

Leon County R&D Authority
5 Year Forecast
Summary

	Year Ending					
	Sep-20	Sep-21	Sep-22	Sep-23	Sep-24	Sep-25
INCOME						
OPERATING INCOME						
Rent	\$ 783,144	\$ 800,097	\$ 814,496	\$ 701,867	\$ 709,264	\$ 734,971
Ground Rent	-	-	-	-	-	-
Common Area Maintenance	60,760	62,584	76,890	79,198	81,573	84,020
Other Rents	360	360	360	360	360	360
EEP Program Income	-	-	-	3,200	3,200	3,200
Other Program Income	98,100	23,100	23,100	8,100	8,100	7,500
Other Income	1,400	-	-	-	-	-
TOTAL OPERATING INCOME	943,764	886,141	914,846	792,725	802,497	830,051
NON-OPERATING INCOME						
Interest	84,237	61,645	39,178	25,262	20,267	14,972
Operating Expense Reimbursement	6,534	6,666	6,794	6,923	7,063	7,210
TOTAL NON-OPERATING INCOME	90,771	68,311	45,972	32,185	27,330	22,182
TOTAL INCOME	1,034,535	954,452	960,818	824,910	829,827	852,233
EXPENSES						
OPERATING EXPENSES						
Employee Expense	435,378	449,501	462,532	475,784	489,726	504,147
Utilities	106,745	110,682	112,897	115,156	117,479	119,858
Maintenance & Repairs	70,070	62,402	63,401	59,594	60,659	61,751
Cleaning & Improvements	24,434	6,020	6,020	5,350	5,350	20,750
Services	117,907	122,786	126,462	114,329	116,096	118,800
Property Administration	117,046	148,390	124,038	124,691	125,348	126,010
Talcor Fees	86,100	88,253	90,459	92,720	84,660	86,761
Insurance & Taxes	60,278	62,087	63,949	65,868	67,844	69,879
TOTAL OPERATING EXPENSES	1,017,958	1,050,120	1,049,758	1,053,492	1,067,161	1,107,956
NET OPERATING INCOME (Loss)	16,577	(95,668)	(88,940)	(228,582)	(237,334)	(255,723)
Less: Capital Expenditures	-	1,009,000	1,070,000	20,000	20,000	20,000
FREE CASH FLOW	\$ 16,577	\$ (1,104,668)	\$ (1,158,940)	\$ (248,582)	\$ (257,334)	\$ (275,723)

Leon County R&D Authority
 5 Year Forecast
 Capital & Large R&M Projects

Building	Item	Sep-20	Sep-21	Sep-22	Sep-23	Sep-24	Sep-25	Deferred
<u>Building Detail</u>								
Collins	Remodel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collins	Furniture	-						
Collins	HVAC	-						
Collins	Parking Lot		45,000					
Collins	Additional Interior Renovation							?
Morgan	Complete Restroom Renovation	-						
Knight	Incubator Matching Funds		900,000	900,000				
Knight	Repurposing							?
Morgan	Elevator			75,000				
Morgan	Parking Lot		22,000					
Morgan	Interior Renovation							?
Morgan	HVAC-Typical All Buldings		20,000	20,000	20,000	20,000	20,000	
Johnson	Parking Lot		22,000					
Fuqua	Elevator			75,000				
TIC	Signage Refurb (high estimate \$3,000 x 42)							126,000
TIC	Land Use Planning/Geotech/Pad-Ready							800,000
								-
	Total	\$ -	\$ 1,009,000	\$ 1,070,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 926,000
<u>Building Summary</u>								
Knight		\$ -	\$ 900,000	\$ 900,000	\$ -	\$ -	\$ -	\$ -
Collins		-	45,000	-	-	-	-	-
Morgan		-	42,000	95,000	20,000	20,000	20,000	-
Johnson		-	22,000	-	-	-	-	-
Phipps		-	-	-	-	-	-	-
TIC		-	-	-	-	-	-	926,000
FUQUA		-	-	75,000	-	-	-	-
	Total	\$ -	\$ 1,009,000	\$ 1,070,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 926,000

