



CROSSROADS COMMERCE CENTER

Fernley Nevada



prepared by
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Managing Partner
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Overview

Crossroads Commerce Center



PROJECT OVERVIEW

The Crossroads Commerce Center is a 3,000+/- acre industrial and commercial center located at the convergence of Interstate 80, U.S. Highway 50, and U.S. Highway 95 with ideal single day truck access to the Western United States and most of the Mountain West. The center is located only 25 minutes from Reno, Nevada and situated in Fernley, Nevada with a ready supply of labor.

Companies experiencing the benefits of the Crossroads Commerce Center include Fortune 500 companies such as Amazon, UPS, WalMart, Quebecor, Lowes, Trex Company, Sherwin-Williams, Southwest Gas and MSC Industrial Supply.

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Overview

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EXECUTIVE SUMMARY

Crossroads Commerce Center is an excellent western location for virtually any manufacturing, distribution and/or warehousing facility that very efficiently and cost effectively services the entire 11 western state region. Crossroads Commerce Center is located on both sides of Interstate 80 at the confluence of Highways 95/395 (north/south route) and Highway 50, less than a half hour drive from Reno/Sparks, and is traversed by the Union Pacific main line. The park is particularly well situated for major manufacturing and distribution centers serving the western states. This premier location directly on Interstate 80 allows for extremely easy truck access as our park entry is less than 1/4 mile from the interstate via Highway 95. Both land and building costs



are very reasonable within Crossroads Commerce Center with land fully improved to site. The park offers an abundance of level buildable land with nearly no topographical constraints, excellent soils, and ample water reserved exclusively for our industrial and commercial development. All necessary zoning and public infrastructure is in place and ready to serve immediate development.

Municipal water and sewer services are provided to all areas of Crossroads Commerce Center locally by Fernley City Utilities. NV Energy provides electricity, natural gas is provided by Southwest Gas Corporation and telephone and cable services are provided by AT&T.

A broad network of interstate highways, an international airport and a cross-country rail line place Crossroads Commerce Center just hours away from markets anywhere in the Western United States. Eighty percent (80%) of the major markets in the eleven western states are accessible overnight from Crossroads Commerce Center via 60 local, regional and national carriers. Another major advantage of Crossroads Commerce Center is the new \$14 million, diamond interchange, which is Exit 50 on I-80.

Developing over 5,000 acres, users have tremendous flexibility as to parcel sizes, locations and configurations. We can accommodate virtually any size parcel, with rail service if desired, as well as massive expansions. We are currently able to offer four basic options to users within Crossroads Commerce Center, including: 1) sale of land fully improved to site; 2) build-to-suit for sale; 3) build-to-suit for lease with option to purchase; and 4) space in a multi-tenant building with compatible users.

