



UNMISTAKABLY **FARGO**. UNDENIABLY **EXCITING**.

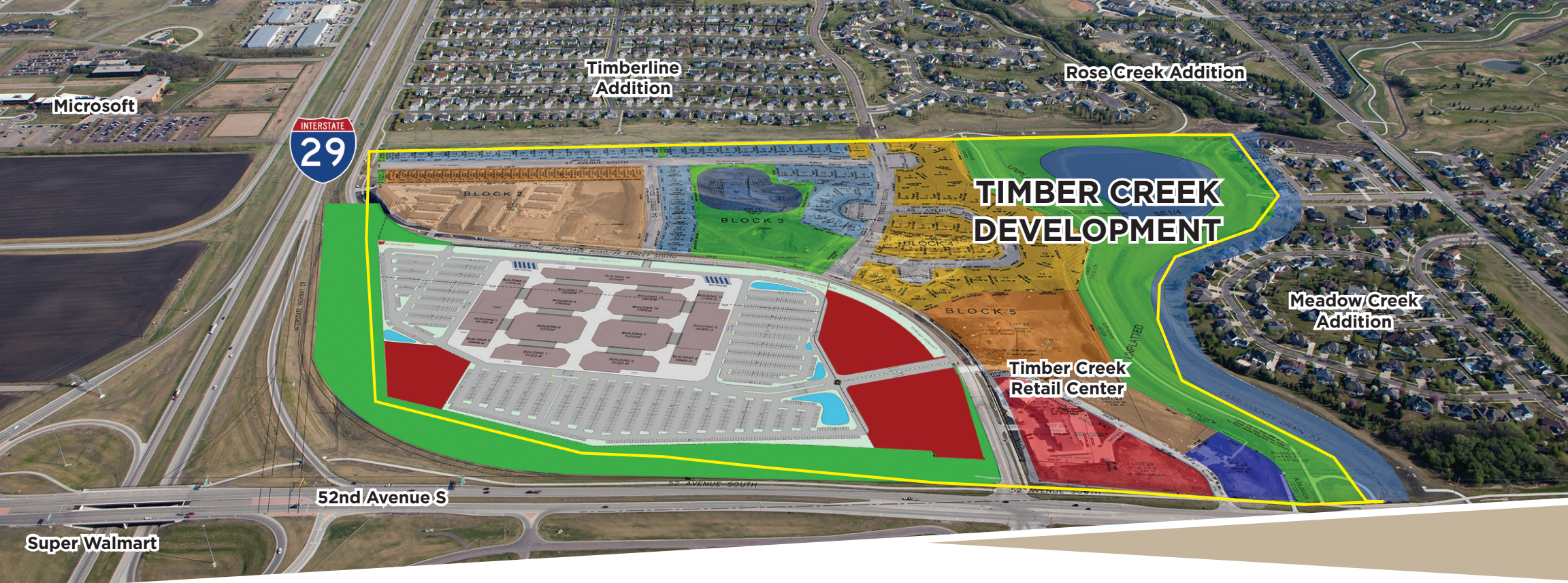
 **FARGO**
OUTLETS
AT TIMBER CREEK

THE OPPORTUNITY: UNDENIABLY EXCITING

Fargo Outlets at Timber Creek presents an exciting opportunity to do business at the epicenter of historic expansion. Here, in the heart of the vibrant, booming Fargo-Moorhead market, every advantage is in place for success:

- A location within an **ambitious multi-use development** that is already gaining critical mass
- A strong, **diversified** local economy
- A market trade area comprising **2.6 million** people
- No outlet competition for more than **200 miles**
- A dynamic daily trade area with three colleges **comprising 45,000 students**
- A significant **Canadian tourist** audience





THE VISION: UNCOMMONLY WELL-LOCATED

Located directly on I-29 and 52nd Avenue South, Timber Creek has over a half-mile of highly visible interstate frontage with on/off ramps for easy access. The integrated food court, gas station, hotel, movie theater and additional entertainment options are just a few of the amenities this area will have to offer shoppers. With ample on-site parking and various options for overflow capabilities, this development is the optimal location for Fargo Outlets at Timber Creek.

Fargo Outlets at Timber Creek will offer 325,000 square feet of modernly designed retail space in Phase 1. The water features and native planting areas will serve as focal points to enhance the ambience for families visiting the center.

The pedestrian friendly, wide interior street “race track” layout will encourage shoppers to visit each store. The center’s guests will have ample covered areas to protect them from the sun, snow and rain, making this location the perfect spot to shop in all seasons.

THE MARKET: UNBOUNDED FOR 200 MILES

LOCAL POPULATION

In 2014, Fargo-Moorhead had a population of 219,975 within a 25-mile radius and 2,234,614 within 200 miles. These numbers are projected to grow to 243,610 and 2,311,944, respectively, by 2019. Average Household Income for the market was \$67,471 and projected to grow by 3% in 2019 (ESRI).

