

BDL Assets

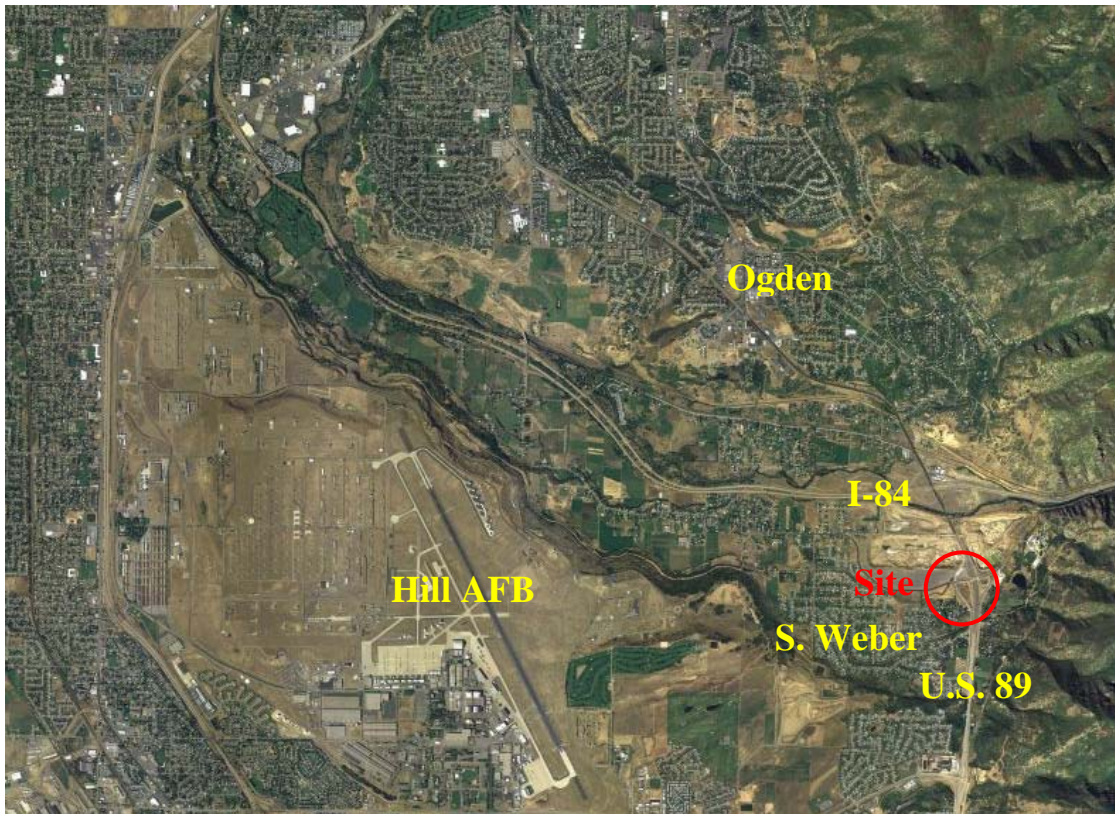
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June 1, 2006

Crosswind Commercial Development (Lot 1) – Gas Station / Fast Food Site

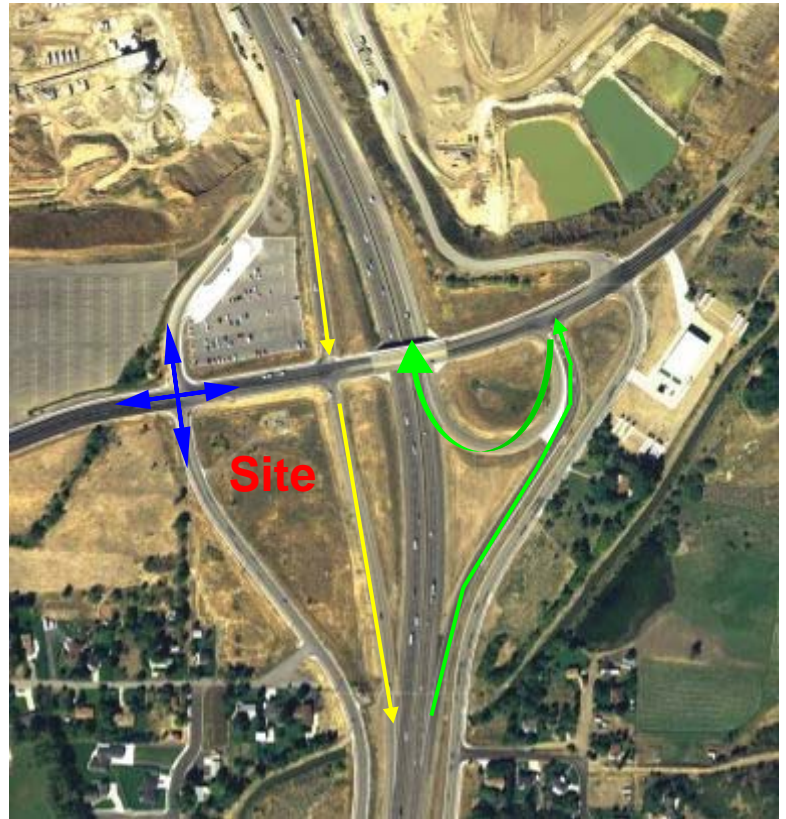
Opportunity – through the development of a mixed-use retail and fuel center, drive gas and convenience volume from high traffic arterials and the surrounding demographic which is expanding and currently underserved.