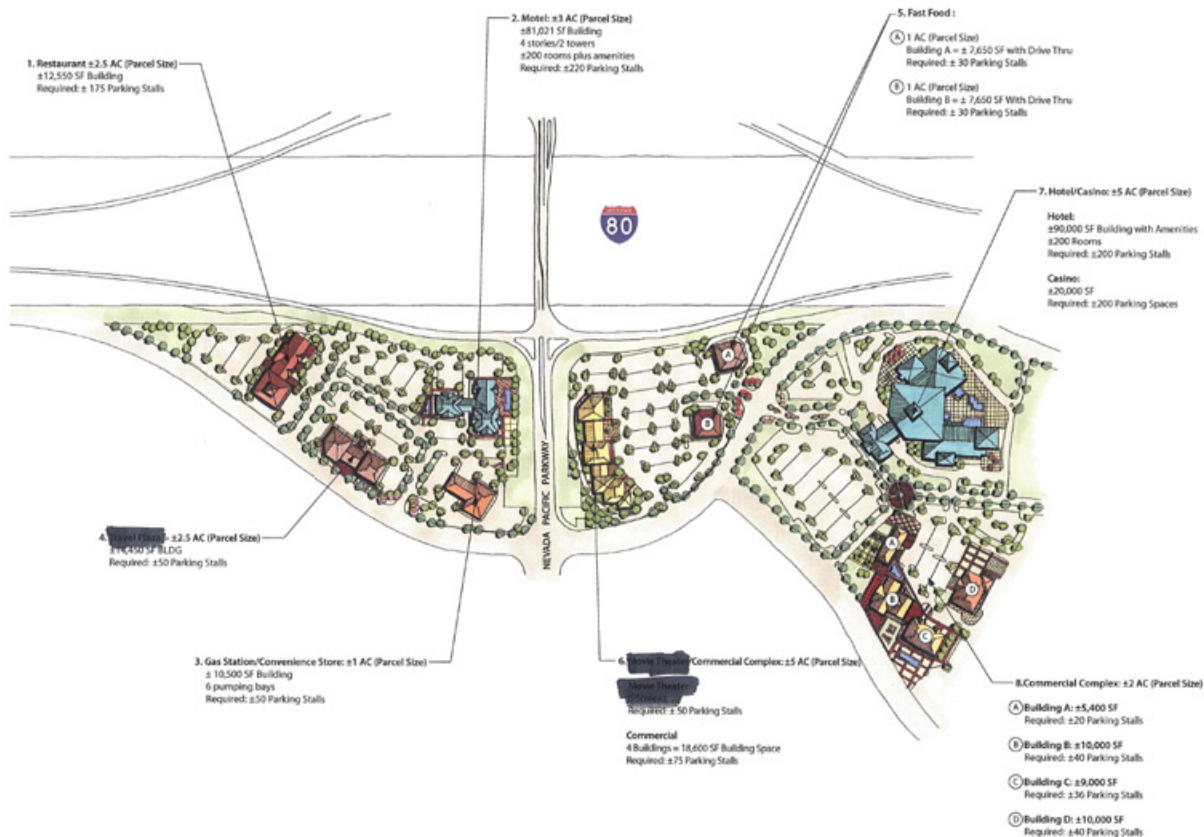




Overview Crossroads Commerce Center

The rapidly emerging Crossroads Commerce Center is fully master planned and zoned M1 and ME for strictly industrial uses, along with 300 acres of highway commercial zoning. All the contiguous land will be used strictly for industrial or commercial purposes, no residential, school or other non-compatible uses will ever be permitted in the industrial park.

The Fernley/Lyon County jurisdictions are very supportive of industrial development and the approval process is very rapid. Since all of our land is already master planned and industrially zoned, the only approval needed for most industrial/commercial projects that fit within the park's CC&Rs will be an administratively issued building permit - no special use permit - no public hearings. Other critical assets our park offers are an excellent distribution location, the low cost of both land development and site development, excellent soils, flat land and free fill dirt in close proximity to development parcels. Regarding infrastructure, the entire necessary infrastructure for this project is fully designed, engineered and approved by Lyon County, including rail extensions and crossings.



SONTERRA COMMERCIAL CENTER - FERNLEY, NV

	<p>Project Management • Urban Design • Land Planning • Entitlements • Engineering • Surveying • Construction Staking • Marketing & Graphics Corporate: 200 W. Roseburg Avenue, Suite B2, Modesto, CA 95350 • 866.526.4214 • www.mve.net Modesto, CA • Stockton, CA • Fresno, CA • Reno, NV • Scottsdale, AZ</p>	
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INDEPENDENTLY OWNED AND OPERATED



Overview

Crossroads Commerce Center

The following is a list of companies that have chosen Crossroads Commerce Center:

1. **Amazon.com** – distribution center
588,000 square feet - 900 employees
2. **Quebecor World** – commercial printer
410,000 square feet – 200 employees
3. **UPS Worldwide Logistics, Inc.** – distribution center for Honeywell
256,000 square feet – 100 employees
4. **MSC Industrial Direct Co., Inc.** – distribution facility
500,000 square feet, expandable to 1,400,000 square feet – 200 employees
5. **Trex Company LLC** – manufacturing facility
261,000 square feet – 250 employees.
6. **Trex Company LLC** – warehouse/distribution facility
115,000 square feet expansion.
7. **Trex Company LLC**
350,000 square feet.
8. **Sherwin Williams** – paint manufacturing plant
160,000 square feet – 100 employees
9. **Agru America** – plastics manufacturer
60,000 square feet – 20 employees
10. **Southwest Gas** – office/warehouse
5 acres – 12,000 square feet – 20 employees
11. **Meeks Lumber** purchased 18.5 acres.
12. **K & K Door** has purchased 28 acres.

Following is a summary of the key reasons so many top quality companies have chosen and are continuing to choose Crossroads Commerce Center as their western distribution and manufacturing site:

1. **Strategic Location:** Large distribution operations like UPS Worldwide Logistics, Amazon.com, Trex Company, Allied Signal (Honeywell) and MSC Industrial Supply were very attracted to the transportation network that Fernley enjoys including direct Interstate 80 access (west/east), US Highway 95 (the preferred trucking route in western Nevada to all points in southern California and southern Nevada), Highway 50 and the mainline of the Union Pacific Railroad which also provides service from the Burlington Northern/Santa Fe Railroad. Eighty percent (80%) of the western states' population of over 50 million can be reached overnight from Crossroads Commerce Center with immediate access to all points in California. More than 60 local, regional and national carriers service Fernley.





Overview

Crossroads Commerce Center

- 2. Economics:** Crossroads Commerce Center offers by far the most complete and affordable economic package throughout western Nevada including the lowest improved land cost in western Nevada, competitive power rates, the lowest tax structure in the State of Nevada (which already offers an extremely favorable tax structure to businesses operating here), flat land and sandy soils allowing for lower site cost, all coupled with top grade infrastructure, tremendous flexibility for major future expansions and a stable growing work force with a great work ethic.
- 3. Pro-Business Government/Fast Track Approval Process:** Fernley and Lyon County possess strong pro-business attitudes. Fast-track approval processes and minimal regulatory intervention reflect a core belief that healthy businesses - not bureaucrats - are the architects of a healthy economy.
- 4. Water:** Ample water has been exclusively reserved for the development of the park. Purchase price of land includes municipal water and wastewater, abundant and affordable electricity, high-pressure gas, redundant fiber optics, new 100' arterials and rail all fully improved to site.
- 5. Parcel Flexibility:** With nearly 3,000 acres of flat industrially zoned land available, the park offers tremendous flexibility in terms of parcel sizes, configurations and locations which affords companies maximum opportunity in designing and constructing their facilities. Expansions of virtually any magnitude can easily be accommodated within Crossroads Commerce Center.
- 6. CC&Rs:** The master plan for the massive park features separate areas which are specifically designed for grouping compatible uses. The standards for the park ensure uniform integrity of facilities and an excellent investment opportunity for high profile, rapidly expanding companies.

With all of its transportation assets, low cost, political advantages and excellent infrastructure, Crossroads Commerce Center is the perfect industrial location.

Why Nevada?



Nevada is an undeniably pro-business state. The government is accessible, easy to work with, welcomes and supports businesses of all sizes and provides a high quality of life for its rapidly expanding **labor force**. Companies seeking employees can tap into a 24/7 acclimated, highly competitive wage labor market, where the labor and management environment renders the work force with **less than 1% union affiliations**. Nevada is a right-to-work state, which prevents labor organizations from using “closed shop” policies that exclude non-union personnel when hiring.

