

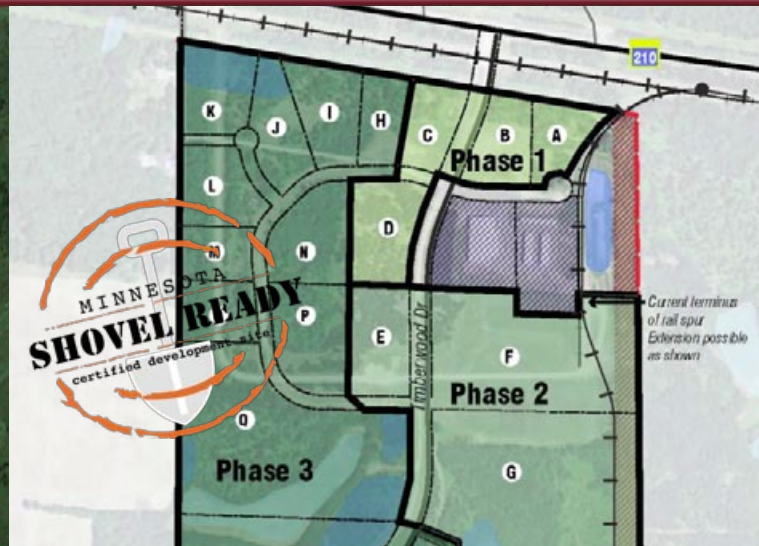
# Close ~ Converse

COMMERCIAL & PREFERRED PROPERTIES

— PRESENTS —

BUSINESS SITES

## TIMBERWOOD DRIVE, BAXTER, MN



COMMERCIAL REAL ESTATE | BUSINESS BROKERAGE | LAND & BUILDING DEVELOPMENT  
INVESTMENT & INCOME PROPERTIES | TAX DEFERRAL STRATEGIES

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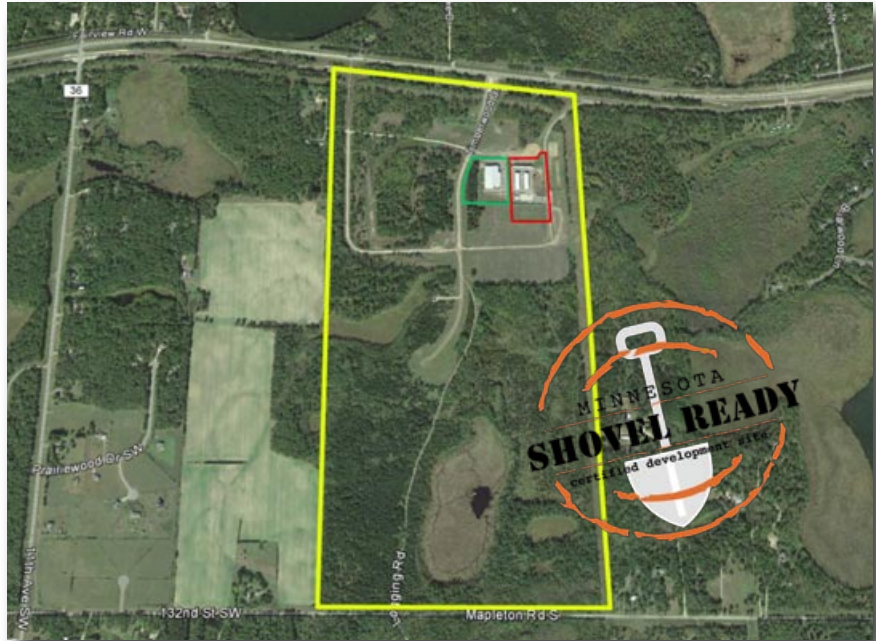
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# { Features }

## Business & Industrial Sites.

Grow your business in the newly developing West Baxter Business Park. Easy access to Hwy 210, access to a rail spur, and flexible site sizes make this your best investment choice. "Shovel-Ready" sites available within three phases of development. The Brainerd Lakes Area is one of the fastest growing regions of Minnesota - now is the time to claim your shovel-ready site.



<b>Location:</b>	Timberwood Drive, Baxter, MN 56425
<b>Directions:</b>	From the Baxter Hwy 210/371 intersection - West on Hwy 210 approx. 4 miles - Left (south) on Timberwood Drive
<b>Lot Pricing:</b> <i>Note:</i>	Starting at \$1.25/sq. ft. (Assessments Paid) See Page 8 for Lot Layout and Phases
<b>Railroad Spur:</b>	Lease Rate to be determined
<b>Water:</b>	City (12" Water Main)
<b>Sewer:</b>	City (8" Sewer Main)
<b>Electric:</b>	Crow Wing Power Maximum demand that can be served on site is 1,200 kW, 3-Phase
<b>Natural Gas:</b>	Xcel Energy
<b>Fiber:</b>	CTC

*Continued on next page.*

# { Features }

Depth to Bedrock:	100' - 150' Consisting chiefly of siltstone with some sandstone
Depth to Water Table:	Surficial Water Table is 20'
Planned Land Use:	General Industrial & Business Gateway

# { Shovel Ready }

## Shovel-Ready Site

Baxter is located to the west of Brainerd and is within the Brainerd Lakes Area Economic Development Corporation service area.

The Mississippi River marks the southern border of Baxter. Minnesota State Highways 210 and 371 run through the city. Commercial development along the highway has been increasing in recent years.

West Baxter's shovel-ready site includes a whopping 257.5 acres of land split into 15 parcels. The land is planned for industrial, office, or commercial use and is located alongside Highway 210. Railroad spur available.



