

SPANISH BROADCASTING SYSTEM HQ BUILDING

7007 NW 77TH AVENUE MIAMI, FLORIDA 33166

STRATEGIC VALUE ADD INVESTMENT OPPORTUNITY

CONFIDENTIAL OFFERING MEMORANDUM



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CONFIDENTIALITY AND CONDITIONS

Fairchild Partners has been retained as the exclusive advisor for the sale of The Sbs Miami Broadcast Center located at 7007 NW 77th Avenue, Miami, FL 33166 (the "Property")

This Investment Offering Memorandum has been prepared by Fairchild Partners for use by a limited number of parties, and does not claim to provide a necessarily exact summary of the Property or any of the documents related thereto, nor does it claim to be all-inclusive or to contain all of the information which prospective investors may need or desire. All projections have been developed by Seller, Fairchild Partners, and designated sources, and are based upon assumptions relating to the general economy, competition and other factors beyond the control of Seller, and therefore are subject to variation. No representation is made by Seller or Fairchild Partners as to the accuracy or completeness of the information contained herein, and nothing contained herein is, or shall be relied on as, a promise or representation as to the future performance of the Property. Although the information contained in the following pages is believed to be accurate, the Seller, Fairchild Partners, and its employees, disclaim any responsibility for inaccuracies, and expect prospective purchasers to exercise independent due diligence in verifying all information. Further, Fairchild Partners, Seller and its employees, disclaim any and all liability for representations and warranties, expressed and implied, contained in, or for omission from, the Investment Offering Memorandum, or any other written or oral communication transmitted or made available to the recipient. The Investment Offering Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation of the Investment Offering Memorandum have remained the same. Analysis and verification of the information contained in the Investment Offering Memorandum is solely the responsibility of the prospective purchaser.

Seller and Fairchild Partners each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any entity at any time with or without notice. Seller shall have no legal commitment or obligations to any entity reviewing the Investment Offering Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, a written agreement for the purchase of the Property has been fully executed, delivered and approved by Seller and its legal counsel, and any conditions to Seller's obligations thereunder have been satisfied or waived.

This Investment Offering Memorandum and the contents, except such information that is a matter of public record or is provided in sources available to the public, are confidential. By accepting the Investment Offering Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not photocopy or duplicate it, that you will not disclose the Investment Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Fairchild Partners, and that you will not use the Investment Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Fairchild Partners.

PROPERTY OVERVIEW FOUR CONNECTED BUILDINGS CONTAINING ±67,382 SQUARE FEET ON TWO PARCELS

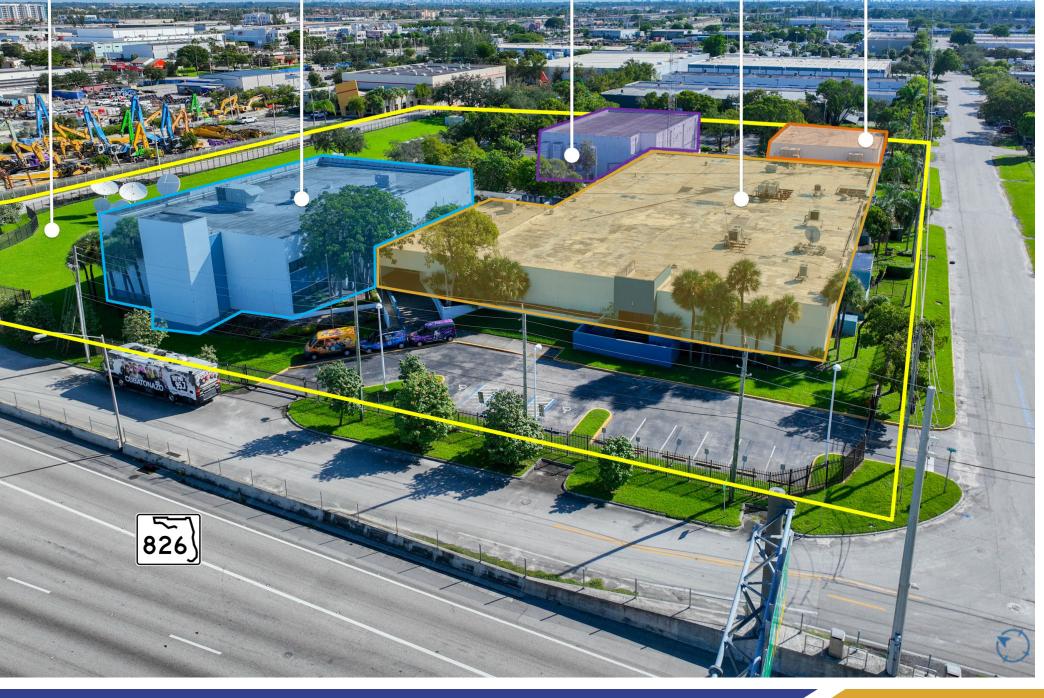
NORTH PARCEL FUTURE DEVELOPMENT OPPORTUNITY ±75,733 SF

BUILDING D TWO-STORY OFFICE SPACE W/WINDOWS ±18,652 SF

BUILDING B 1-STORY STUDIO W/ HIGH CEILINGS ±9,765 SF

BUILDING C FLEX/OFFICE/SHOWROOM SPACE 1-STORY BLDG W/ 14' FT CIEINGS ±34,316 SF

BUILDING A 1-STORY STUDIO W/ HIGH CEILINGS ±4,449 SF



BUILDING INFORMATION

7007 NW 77th Avenue, Miami, Florida 33166

Spanish Broadcasting System Headquarters Building

#30-3014-010-0031 and #30-3014-010-0025

Four (4) buildings all inter-connected w/ one 2 story structure, main offices

±70,241 SF (Miami-Dade County property records); ±67,382 rentable SF

Facility is 100% air-conditioned

LAND PARCELS

Two (2) Parcels; covenant running with the land in lieu of unity of title

±234,208 SF (consisting of two separate folios with one ±158,475 SF parcel and one $\pm 75,733$ SF parcel); The access road on the north side of the Property is an easement that leads to the adjacent property

Multiple years, initial building in 1969, 1974, 1979 and 2008

IU-1 Industrial, Light Manufacturing District, Miami-Dade County

State-of-the-art corporate offices & studios (Television, Radio, Digital)

BUILDING IMPROVEMENTS

Recent renovations to 'Building D' include a new roof, new impact windows, full back up emergency power generators and new HVAC systems; Site has exterior lights and parking infrastructure

DEVELOPMENT OF NORTH PARCEL

The north parcel contains ±75,733 SF of land (±1.75 AC) that can be evaluated as potential small bay development

±180 existing surface parking spaces creating excellent office/studio parking ratio

BACK UP SYSTEM

Power back-up generator systems regularly maintained

Not in Flood Zone area, report available

Re-certification completed in 2019 (40-yr and 10-yr recertification)



INVESTMENT OVERVIEW

Fairchild Partners, Inc. as exclusive representatives of SBS Miami Broadcast Center, Inc. (Seller) is pleased to offer for sale to a qualified buyer the 100% fee simple interest in the property located at 7007 NW 77th Avenue, Miami, FL 33166 (The "Property"). The Property consists of ±67,382 rentable SF and is comprised of four connected buildings with varying heights including one two-story office building, a one story flex/showroom building with 14' ceilings, and two one-story building(s). Offering unmatched visibility from the Palmetto (SR-836), the Property provides an exceptional opportunity to acquire a highly visible investment property in a dense infill location within the Airport West Submarket. This offering represents a unique opportunity for either an owner user or investor to acquire a high quality office/industrial asset in one of the hottest markets in the nation.