NEVADA'S INCENTIVES

State Incentive Programs

SALES & USE TAX ABATEMENT on eligible machinery and equipment; abatement rate would be 2%

SALES TAX DEFERRAL setting up interest-free payment plan for taxes into equal monthly payments over a 60 month period

MODIFIED BUSINESS TAX (PAYROLL) ABATEMENT 50% for 4 Yrs. on new jobs

State Training Program Incentives

TRAIN EMPLOYEES NOW (TEN) training administered and conducted in partnership with Nevada's community colleges

SILVER STATE WORKS administered by Nevada Department of Employment Training and Rehabilitation (DETR)

JOB PLACEMENT Nevada Job Connect recruitment and employee search/job placement services are available at no cost to employer

EXCELLENT DISTRIBUTION CAPABILITIES

Crossroads Commerce Center is a location with ideal access to a multitude of markets, giving companies within Crossroad Commerce Center a strong upper hand in distribution. Only 25 to 30 minutes east of the Reno/Sparks area, Crossroads is ideally situated at the hub of the 11 western states region.

Serving as the distribution hub of the West, Crossroads Commerce Center provides cost-effective, rapid access to a multitude of domestic and international markets. In fact, 80% of the entire western states' population can be reached overnight from Crossroads Commerce Center. Crossroads Commerce Center's unique location facilitates not only immediate interstate access, but also premier visibility without the addition cost premium usually associated with such an amenity. As a result, your business will be able to quickly serve a vast market area of over 53 million consumers overnight.



Why Nevada?

INFRASTRUCTURE-TRANSPORTATION NETWORK Reno-Tahoe International Airport (RTIA)

EVERYDAY AT RTIA

- Approximately 10,500 Passengers arrive/depart RTIA
- Approximately 15,300 Commercial Airline seats arrive/depart RTIA
- Approximately 140 Commercial Airline arrivals/departures take place at RTIA
- Approximately 310,000 pounds of Cargo arrive/depart at RTIA

2010 AT RTIA

- 3.82 Million Total Passengers arrived/departed RTIA
- 113 Million pounds of Air Cargo arrived/departed RTIA