## Certified Qualifications

This Baxter sites are certified for specific types of Shovel Ready Applications including the following (See Chart on Following Page):

- Light/Smaller Scale Manufacturing
- Small Food Processing
- Logistics/Distribution Center
- General Commercial

**Link to Shovel Ready Information:**

<http://mn.gov/deed/business/locating-minnesota/land-bldg/shovel-ready/west-baxter.jsp>

# { Shovel Ready }

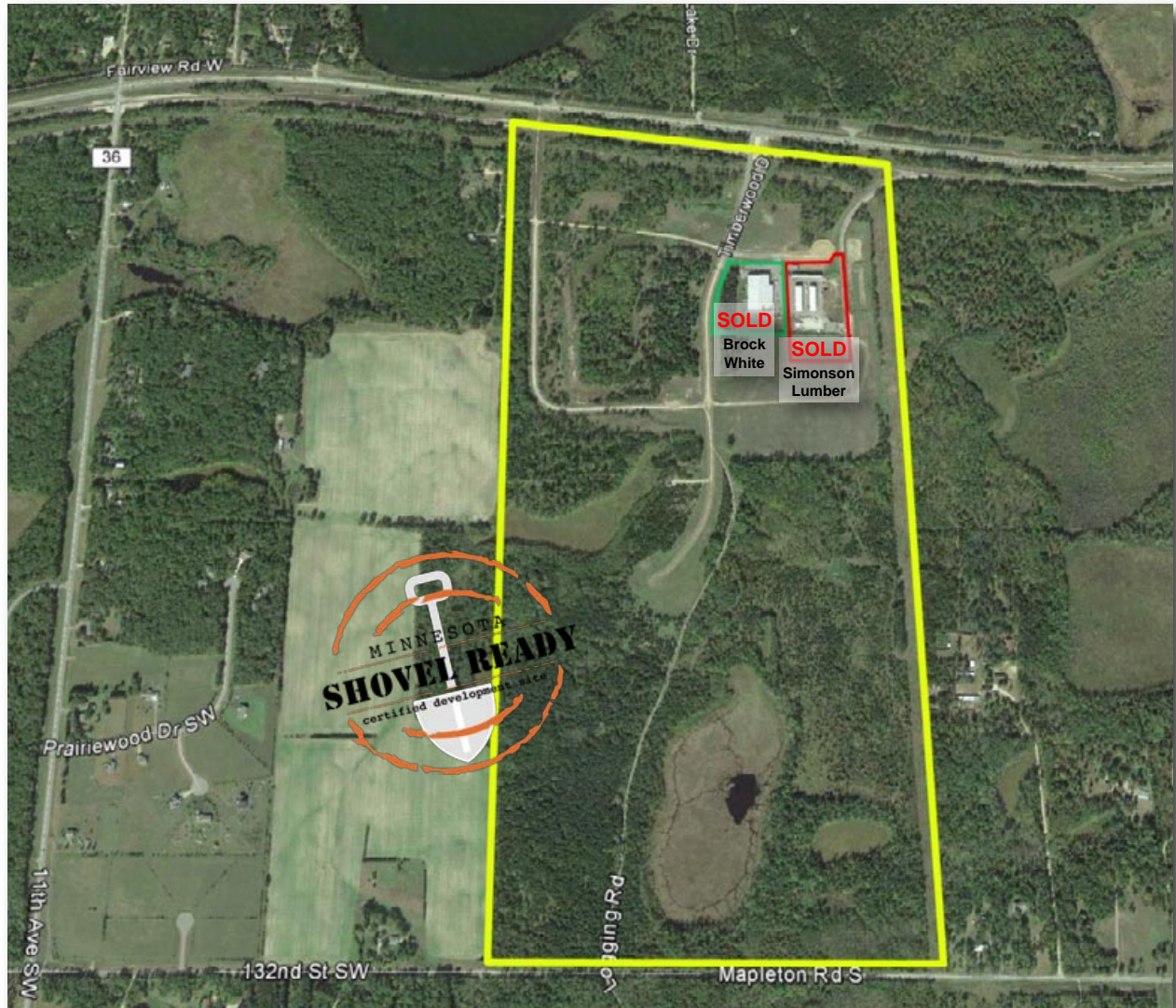
## MN Shovel Ready Program

Site Criteria for Specific Types of Shovel Ready Applications.

Type of Operation	Min. Acreage	Special Labor Requirements	Utilities					Transportation		
			Telecom	Electric Power	Gas	Water	Sewer	Road	Rail	Air
Light/Smaller Scale Manufacturing	10		100 Mbps (Fiber optics preferred)	1 MW (Dual feed preferred)	7,000 CFH	150,000 GPD	150,000 GPD	Within 1-2 miles of primary highway	Not required	Within 90 miles
Small Food Processing	10		100 Mbps (Fiber optics preferred)	1 MW (Dual feed preferred)	5,000 CFH	50,000 GPD	50,000 GPD	Within 1-2 miles of primary highway	Not Required	Within 90 miles
Logistics/Distrib. Center	100		100 Mbps (Fiber optics preferred)	1 MW (Dual feed preferred)	10,000 CFH	25,000 GPD	25,000 GPD	With 1-2 Miles of Interstate or limited access highway. No RR crossings.	Not Required	Within 90 miles
General Commercial	10 If not grandfathered		100 Mbps	1 MW	7,000 CFH	20,000 GPD	20,000 GPD	State or Local Hwy access	Not required	Not required