Location – ¼ mile South of I-84 along the west side of U.S. Highway 89, South Weber City, Davis County, Utah



Zoning – Commercial Highway

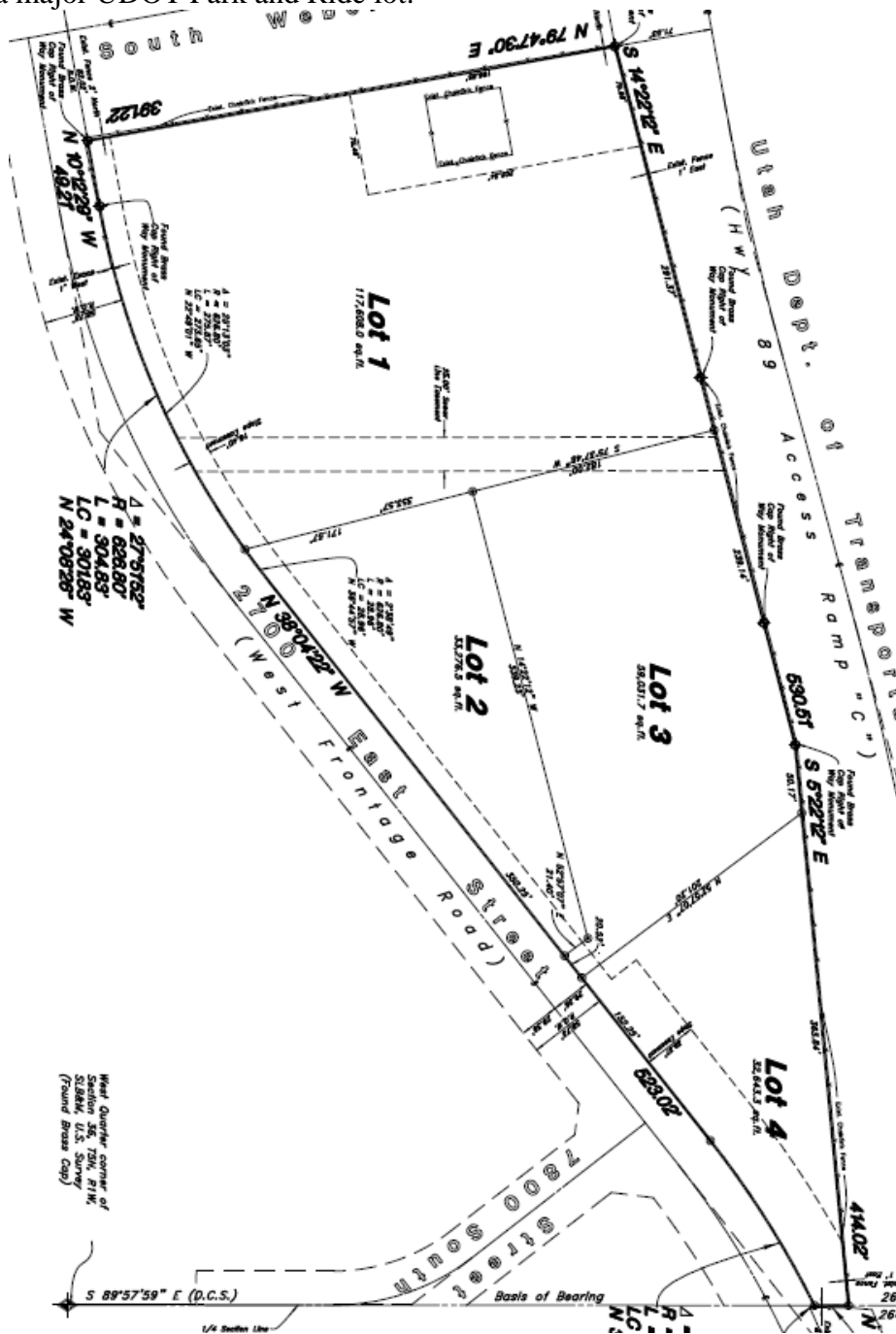
Excellent Access – serves all directions. Lot situated between frontage road and U.S. 89 on-ramp. The only traditional style highway clover-leaf interchange along a 13 mile stretch of U.S.-89 from South Ogden to Farmington. Direct access is via the frontage road like most fueling stations located on the Utah Highway and Interstate systems. (*UDOT does not allow direct access to on / off ramps.*) New, wide, and safe interchange was built in 2001 as part of the Winter Olympic state infrastructure enhancements. There are four city-entitled access points to the development; two extra-wide 50' access cuts on gas station lot. The cloverleaf exchange is not signalized which allows for safe and expedient flows. A traffic light located ¼ mile north (I-84 off ramp) slows down / backs up traffic at peak hours. During these critical times, commuters form a standing queue that backs up well beyond the Crosswind site which will undoubtedly lead to a higher capture rate of vehicles.



