



CASH FLOW PROJECTIONS

Fiscal Year Ending - February 28	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
Physical Occupancy	95.38%	98.14%	98.64%	99.23%	96.92%	95.30%	98.76%	94.50%	98.64%	97.21%	95.11%
Overall Economic Occupancy [1]	91.27%	93.31%	94.59%	94.36%	93.06%	90.07%	93.92%	89.24%	94.03%	93.27%	89.94%
Weighted Average Market Rent	\$2.05	\$2.16	\$2.26	\$2.33	\$2.40	\$2.47	\$2.55	\$2.62	\$2.70	\$2.78	\$2.87
Weighted Average In Place Rent [2]	\$1.98	\$2.09	\$2.17	\$2.23	\$2.27	\$2.25	\$2.44	\$2.41	\$2.61	\$2.67	\$2.65
Total Operating Expenses PSF Per Year	\$10.04	\$10.39	\$10.69	\$11.00	\$11.23	\$11.47	\$11.92	\$12.08	\$12.58	\$12.87	\$12.85

	[3] FY 2019 \$/SF/YR	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
<b>REVENUES</b>												
Scheduled Base Rent												
Gross Potential Rent	\$24.70	\$1,894,002	\$1,958,235	\$2,015,546	\$2,076,080	\$2,138,112	\$2,196,774	\$2,272,217	\$2,351,643	\$2,428,778	\$2,504,353	\$2,577,352
Absorption & Turnover Vacancy	(1.01)	(77,615)	(36,135)	(27,911)	(16,161)	(67,569)	(111,470)	(28,557)	(130,208)	(38,362)	(71,106)	(129,271)
Base Rent Abatements	(0.98)	(74,933)	(39,049)	(13,688)	(19,217)	(48,633)	(108,618)	(25,843)	(122,955)	(24,467)	(44,857)	(129,082)
Total Scheduled Base Rent	22.71	1,741,454	1,883,051	1,973,947	2,040,702	2,021,910	1,976,686	2,217,817	2,098,480	2,365,949	2,388,390	2,318,999
Expense Reimbursements	0.47	36,307	56,468	74,865	86,594	96,337	95,585	107,869	88,250	84,815	91,197	80,076
Antenna Revenue	0.36	27,681	28,650	29,652	30,690	31,764	32,876	34,027	35,218	36,450	37,726	39,047
Free Rent Seller Guarantee	0.69	53,076	13,589	0	0	0	0	0	0	0	0	0
Seller Guarantee Downtime	0.10	7,977	0	0	0	0	0	0	0	0	0	0
<b>TOTAL GROSS REVENUE</b>	24.34	1,866,495	1,981,758	2,078,464	2,157,986	2,150,011	2,105,147	2,359,713	2,221,948	2,487,214	2,517,313	2,438,122
General Vacancy Loss	(0.22)	(17,187)	(59,827)	(72,267)	(87,203)	(37,758)	0	(90,857)	0	(87,917)	(58,315)	0
<b>EFFECTIVE GROSS REVENUE</b>	24.12	1,849,308	1,921,931	2,006,197	2,070,783	2,112,253	2,105,147	2,268,856	2,221,948	2,399,297	2,458,998	2,438,122
<b>OPERATING EXPENSES</b>												
Utilities	(2.71)	(207,785)	(217,314)	(224,429)	(231,921)	(235,858)	(240,769)	(252,773)	(254,307)	(267,991)	(273,839)	(278,806)
Janitorial	(1.16)	(89,242)	(93,959)	(97,149)	(100,532)	(101,677)	(103,385)	(109,449)	(108,985)	(116,007)	(118,128)	(119,660)
Repairs & Maintenance	(1.66)	(127,242)	(131,058)	(134,993)	(139,038)	(143,210)	(147,507)	(151,932)	(156,491)	(161,185)	(166,019)	(171,001)
