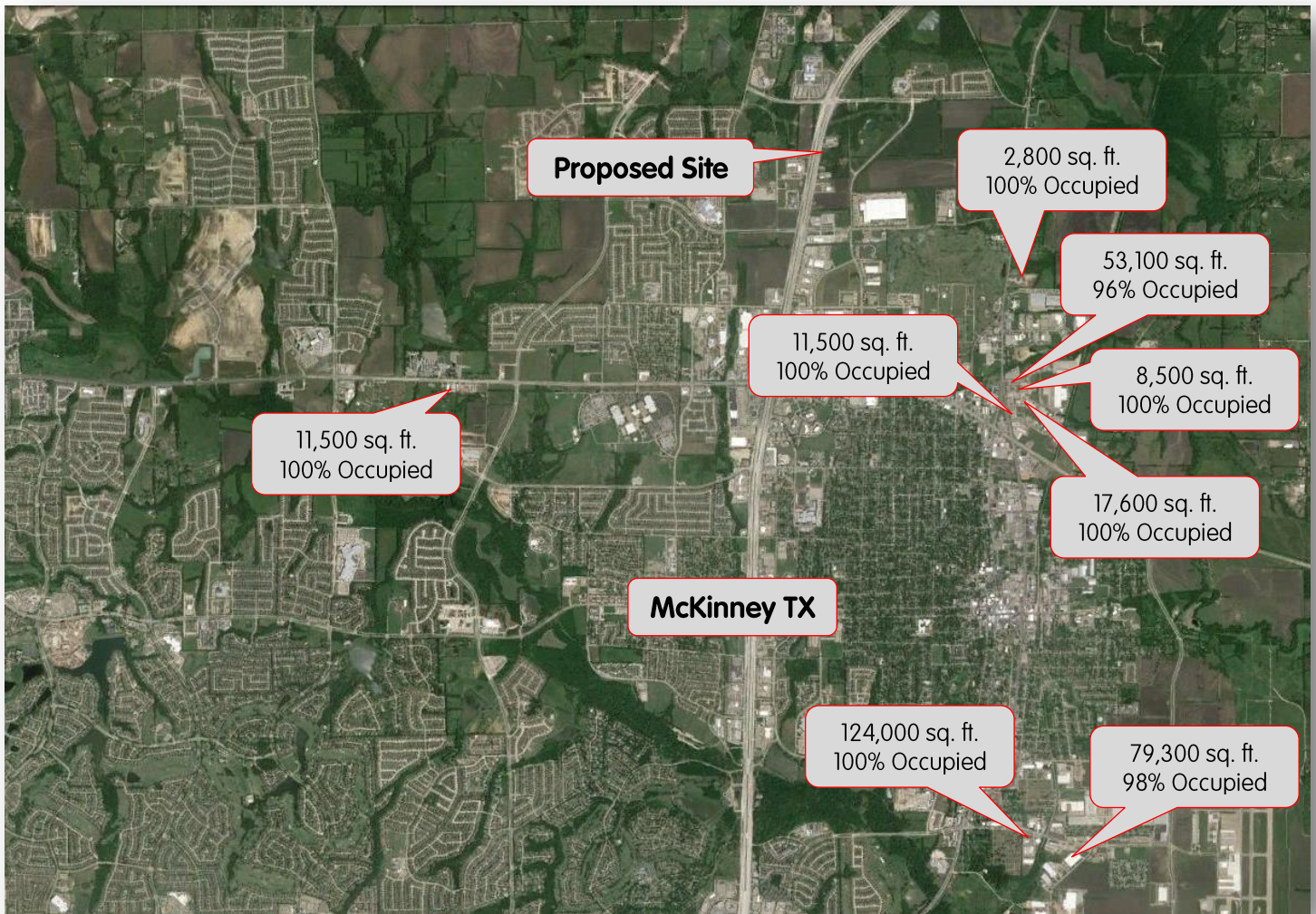


DETAILED COSTS:	<u>Infrastructure</u>	<u>Each Building</u>
Architectural/Engineering	\$24,000	\$6,500
Permits	4,200	6,250
Site Preparation	78,000	2,000
Underground Utilities	49,400	
Parking Lot/Drive	172,460	17,430
Building:		
Concrete Floor		48,600
Structure		73,117
Windows/Doors		26,815
Electrical		17,816
Plumbing		11,800
Insulation		4,190
Finish		26,650
HVAC		47,680
Fire Sprinkler		13,720
Signage	68,000	
Landscaping	36,600	5,500
Clean-up	3,500	5,500
Construction Utilities		2,750
Construction Insurance	2,100	6,250
Equipment Rental	5,500	17,500
Miscellaneous	<u>15,000</u>	<u>15,000</u>
	\$458,760	\$355,068