This population is relatively young, well-educated and at the peak of their working careers, making the area a prime location for talent in a variety of industries (gfmedc.com). They shop and are primed to shop more. The Fargo regional West Acres Mall had sales of approximately \$521 per square foot through December of 2013. They average more than 7 million visitors per year (Westacres.com).

REGIONAL POPULATION

Fargo-Moorhead's daily trade area comprises 670,000 residents and 45,000 college students. To look at the bigger picture of the trading area is to see the true magnitude of its scope and buying power. 2.6 million potential shoppers live within a four-state target market that measures convenience by speed limits up to 80 mph. The nearest competitor? More than 200 miles away in Minnesota.

WITH A PRIME BISECTING LOCATION OFF MAJOR INTERSTATES
I-29 AND I-94, TRAVEL TO THE FARGO OUTLETS AT TIMBER CREEK
IS QUICK AND EASY.

MARKET PULL TO NEAREST COMPETING OUTLET CENTER:*

- Albertville Premium Outlets, MN (208 miles)
- North Branch Outlets, MN (239 miles)
- Twin Cities Premium Outlets, MN (253 miles)
- Medford Outlet Center, MN (296 miles)
- Nebraska Crossing Outlets, NE (440 miles)
- Outlets at The Dells, WI (458 miles)
- Outlet Shoppes at Oshkosh, WI (514 miles)
- Johnson Creek Factory Outlets, WI (530 miles)
- Tanger Factory Outlet Center, IA (558 miles)
- Pleasant Prairie Premium Outlets, WI (609 miles)
- Outlets at Loveland, CO (881 miles)
- Boise Outlets, ID (1,222 miles)

DRIVE TIME FROM NEARBY CITIES:*

- Fergus Falls, MN (50 minutes)
- Detroit Lakes, MN (50 minutes)
- Wahpeton, ND (55 minutes)
- Grand Forks, ND (56 minutes)
- Jamestown, ND (1 hour 4 minutes)
- Alexandria, MN (1 hour 10 minutes)
- Brainerd, MN (1 hour 18 minutes)
- Bemidji, MN (1 hour 18 minutes)
- Watertown, SD (1 hour 22 minutes)
- Aberdeen, SD (1 hour 48 minutes)
- Bismarck, ND (2 hours 16 minutes)
- Sioux Falls, SD (2 hours 17 minutes)
- Pierre, SD (2 hours 50 minutes)
- Minot, ND (3 hours 7 minutes)
- Winnipeg, CAN (3 hours 15 minutes)
- Dickinson, ND (3 hours 31 minutes)
- Williston, ND (5 hours 6 minutes)



Interstate Speed Limits
South Dakota: 80 mph
North Dakota: 75 mph
Minnesota: 70 mph

* Approximate travel times. Minutes calculated using typical interstate travel speeds.