The Property is occupied by Spanish Broadcasting System, Inc. (OTCQX: SBSAA), a leading, national diversified public media company, and offers the potential for a short term lease back up to 24-months post closing (terms to be discussed). The overall property consists of an 100% owner-occupied facility with ±50% of premises used for Executive/Administrative offices, and ±50% used as studios. These state of the art studios incorporate rooms for radio, digital and TV production with other ancillary support areas like cafeteria, changing rooms and quiet rooms. The Property offers an exceptional owner/user or investment opportunity with significant value enhancement potential via long term leasing or repositioning strategies.

The Property is strategically positioned on two parcels totaling ± 5.37 acres of land ($\pm 234,208$ SF) with irreplaceable visibility from the Palmetto Expressway (SR-836) and its ± 267 k VPD. The Property offers flexible IU-1 zoning, which allows for a variety of uses and offers significant value add via future redevelopment or repositioning. The offering is inclusive of a ± 1.75 AC parcel referred to as the 'North Parcel' which is well positioned for a variety of future commercial uses including small bay industrial development (shown on Page 8). The wave of nearby mixed use development continues to transform the surrounding area and the newly passed Live Local Act (SB-102) could further spur development. The Property offers outstanding market fundamentals and there is limited supply of this caliber asset currently on the market.

Located in the highly coveted "Airport West" submarket of Miami-Dade County, the property is near Miami International Airport (MIA) and offers easy access to major thoroughfares including the Palmetto Expressway, the Dolphin Expressway, the Turnpike and I-95. With convenient access to the Port of Miami and major population centers, the Property also provides extensive value add possibilities. The Property is located in an amentity rich market near other business and just ±10-minutes from the City of Doral and its numerous hospitality and entertainment options. The area's dynamic trade area services a dense area that services ±168,113 individuals in a 3-mile radius and ±441,086 individuals in a 5-mile radius.

PRICING OVERVIEW

\$24.800.000

Cooperating broker commission available for Buyer's agent. Please contact the listing broker for additional information.







±67,382 SF OFFICE/FLEX BUILDING OFFERING A STRATEGIC INVESTMENT OPPORTUNITY IN A PREMIER LOCATION

±67,382 SF OFFICE/FLEX FACILITY COMPRISED OF FOUR CONNECTED BUILDINGS ON TWO PARCELS IN THE HEART OF MIAMI'S COVETED AIRPORT WEST SUBMARKET; IDEAL OWNER USER OR INVESTMENT OPPORTUNITY WITH SIGNIFICANT VALUE ADD POTENTIAL VIA SEVERAL DIFFERENT AVENUES.



COVERED LAND PLAY

EXCELLENT LEGACY COVERED LAND PLAY, PERFECT FOR DEVELOPERS, USERS AND INVESTORS SEEKING A PRIME INFILL LOCATION THAT OFFERS VARIOUS VALUE-ADD OPPORTUNITIES THROUGH SOFT REPOSITIONING OR REDEVELOPMENT.



POTENTIAL SALE LEASEBACK OPPORTUNITY

THE PROPERTY IS 100% OCCUPIED BY SPANISH BROADCASTING SYSTEM, INC (SBS) AND USED AS THEIR HEADQUARTERS & STUDIOS; SBS WILL CONSIDER STAYING AS A TENANT, POST CLOSING (TERMS TO BE DISCUSSED) ALLOWING A NEW INVESTOR THE ABILITY TO CASH FLOW THE PROPERTY WHILE PLANNING FOR STRATEGIC LONG TERM INVESTMENT STRATEGIES.



FLEXIBLE IU-1 ZONING OFFERING A VARIETY OF COMMERCIAL USES

FLEXIBLE INDUSTRIAL COMMERCIAL (IU-1) ZONING ALLOWS FOR WIDE RANGE OF COMMERCIAL USES VIA ADAPTIVE REUSE OR REPOSITIONING; IDEAL LOCATION FOR OWNER USERS TO EXPAND THEIR BUSINESS OR BUILD TO SUIT FOR A LONG TERM USER AT MARKET RATES.



EXPANSIVE PARCEL WITH IRREPLACABLE VISIBILITY FROM THE PALMETTO (826)

EXPANSIVE ±5.37 TOTAL ACRES OF LAND (±234,208 SF) POSITIONED ON TWO PARCELS WITH PRIME EXPOSURE AND VISIBILITY FROM THE PALMETTO EXPRESSWAY (SR-826) AND THE ±267,500 VEHICLES COMMUTING THROUGH THE AREA DAILY.



CENTRALLY LOCATED WITHIN A FEDERAL OPPORTUNITY ZONE

POSITIONED WITHIN A FEDERAL OPPORTUNITY ZONE WITH SIGNIFICANT POTENTIAL TAX SAVINGS AND BENEFITS; BY INVESTING REALIZED CAPITAL GAINS IN QOZS, REAL ESTATE INVESTORS CAN REDUCE THEIR EXISTING CAPITAL GAINS TAX LIABILITY.



PRIME FRONTAGE WITH SUPERIOR ACCESS/CONNECTIVITY

UNMATCHED VISIBILITY AND ACCESS FROM THE PALMETTO EXPRESSWAY WITH CONVENIENT ACCESS TO THE GREATER MIAMI METRO AREA VIA FLORIDA'S TURNPIKE, I-95, DOLPHIN EXPRESSWAY (SR-836); ALSO POSITIONED WITHIN ONE-MILE OF HIGH TRAFFIC THOROUGHFARES, MILAM DAIRY RD (±49K VPD) AND SR-934 (±28K VPD), OFFERING CONNECTIVITY TO THE GREATER AREA.



AMENITY-RICH MARKET

STRATEGICALLY POSITIONED NEAR A NUMBER OF AREA DEMAND DRIVERS AND AMENITIES INCLUDING DOWNTOWN DORAL (±2.5-MI), WESTLAND MALL (±2.5-MI), TRUMP NATIONAL DORAL MIAMI (±3-MI), CITY PLACE DORAL (±3-MI), PALMETTO GENERAL HOSPITAL (±4-MI), AND MIAMI INTERNATIONAL AIRPORT (±5-MI).



DENSE DEMOGRAPHICS

ABILITY TO TAP INTO A DYNAMIC TRADE AREA WITH EXTREMELY ATTRACTIVE DEMOGRAPHICS; THE PROPERTY IS IDEALLY LOCATED WITHIN A DENSELY POPULATED AREA THAT SERVICES ±168,113 INDIVIDUALS IN A 3-MILE RADIUS AND ±441,086 INDIVIDUALS IN A 5-MILE RADIUS.



SPANISH BROADCASTING SYSTEM, INC. (SBS)

Spanish Broadcasting System, Inc. (SBS) owns and operates radio stations located in the top U.S. Hispanic markets of New York, Los Angeles, Miami, Chicago, San Francisco, Orlando, Tampa and Puerto Rico, airing the Tropical, Regional Mexican, Spanish Adult Contemporary, Top 40 and Urbano format genres. SBS also operates AIRE Radio Networks, a national radio platform of over 290 affiliated stations reaching 95% of the U.S. Hispanic audience. SBS also provides digital marketing solutions through Digidea, a pure-play digital marketing department www.Spanishbroadcasting.com.