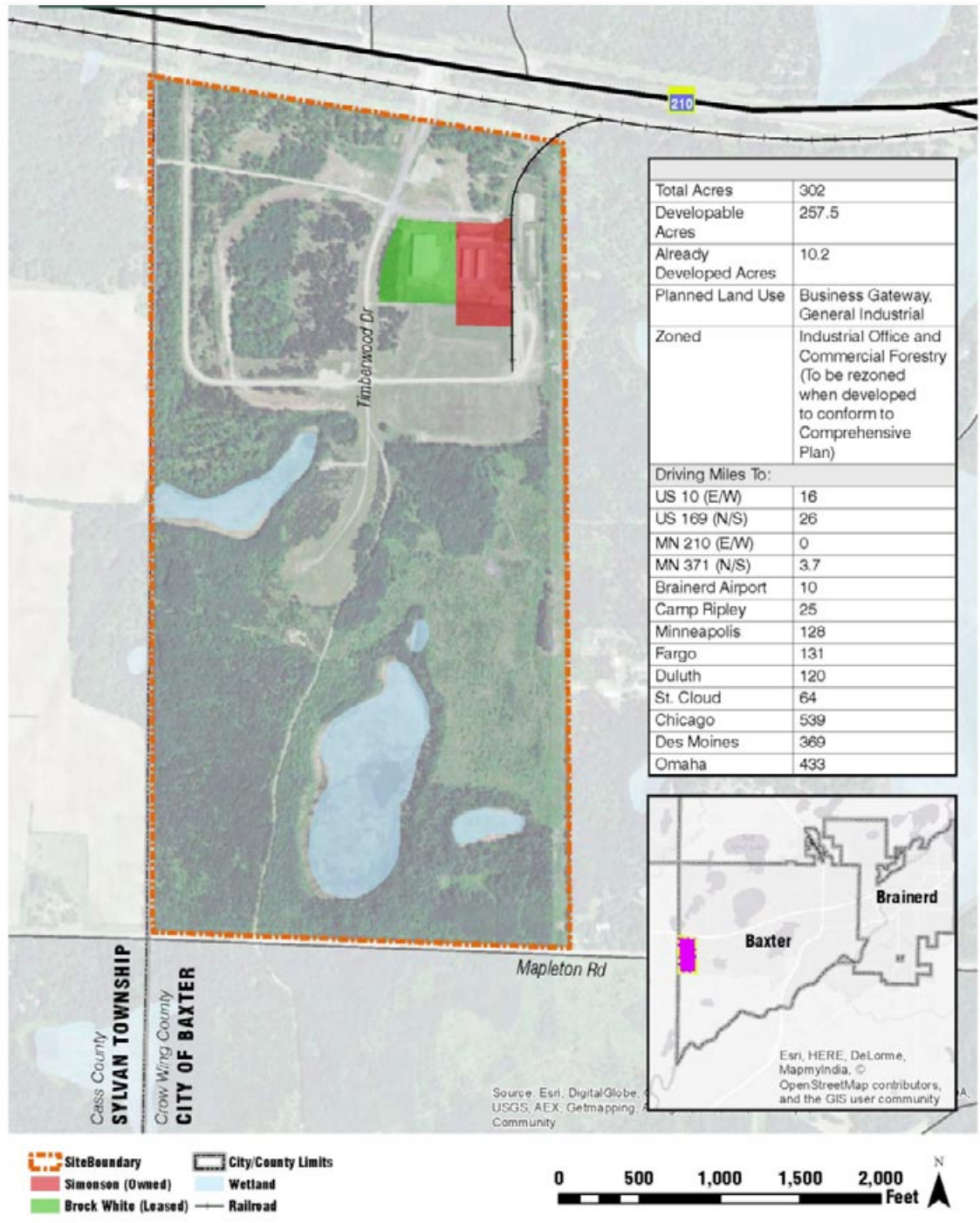


# { Site Aerial }



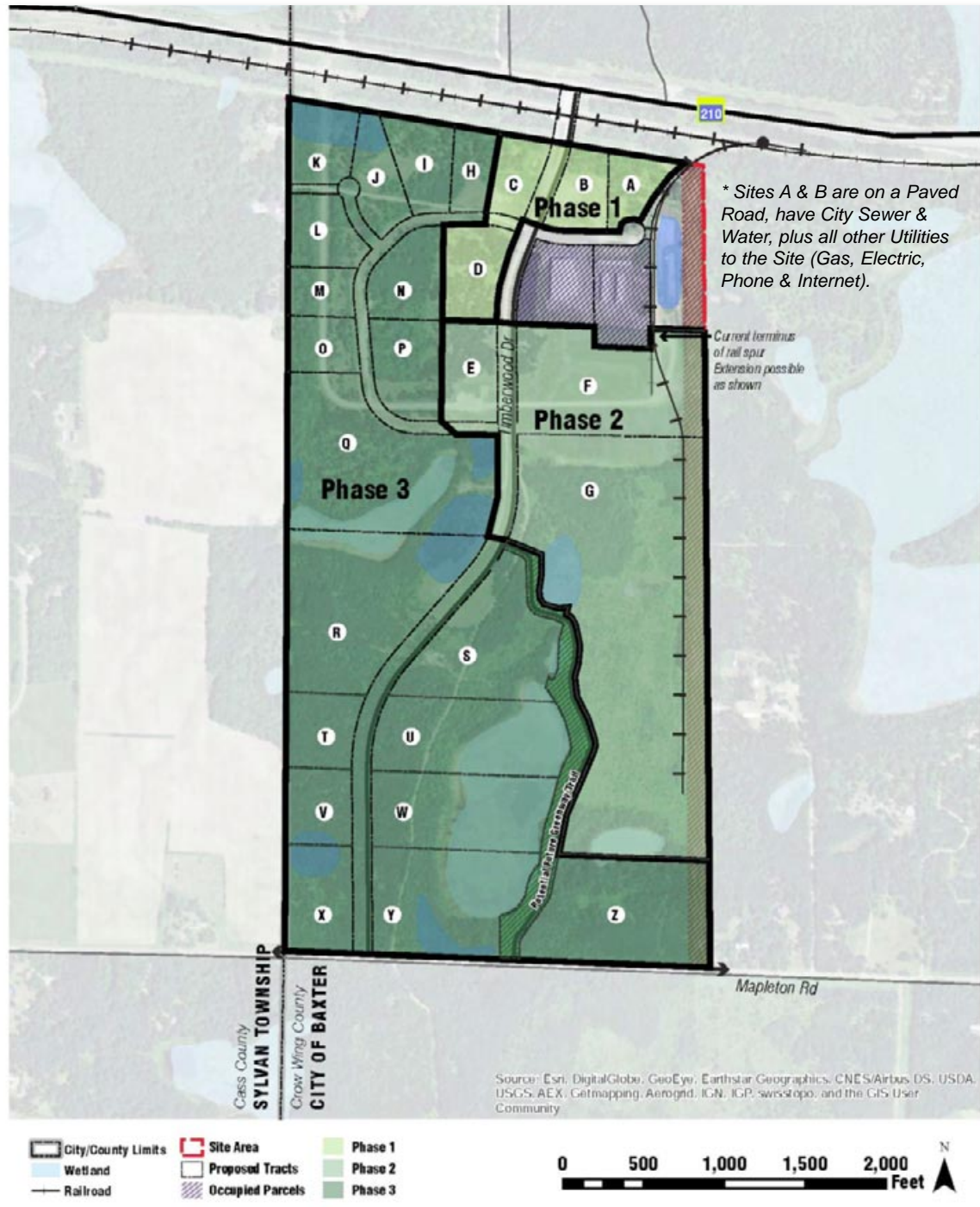


# { Site Aerial }





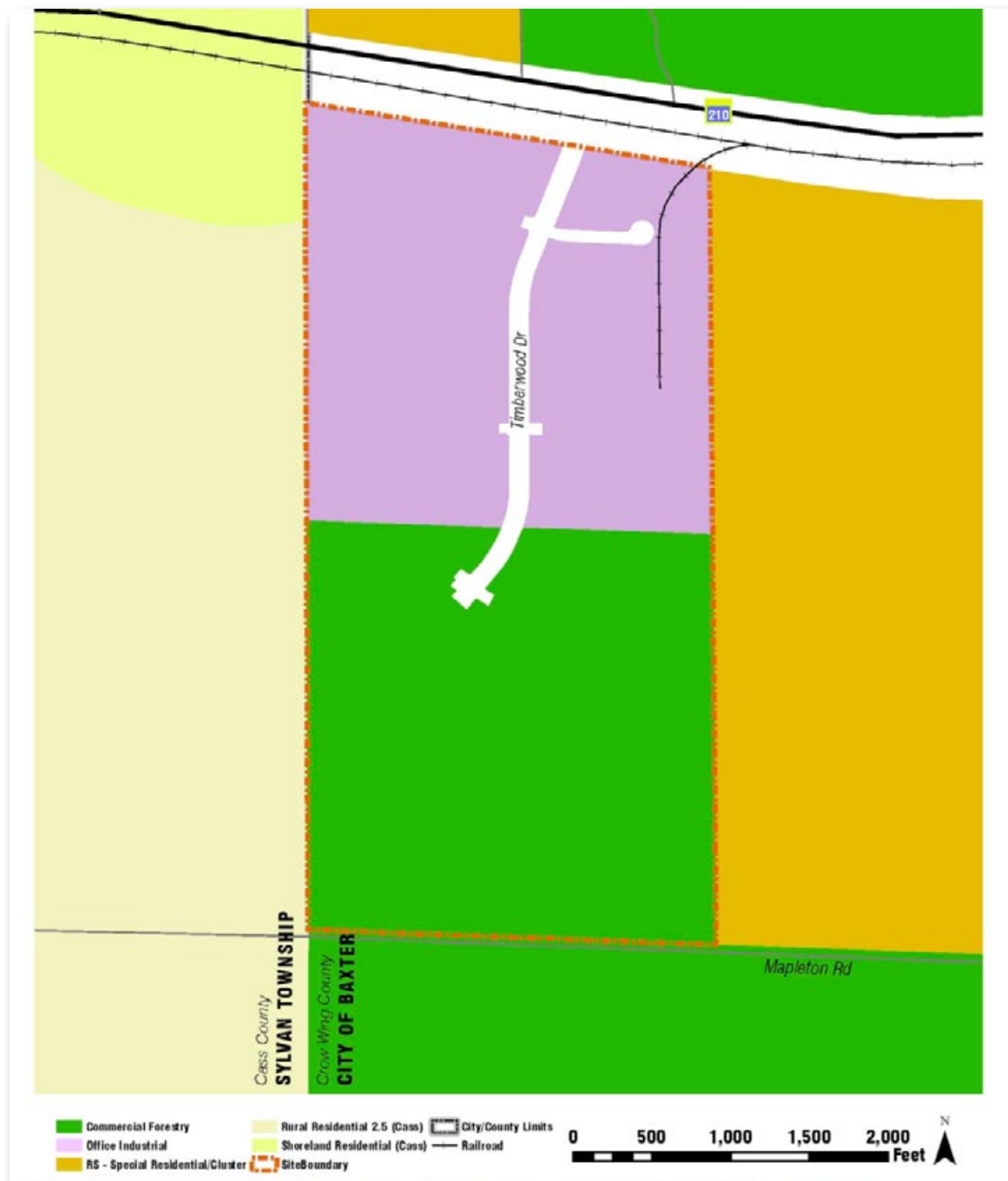
