



DENALI

COMPANIES

present **FOR SALE**

The Burggraff Property

**17568 Highway 371
Brainerd, MN 56401**

office **218.824.5000** | toll free **877.557.1031**

www.denalicompanies.com

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PUBLISHED REPORTS ABOUT THE AREAS' GROWTH

A recent update to the Baxter City Comprehensive Plan has determined The Brainerd Lakes Area is a regional commercial destination for nearly 100,000 year round residents and as many as 150,000 visitors or part-time residents for a total seasonal population of approximately 250,000 people. Baxter is the downtown for the lakes region.

A regional study referenced by the *Brainerd Daily Dispatch* on July 7, 2007 states; **“the Brainerd Lakes Area is forecasted to double its population by 2030”**.

A *Star Tribune* article written by David Peterson and dated September 22, 2005 reads as follows:

Brainerd big player among resort cities

The Brainerd lakes area emerged today as one of the nation's fastest-growing resort areas in the first ranking of the nearly 600 “micropolitan areas” – a brand-new category the federal government is using to refine its analysis of population growth and decline.

The two-county area around Brainerd attracted more than 4,000 new residents in this decade's first three years, the Census Bureau reports. That makes it the fourth-fastest growing mini-metro area in the Midwest, and the 28th fastest nationally.

The advantage of creating the new category is that it allows side-by-side comparisons with other resort communities such as Hilton Head, S.C.

“We are looking at a new type of city in the Brainerd area,” said University of Minnesota geographer Fraser Hart. “A highly dispersed one. The bypass west of Brainerd looks just like the 494 strip.”



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PROPERTY SUMMARY

123 Acres of land along Highway 371 just north of Baxter, MN.

Located in the beautiful Brainerd Lakes Area, this property and business is ripe for expansion or redevelopment. The site is within a stone's throw of the world famous Brainerd International Raceway, which under new owners has exponentially expanded their event schedule. BIR's National Race Event also brings another 100,000 people to the area every August. 36 acres on the property are directly located on busy Highway 371, gateway to the lakes region and near many complimentary venues. This synergy is causing major growth along with a huge development push on this highway corridor, leading to higher demand for sites and increasing property values. Now is a great time to invest in this unique, one of a kind property in the heart of the lakes area, Minnesota's premier vacation destination.

Area Attractions:

There has been major growth and a huge development push in the Brainerd Lakes Area throughout the last several years, and it is accelerating with each passing year. This growth has been anchored, up to recently, by the Highway 371 N corridor within the City of Baxter. However, many smaller and medium sized businesses cannot afford to move to the corridor and are looking for an alternative location with great traffic and visibility. The Baxter Town Center offers this and the depth of development that the area needs to sustain its growth without stretching itself too thin. As the main route continues to fill in, second tier development will be the strongest growth location in the area for many years to come.

2007 Baxter/Brainerd Marketplace Update

A recent update to the Baxter City Comprehensive Plan has determined the area is a regional commercial destination for nearly 100,000 year round residents and as many as 150,000 visitors or part-time residents for a total seasonal population of approximately 250,000 people. Baxter is the downtown for the lakes region.

A regional study published by the Brainerd Daily Dispatch on July 7, 2007 states "the Brainerd Lakes Area is forecasted to double its population by 2030".

A University of Minnesota Extension Service analysis shows that Baxter was capturing sales that equaled "five (5) times its population for building materials, seven (7) times its population for electronics, and fourteen (14) times its population for general merchandise".

A new 6500 foot runway opened at Brainerd Regional, making it an all weather airport, thus increasing its importance to the local market.

The new Cypress Drive extension running through the former Pine Meadows Golf Course, now the new Baxter Town Center, is almost complete. This five lane road is expected to carry 22,000 vehicles per day when opened.

continued



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Growth continues north of Baxter along the 371 Corridor. Denny Hecker has built a new Toyota dealership, along with rumors of building another new car dealership on neighboring property. Dondelinger Chevrolet has acquired a parcel just north of town, and also opened another dealership in Nisswa. Slumberland recently expanded, and Baxter Village 2 has been constructed.