Building	Tenant	Expires	Renewal Years	Renewal Rate	Annual Increase	Sep-20		Sep-21	Sep-22	Sep-23	Sep-24	Sep-25	
						Sf	Rate	Rent	Rent	Rent	Rent	Rent	
Knight	Vacant					-		\$ -	\$ -	\$ -	\$ -	\$ -	
Knight	NhuEnergy	7/31/2020			3.0%	486	\$ 15.85	7,703	7,934	8,172	8,417	8,669	
Knight	Nanostrata	8/31/2020			3.0%	254	\$ 15.86	4,028	4,149	4,273	4,401	4,533	
Knight	Vacant					772		-	-	-	-	-	
			Assumes										
Collins	FDACS	6/30/2022	Renewal	\$ 17.10	0.0%	1,926	\$ 16.60	31,972	31,972	31,972	31,972	31,972	
Collins	QuarryBio	7/31/2022		\$ 18.50		1,070	\$ 17.00	18,190	18,190	18,458	19,929	20,598	
Collins	LCRDA					2,103		-	-	-	-	-	
Collins	Incubator	Avg 50% occupied year 1 then 80%*				-	\$ 16.00	-	13,416	21,466	21,466	21,466	
Collins	Lab	Avg 25% occupied year 1 then 80%*				-	\$ 17.00	-	4,250	13,600	13,600	13,600	
Collins	Vacant					15,439		-	-	-	-	-	
Johnson	NPS-SEAC	2/18/2020	5	\$ 19.08		17,306	\$ 17.22	285,668	298,042	298,042	298,042	298,042	
Johnson	FSU-Anthropolo	7/31/2021	2	\$ 18.00 *		11,079	\$ 17.48	192,995	198,785	204,748	210,891	217,217	
Johnson	Vacant					-		-	-	-	-	-	
Morgan	FSU-CBTR	6/30/2020	YTY		3.0%	-	\$ 14.50	32,625	-	-	-	-	
Morgan	FSU-ISPA	4/30/2021	YTY		3.0%	130	\$ 16.92	2,200	2,216	2,233	2,249	2,266	
Morgan	FSU-NWRDC	4/30/2025	2		3.0%	4,003	\$ 14.50	58,769	60,532	61,578	61,578	61,578	
Morgan	Axion Technolo	5/31/2020	YTY		3.0%	-	\$ 15.60	4,165	-	-	-	-	
Morgan	Danfoss	1/31/2020	n/a			-	\$ 16.60	5,533	-	-	-	-	
Morgan	FSU-Lab/offices	5/31/2021	n/a			1,926	\$ 16.60	10,657	31,972	21,314	-	-	
Morgan	Vacant					15,000		-	-	-	-	-	
Phipps	FDOT	9/30/2022	5	\$ 2.00	0.0%	14,661	\$ 8.77	128,640	128,640	128,640	29,322	29,322	
Total						86,155		\$ 783,144	\$ 800,097	\$ 814,496	\$ 701,867	\$ 709,264	\$ 734,971

Rent Summary:	Occupied		Vacant	Rent		Rent	Rent	Rent	Rent	Rent
	Total SF	SF	SF	Rent	Rent	Rent	Rent	Rent	Rent	Rent
Knight	1,512	740	772	\$ 11,730	\$ 12,082	\$ 12,445	\$ 12,818	\$ 13,203	\$ 13,599	
Collins	20,538	5,099	15,439	50,162	67,828	85,495	86,966	87,635	87,635	
Johnson	28,385	28,385	-	478,663	496,827	502,791	508,933	515,260	540,553	
Morgan	21,059	6,059	15,000	113,949	94,720	85,125	63,828	63,845	63,862	
Phipps	14,661	14,661	-	128,640	128,640	128,640	29,322	29,322	29,322	
Total	86,155	54,944	31,211	\$ 783,144	\$ 800,097	\$ 814,496	\$ 701,867	\$ 709,264	\$ 734,971	

Below are some of the major variables to consider for the next five years

Major known lease issues/assumptions(incorporated in the attached lease schedule)

- Phipps lease reduces \$100k per year for 5 years effective 10/1/22
- Collins lease revenue additions assumed 50% in year 2, and 80% thereafter
- Assumed NPS Johnson lease renewed 2/2025
- Assumed FSU Anthropology Johnson lease continues to be renewed
- Assumed FSU Morgan leases for NWRDC, ISPA
- Assumed FSU Lab/Office leases run for two years
- Assumed Juggernaut land developed by end of 2nd year for CAM Purposes

Ongoing operations:

- Lease Revenue: Wrong Assumptions, New Opportunities
- Major Repairs: Elevators (\$150k), parking lots(\$100k), HVAC (?)
- Painting exterior of buildings
- Interest income: rates and principal balance declining
- Additional grant revenue opportunities

Strategic Plan Related:

- Use of \$1.8 million reserves for incubator matching funds
- Incubator startup/program costs, net of increased revenue
- Building Renovation: Morgan, & Collins (additional) carpet, paint, ceiling tiles
- Façade Upgrades
- Land use planning (\$75-\$100k), geotech & pad-ready site development/certification (\$85-\$115k per site)
- Knight repurposing
- New development: Spec building, conference facility, housing, Knight pavilion
- Expanded marketing
- Expanded events