# { Layout & Site Phasing }



# { Current Zoning }

City of Baxter

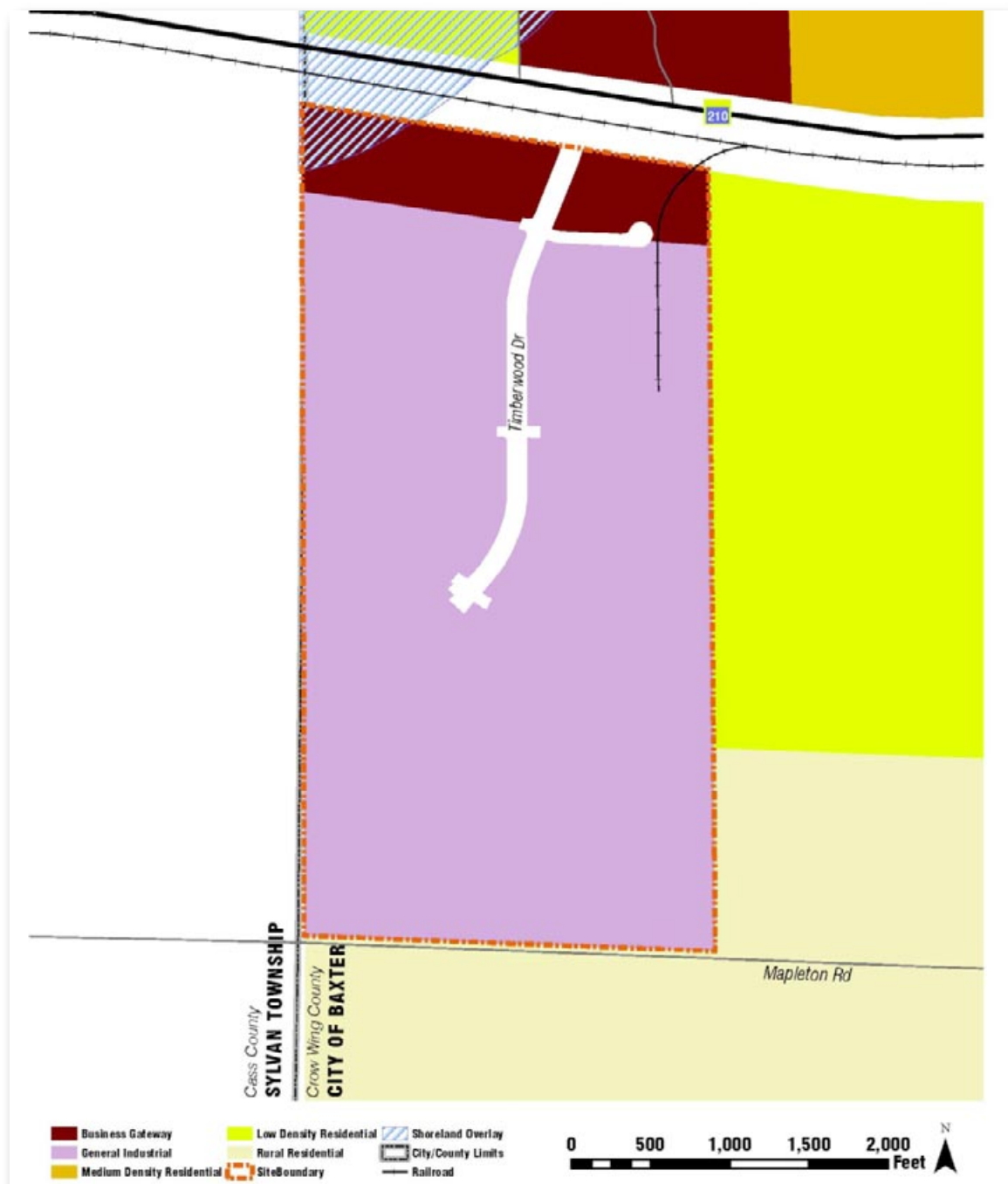
## Office Industrial & Commercial Forestry