Other new businesses and expansions include: Sears, Aqua-Vue, Crystal Pierz Marine, Nisswa Marine, Just For Kix Corporate HQ, Bang Printing, Stock Building Supply, Mid-Minnesota Federal Credit Union, Widseth, Smith & Nolting HQ, SEH Surveyors, Westwood Professional Services, CitiFinancial, and USB (US Bankcorp). Brainerd International Raceway has a new owner with upgrades and expansions planned. Brainerd Medical Clinic was acquired by St. Joseph's Hospital; Brainerd Surgical Center opened; Cuyuna Regional Hospital is expanding and Lakewood Health Care Systems opened a new satellite clinic. McDonald's is adding another store in the area. Stearns Manufacturing has expanded, CDC Enterprises has undergone a major production expansion and the Brainerd Regional Human Services Center will begin its redevelopment later this year.

Starbucks joins the two Caribou Coffees in the market.

Gander Mountain acquired the Reed's Sporting Goods business in Baxter and integrated it into the existing Gander Store in Baxter. The new JC Penney's is now open across from Wal-Mart.

East/West Highway 210 through Brainerd reconstruction almost complete

Sale Price:

\$2,990,000



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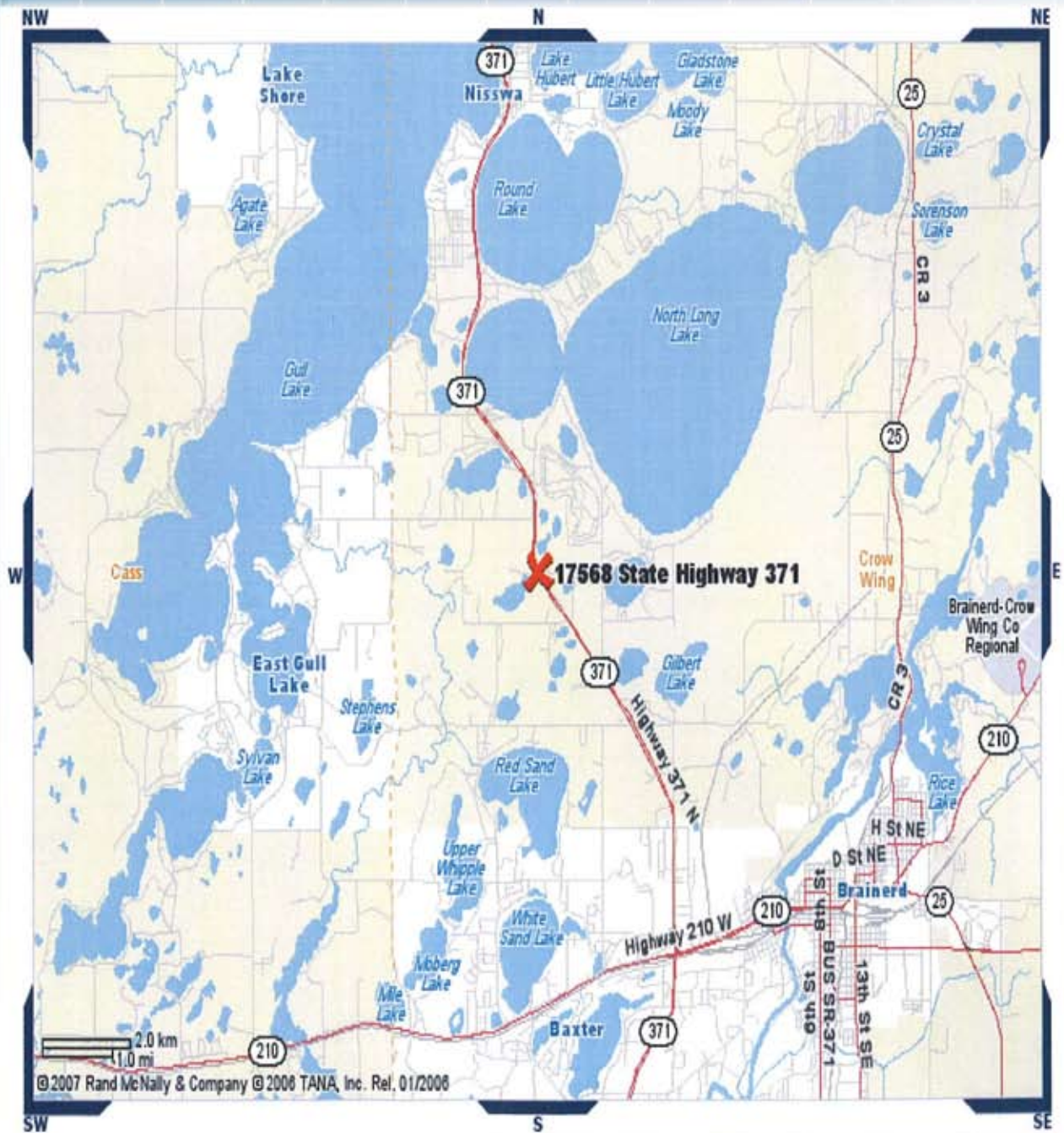
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MAP

