

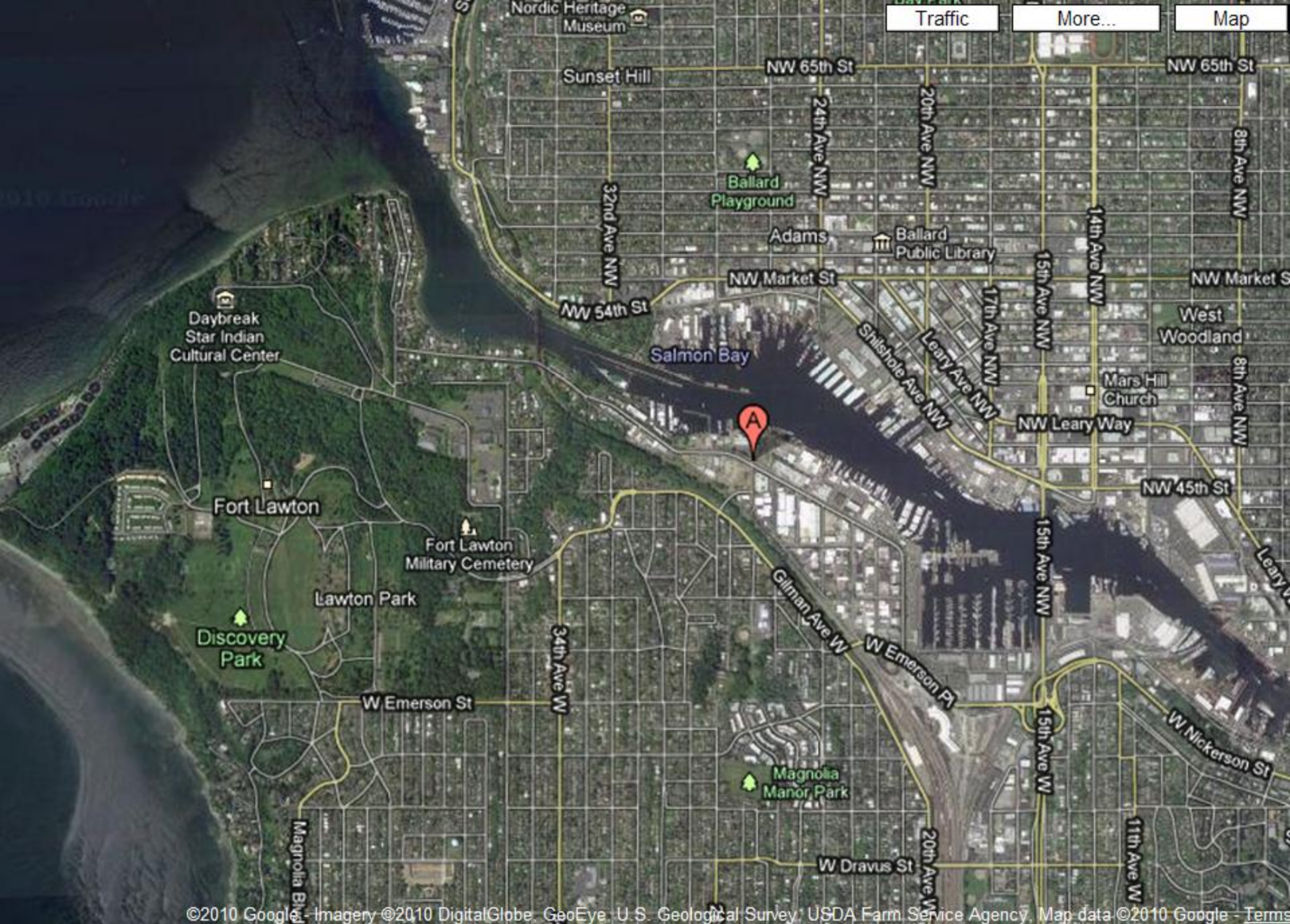
Item No. 5c

Date of Meeting October 8, 2013



Kirby Offshore Marine Lease

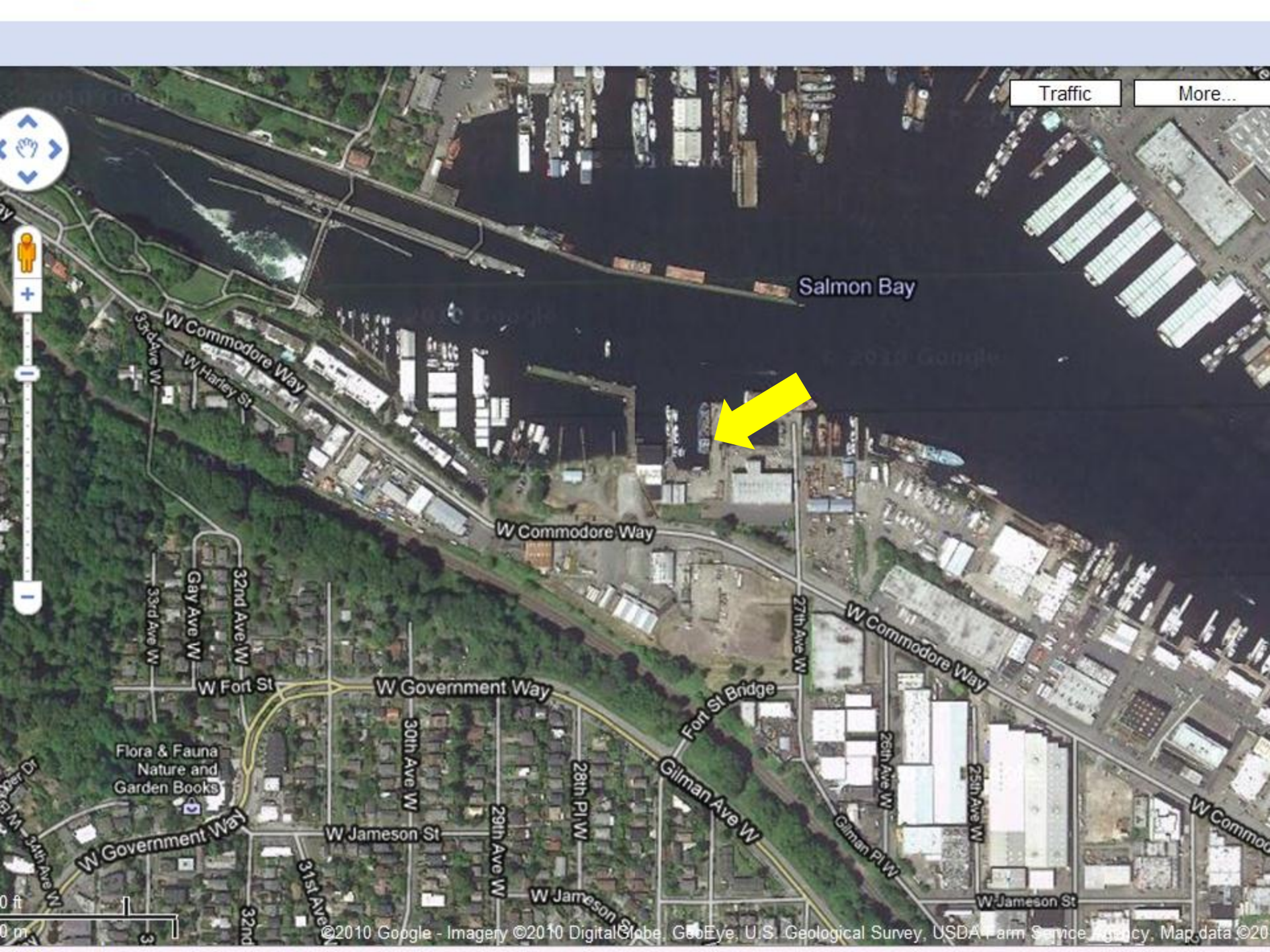
October 8, 2013



Traffic

More...

Map



Traffic

More...

Salmon Bay



W Commodore Way

27th Ave W

W Commodore Way

Fort St Bridge

Gilman Ave W

26th Ave W

25th Ave W

W Commodore Way

W Jameson St

W Government Way

30th Ave W

28th Pl W

29th Ave W

W Jameson St

W Fort St

33rd Ave W

Gay Ave W

32nd Ave W

33rd Ave W

W Harley St

W Commodore Way

Flora & Fauna
Nature and
Garden Books

W Government Way

31st Ave W

32nd

0 ft
0 m





Background

- Long term tenant since 1998, supporting the mission of the Maritime Industrial Center
- Leading provider of marine transportation, distribution, and logistics services in the United States
- Water dependent commercial maritime tenant
- Provider of thousands of maritime jobs with a customized training program

Market Conditions & Rate Setting

- Overview of Market
- Methodology
 - Brokers
 - Co-Star
 - Recent Appraisal

Terms of Lease

	Market Low	Market High		Lease Proposal	Area
Office	\$12.50 sf/yr	\$15.50/sf/yr		\$15.25/sf/yr	8,640 sf
Warehouse	\$6.00/sf/yr	\$7.80/sf/yr		\$7.00/sf/yr	9,047 sf
Land/Yard	\$1.80/sf/yr	\$2.40/sf/yr		\$3.33/sf/yr	21,250 sf
Moorage	\$111.36/lf*/yr	\$141.60 lf/yr		\$155.25/lf/yr	356 lf
* lineal feet					

Other Business Terms

- Term: 5 years w/ two 5-year options to renew at market rate
- Rent increase: Annual CPI increase
- Maintenance & Utilities: Port responsible for roof, structure and foundation of A-1 Building. Lessee responsibility for all other maintenance
- Tenant improvements: \$20,000
- Net Present Value: \$1.4 million
- Broker fee: None