SUMMARY COSTS:	<u>Phase I</u>	<u>Phase II</u>	<u>Phase III</u>
Loan Points (1.5%)	25,110	7,101	7,101
Cash Reserve	100,000		
Infrastructure	458,760		
Buildings:			
#1	355,068		
#2	355,068		
#3	355,068		
#4		355,068	
#5		355,068	
#6			355,068
#7			<u>355,068</u>
Total	1,649,074	717,237	717,237
Accumulated Total	1,649,074	2,366,311	3,083,548

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 10</u>
Income:						
Rents	\$77,760	\$564,480	\$907,585	\$1,080,216	\$1,134,226	\$1,688,855
Expenses:						
Interest	82,454	0	0	0	0	0
P&I	0	301,176	384,853	392,460	392,460	392,460
Real Estate Taxes	0	54,250	83,816	115,108	118,561	137,445
Vacancy	3,888	28,224	45,379	54,011	56,711	84,443
Electricity	580	1,792	1,846	1,901	1,958	2,270
Maintenance/Repairs	10,500	31,815	32,769	33,975	36,142	41,898
Marketing	<u>7,800</u>	<u>12,210</u>	<u>12,426</u>	<u>9,179</u>	<u>9,454</u>	<u>10,960</u>
Total Expenses	105,222	429,467	561,090	606,634	615,287	669,476
Net Income	-27,462	135,013	346,495	473,582	518,940	1,019,379







## *Typical Tenants*



Florist  
Fencing Contractor  
Bakery  
Pest Control  
Cleaning Service  
Interior Decorating  
Auto Detailing  
Drywall Contractor  
Landscaping Services  
Furniture Repair  
Computer Services  
Website Design  
Tree Service  
Wedding Planner  
Window Coverings  
Security Systems/Monitoring  
Locksmith  
Photography Studio  
Limo Service  
Appliance Repair Technician  
Catering Service  
Ink & Toner Cartridge Refiller  
Party Planner  
HVAC Contractor  
Pet Sitter/Grooming



Moving Company  
Window Tinting  
Gun Shop  
Construction Contractor  
Music Store  
IT Support  
Roofing Contractor  
Window Screens  
Insurance Adjuster  
Architect  
Fleet Support  
Plumbing Contractor  
Medical Equipment  
Electronic Supply  
Graphic Design  
Flooring  
Paint Supply  
Motorcycle Accessories  
Golf Pro Shop  
Vending Supplier  
Wireless Technology  
Carpet Cleaning  
Fitness/Gym Equipment  
Handyman Services  
Home Cinema Design Center  
Engineering/Consulting Service

Loan Requirements	Phase I	\$1,649,074
	Phase II	\$717,237
	Phase III	<u>\$717,237</u>
		3,083,548

Loan Terms	Interest only – 1 <sup>st</sup> Year
	10-Year Amortization
	Fixed Rate

Company Name	Business Parks of America I, LLC
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Company Ownership	50% Dan/50% Mike
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Contributions:

Mike	Land	\$1,325,000
Dan	Development Fee (5%)	219,717
	General Contractor Fee (10%)	294,424
	Management Fee (10 yrs. @ 6%)	<u>686,503</u>
		\$1,194,389

## *Dan's History*



Dan is a product of rural America raised on a farm while attending school in a small town located Southeast of Wichita, Kansas. It was during these formative years while being exposed to mid-west values and farming responsibilities that Dan developed an understanding and appreciation for ethics and the value of work.

Dan met his wife Marjean while attending Central Christian College. Enjoying similar upbringings, they settled on their own farm, raising four children with the same mid-west values.

Dan's abilities and leadership qualities were evident as a young man. While a sophomore in high school, he founded a construction company with the operating profit realized the next several years being applied to Dan's college tuition expenses – he graduated debt free.

