

From: [Jason Wood](#)
To: ["Thompson, Cybele"](#)
Cc: [Steven Black](#)
Subject: 101 Ash - Cisterra
Attachments: [City-Cisterra LOI for 101 Ash.pdf](#)

Cybele:

Pursuant to our conversations last week, please find attached a proposed letter of intent for the City to consider leasing the entirety of the 101 Ash building from Cisterra once we complete the acquisition of the building. Please consider the following benefits for the City:

- Below market rental rate at \$1.18 NNN per square foot
- Free parking
- \$5 Million tenant improvement allowance to spend as the City wishes
- Furniture and other existing fixtures included
- Ownership at the end of the term for no additional consideration
- Property tax exemption in the operating costs
- Absolute control of the building for renovations and subleasing as desired by the City
- Consolidation opportunities in a building directly across the street from the City Hall complex
- Lease form already negotiated using the Civic Center Plaza form just completed

Thank you for your consideration of this proposal and please do not hesitate to contact me should you have any questions or concerns with the contents of it.

Jason