SBS also owns MegaTV, a network television operation with over-the-air, cable and satellite distribution and affiliates throughout the U.S. and Puerto Rico, produces a nationwide roster of live concerts and events, and owns a stable of digital properties, including LaMusica, a mobile app providing Latino-focused audio and video streaming content and HitzMaker, a new-talent destination for aspiring artists. SBS said it would sell Mega TV in 2023 to Voz Media, a conservative Spanish-language news media firm based in Texas, pending approval by the Federal Communications Commission.

POTENTIAL SALE LEASEBACK OPPORTUNITY

The Spanish Broadcasting System, Inc will consider staying as a Tenant for either all or a portion of the premises, post closing for up to a 24-month term. The exact rate/terms are to be negotiated with the potential purchasers during due diligence period. This potential sale leaseback opportunity will allow investors ample time to either plan for a long term leasing strategy or for future site redevelopment.

Please DO NOT contact/disturb Spanish Broadcasting System for any reason. The sale is for the REAL ESTATE ONLY, not the business(s). Please contact the listing broker for additional information.



SBS IS THE DOMINANT SPANISH-LANGUAGE AUDIO MEDIA OPERATOR AND OWNS A PORTFOLIO OF VALUABLE FRANCHISES ACROSS BROADCAST RADIO AND TELEVISION, DIGITAL, AND ENTERTAINMENT PLATFORMS

> SBS HAS A STRONG FOOTHOLD IN 6 OF THE TOP 8 HISPANIC MARKETS, WHERE U.S. HISPANICS REPRESENT OVER 33% OF THE MARKET POPULATION

SBS HAS 17 RADIO STATIONS INCLUDING WSKQ IN NEW YORK, THE #1 SPANISH-LANGUAGE STATION, AND 3 OF THE TOP 6 IN THE COUNTRY

SBS REACHES 95% OF U.S. HISPANICS THROUGH AIRE, THE LARGEST MINORITY AUDIO NETWORK

SBS OPERATES THE #1 HISPANIC RADIO APP AND SITE, LA MUSICA

SPANISH BROADCASTING SYSTEM (SBS)







































CURRENT ZONING

Existing Land Use: IU-1; Industrial, LIGHT MANUFACTURING DISTRICT Zoning Code: Miami-Dade County

The Property offers favorable flexible, IU-1 Industrial, Light Manufacturing District zoning that allows for a varity of potential uses.

The site also offers significant value add through soft repositioning, partial development, or full redevelopment possibilities.

Allowed Use(s):

- Auto painting, top and body work (7)
- Automobile and truck sales for new and/or used vehicles (8)
- Automobile and truck rentals and wholesale distribution (10)
- Bakeries—wholesale only with incidental retail uses (11)
- Banks (12)
- Boat or yacht repairing or overhauling, or boat building (14)
- Brewery (17) & Brew Pubs (17.1)
- Cabinet shops (18)
- Canning factories (19)
- Caterers (21)
- Clubs, private (22)
- Cold storage warehouses and precooling plants (23)
- Commuter colleges/universities (24)
- · Contractors' offices and yards (26)
- Day nursery, kindergarten, schools and after school care (27)
- Dispensing facilities for low-THC or medical cannabis (27.01)
- Distillery (not farm related) (27.05)
- Fertilizer storage (31)
- Fruit packing and fruit preserving (34)
- Food products, including the grinding, cooking, roasting, preserving, drying, smoking or airing of meats, fish, fruits or vegetables (32)
- Furniture manufacturing (35)
- Garages—storage mechanical, including trucks, buses, heavy equipment (36)
- Glass installations (37)
- Hotel and motel use (39a & 39b)
- Ice manufacturing (40)
- Insecticide, mixing, packaging and storage (41)
- Laboratories, material testing (42)
- Leather goods manufacturing, excluding tanning (43)
- Lumberyards (46)
- Marine warehouses (48)
- Mattress manufacturing & renovating (49)Movie and television studios with indoor
- sound stages/studios (53)Night clubs, bars and pubs located no closer
- than five hundred (500) feet of any RU or EU District (53.2)
- Office buildings (55)
- Ornamental metal workshops (56)
- Parking lots—commercial and noncommercial (58)
- Passenger and freight—stations and terminals —boats, trucks, buses, and railroads (59)
- Pharmaceutical storage (60)

- Printing shops (64)
- Radio and television transmitting stations and studios (65)
- Religious facilities (66)
- Restaurants (67)
- Salesrooms and storage show rooms wholesale (68)
- School—technical trade schools (70)
- Ship chandlers (71)
- Shipyards and dry docks (72)
- Sign painting shops (73)
- Steel fabrication (74)
- Storage warehouse for food, fodder, etc (75)

- Taxidermy. Use will be permitted only within a fully enclosed, AC'd building
- Telecommunications hubs (77)
- Textile, hosiery and weaving mills (80)
- Upholstery shops (81)
- Utility work centers—power and telephone, etc (82)
- Vending machine sales and service (83)
- Veterinarians (84)
- Warehouses for storage or products in the form sold in a BU District (86)
- Warehouse, membership (87)
- Home Improvement Warehouses (87.1)



CLICK TO VIEW

MIAMI-DADE COUNTY'S CHAPTER 33 - ZONING

ARTICLE XXIX. - IU-1, INDUSTRIAL, LIGHT MANUFACTURING DISTRICT





NORTH PARCEL DEVELOPMENT

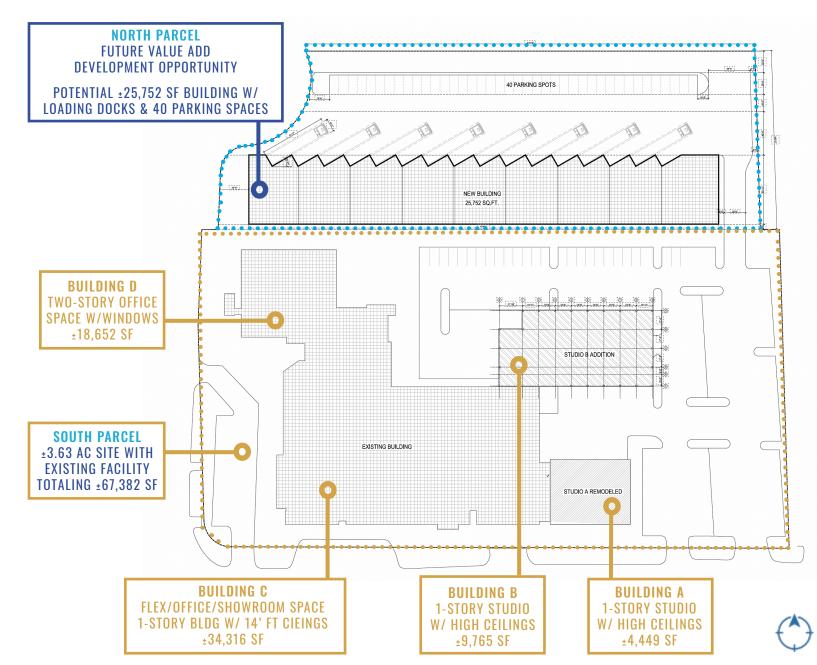
The North Parcel site plan area study containing a new $\pm 25,752$ SF building on ± 1.75 AC was conducted by Bermello Ajamil & Partners. This area study is for initial consideration of a small bay development and is for analysis purposes only. It is not approved nor permitted by Miami-Dade County.

Additional development possibilities include redevelopment of the entire ±5.37 Acre site to incorporate the new favorable Florida Live Local Act offering significant land use, zoning and tax benefits.