Landscaping	(0.56)	(43,164)	(44,459)	(45,792)	(47,166)	(48,581)	(50,039)	(51,540)	(53,086)	(54,679)	(56,319)	(58,008)
HVAC	(0.42)	(31,887)	(32,843)	(33,829)	(34,843)	(35,889)	(36,965)	(38,074)	(39,217)	(40,393)	(41,605)	(42,853)
Trash	(0.06)	(4,422)	(4,555)	(4,691)	(4,832)	(4,977)	(5,126)	(5,280)	(5,439)	(5,602)	(5,770)	(5,943)
Management Fee	(0.72)	(55,479)	(57,658)	(60,186)	(62,123)	(63,368)	(63,154)	(68,066)	(66,658)	(71,979)	(73,770)	(73,144)
Insurance	(0.15)	(11,377)	(11,718)	(12,069)	(12,432)	(12,804)	(13,189)	(13,584)	(13,992)	(14,412)	(14,844)	(15,289)
Property Taxes	(2.59)	(198,910)	(202,790)	(206,748)	(210,785)	(214,902)	(219,102)	(223,386)	(227,756)	(232,213)	(236,759)	(220,986)
<b>TOTAL OPERATING EXPENSES</b>	(10.04)	(769,508)	(796,354)	(819,886)	(843,672)	(861,266)	(879,236)	(914,084)	(925,931)	(964,461)	(987,053)	(985,690)
<b>NET OPERATING INCOME</b>	14.08	1,079,800	1,125,577	1,186,311	1,227,111	1,250,987	1,225,911	1,354,772	1,296,017	1,434,836	1,471,945	1,452,432
<b>CAPITAL COSTS</b>												
Tenant Improvements	(1.26)	(96,255)	(97,111)	(57,425)	(72,060)	(208,856)	(322,131)	(89,325)	(413,595)	(80,038)	(163,755)	(422,612)
Leasing Commissions	(0.23)	(17,540)	(20,320)	(13,482)	(16,958)	(66,751)	(110,148)	(21,022)	(140,259)	(22,495)	(45,928)	(148,508)
Capital Reserves	(0.15)	(11,560)	(11,906)	(12,263)	(12,631)	(13,010)	(13,401)	(13,803)	(14,217)	(14,643)	(15,083)	(15,535)
<b>TOTAL CAPITAL COSTS</b>	(1.63)	(125,355)	(129,337)	(83,170)	(101,649)	(288,617)	(445,680)	(124,150)	(568,071)	(117,176)	(224,766)	(586,655)
<b>OPERATING CASH FLOW</b>	\$12.45	\$954,445	\$996,240	\$1,103,141	\$1,125,462	\$962,370	\$780,231	\$1,230,622	\$727,946	\$1,317,660	\$1,247,179	\$865,777
<b>ACQUISITION &amp; RESIDUAL SALE</b>												
Purchase Price	(\$17,329,648)	0	0	0	0	0	0	0	0	0	0	0
Net Residual Value [4]	0	0	0	0	0	0	0	0	0	0	18,784,787	0
<b>CASH FLOW BEFORE DEBT</b>	(\$17,329,648)	\$954,445	\$996,240	\$1,103,141	\$1,125,462	\$962,370	\$780,231	\$1,230,622	\$727,946	\$1,317,660	\$20,031,966	6.59%
<b>MARKET LOAN [5]</b>												
Loan Funding / Payoff	8,664,824	0	0	0	0	0	0	0	0	0	(8,664,824)	0
Loan Fees	(86,648)	0	0	0	0	0	0	0	0	0	0	0
Annual Debt Service	0	(389,917)	(389,917)	(389,917)	(389,917)	(389,917)	(389,917)	(389,917)	(389,917)	(389,917)	(389,917)	0
<b>CASH FLOW AFTER DEBT</b>	(\$8,751,472)	\$564,528	\$606,323	\$713,224	\$735,545	\$572,453	\$390,314	\$840,705	\$338,029	\$927,743	\$10,977,225	8.41%