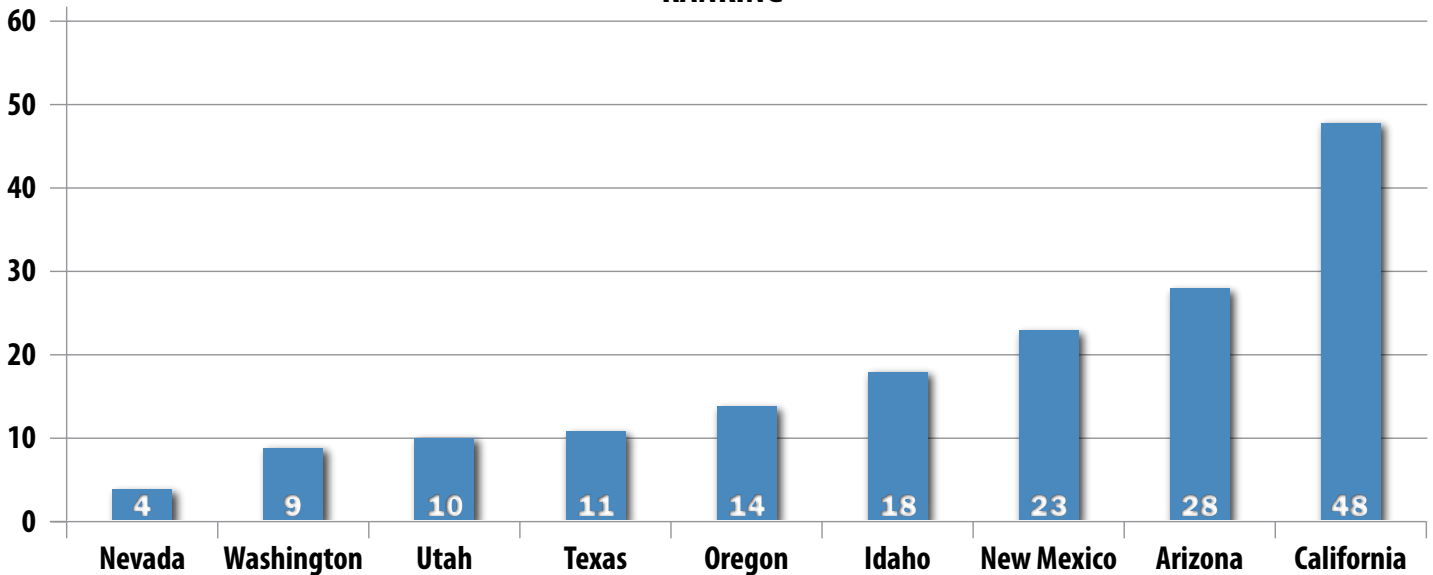
AIR CARGO

- Capital Cargo International
- DHL
- FedEx

NEVADA'S CORPORATE ADVANTAGES

Nevada's Tax Structure is one of the least burdensome in the nation

RANKING

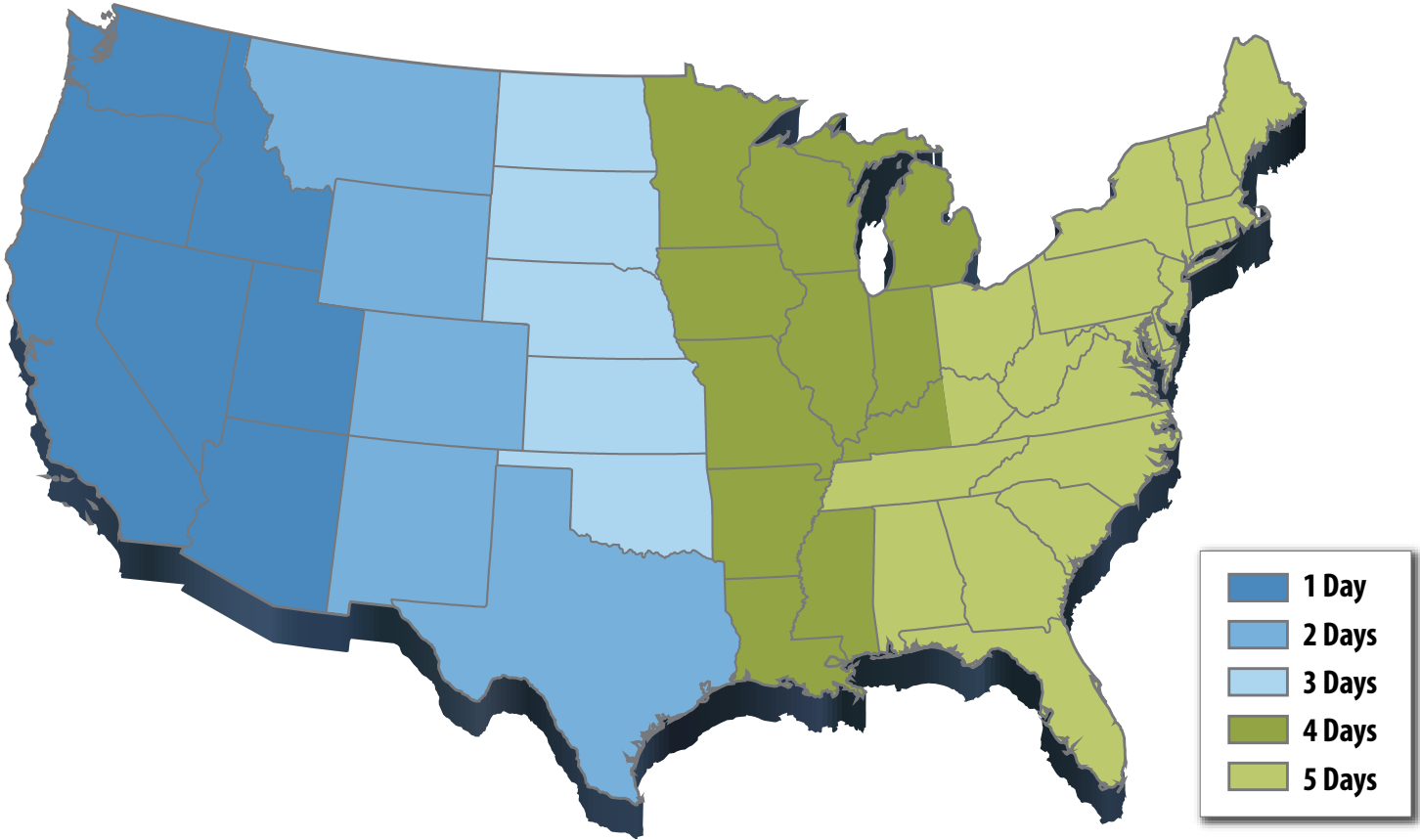


Source: Tax Foundation



Why Nevada?

GEOGRAPHIC LOCATION



PROXIMITY TO MAJOR MARKETS

Centrally located in the western United States. Reno is further west than Los Angeles providing one-day truck service to Seattle, Portland, San Francisco, Los Angeles, San Diego, Boise, Salt Lake City, Las Vegas and Phoenix.



Why Nevada?

CLIMATE INFORMATION

Heating and Cooling Degree Day Comparison

MONTHLY TOTALS / AVERAGES BASED ON 65 DEGREES

Cooling Degree Days	Portland, OR	Reno, NV	Salt Lake City, UT	Sacramento, CA	Riverside, CA	Las Vegas, NV	Phoenix, AZ
Jan	0	0	0	0	2	0	1
Feb	0	0	0	0	2	0	17
Mar	0	0	0	1	6	17	54
Apr	1	0	3	14	30	87	191
May	11	12	37	84	86	298	444
Jun	43	67	168	200	196	538	700
Jul	125	197	400	327	383	747	874
Aug	124	149	343	298	389	701	821
Sep	44	35	105	207	281	453	634
Oct	2	1	6	54	106	138	316
Nov	0	0	0	0	11	2	42
Dec	0	0	0	0	1	0	1
Annual	348	460	1,062	1,185	1,492	2,980	4,088

Percentage Difference

Reno / Portland	76%
Reno / Salt Lake	231%
Reno / Sac.	258%
Reno / Riverside	324%
Reno / Las Vegas	648%
Reno / Phoenix	889%

The Reno/Tahoe region enjoys an average of more than **300 sunny days a year, over 18 world-class ski resorts, 50 beautiful golf courses, 10 stunning lakes, and a world renown river**, all within 90 minutes of the Reno area, a diverse arts and cultural community, an endless array of outdoor recreation, and a variety of entertainment... Just some of the reasons the area's quality of life can't be beat. The present population of Reno is slightly over 150,000, with more than 60,000 in nearby Sparks.