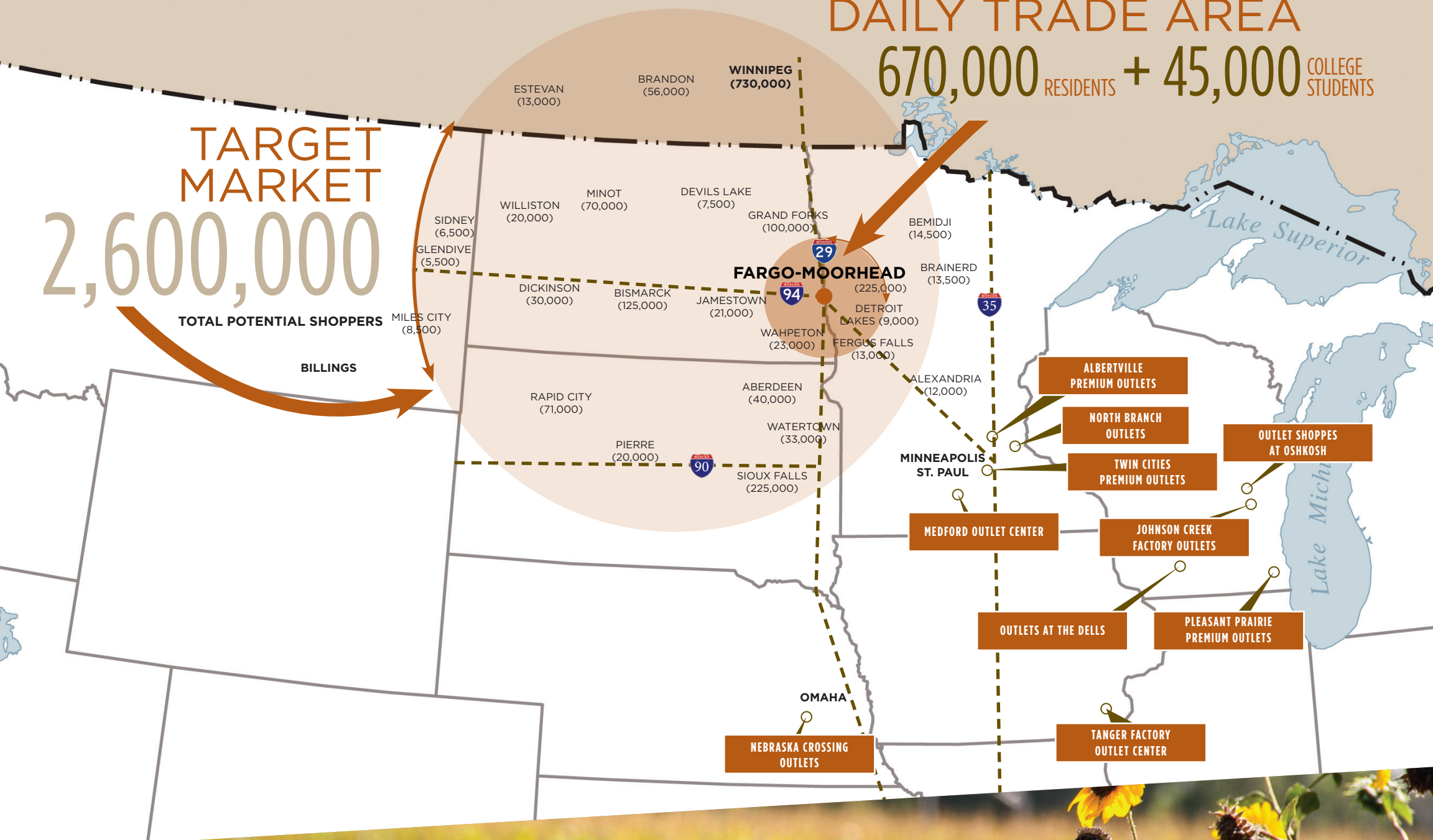
670,000 RESIDENTS + 45,000 COLLEGE STUDENTS

TARGET MARKET

2,600,000

TOTAL POTENTIAL SHOPPERS

BILLINGS



THE CULTURE: UNRIVALED ENTHUSIASM

TOURISM

Room supply is 11.2% higher in 2015 (560 rooms) than it was in 2014, reflecting the construction of new hotels to meet anticipated future demand. Revenue is up in March 2015 by 8.7% over March 2014.

In 2014, nearly 1.6 million Canadian consumers crossed the U.S.-Canada border to make purchases in the market. In addition, another 50,000 crossed the border on passenger buses (BTS-RITA-USDOT Border Crossing).

STUDENT POPULATION/SPORTS/ENTERTAINMENT

Contributing to the residential and tourist population, Fargo-Moorhead is known as a college town, bringing in almost 45,000 students each year to three major campuses: North Dakota State University (NDSU Bison), Minnesota State University Moorhead (MSUM Dragons) and Concordia College (Cobbers).

- The colleges' full complement of men's and women's athletic teams are just a part of a robust sports scene that includes the Fargo Force USHL Hockey Team, minor league F-M Redhawks Baseball Team and nine area high schools drawing visitors from all over the tri-state area.





- The Fargo Marathon brings together over 20,000 participants annually (F-M Athletic Commission).
- ESPN Game Day has made Fargo the casting headquarters for two NDSU football games. With four consecutive NCAA Division I FCS football championships and three NCAA men's basketball March Madness appearances in the last five years, it's clear that athletics in the F-M community are on a national stage.
- USA Wrestling is the world's largest Greco-Roman & Freestyle wrestling tournament with over 4,000 participants from 50 states (F-M Athletic Commission).
- The F-M Redhawks play 50 home games a season at the Newman Outdoor Field which holds 4,513 baseball fans per game. They play teams and draw visitors from cities including St. Paul, Sioux Falls, Winnipeg and Kansas City (fmredhawks.com).

FARGODOME

The 26,000-seat Fargodome is home to the NDSU Bison as well as a venue for many various events such as Broadway plays, tradeshow, monster truck rallies and more. The Fargodome has hosted many big-name entertainers including Bob Seger, Kid Rock, Taylor Swift, P!NK, Justin Timberlake, Luke Bryan, Paul McCartney, Katy Perry, Motley Crue, Alice Cooper, Aerosmith, Garth Brooks, George Strait, Bon Jovi, Billy Joel, Pearl Jam, Elton John, and Ozzy Osborne.