# { Planned Land Use } City of Baxter

## Business Gateway & General Industrial



# { Zoning Description }

## Land Use Categories under the 2015 Revised Comprehensive Plan:

### **Business Gateway**

The Business Gateway land use is intended to provide for office, light industrial and limited retail uses that create a high quality, attractive “north woods” image at the City’s southeast and west gateways on Highways 371 and 210.

### **General Industrial**

Industrial related businesses including manufacturing, warehousing, automotive, trucking, wholesaling, and other related industrial uses. Medium and heavy industrial uses.

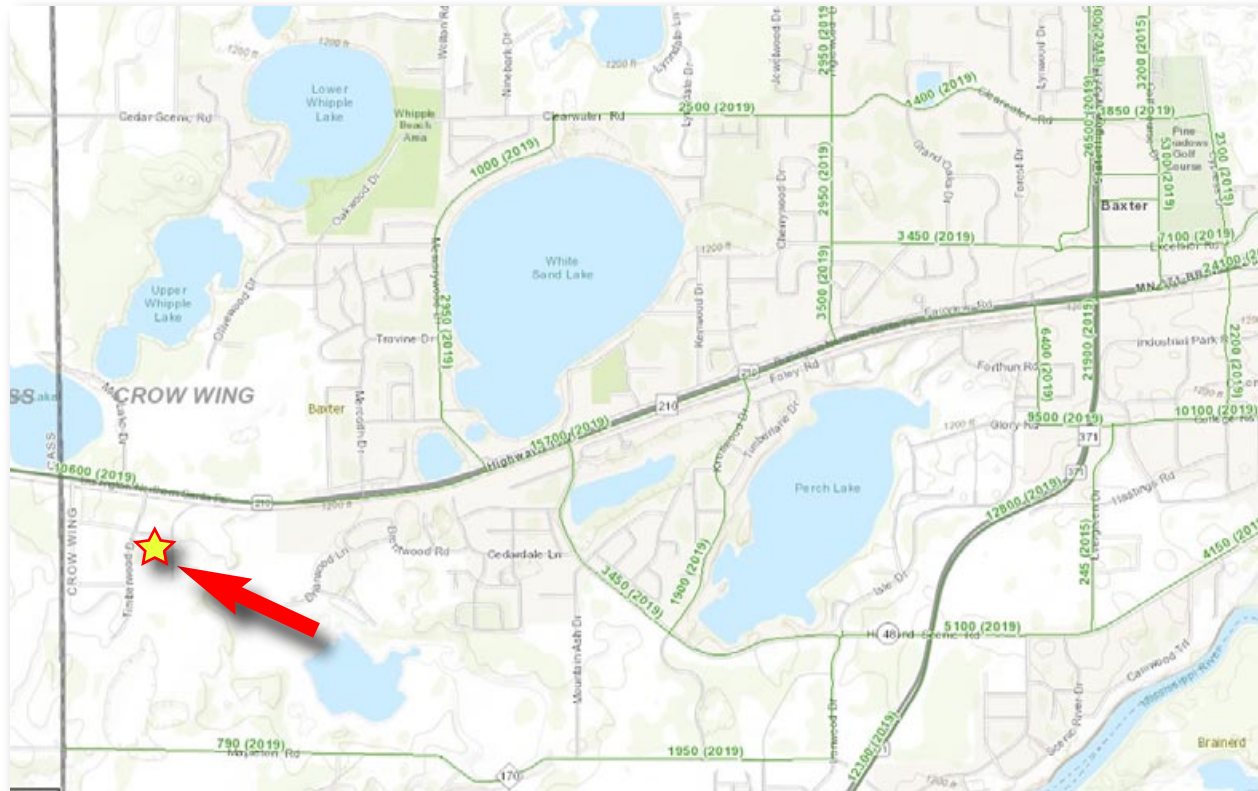
**Note:** The Long Range Planning Commission (LRPC) had the following recommendation for land south of Highway 210, which would include the West Baxter Business Park. Due to the size of the railroad corridor south of Highway 210, the LRPC does not support the Gateway design standards south of Highway 210 but still recommended the Business Gateway District for the uses the zoning district would allow. **Contact the City of Baxter Planning & Zoning department for more information.**