All future development is to be verified and confirmed accordingly with the planning department and the city/county.

THE NORTH PARCEL IS A ±1.74 ACRE (±75,733 SF) PARCEL THAT IS CURRENTLY UNDEVELOPED LAND AND OFFERS MULTIPLE DEVELOPMENT SCENARIOS

THE SOUTH PARCEL CONTAINS FOUR BUILDINGS WITH A TOTAL OF ±67,382 SQUARE FEET ON ONE ±3.63 ACRE (±158,475 SF) PARCEL



SOURCE: https://library.municode.com/fil/miami - dade county/codes/code of ordinances?nodeld=PTIIICOOR_CH33ZO_ARTXXIXINLIMADI and https://propzone.gridics.com



FEDERAL OPPORTUNITY ZONES

The Federal Qualified Opportunity Zone distinction was created by The Tax Cuts and Jobs Act to spur economic growth in low-income communities by allowing investors to defer federal taxes by taking capital gains from other investments and investing in these designated areas. The U.S. Department of the Treasury and the Internal Revenue Service (IRS) have now designated more than 8,700 Federal Opportunity Zones in 50 States, the District of Columbia, and 5 U.S. territories.

The Tax Cuts and Jobs Act included a new federal incentive—Opportunity Zones—meant to spur investment in under capitalized communities. Any corporation or individual with capital gains can qualify. The program provides three tax benefits for investing unrealized capital gains in Opportunity Zones:



TEMPORARY DEFERRAL OF TAXES ON PREVIOUSLY EARNED CAPITAL GAINS

Investors can place existing assets with accumulated capital gains into Opportunity Funds.

Those existing capital gains are not taxed until the end of 2026 or when the asset is disposed of.



BASIS STEP-UP OF PREVIOUSLY EARNED CAPITAL GAINS INVESTED

For capital gains placed in Opportunity Funds for at least 5 years, investors' basis on the original investment increases by 10% of deferred gain (90% taxed).

If invested for at least 7 years, investors' basis on the original investment increases by 15% of deferred gain (85% taxed).



PERMANENT EXCLUSION OF TAXABLE INCOME ON NEW GAINS

For investments held for at least 10 years, investors pay no taxes on any capital gains produced through their investment in Opportunity Funds (the investment vehicle that invests in Opportunity Zones).

Investors can take advantage of one or more of the benefits. Opportunity Zone investments can be a valuable addition to an investment portfolio, providing diversification and potentially attractive returns, especially when combined with the tax benefits.

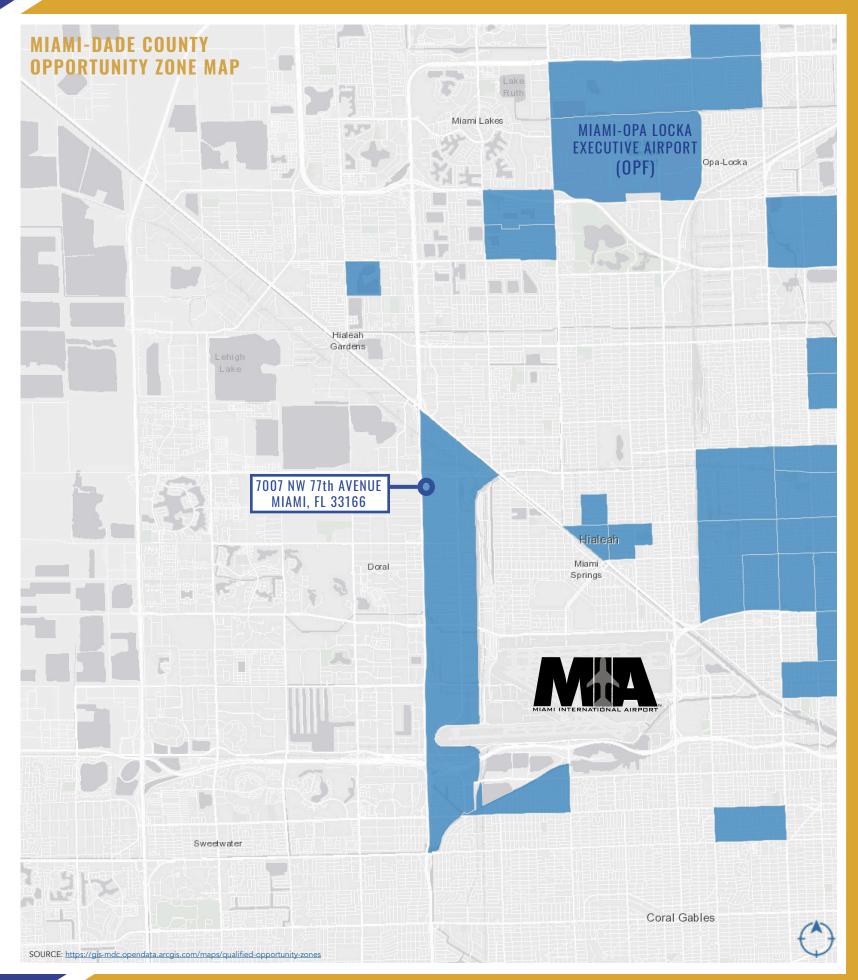
MIAMI-DADE COUNTY OPPORTUNITY ZONES

There are over 8,700 Opportunity Zones in the United States, of which 67 are in Miami-Dade County. What makes those 67 different is the business environment of Miami-Dade County, with its entrepreneurial spirit and international focus. Miami is a global business hub and has a diverse economy with an emphasis on seven target industries. Miami-Dade County has close to 2.8 million residents and is part of the South Florida metropolitan area with a population of more than 6.3 million. The County's two primary economic engines are Miami International Airport (MIA) and PortMiami, connecting Miami with the rest of the world for both passenger and cargo traffic. MIA is #1 in the United States for international cargo and #3 for international passengers. PortMiami is the #1 cruise port in the world and among the largest container ports in the United States.

These 67 Opportunity Zones can be found throughout the community and therefore include assets that will enhance the investments made in these Zones. A large number are close to Downtown Miami, which continues to attract people – both permanent residents and visitors – and business investments from priority sectors including Banking & Finance, Technology and Creative Industries. Other Zones are closer to Miami International Airport and would be well-suited for developments and investments linked to the Trade & Logistics sector. Being located within a Federal Opportunity Zone in Miami-Dade County can offer several potential benefits for businesses and investors. Investment within Opportunity Zones can lead to increased economic development in the area, potentially resulting in improved infrastructure, job creation, and a more vibrant local economy.

The Property located at 7007 NW 77th Avenue falls within one of the highly coveted Opportunity Zones within Miami-Dade County. Businesses can take advantage of this federal Opportunity Zone and expand their business with tax-advantaged commercial real estate investment, including trade, logistics, and technology businesses. This makes it possible for investors to drive socially responsible development and sustainable business growth while enjoying significant capital gains tax benefits.

SOURCE: https://gis-mdc.opendata.arcgis.com/maps/qualified-opportunity-zones





SENATE BILL 102 LIVE LOCAL ACT

Florida Gov. Ron DeSantis signed into law Senate Bill 102 on March 28, 2023, with an effective date of July 1, 2023. Commonly referred to as the Live Local Act (the Act), it has significant land use, zoning and tax benefits that will now be available to developers and investors. With nearly 1,000 people moving to the Great State of Florida every day, the demand for housing is at an all-time high.

