

Company Overview

TOLD Development Company is a real estate firm focused on the development, acquisition, and management of retail, multi-housing, office, medical office, and industrial properties. We are headquartered in Minneapolis and have another office in Milwaukee. Since TOLD was founded in 1985, we have capitalized upon the extensive real estate experience of our management to deliver more than 80 projects totaling in excess of 8 million square feet of space.

TOLD's experience, creativity, and reputation enable us to successfully develop or acquire any project, regardless of its complexity. Our Mission Statement best describes TOLD's business philosophy: **"To embody the highest standards of excellence in the delivery of quality real estate solutions through exceptional service, ingenuity, and the integrity necessary to insure complete customer satisfaction."**

Projects under continued development include Crossroads Commons, a \$100-million, 100-acre retail development in Plover/Stevens Point, Wisconsin and Lake Delton Marketplace, a 70-acre retail development in Lake Delton/Wisconsin Dells, Wisconsin. Both projects demonstrate our proven expertise in executing complex projects on behalf of our valued national retailers.

Other prominent developments include Nagawaukee Center, a \$50-million, 46-acre retail development in Delafield, Wisconsin, Excelsior & Grand, a \$170-million vertically mixed-use project in St. Louis Park, Minnesota, Wedgwood Commerce Centre, a 130-acre mixed-use business park in Maple Grove, Minnesota, Crossroads Corporate Center, a 13-building office park in Brookfield, Wisconsin totaling 825,000 square feet, and Meridian Crossings, a 400,000-square-foot Class-A office development in Richfield, Minnesota. TOLD was also among the first developers to conceive of entertainment retail with The Meridian, an \$80-million project in downtown Seattle, Washington.

In addition to ground-up development, TOLD has purchased existing assets for its long-term investment portfolio. These existing assets were purchased from developers, lenders, and tenants with the intention of stabilizing and/or repositioning them for a



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long-term investment. TOLD has also managed properties for the long-term benefit of third party owners.

TOLD Development Company enjoys an exceptionally strong reputation with the lending and institutional investor communities. We pride ourselves on the long-term, multiple transaction relationships that we have with some of the country's most respected financial institutions. Our ability to finance projects creatively allows us to better service our clients. We frequently structure projects through financing instruments such as participating debt, joint ventures, pre-sales and sale/leasebacks.