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AERIAL PHOTO



0 0.2 0.4 0.8 Miles

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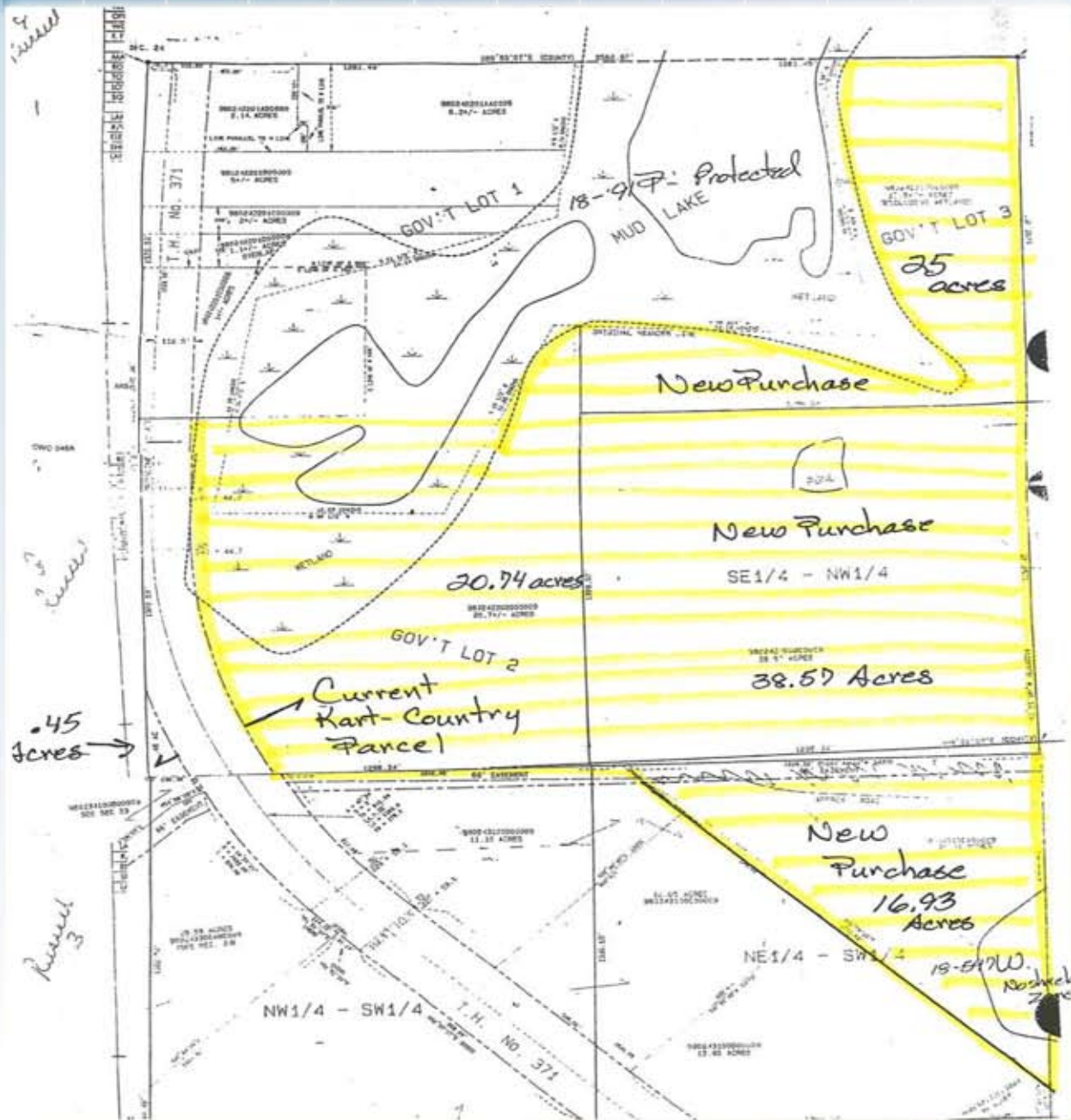
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SURVEY