Visibility – Outstanding. The site sits at the bottom of a bowl-like contour whereas traffic in all directions can see the site well before reaching the off-ramps. Young Electric Sign Company has done a site study for a future highway pole sign and has stated that the advertising will be easily visible from the I-84 / U.S.-89 interchange ¼ mile north. There is no other fuel or food service within visual range from that major arterial exchange. For Interstate traffic, the next closest fuel/food option is 2.1 miles north up a steep incline section of U.S.-89.



Crosswind Commercial Parcel Size – 5.6 Acres. Gas Station Lot (1) Size – 2.7 Acres (117,608 sf). Reflects nature of highway class fueling facility with fast food and car wash. Large RV market segment due to I-84 access to recreational areas. Directly across South Weber Drive to the north is a major UDOT Park and Ride lot.



Due Diligence complete – Geotechnical & Soil Analysis, Phase I Environmental Analysis, Preliminary Title Report, IMST Corp Gas Station 3-way Profit Center & market analysis, Land Appraisals, engineering drawings, architectural elevations, and highway signage authorization.

Current Entitlements – City Council Approved Conditional Uses, access, Subdivision Plat, and Design Guideline approvals.

Lot Condition – advertising as ‘improved’: includes earthwork to grade, curb cuts, sidewalk, and water/waste utilities brought to lot line.

Timing – Project ready for immediate build-out.

Improved Lot 1 Asking Price – \$12 psf (\$1,411,000)

Miscellaneous Background Information

Site Layout – Original Intent was for BDL Assets (developer) to own / operate the gas station, c-store, fast food, and car wash on Lot 1. BDL Assets therefore commissioned a market study by an experienced Houston, Texas based c-store research firm to analyze profit potential. Site layout design was based upon the following factors: Highway/Interstate class convenience station, large RV market segment, underserved expanding upper middle class demographic, UDOT requirements, respecting easements, city design guidelines, and mountain environmental factors (seasonal winds). City conditional use approval was then obtained for: 10 dispenser gas station, integrated c-store / fast food, and 3-bay car wash. Internal analysis along with consultation with multiple local fuel wholesalers confirmed this to be a very desirable gas station site. It was later decided that due to BDL Assets lack of experience in the petroleum industry, this lot would be better served under the ownership of an experienced oil company.

Market Analysis – Due to BDL Assets inexperience with gas stations, IMST Corp of Houston, TX (www.imstcorp.com) spent three days performing an ‘on-site analysis’ of the Crosswind Development. The complete 63-page report is available upon request. Highlights include:

	<u>Year 1 Monthly</u>	<u>Year 2 Monthly</u>	<u>Year 3 Monthly</u>
Gas Volume (Gallons) (*Diesel not included)	133,090	142,351	146,133
In-Store Sales	\$71,468	\$75,251	\$77,114
Car Wash Sales	\$9,496	\$10,055	\$10,369

Competition – internal analysis conducted by way of discussions with government officials and others familiar with the Crosswind site have led to the conclusion that there is very little chance for construction of nearby competing gas stations. The nearest fueling station is 2.3 miles north of the site and due to the geography, surrounding gravel pits, natural Weber River waterway, and UDOT access requirements – it is highly unlikely that any closer competition to the I-84 / U.S.-89 interchange is possible.

Demographics – The 2004 average Household income within an approximate 2.5 mile trade area is \$91,415.

	<u>1 – Mile Radius</u>	<u>3 – Mile Radius</u>	<u>5 – Mile Radius</u>
2005 Population	3,258	25,853	83,285

Engineering and Construction Drawings – As a result of BDL Assets original intent to own / operate the gas station at the Crosswind site, thousands of dollars in engineering, survey work, and architecture are available to the buyer of Lot 1. Items include: grading, curb & gutter,

landscape, irrigation, parking lot layout & lighting, UST location, utility infrastructure, notional c-store / fast food layout, building architecture & elevations, and notional signage. These items have been approved by the City Council as meeting design guidelines, and are available to the extent of the buyer's interest.

Additional Information – available at www.bdlassets.com

