

BUILDING BEYOND

OPUS NORTHWEST – Minneapolis

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Message from Mark



Mark Rauhenhorst
Chairman & CEO
The Opus Group

To many people in our industry, sustainability is a major issue. In both the private and public sectors, sustainability is the new standard for architecture and development now and into the future.

At Opus, we've embraced this standard, recognizing that sustainable development provides a positive impact on the environment and a business' reputation among its people, investors and the overall community. According to the U.S. Green Building Council (USGBC):

- Buildings with flexible design features have a 90 percent reduction in employee relocation costs
- Cutting a building's energy use by 30 percent saves tenants 50 cents per square foot per year
- Leadership in Energy & Environmental Design (LEED®) buildings produce a 20 percent savings in operation and maintenance costs during their lifespan
- Increased lighting control results in a 7 percent increase in employee productivity

Recognizing these advantages, our goal is to provide clients a sustainable development experience and expertise to understand how sustainability can best work for them. Leveraging our design-build approach, we can evaluate and incorporate sustainable elements from project concept to completion. That's why nearly 50 of our staff in all segments of our business – construction, design, engineering, real estate development and property management – have become LEED-accredited by the USGBC.

With nearly a decade of experience, Opus has a proven track record in sustainable development. Our American Honda building in Gresham, Ore., completed in 2000, was the first industrial building to receive a LEED Gold certification. Today, we have more than 9 million square feet of sustainable property complete, in planning or under development. This vast experience allows us to combine learned lessons with our design-build approach to incorporate sustainable practices at any stage of the development process.

Sustainable development is great real estate and a smart investment. That's why Opus is committed to expanding our efforts and making it a standard practice across our company.

Opus Northwest Perspective



John Solberg
President & CEO
Opus Northwest, L.L.C.

Real estate development is a business of supply and demand. To be successful in this cyclical industry, developers must listen to clients and communities while focusing on ever-changing market trends. At Opus, we've found success in our foresight to enter and rescind early from certain development sectors. Across the Opus Northwest region, we're experiencing market changes. We're pursuing several apartment projects in response to increased rental demand. Our mixed-use development opportunities continue to grow, especially in urban centers where cities face density issues and urban renewal priorities. Opus' experience in office, retail and multifamily – individually and as mixed-use – gives us expertise to pursue such complicated undertakings. We have vertical mixed-use projects underway in Denver, Portland, Seattle, St. Louis and Minneapolis. We look forward to partnering with you on projects that respond to market demand in your community.

National Project Spotlight



Excelsior Crossings
Hopkins, Minn.



Excelsior Crossings
Hopkins, Minn.

Excelsior Crossings, a three-building, 700,000-square-foot office complex located in suburban Minneapolis, is a prime example of what today's corporate tenants are looking for – location, amenities and sustainable elements.

Cargill is leasing the first two buildings and has a purchase agreement to buy the third, making the project an all-Cargill campus. The first building will be a seven-story, 250,000-square-foot complex with a ground-level skyway connecting it to the second five-story, 200,000-square-foot building. The buildings are slated for completion in summer of 2008 and 2010.

As the company grew, Cargill employees were spread throughout several small buildings across the Twin Cities. Now, it is important to Cargill to bring employees together in an atmosphere that encourages interaction. The projected 1,700 employees who will occupy the first two buildings have responded positively to the new site as it solves nagging space issues and offers new amenities while remaining in a convenient location to all employees.

As a member of the Chicago Climate Exchange, dedicated to improving greenhouse gases, a player in the ethanol market and as a company that produces sustainable and reusable products to help customers meet their own environmental

goals, sustainable features in Cargill's offices are a priority to the company. Having design components that align with the company's overall sustainability goals and practices was important.

"We wanted to exceed expectations of sustainable features in our buildings and worked with Opus to seek the highest sustainable certification we could practically justify," said John McCabe, vice president for Cargill Office Services. "We are proud to seek LEED® Gold certification as it aligns with our own business practices and corporate philosophy."

To reach this level, Opus is incorporating many sustainable components. Developed on an old warehouse site, the work started with contamination clean-up in order to reuse the area and start the sustainable efforts. Selected construction materials are being brought in from no more than 500 miles away. And, to maximize lighting efficiency, more than 90 percent of occupants will have views to the exterior.

"Throughout the process, Opus has provided helpful information and ideas for us to make intelligent decisions," McCabe said. "We appreciate the partnership we have with Opus and feel that they have a strong understanding of how we make decisions allowing them to deliver on our goals."