The Live Local Act (SB 102), has been heralded by many as one of the most significant affordable housing laws in decades. The act seeks to spur additional development of affordable housing by increasing funding, preempting certain local land use and zoning regulations, and providing new tax exemptions. The act also prohibits local governments from enacting rent control regulations such as those seen in New York City and San Francisco. Senate bills can influence zoning regulations, land use policies, and development incentives, which can significantly impact the commercial real estate landscape in a particular area or the state as a whole and the Live Local Act is expected to further entice development in prime Florida markets.

Projects that were previously not feasible due to the high cost of land and construction in many Florida jurisdictions may now make economic sense thanks to the density, height and tax benefits provided by the Act.

LAND USE AND ZONING BENEFITS

THE 40% RULE—INCREASED HEIGHT AND DENSITY, ADMINISTRATIVE APPROVAL FOR ELIGIBLE PROJECTS

The Act provides that a county or municipality cannot require a proposed multifamily development that will comply with the Threshold Requirement to obtain a land use, zoning, special exception, conditional use approval, variance or comprehensive plan amendment with respect to building height, zoning and density.

The Act mandates that a local government authorize the development of multifamily rentals on sites that are zoned as mixed-use residential, commercial or industrial in exchange for agreeing to restrict at least 40% of a multifamily rental development's residential units as affordable (with tenants at or below 120% of AMI) for a period of at least 30 years (the 40% Rule), the act provides significant benefits. For projects satisfying the 40% Rule, a local government:

- Must authorize multi-family and mixed-use residential (where at least 65% of the total square footage is used for residential purposes) in any area zoned for commercial, industrial (with limited exclusions) or mixed uses.
- MAY NOT LIMIT DENSITY of a development below the highest residential density permitted in the jurisdiction.
- MAY NOT RESTRICT THE HEIGHT BELOW THE HIGHEST HEIGHT PERMITTED for either commercial or residential development within the jurisdiction within one mile of the proposed development or three stories, whichever is higher.
- MAY NOT REQUIRE ZONING OR LAND USE CHANGES, special exceptions or conditional use approvals, variances, or comprehensive plan amendments to obtain the height, density or use benefits provided for under the act.
- MUST ADMINISTRATIVELY APPROVE A PROPOSED PROJECT—without public hearings—if the zoning code and comprehensive plan provisions applicable to multifamily development are met (including, but not limited to, setbacks and parking) except for density, height, and land use.
- Must consider reduced parking for developments meeting the 40% Rule, to the extent such development is within ½ mile of a major transit stop (as that term may be defined in the local government's laws).

Starting on July 1, 2023 (the applicable effective date), a practitioner could use this provision to obtain significant increases in height and density. This will require working closely with local zoning and planning officials, who may still be digesting the act. The fact that the act does not expressly address some major zoning metrics such as floor area ratio (FAR) will surely be the subject of discussions in the coming months, and we would not be surprised to see the legislature address this in a clarification bill.

SOURCE(s): https://www.shutts.com/news-Live-Local-Act-Incentives-to-Build-More-Affordable-Housing-in-Fla and https://www.hklaw.com/en/insights/publications/2023/08/floridas-new-live-local-act-offers-land-use-and-tax-benefits

AFFORDABLE HOUSING PROPERTY TAX EXEMPTIONS

SB 102 "LIVE LOCAL ACT"

NON-PROFIT LAND LEASE EXEMPTION

s. 196.1978(1)(b) | Statewide

LAND EXEMPT IF: Land is owned by Not-for-Profit

Leased for 99+ years for purpose of providing affordable housing

Predominantly used (improvement SF is > 50% SF of all improvements)

Renting to → Ex. Low/Very Low/Low/ Moderate Incomes

NEW MULTIFAMILY CERTIFICATION s. 196.1978(3)(a) | Statewide

70+ Units of newly constructed (substantially complete in last 5 years)

Renting to 0-80% AMI (100% exemption) 80%-120% AMI (75% exemption)

Rented for whichever is less between: specified rent posted by FHFC or 90% of fair market value

Application to FHFC shall have a sworn statement restricting use for 3 years

Yearly application to PA with copy of FHFC Certification

COUNTY/MUNICIPAL AFFORDABLE HOUSING PROPERTY EXEMPTION s. 196.1979 | Local Option

Local ordinance that sunsets every 4 years; governed by local authority

50+units (20% used for afford. housing)

Renting to 0-30% AMI and/or 30-60% AMI

Rented for whichever is less between: specified rent posted by FHFC or 90% of fair market value

100% use, up to 100% Exemption <100% use, up to 75% Exemption

Yearly application to PA with copy of local entity Certification

SOURCE(s): Miami REALTORS; 2023 Comercial Conference





MIAMI, FL

Covering 34 municipalities, the Greater Miami area is home to a population of 2.7 million and provides access to a regional workforce of 3.1 million. Miami is the most populous city, with slightly more than 400,000 residents, followed by Hialeah and Miami Gardens. Averaging 77' degrees year round and 248 sunny days per year, Miami is home to top-rated beaches, professional sports teams, the 2nd busiest cruise ship port in the world (Port Canaveral is #1), and Miami International Airport (MIA), the leading economic engine for Miami-Dade County and for the State of Florida with an overall impact of nearly \$32 billion annually.

With the lowest cost of living compared to major cities such as New York, Chicago, San Francisco, and Boston, Miami quality-of-life assets include distinct neighborhoods, cultural institutions, dining options crafted by celebrity chefs, and family-friendly attractions.

Located in Miami-Dade County, the City of Miami is the cultural, economic and financial center of South Florida. The City received numerous annual accolades and is commonly recognized as a "Top Place to Live" and a "Best City to Retire" by national raking publications. The City of Miami offers a strong employment market and has been additionally recognized by CIO Magazine as the 4th Fastest Growing US Tech Hub for IT in the country in 2022. In a recent ranking by WalletHub, Miami was also recognized as the fourth fastest-growing large city in the USA.

2.7+ MILLION POPULATION

WITH A 2.9+ MILLION POPULATION PROJECTION FOR 2030

#1 REGION IN NORTH AMERICA FOR INVESTMENT 2021-2022

World Biz Magazine 2021

MIAMI INTERNATIONAL AIRPORT (MIA) **RANKS #1 IN INTERNATIONAL FREIGHT** AND #2 IN INTERNATIONAL PASSENGERS **FASTEST GROWING** LARGE U.S. CITY

TOP 25 MAJOR CITIES OF THE FUTURE

fDi Magazine 2020

BEST PLACE TO LIVE IN FLORIDA

76%

OF THE POPULATION IS BILINGUAL

SPEAKING 100+ LANGUAGES

CONTAINER PORT

IN FLORIDA & 11TH

BUSIEST PORT IN THE

U.S. (PORTMIAMI)

49% OF THE **POPULATION IS UNDER 40**

±375,000 STUDENTS ATTEND AREA COLLEGES AND UNIVERSITIES, WHICH INCLUDE FOUR R1- & R2- RANKED RESEARCH UNIVESITIES

2,000+ DAILY **DEPARTURES**

THE AREA BOASTS 3 REGIONAL AIRPORTS WITH MORE THAN 2,000 DAILY DEPARTURES

GATEWAY TO THE WORLD

Miami's geographic location combined with the language skills and energy of its workforce make it a perfect fit for a growing global company. Companies from throughout the US, Europe, Asia, Australia and Africa have regional or global headquarters in Miami to penetrate the Americas market, both North and South America. Long known as the Gateway to Latin America, Miami is also a platform for Latin American businesses to enter other markets. Miami's internationally focused business community and professional services corps along with the 100 plus consulates, trade offices and bi-national chambers of commerce, and top ranked port and airport make international commerce and trade easy to navigate and prosper.