# Traffic Counts

2019 Counts from MNDOT

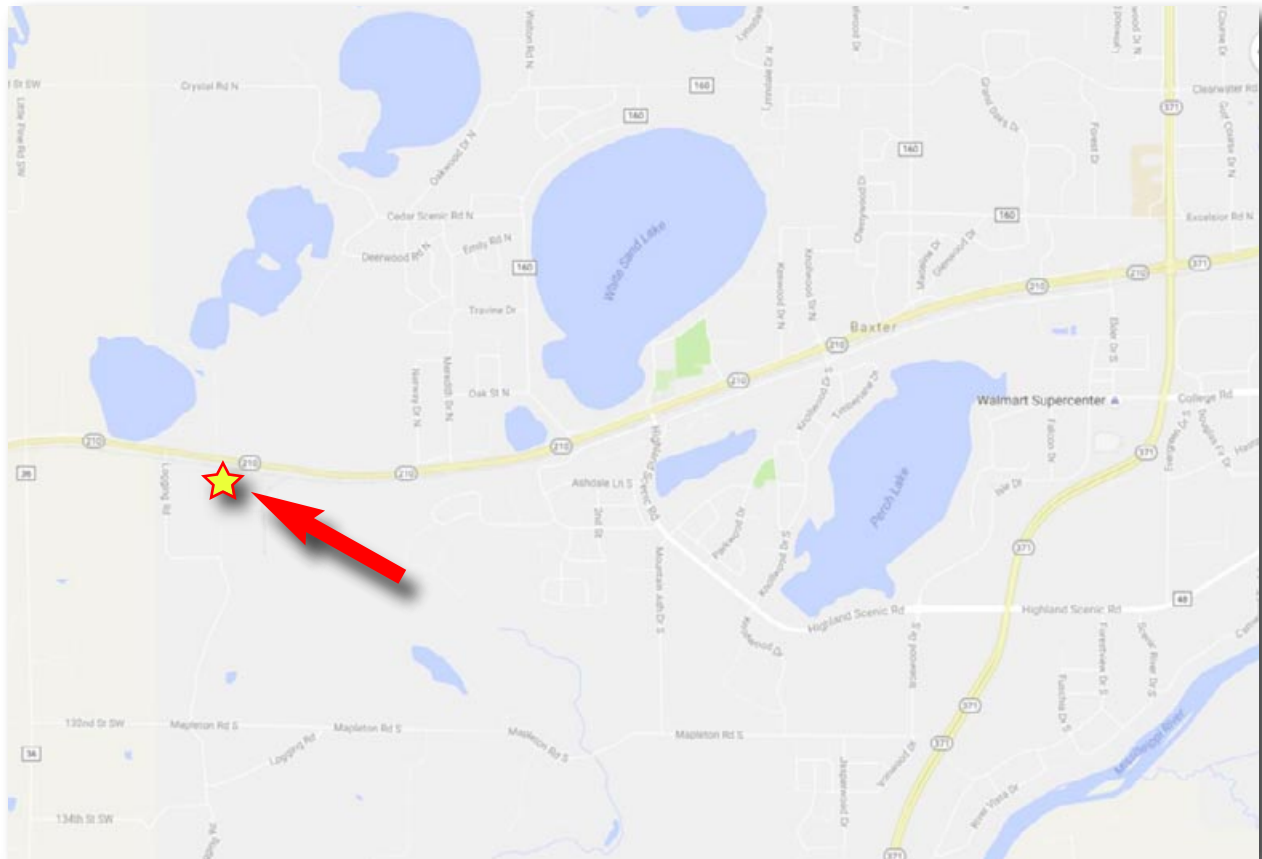
Traffic Counts: 10,600 - 15,700 on Hwy 210



TIMBERWOOD DRIVE, BAXTER

## { Location Map }

North



## South

521 CHARLES STREET | PO BOX 327 | BRAINERD, MN 56401 | 218-828-3334

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**Close~Converse**  
COMMERCIAL & PREFERRED PROPERTIES  
Specializing in Commercial Real Estate & Business Brokerage

[www.closeconverse.com](http://www.closeconverse.com)



# { Demographics }

## Trade Area 2020 Population (Includes the following counties):

Crow Wing County	68,324
Cass County	32,281
Total Trade Area Population	100,605

## 2020 Population:

Brainerd	31,764
Baxter	8,585

## Estimated Summer Population:

Brainerd/Baxter	200,000+
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## Projected Population Growth Change 2020-2025:

Crow Wing County	0.79%
Baxter	1.05%

## Households in 2020:

Crow Wing County	28,487
Baxter	3,288

## 2020 Median Household Income:

Crow Wing County	\$53,081
Baxter	\$59,796

## Crow Wing County Retail Sales in 2012:

\$1,124,967,000

## Leading Employers in Crow Wing County:

Essentia Health  
Cuyuna Regional Medical Center  
Brainerd School District  
Grandview Lodge  
Breezy Point Resort  
Ascensus  
Clow Stamping  
Crow Wing County  
Madden's Resort  
Cragun's Resort  
Walmart  
Rutterger Bay Lake Resort  
Cub Foods/Super Valu (3 Stores)  
Central lakes College  
Anderson Brothers Construction  
Pequot Lakes School District  
Mills Automotive  
Bang Printing  
City of Brainerd  
Costco  
Bethany Good Samaritan  
Woodland Good Samaritan  
Crosby Ironton School District  
Minnesota Care

## Leading Employers Cont.:

Landis + Gyr  
Northstar Plating  
Lindar  
Avantech  
Reichert Bus  
Lexington  
Growth Zone  
CTC  
Stern Companies  
BTD  
MNDOT  
MNDNR  
TDS  
Graphic Packaging  
Crow Wing Power

*Continued on next page.*

# { Demographics }

**Area Businesses:** (To see a list of additional businesses, please go to [www.explorebrainerdlakes.com](http://www.explorebrainerdlakes.com))

**Financial Institutions:** 16+  
(multiple locations not counted)

**Churches:** 30+

**Schools:** 15+

**Golf Courses:** 27+

**Resorts:**  
Birch Bay  
Boyd Lodge  
Breezy Point Resort  
Craguns  
Fritz's Resort  
Grand View Lodge  
Gull Lake Resort  
Kavanaugh's  
Lost Lake Lodge  
Maddens  
Manhattan Beach Lodge  
Quarterdeck  
Ruttger's Bay Lake Lodge  
Sullivans  
Plus numerous others