Dan expanded into aviation during his senior year in college, earning his initial pilot's license in just two months (a state record). Now, with over three decades and 3,500 hours of flight experience in various airplanes and helicopters, his certifications/qualifications are vast. Dan's various aviation related companies have included aircraft fueling facilities, airplane and helicopter charter services, pilot services, airplane and helicopter sales, flight instructing, aircraft tours, aircraft management, airport operations and airport real estate development.



Dan Claassen

Dan's pursuit of non-aviation company operations includes industrial park development/operations, investment banking, public offering sponsorship, commercial real estate development and fuel distribution.

These combined business operations have included nine states and a customer base of over 5,500. His national experience includes retail, manufacturing, construction and real estate development as he has successfully negotiated with various cities, counties, states and federal agencies. As a public speaker, Dan has engaged and represented unique business developments and operational techniques to professional groups in convention. Additionally, he has successfully presented various trademarks and patents to the United States Government.

Finally, and most importantly, Dan is committed to this project. Dan's experience includes successfully presenting various real estate development projects to city and state governmental agencies. He understands the requirements, challenges and complexity of this project and the processes required for a successful development and subsequent operation.

Dan's business experience is outlined on the following page.



As founder, president, CEO and manager of various companies, Mr. Claassen has over 35 years of specific experience in company development, marketing, operations and general management. Dan has been successful in negotiating with various cities, counties, states and federal agencies for developments across the United States with operations including:

Cornerstone - Founder/Owner

*Real estate management and development*

Projects located in seven states exceed \$25,000,000. Dan's responsibilities consisted of site selection, construction management, marketing, employee training, project management, retail operations, customer support and coordinating developments/operations with local, state, and national governing agencies.

FuelOutlet - Founder/Company Manager

*Unattended automobile fueling centers*

FuelOutlet included the development and operation of self-service gas stations located in multiple states, pioneered pay-at-the-pump technology utilized today at gasoline stations worldwide. Dan's responsibilities included acting as the registered investment banker for the eleven public offerings totaling over \$5,000,000 in funding for the developments and operations. Various trademarks and patents were successfully submitted relative to the projects.

FuelOutlet Propane - Founder/Owner

*Fuel marketing and distribution*

The refined fuels operation included product storage and transport delivery. Operations expanded in the first four years to become the largest regional operation with a customer base of over 2,300 and annual sales exceeding \$5,000,000.

Cornerstone Fuels - Founder/President

*Self-service aviation fueling*

Operations included the nation's first unattended aircraft avgas and jet fueling facilities, located on airports in California, Arizona, Texas, Oklahoma, Kansas and Minnesota with a customer base of over 5,000 and annual sales of eighteen million dollars. Responsibilities included coordinating development requirements with federal, state and local governmental agencies throughout the United States.

Budget Storage - Founder/General Partner

*Commercial real estate storage facilities*

Project consisted of over 200,000 square feet of storage warehouse space located in the midwest. Dan registered the initial public offering with the Securities and Exchange Commission, acting as the sales agent for the purpose of funding the \$3,250,000 developments.

Aviation Services - Founder/Owner

*Airport management and pilot services*

As Airport Manager, Dan's responsibility included all aspects of airport operations including development, security, retail sales, scheduling and fuel management. Activities included flight training, pilot services, airplane charter operations and aircraft sales.

ExecHangar - Founder/General Manager

*Commercial aviation hangar operations*

Airport real estate developments included over 40,000 square feet and \$3,500,000 of hangar and luxury office space. High-end jet operators were provided exclusive aviation operational support including jet refueling operations.

GoCopter - Founder/Owner

*Helicopter charters*

Executive helicopter operations included point-to-point transportation of personnel and assets. Unique helicopter hunting and adventure programs were a part of the program.

Mr. Claassen has piloted numerous aircraft including corporate jets, helicopters and air ambulances. Dan holds the following fixed wing and rotorcraft flight certificates/ratings; private, commercial, instrument, ground instructor, flight instructor, multi-engine, instrument instructor, multi-engine instructor and airline transport pilot with approximately 3,500 flight hours as a pilot.

Education: 1977 - Associate in Arts Degree. Central College, McPherson, Kansas

1979 - Bachelor of Arts Degree. McPherson College, McPherson, Kansas