Companies accessing the global marketplace from Miami through its world-renowned port and airport have given Miami its well-earned reputation as a gateway to the world. International trade and commerce flow to business centers around the world with an emphasis on key cities in Central and South America and the Caribbean. Miami has much to offer with an employment base that is multi-lingual and multicultural that can integrate easily into international businesses.

AT THE FOREFRONT OF CHANGING GLOBAL ECONOMY

Miami's premier business climate is consistently rated among the best in the country. Thanks in large part to its business-friendly tax environment, our burgeoning startup activity, impressive job growth, structural assets, and its seat at the nexus of the Americas, Miami is becoming more and more recognizable as a city that means business. Miami is a dynamic community teeming with potential, fueled by a diverse talent pool, thriving industries, global connectivity, and an entrepreneurial spirit that sets it apart. Greater Miami stands as a worldclass business hub where innovation, opportunity, and a high quality of life intersect. It's these attributes that attract global industry leaders such as SoftBank, Blackstone, Ryder Systems, NBC Universal Telemundo, and other companies seeking to launch, relocate, or expand their operations in Miami.

With a population of over 6.2 million residents and a workforce exceeding 3.1 million, the Miami Metropolitan Statistical Area (MSA) proves itself as an ideal destination for companies valuing access to a vast, creative, and diverse talent pool, vibrant culturally rich neighborhoods, a highly favorable business tax structure, and a local government deeply committed to fostering economic growth.

BUSINESS- AND TAX-FRIENDLY ENVIRONMENT

Miami-Dade County, as well as the State of Florida, are known for their business- and tax-friendly environments. Both the State of Florida and Miami-Dade County (as well as its municipalities) have made major changes to its regulatory environment, making it one of the most businessfriendly areas in the United States.

- NO local corporate income taxes
- NO state personal income taxes
- NO local personal income taxes
- NO property tax on business inventories
- NO corporate tax on limited partnerships
- NO property tax on goods in transit for up to 180 days
- NO sales and use tax on goods manufactured/produced in the state for export outside the state
- NO sales tax on purchases of raw materials incorporated in a final product for resale
- NO sales/use tax on boiler fuels
- NO sales/use tax on co-generation of electricity
- NO franchise tax on capital stock
- Sales/use tax exemption for aircraft modification, maintenance and repair
- Sales tax exemption on labor component of R&D expenditures
- Sales/use tax exemption for the entertainment industry
- Foreign source dividends are deleted from the corporate income tax base

Additionally, both the State of Florida and Miami-Dade County have several financial incentives and training grants that can be used in addition to the investment through the Opportunity Zone Fund which this asset qualifies for.

SOURCE: https://beaconcouncil.wpenginepowered.com/wp-content/uploads/2022/05/Brochure_MDBC_Make-It-Miami_v1_March-2022_reduced.pdf



THRIVING BUSINESS MARKET

Overall growth is among the strongest in the nation, with the job market to match as workers flood into the state. Florida's housing market, which is notoriously prone to booms and busts, is well-balanced for the time being. Price appreciation is the fastest in the nation at around 15%, while construction activity is strong, and foreclosures are minimal.

GDP Growth (2022): 4% Job Growth: 4.9%

Debt Rating & Outlook (Moody's): AAA Stable Major Corporate Headquarters: CSX, Carnival 2023 Economy score: 340 out of 360 points (Top States grade: A+)

STRONG BUSINESS LOCATION

The greater Miami Metropolitan area is the largest in Florida with a population of ±6.2 million people in the MSA. The region's commitment to fostering innovation, diversity and inclusion, substantial investment levels, a skilled workforce, along with compelling cost advantages, well-developed infrastructure, and strong international connectivity, make Miami-Dade an outstanding location for businesses with aspirations for global success. The broader Miami-Dade region is host to numerous Fortune 500 companies and over 1,400 multinational corporations.

Miami-Dade is also home to the USA's 3rd largest number of consular corps, foreign trade offices, and binational chambers of commerce. Some of Miami-Dade's multinationals include Airbus, Amazon, American Airlines, Apple, Benihana, Brightstar, Boeing, Burger King, Carnival Cruise Lines., Cisneros Group, DHL Express, Ford, Greenberg Traurig, HEICO, Heineken Americas, MasTec, MasterCard Worldwide, NBCUniversal Telemundo Enterprises, Norwegian Cruise Lines, Noven Pharmaceuticals, Novartis, Perry Ellis International, Royal Caribbean Cruise Lines, Ryder Systems, SoftBank Group, Sony Entertainment, Virgin Voyages, Wix, and World Fuel Services Corp.

RECENT CORPORATE MOVES TO MIAMI-DADE

- Norway's Atlantic Sapphire recently invested \$480 million to open its U.S. headquarters and salmon farming operation.
- \$6 billion venture capital firm Founders Fund recently opened a Miami office.
- Blackstone, the largest alternative investment firm in the world, opened an advanced regional financial services technology headquarters in Downtown Miami.
- Millennium, Apollo, I Squared Capital, Icahn Enterprises and Starwood Capital have all recently come to Miami.
- CI Financial, Canada's largest investment management firm, recently moved their global headquarters to Miami.
- Numerous next-gen companies have made Miami their home. This includes HealthTech firms Papa, HealthSnap, Heru, and Medtronic. This also includes fintechs such as: ACI Worldwide, Majority, Bank Novo, Fortú, YellowPepper, NovoPayment, Finconecta, Milo and Nirvana founded by former Paypal CEO Bill Harris.
- In the DeFi space, Blockchain.com, VC firm Borderless Capital, and eToro (the world's second-most popular crypto exchange), have all established headquarter offices in Miami. Crypto exchange FTX is not only opening an office, they have also invested \$90 million to secure the naming rights to the Miami Heat's arena.

SOURCE: https://thecapitolist.com/cnbc-florida-has-the-best-state-economy-in-america

CNBC'S 'TOP STATES FOR BUSINESS' RANKING NAMED FLORIDA AS THE BEST ECONOMY AMONG ALL 50 STATES IN AMERICA

IN 2022, FLORIDA'S GDP GREW BY 4%, SUPPLEMENTED BY A 4.9% INCREASE IN JOB GROWTH COMPARED TO 2021

THE STATE'S STRONG ECONOMY IS ALSO PROPPED UP BY A STRONG HOUSING SECTOR THAT HAS GONE AGAINST THE NATIONAL TREND OF A SLOWING MARKET



DOWNTOWN MIAMI & BRICKELL (±20-25 MINUTES FROM THE PROPERTY)

Diverse, dynamic and densely populated, Downtown Miami and the adjoining Brickell area is a hub of international finance, dining, arts and entertainment. Downtown Miami's growing population (estimated at 115,000 in 2020), thriving restaurant scene, top quality hotels, transit access, unbeatable weather, and upcoming state-of-the art office buildings are attracting professional to the area.