**Major Retailers:**  
Aldi  
Anytime Fitness  
Ashley Furniture  
Auto Zone  
Best Buy  
Brother's Motorsports  
Cashwise Liquor (2)  
Christmas Point  
Costco  
Cub Foods (2)  
Dick's Sporting Goods  
Discount Tire  
Dondelinger  
Dunham's Sports  
East Brainerd Mall  
(17 Retailers)  
Fleet Farm  
Home Depot  
Jiffy Lube  
Kohl's  
Menards  
Office Max

**Major Retailers Continued:**

Planet Fitness  
Sears Hometown  
Super One  
Super Wal-Mart  
Takedown Gym  
Target  
The Power Lodge  
TJ Maxx  
Ulta Beauty  
Walgreens  
Westgate Mall  
(27 Retailers)  
Westside Liquor

**Restaurants/Fast Food:**

218 Local  
371 Diner  
612 Station  
Antler's  
Applebee's  
Arby's  
Bar Harbor  
Baxter's  
Billy's  
Black Bear Lodge & Saloon  
Boulder Tap House  
Breezy Point Marina  
Brick House Pizza  
Buffalo Wild Wings  
Burger King  
Burritos California  
Caribou Coffee (3)  
Char  
Cherry Berry  
China Buffet  
China Garden  
Chipotle  
Cold Stone Creamery  
Cowboy's  
Cragun's Legacy Grill  
Cru  
Culver's  
Dairy Queen (2)  
Diamond House  
Domino's Pizza (2)  
Dough Bros.  
Einstein Bagel  
El Tequila

**Restaurants/Fast Food Continued**

Ernie's  
Firehouse Subs  
Five Guys  
Four Seas  
Grizzly's Grill & Saloon  
Hardee's  
Hunt 'N Shack  
Jack's House  
Jersey Mike's  
Jimmy John's  
KFC  
Little Caesar's  
Lucky's  
Madden's Classic Grill  
Manhattan Beach  
Maucieri's  
McDonalds (2)  
Moonlite Bay  
Northern Cowboy's  
Northwinds Grille  
Papa Murphy's Pizza  
Perkins  
Pine Peaks  
Pizza Hut  
Pizza Ranch  
Poncho & Lefty's  
Prairie Bay  
Quarterdeck  
Rafferty's Pizza (4)  
Riverside Inn  
Ruttger's  
Sakura  
Sawmill Inn  
Senor Patron  
Sherwood Forest  
Starbucks (2)  
Subway (4)  
Sunshine's Summer House  
Taco Bell  
Taco John's  
The Barn  
The Commander  
The Pines at Grandview  
The Woods  
Timberjack  
Wendy's (2)  
Ye Ole Wharf  
Zorbaz (2)

# { Thank You }

## Thank you for considering this Close - Converse opportunity

Close - Converse is pleased to present this real estate opportunity for your review. It is our intention to provide you with the breadth of information and data that will allow you to make an informed decision.

## We are here to help

Please review this package and contact us with any questions you may have. We are prepared to discuss how this property meets your needs and desires. Facts, figures and background information will aid in your decision. Should you need specialized counsel in the areas of taxation, law, finance, or other areas of professional expertise, we will be happy to work with your advisor or, we can recommend competent professionals.

## How to acquire this opportunity

When you have made a decision to move forward, we can help structure a proposal that covers all the complexities of a commercial real estate transaction. As seller's/landlord's representatives, we know the seller's/landlord's specific needs and can tailor a proposal that expresses your desires, provides appropriate contingencies for due diligence and results in a win-win transaction for all parties.

## Agency and you

Generally, we are retained by sellers or landlords to represent them in the packaging and marketing of their commercial, investment or development real estate. You are encouraged to review the Minnesota disclosure form "Agency Relationships in Real Estate Transactions" which is enclosed at the end of this package. If you have questions about agency and how it relates to your search for the right property, please ask us. We will answer all your questions and review the alternatives.

Should you wish to pursue this opportunity, please acknowledge your review of "Agency Relationships" by signing, dating and returning it to us.



# Agency Disclosure

## AGENCY RELATIONSHIPS IN REAL ESTATE TRANSACTIONS

1. Page 1

2. **MINNESOTA LAW REQUIRES** that early in any relationship, real estate brokers or salespersons discuss with  
3. consumers what type of agency representation or relationship they desire.<sup>(1)</sup> The available options are listed below. This  
4. is not a contract. **This is an agency disclosure form only. If you desire representation you must enter into a written**  
5. **contract, according to state law** (a listing contract or a buyer representation contract). Until such time as you choose  
6. to enter into a written contract for representation, you will be treated as a customer and will not receive any representation  
7. from the broker or salesperson. The broker or salesperson will be acting as a Facilitator (see paragraph V on page  
8. two (2)), unless the broker or salesperson is representing another party, as described below.

9. **ACKNOWLEDGMENT: I/We acknowledge that I/we have been presented with the below-described options.**  
10. **I/We understand that until I/we have signed a representation contract, I/we am/are not represented by the**  
11. **broker/salesperson. I/We understand that written consent is required for a dual agency relationship.**

12. **THIS IS A DISCLOSURE ONLY, NOT A CONTRACT FOR REPRESENTATION.**

13. \_\_\_\_\_  
(Signature) (Date) (Signature) (Date)

14. I. **Seller's Broker:** A broker who lists a property, or a salesperson who is licensed to the listing broker, represents  
15. the Seller and acts on behalf of the Seller. A Seller's broker owes to the Seller the fiduciary duties described  
16. on page two (2).<sup>(2)</sup> The broker must also disclose to the Buyer material facts as defined in MN Statute 82.54,  
17. Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment  
18. of the property. If a broker or salesperson working with a Buyer as a customer is representing the Seller, he or  
19. she must act in the Seller's best interest and must tell the Seller any information disclosed to him or her, except  
20. confidential information acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the  
21. Buyer will not be represented and will not receive advice and counsel from the broker or salesperson.