MINNEAPOLIS

The Latest

One of Opus' greatest strengths is how we listen. We're committed to understanding our clients' needs and providing developments that exceed their expectations. Our design-build approach helps us achieve our clients' goals by addressing them in the initial stages.

More and more we hear from our clients that sustainable design is critical to their developments. Here in Minneapolis, we have two office projects that are pursuing LEED® certification. We are pursuing LEED Gold certification for Excelsior Crossings, a 700,000-square-foot office development in Hopkins, Minn., that will be occupied by Cargill, and LEED Silver certification for UnitedHealth Group's headquarters expansion in Minnetonka, Minn.

The sustainable aspects under consideration include site selection of a redeveloped brownfield site, excellent access to public transportation, community elements, such as retail amenities and residential areas, reducing roof surface heat and using materials from local sources. These green components are project specific, and our team worked closely with our clients to ensure that they addressed sustainability in the manner that best fit each development.

Sustainable elements are just one example of how our design-build process benefits our clients. We are thankful to have clients who allow us to partner with them from the beginning in order to provide excellent results.



Tim Murnane
Senior Vice President
& General Manager
Opus Northwest, L.L.C.

Opus News

Opportunity Partners – Opus recently broke ground on a multimillion dollar expansion and renovation project in Minnetonka, Minn., for Opportunity Partners, an organization that supports people with disabilities and special needs in their effort to improve self-sufficiency at work, at home and in the community. The new expansion and building renovations will help improve the services that the organization provides to its clients.

Opus Cup – Opus recently held its eighth annual Opus Cup charity hockey event at Braemar Ice Arena in Edina, Minn., raising \$17,000 in proceeds from sponsors, players and sports fans and an additional \$10,000 donation from Opus. Opus presented a \$27,000 check to Hope for the City, a Minnesota-based non-profit relief organization that collects overstock products from retailers, medical companies and food distributors nationwide to fight poverty, hunger and disease. This year's event was generously sponsored by CB Richard Ellis, Welsh Companies, United Properties and Northstar Partners.

National Sculpture Society Award – Opus Architects & Engineers was recently awarded the "Henry Hering Medal" for the Saint Thomas More Chapel at the University of St. Thomas School of Law. The medal is given for outstanding collaboration between architect, owner and sculptor for the distinguished use of sculpture in an architectural project.



2007 Opus Cup
Check Presentation

Industry News

The first three rules in real estate are location, location, location. In many cases, this means developing in dense metropolitan areas and major markets that can support a large retail complex.

However, it also can mean finding the perfect fit for a project in a smaller mid-market location. This requires a bit more specificity in finding the right balance between what types of conveniences the residents in the area want and the amount of business the area is able to support.

In our region, we're seeing a trend of new developments in mid-market areas. We are nearing completion this fall on the Shoppes on Maine retail development in Rochester, Minn. This 600,000-square-foot retail power center with restaurants, upscale retailers and junior anchors is a welcome development to the city offering added convenience to shoppers who used to have to travel across town or to larger markets for comparable shopping experiences. New tenants include Dick's Sporting Goods, Lowe's, PetSmart, Target, Think Mutual Bank and Wehrenberg Theatres.

We are also in the process of developing a power center/lifestyle center, The Shoppes at Dawley Farm, in Sioux Falls, S.D. This is another 600,000-square-foot project that is slated to open in spring 2009. The center will include a national discount department store and general merchandise store, junior anchors, theater, restaurants and small shops.

These projects bring convenient, attractive alternatives to shoppers in mid-markets while ensuring strong business viability to retail tenants looking for new audiences.

We're proud to bring great retail developments to prime locations in large and small markets.



John Meyers
Vice President of Retail Development
Opus Northwest, L.L.C.

Profile: Tom Lund

Tom Lund, a senior director of real estate development with 23 years of experience in the real estate industry, primarily focuses on housing and mixed-use projects. Locally, Tom has been involved in two downtown Minneapolis condominium projects – the 39-story Carlyle and the 27-story Grant Park – and currently is working on two hotel developments. Additionally, he has residential projects underway in Chicago, Denver and St. Louis and helped open Opus' St. Louis and Kansas City, Mo., offices. He has been an active team member on many of Opus' Class A office projects, as well.

A former Aspen ski instructor, Tom stays active by running, skiing and cycling. He lives in Edina, Minn., with his wife, Stephanie, and their three children, and enjoys spending time with them at their cabin in Montana. The entire family stays active by participating in triathlons together.