Brian Armon, SIOR, CCIM



BRIAN ARMON, SIOR, CCIM Managing Partner

Brian Armon serves as Managing Partner of the Reno, Nevada Cushman & Wakefield | Commerce office, where he successfully leads his team in representing landlords, tenants, sellers and buyers of all types of commercial real estate.

Prior to joining Cushman & Wakefield | Commerce, Brian was a Principal with Trinity Commercial, specializing in the leasing, acquisition and disposition of real estate assets for national corporations and individual investors.

Since 1992, Brian has been involved in sales, marketing and management. Brian's vast knowledge and expertise in the sale and leasing of various types of properties in the Northern Nevada region is an asset for clients' real estate objectives.

Brian earned a Bachelor of Science in Business Administration from the University of Nevada. He is a designated Certified Commercial Investment Member (CCIM), as well as a member of the Society of Industrial and Office Realtors (SIOR). In addition, Brian is a Board Member of the Aaron Arnoldsen Memorial Scholarship Committee, a member of the Reno Rotary Club, and a member of Western Industrial Nevada (WIN).



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Reno, Nevada

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Demographic Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

Esri forecasts for 2010 and 2015. Esri converted 1990 Census data into 2000 geography.

2010 Average Daily Traffic (ADT) courtesy of Nevada Department of Transportation.

project path: M:\1 - Projects\Reno_Office\Armon_Brian\3 - Packages\Crossroads