22. II. **Subagent:** A broker or salesperson who is working with a Buyer but represents the Seller. In this case, the Buyer  
23. is the broker's customer and is not represented by that broker. If a broker or salesperson working with a Buyer as  
24. a customer is representing the Seller, he or she must act in the Seller's best interest and must tell the Seller any  
25. information that is disclosed to him or her. In that case, the Buyer will not be represented and will not receive advice  
26. and counsel from the broker or salesperson.

27. III. **Buyer's Broker:** A Buyer may enter into an agreement for the broker or salesperson to represent and act on  
28. behalf of the Buyer. The broker may represent the Buyer only, and not the Seller, even if he or she is being paid  
29. in whole or in part by the Seller. A Buyer's broker owes to the Buyer the fiduciary duties described on page two  
30. (2).<sup>(2)</sup> The broker must disclose to the Buyer material facts as defined in MN Statute 82.54, Subd. 3, of which  
31. the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. If  
32. a broker or salesperson working with a Seller as a customer is representing the Buyer, he or she must act in the  
33. Buyer's best interest and must tell the Buyer any information disclosed to him or her, except confidential information  
34. acquired in a facilitator relationship (see paragraph V on page two (2)). In that case, the Seller will not be represented  
35. and will not receive advice and counsel from the broker or salesperson.

36. IV. **Dual Agency - Broker Representing both Seller and Buyer:** Dual agency occurs when one broker or salesperson  
37. represents both parties to a transaction, or when two salespersons licensed to the same broker each represent a  
38. party to the transaction. Dual agency requires the informed consent of all parties, and means that the broker and  
39. salesperson owe the same duties to the Seller and the Buyer. This role limits the level of representation the broker  
40. and salesperson can provide, and prohibits them from acting exclusively for either party. In a dual agency, confidential  
41. information about price, terms and motivation for pursuing a transaction will be kept confidential unless one party  
42. instructs the broker or salesperson in writing to disclose specific information about him or her. Other information  
43. will be shared. Dual agents may not advocate for one party to the detriment of the other.<sup>(3)</sup>

44. Within the limitations described above, dual agents owe to both Seller and Buyer the fiduciary duties described  
45. on page two (2).<sup>(2)</sup> Dual agents must disclose to Buyers material facts as defined in MN Statute 82.54, Subd. 3, of  
46. which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the  
47. property.

48. \_\_\_\_\_  
(initials) (initials) I have had the opportunity to review the "Notice Regarding Predatory Offender Information" on

51. V. **Facilitator:** A broker or salesperson who performs services for a Buyer, a Seller or both but does not represent  
52. either in a fiduciary capacity as a Buyer's Broker, Seller's Broker or Dual Agent. **THE FACILITATOR BROKER**  
53. **OR SALESPERSON DOES NOT OWE ANY PARTY ANY OF THE FIDUCIARY DUTIES LISTED BELOW,**  
54. **EXCEPT CONFIDENTIALITY, UNLESS THOSE DUTIES ARE INCLUDED IN A WRITTEN FACILITATOR**  
55. **SERVICES AGREEMENT.** The facilitator broker or salesperson owes the duty of confidentiality to the party but  
56. owes no other duty to the party except those duties required by law or contained in a written facilitator services  
57. agreement, if any. In the event a facilitator broker or salesperson working with a Buyer shows a property listed by  
58. the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Seller's Broker (see  
59. paragraph I on page one (1)). In the event a facilitator broker or salesperson, working with a Seller, accepts a  
60. showing of the property by a Buyer being represented by the facilitator broker or salesperson, then the facilitator  
61. broker or salesperson must act as a Buyer's Broker (see paragraph III on page one (1)).

62. <sup>(1)</sup> This disclosure is required by law in any transaction involving property occupied or intended to be occupied by  
63. one to four families as their residence.

64. <sup>(2)</sup> The fiduciary duties mentioned above are listed below and have the following meanings:  
65. **Loyalty** - broker/salesperson will act only in client(s)' best interest.  
66. **Obedience** - broker/salesperson will carry out all client(s)' lawful instructions.  
67. **Disclosure** - broker/salesperson will disclose to client(s) all material facts of which broker/salesperson has knowledge  
68. which might reasonably affect the client(s)' use and enjoyment of the property.  
69. **Confidentiality** - broker/salesperson will keep client(s)' confidences unless required by law to disclose specific  
70. information (such as disclosure of material facts to Buyers).  
71. **Reasonable Care** - broker/salesperson will use reasonable care in performing duties as an agent.  
72. **Accounting** - broker/salesperson will account to client(s) for all client(s)' money and property received as agent.

73. <sup>(3)</sup> If Seller(s) decide(s) not to agree to a dual agency relationship, Seller(s) may give up the opportunity to sell the  
74. property to Buyers represented by the broker/salesperson. If Buyer(s) decide(s) not to agree to a dual agency  
75. relationship, Buyer(s) may give up the opportunity to purchase properties listed by the broker.

76. **NOTICE REGARDING PREDATORY OFFENDER INFORMATION:** Information regarding the predatory offender  
77. registry and persons registered with the predatory offender registry under MN Statute 243.165 may be  
78. obtained by contacting the local law enforcement offices in the community where the property is located,  
79. or the Minnesota Department of Corrections at (651) 361-7200, or from the Department of Corrections Web site at  
80. [www.corr.state.mn.us](http://www.corr.state.mn.us).

MN-AGCYDISC-2 (8/10)

# { Contact }

## Close~Converse

COMMERCIAL & PREFERRED PROPERTIES

*Specializing in Commercial Real Estate & Business Brokerage*

Address: 521 Charles Street  
PO Box 327  
Brainerd, MN 56401

Telephone: 218-828-3334

Fax: 218-828-4330

Website: [www.closeconverse.com](http://www.closeconverse.com)

You may also contact the following members of the Close~Converse team by cell phone or email.

Tim Miller, CCIM 218-838-8772 cell  
[tim@closeconverse.com](mailto:tim@closeconverse.com)

Brett A. Anderson 218-232-3668 cell  
[brett@closeconverse.com](mailto:brett@closeconverse.com)

Nate Grotzke, CCIM 218-838-1000 cell  
[nate@closeconverse.com](mailto:nate@closeconverse.com)

Chris Close, CCIM 218-831-7510 cell  
[chris@closeconverse.com](mailto:chris@closeconverse.com)