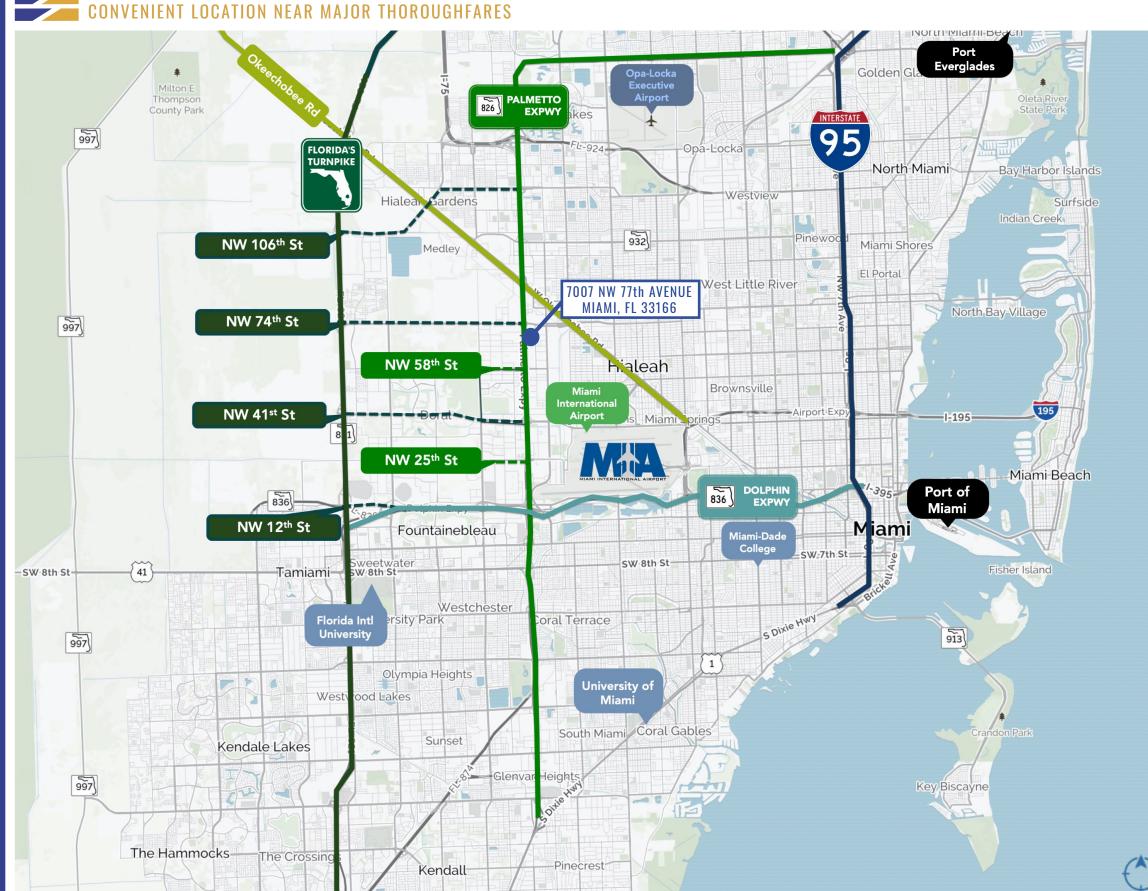


DORAL (±10-MINUTES FROM THE PROPERTY)

Doral has developed into a highly diversified economy, balancing manufacturing, advanced services, transshipment, corporate headquarters and unique merchant retail sectors. Combined with its high household incomes and wages, the City has a thriving economy with a low unemployment rate. Located just 1-mile from Miami Int'l Airport and 12-miles from Downtown Miami, Doral regularly hosts more than 100,000 people who work within the City.



MAJOR ARTERIES CONVENIENT LOCATION NEAR MAJOR THOROUGHFARES





±5 MILES FROM THE FLORIDA'S TURNPIKE



±15 MINUTES FROM INTERSTATE 95



±0.5 MILES FROM THE PALMETTO EXPRESSWAY



±5 MILES FROM THE DOLPHIN EXPRESSWAY



±5 MILES FROM MIAMI INTERNATIONAL AIRPORT AND ±8 MILES FROM OPA LOCKA EXECUTIVE AIRPORT



±25 MINUTES FROM PORT MIAMI AND ±35 MINUTES FROM PORT EVERGLADES



±15 MINUTES FROM FLORIDA INT'L UNIVERSITY AND ±20 MINUTES FROM BOTH UNIVERSITY OF MIAMI AND MIAMI DADE COLLEGE





HIGHLY ACCESSIBLE SUBMARKET

Conveniently located west of Miami International Airport (MIA), the Airport West Submarket includes the City of Doral, Sweetwater, and unincorporated areas of Miami-Dade County located directly west of the Miami International Airport. The region features a significant concentration of businesses in service, transportation, public utilities, as well as finance, insurance, and real estate sectors. These enterprises benefit from their close proximity to Miami International Airport and can tap into a skilled workforce residing in the western suburbs of the Miami area. The location is highly accessible for commuters, with the Florida's Turnpike bordering its western side, the Palmetto Expressway passing through its core, and the Dolphin Expressway stretching from east to west along its southern boundary. Additionally, local public transportation options such as the Metrorail and bus services are readily available, making it convenient for employees to commute from various parts of Miami-Dade County and the broader South Florida region.

This mixed-used business district is the largest industrial submarket in Miami, bordered by three major highways, and home to commercial, retail, industrial, warehouse, and offices. According to CoStar's Airport Office Market Report (2023), The largest office node in the submarket is Blue Lagoon, a narrow strip of land between Miami International Airport and Flagami, holding close to one-third of the area's office space. About a quarter of the area's remaining office space is located in Doral, a fast-growing city and one of Miami's apartment construction hot spots (located just ±10-minutes from the Property). Over the past decade or so, the submarket has seen a limited amount of new deliveries, which helped keep office vacancies below the Miami market average from 2013 through 2020, though negative absorption in the last couple of years has pushed vacancies higher. On the industrial-front, within this submarket, there is ±12.5M SF of 2-4 star industrial product with logistics space being by far the largest subtype with ±10.8M SF in this category, followed by ±1.1M SF of flex space and ±930,000 SF of specialized space.

INVENTORY SF

±22.2M

MIAMI AIRPORT SUBMARKET 2-4 STAR OFFICE

±12.5M

MIAMI AIRPORT N SUBMARKET 2-4 STAR INDUSTRIAL

VACANT SF

±2.8M

MIAMI AIRPORT SUBMARKET 2-4 STAR OFFICE

±265K

MIAMI AIRPORT N SUBMARKET 2-4 STAR INDUSTRIAL

MARKET RENT PER AREA

±\$40.63

MIAMI AIRPORT SUBMARKET 2-4 STAR OFFICE

±\$20.25

MIAMI AIRPORT N SUBMARKET 2-4 STAR INDUSTRIAL

VACANCY RATES

±12.6%

MIAMI AIRPORT SUBMARKET 2-4 STAR OFFICE

±2.1%

MIAMI AIRPORT N SUBMARKET 2-4 STAR INDUSTRIAL



located west of Downtown Miami and surrounding Miami International Airport, holds the Miami market. The submarket presents a centrally located and affordable alternative for ±\$41.00/SF, below the metro average of \$49.00/SF.



Office rents for 4 & 5 Star properties in the submarket stand at \pm \$45.00/SF, while 3 Star rents stand at ±\$38.00/SF space of around $\pm 20\%$ in the submarket versus an over ±40% premium in the wider Miami market.



Despite housing the highest space availability of all Miami submarkets at ±2.9 million SF, rent gains at ±5.3%.



MIAMI INTERNATIONAL AIRPORT *5-MILES FROM THE PROPERTY





The Miami-Dade County Board of County Commissioners adopted a new capital improvement program at MIA that will fund up to \$6.8 billion in airport-wide modernization projects over the next five to 15 years, paving the way for future growth in passenger and cargo traffic at MIA - projected to reach 77 million travelers and more than four million tons of freight by the year 2040.