Contact Tom Lund at 952.656.4566 or tom.lund@opusnw.com.



Tom Lund
Senior Director of
Real Estate Development
Opus Northwest, L.L.C.

Local Projects

Medtronic Cardiac Rhythm Disease Management Headquarters – Opus recently was recognized by the Minnesota Safety and Health Achievement Recognition Program (MNSHARP) for its extraordinary safety work on Medtronic’s 1.2-million-square-foot headquarters. This Minnesota Occupational Safety and Health Administration (MNOSHA) program recognizes companies where managers and employees work together to develop safety and health programs that go beyond basic compliance with all applicable OSHA standards and result in immediate and long-term prevention of job-related injuries and illnesses. The first stage of occupancy is scheduled for this September.

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The Shoppes at Dawley Farm – The initial phase of The Shoppes at Dawley Farm will be approximately 70 acres and part of a master-planned development, Dawley Farm Village, on the growing East Side of Sioux Falls, S.D. The 600,000-square-foot retail center will include opportunities for department stores, home improvement centers, electronic stores, restaurants, small shops and a theater. A second phase of the retail project could include an additional 20 to 30 acres, making the total retail development 90 to 100 acres.

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Shoppes on Maine – Lowe’s Home Improvement, the development’s first tenant, opened in late June and Target, Dick’s Sporting Goods and Wehrenberg Theatre are slated to open this fall. Additionally, Think Mutual Bank recently signed a contract for a nearly 5,000-square-foot bank in this 600,000-square-foot retail complex. Located in Rochester, Minn.’s south side, this retail development also will offer restaurants, national and regional junior anchor retailers and smaller, boutique shops.

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Medtronic Cardiac Rhythm Disease Management Headquarters
Mounds View, Minn.



The Shoppes at Dawley Farm
Sioux Falls, S.D.



Shoppes on Maine
Rochester, Minn.

Local Projects

The Summit of Mendota Heights – One of the Twin Cities’ premier residential communities located on Sibley Memorial Highway just minutes from the Minneapolis-St. Paul International Airport, The Summit of Mendota Heights is seeing great buyer activity and interest. Opus recently opened two furnished twinhome models and is slated to have a condominium model grand opening in August. With summer in full swing, current residents are enjoying the numerous amenities and walking trails this 110-home community has to offer.

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The Summit of Mendota Heights
Mendota Heights, Minn.

Opus Building: Center for Advanced Imaging – Mayo Clinic’s Center for Advanced Imaging Research, located in Rochester, Minn., will be dedicated on Sept. 10. Currently, Opus is finishing interior work including floors, wall covering and ceilings and will be completed by the beginning of August for owner move-in and furnishing. Designed to take into account the demands of specialized imaging equipment, this two-story, 40,000-square-foot building may ultimately grow to eight stories and approximately 320,000 square feet when multiple phases are finished. The project may be viewed via Opus cam at: <http://www.mayo.edu/webcam/opuscam.jpg>

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Center for Advanced Imaging Research
Rochester, Minn.

Select Comfort – The envelope for this build-to-suit, four-story corporate headquarters located in Plymouth, Minn., is complete and Opus is working on the interior. The office building and parking structure will be delivered to Select Comfort in late fall. Select Comfort is leasing its new headquarters from Opus and recently acquired an additional 6.5-acre site adjacent to it and signed a development agreement with Opus for future expansion.

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Select Comfort Corporate Headquarters
Plymouth, Minn.

Project Spotlight



UnitedHealth Group Minnetonka, Minnesota

UnitedHealth Group, to consolidate offices and bring employees closer together, is expanding with a 10-story building adjacent to its current headquarters in Minnetonka, Minn.

The new facility, to be completed in June 2008, is pursuing LEED® Silver certification. Opus Architects & Engineers are collaborating with Hammel, Green and Abrahamson (HGA) on the sustainable design. Elements are planned to include using white roofing material to reduce the roof surface heat island effect, cladding the pre-cast concrete exterior with stone mined nearby in Mankato, Minn., and using stepped lighting control systems that take advantage of available daylight to reduce electrical consumption providing

90 percent of employees with direct access to daylight. Construction of the building is underway with structural steel topped out in mid-July and precast stone panels beginning to be installed.

The 350,000-square-foot building, which includes an adjoining 1,800-car, seven-level parking structure, will house up to 1,750 employees transferred from some of UnitedHealth's 11 other Twin Cities locations and is the first phase of UnitedHealth Group's planned two-building Data Park expansion. Completion of Phase I is planned for May 2008.

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