THE DESTINATION: UNMISTAKABLY FARGO

A one-of-a-kind community steeped in history and rugged individualism, Fargo-Moorhead is today a vibrant metropolitan area with a daily trade population of roughly 670,000 and an additional 45,000 college students within about an hour's driving distance away. The community prides itself on steady growth, a highly trained workforce, business friendly environment, outstanding quality of life, reasonable costs of living and doing business. This is indeed fertile ground for business; Microsoft arrived in 2001 with the acquisition of Great Plains Software. Its campus is home to a major Microsoft Dynamics development center and nine Executive Briefing Centers. Major software products like Dynamics, Office, SQL Server and Visual Studio are developed and supported in Fargo.

MAJOR EMPLOYERS INCLUDE:

- Sanford Health Fargo Medical Center
- North Dakota State University
- Essentia Health
- Fargo Public School District #1
- Noridian Healthcare Solutions
- CNH Industrial America, LLC
- West Fargo Public School District #6
- Wanzek Construction, Inc.
- U.S. Bank
- Eventide Senior Living Communities
- Veterans Affairs
- Moorhead Area Public Schools
- Blue Cross Blue Shield of North Dakota
- Shooting Star Casino
- City of Fargo Government
- Concordia College
- John Deere
- Minnesota State University Moorhead
- Integrity Windows and Doors
- Bobcat Company/Doosan
- Caterpillar Reman
- Titan Machinery



SANFORD HEALTH

Sanford Health is the **largest, nonprofit health care system in the nation** with 43 hospitals and 243 clinics in nine states and three counties. With 27,000 employees, including 1,400 physicians in more than 80 specialty areas of medicine, Sanford Health is the largest employer in the Dakotas. The new 384-bed, 11-story, 1 million-square-foot Fargo Medical Center is a \$494 million project and one of the largest private industry construction projects in the history of the Dakotas and the top 10 health care projects in the U.S. (Source: sanfordhealth.org)





WHY FARGO?

- **#1** U.S. CITY FOR FINDING A JOB
(US NEWS & WORLD REPORT - JAN. 13, 2012)
- **#3** MOST SECURE PLACES TO LIVE
(FARMERS INSURANCE)
- **#5** BEST PLACES TO LIVE IN AMERICA
(MOVING.COM)
- **3.3%** UNEMPLOYMENT RATE*
- LABOR FORCE OF **130,924***
- **\$2,368,589,603** IN TAXABLE SALES AND PURCHASES IN 2014*

*Includes Fargo, Moorhead, and West Fargo (The Fargo Forum)

Source: Greater Fargo Moorhead Economic Development Corporation

10 NORTH DAKOTA COUNTIES RANK IN THE TOP 130 COUNTIES IN GFI EARNINGS RANKING PER INDIVIDUALS IN THE U.S. (IRS TAX RETURN DATA)

TOP 10 EARNING COUNTIES IN N.D.

2012		1992	
National Rank	Avg. AGI*	Rank	Avg. AGI
11 McKenzie County (Watford City)	\$133,898	1,376	\$44,849
14 Williams County (Williston)	\$130,625	1,025	\$47,436
27 Dunn County (Killdeer)	\$109,797	2,662	\$36,221
37 Mountrail County (New Town)	\$101,813	1,873	\$41,510
48 Steele County (Finley)	\$96,976	1,029	\$47,401
63 Stark County (Dickinson)	\$90,602	1,431	\$44,536
66 Billings County (Medora)	\$89,600	1,720	\$42,526
74 Divide County (Crosby)	\$87,474	1,477	\$44,127
109 Burke County (Portal)	\$79,443	1,959	\$40,928
128 Cavalier County (Langdon)	\$76,333	1,064	\$47,179

*AGI (Average Gross Income)

THE TEAM: UNPARALLELED COLLABORATION



EB Development provides strategic direction, management, leasing, and tenant representation to existing and prospective outlet properties in the U.S. and China. EB is led by principals Peter Edelmann (outlet center development, financing, leasing and strategy) and Andrew Boyle (outlet leasing and strategy) who bring the most extensive backgrounds in the industry to every project. The principals of EB Development have successfully assisted national developers such as DDR, Rockefeller, and Federal Realty in maximizing the potential of each center or location and creating optimal value for all involved: owner, tenant and community.



PACES Lodging Corporation is a development company specializing in retail, office, medical and multi-family. The company has developed over 1,894,296 sf of commercial space and is currently working on \$150 million in new construction. PACES has an in-house architectural design and construction management team which allows them to streamline and fast track every project they are involved in.



PROPERTY RESOURCES GROUP

Property Resources Group is a full-service commercial real estate brokerage and property management company headquartered in Fargo, North Dakota. They work with every category of commercial property: industrial, office, medical, multi-family, farm land, investment properties and tax deferred exchanges. They offer one-stop shopping with everything needed to succeed under one roof.

Licensed in North Dakota, Minnesota, Arizona and South Dakota.





For leasing inquiries, contact EB Development at **844.98.OUTLET** or email **info@EBDevelop.com**.



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