Cargo Facilities

MIA's cargo facilities encompass eighteen (18) cargo buildings with over 3.6 million square feet of warehouse, office and support space. Apron space is presently 4.4 million square feet, with 44 commonuse cargo positions and 27 leased cargo positions.

SOURCE: https://www.miami-airport.com/library/pdfdoc/Facts%2at%20a%20Glance/facts_at_a_glance.pdf

MIAMI INTERNATIONAL AIRPORT (MIA)

The MIA terminal is surrounded by 3,000 acres encompassing 8.7 million square feet of buildings that include cargo warehouses, office space, hangars and maintenance shops. The airport grounds are bordered north to south from N.W. 36th Street to the Dolphin Expressway, and east to west from LeJeune Road to N.W. 72nd Avenue.

Miami International Airport (MIA) is a leading economic engine for Miami-Dade County and for the State of Florida with an overall impact of nearly \$32 billion annually. Aviation and its related activities are responsible for over 275,000 direct and indirect jobs.

In MIA's cargo sector, imports/exports in 2022 increased 7% for a combined trade value of over \$73 billion.

±50,684,396
TOTAL PASSENGERS IN 2022

MIA RANKINGS FOR 2022

AMONG U.S. AIRPORTS

1ST INTERNATIONAL FREIGHT 2ND INTERNATIONAL PASSENGERS 3RD TOTAL CARGO (FREIGHT + MAIL) 3RD TOTAL FREIGHT 8TH TOTAL NUMBER OF OPERATIONS 8TH TOTAL PASSENGERS

AMONG WORLDWIDE AIRPORTS

7TH INTERNATIONAL FREIGHT
23RD INTERNATIONAL PASSENGERS
7TH TOTAL CARGO (FREIGHT + MAIL)
7TH TOTAL FREIGHT
8TH TOTAL NUMBER OF OPERATIONS
14TH TOTAL PASSENGERS



PORT MIAMI

25-MINUTES FROM THE PROPERTY

CARGO FACTS (2022)

±819 TOTAL CARGO SHIPS DOCKED ±1,197,663 TOTAL TEUS ±10,215,766 TOTAL TONNAGE ±\$55 BILLION TOTAL VALUE ±9.733 LINEAR FEET WHARF SPACE

±4M CRUISE PASSENGERS (2022)

PortMiami

PortMiami is one of America's fastest-growing global gateways. It contributes more than \$43 billion annually to Miami-Dade County's local economy and supports over 334,500 jobs in Florida. Located at the crossroads of north-south and east-west trade lanes and with big-ship capabilities, PortMiami serves ocean carrier customers by linking worldwide markets with U.S. consumers and producers.

Port Miami, known worldwide as the Cruise Capital of the World, plans to remain number one by competing for the growing cruise industry. It has retained its status as the number one cruise passenger port in the world for well over four decades accommodating cruise vessels of major cruise lines such as Carnival Corporation, Royal Caribbean Cruises, Ltd., Norwegian Cruise Line, and Virgin. PortMiami is poised for yet another exceptionally strong cruise season as it welcomes a host of new cruise brands and new build ships that rank among the most innovative vessels on the seas. PortMiami welcomed 4,022,544 cruise vacationers in 2022, with plans to exceed that number going forward thanks, in part, to new state of the art cruise terminals built with innovative funding by the cruise lines.

With its numerous capital development projects, including the launch of a NetZero program, PortMiami will continue to meet the needs of the cargo and cruise industries for generations to come.

SOURCE: https://www.miamidade.gov/portmiami/library/portmiami-overall-statistics-2022.pdf and https://www.miamidade.gov/portmiami/about.a

The Port of Miami Tunnel

The Port of Miami Tunnel is utilized by more than 23 million vehicles and provides a direct link to the Interstate highway system and takes about 80% of port traffic off Downtown Miami streets.

Florida East Coast

Florida East Coast on-dock intermodal rail delivers goods to 70% of the U.S. population within four days.

Big-Ship Capabilities

The movement of cargo is critical to sustain economic activity and maintain community demands. PortMiami's location not only serves its ocean carrier customers seeking to benefit from the Global Gateway's proximity to the Caribbean and South America, but also exhibits how vital the cargo business is to Miami-Dade County's community.

PortMiami's shipping channel measures -50/-52 feet, capable of accommodating today's big ships. The Port is the closest deep-water port to the expanded Panama Canal on the Atlantic Seaboard.

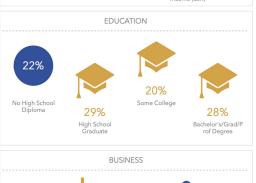
KEY DEMOGRAPHICS 3 AND 5-MILES

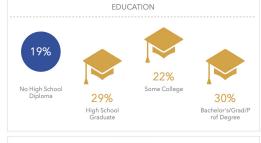
3-MILES

5-MILES

















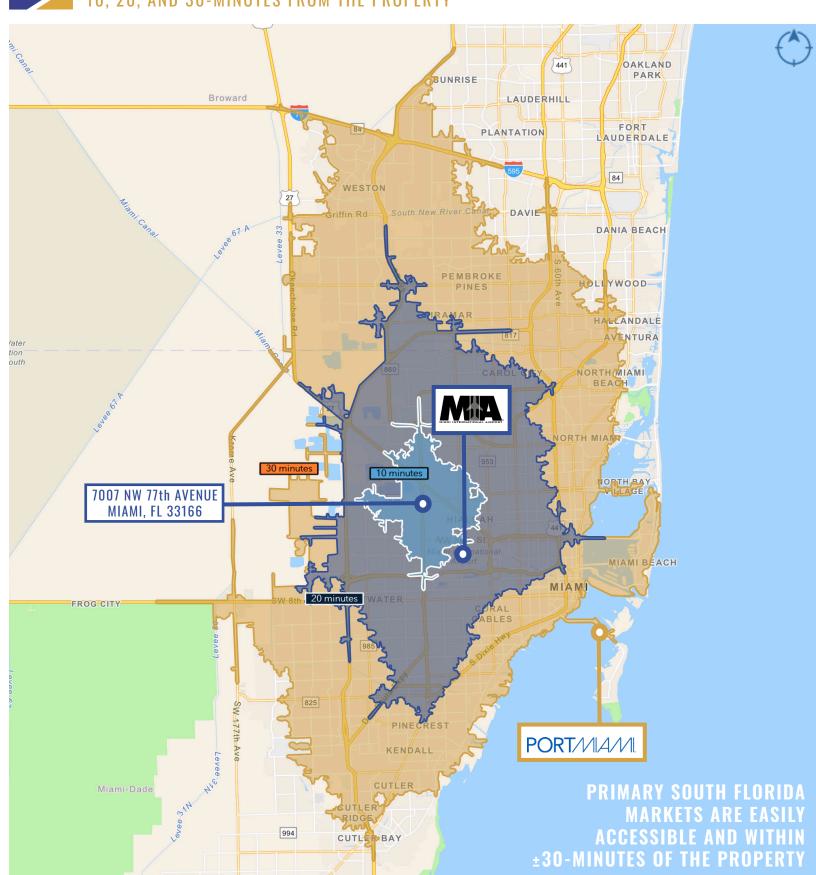








DRIVE TIME MAP 10, 20, AND 30-MINUTES FROM THE PROPERTY





7007 NW 77TH AVENUE

CONFIDENTIAL OFFERING MEMORANDUM

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