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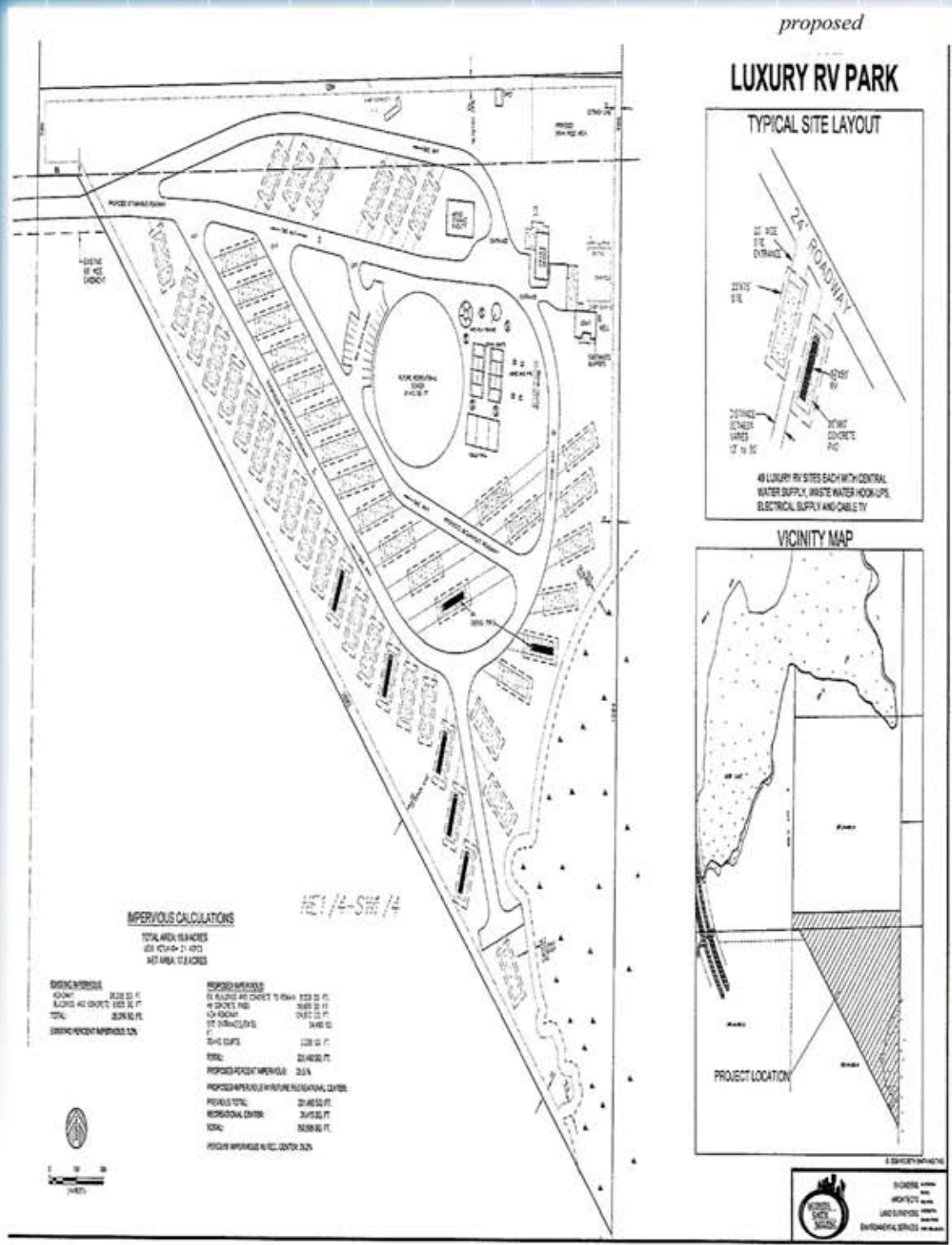


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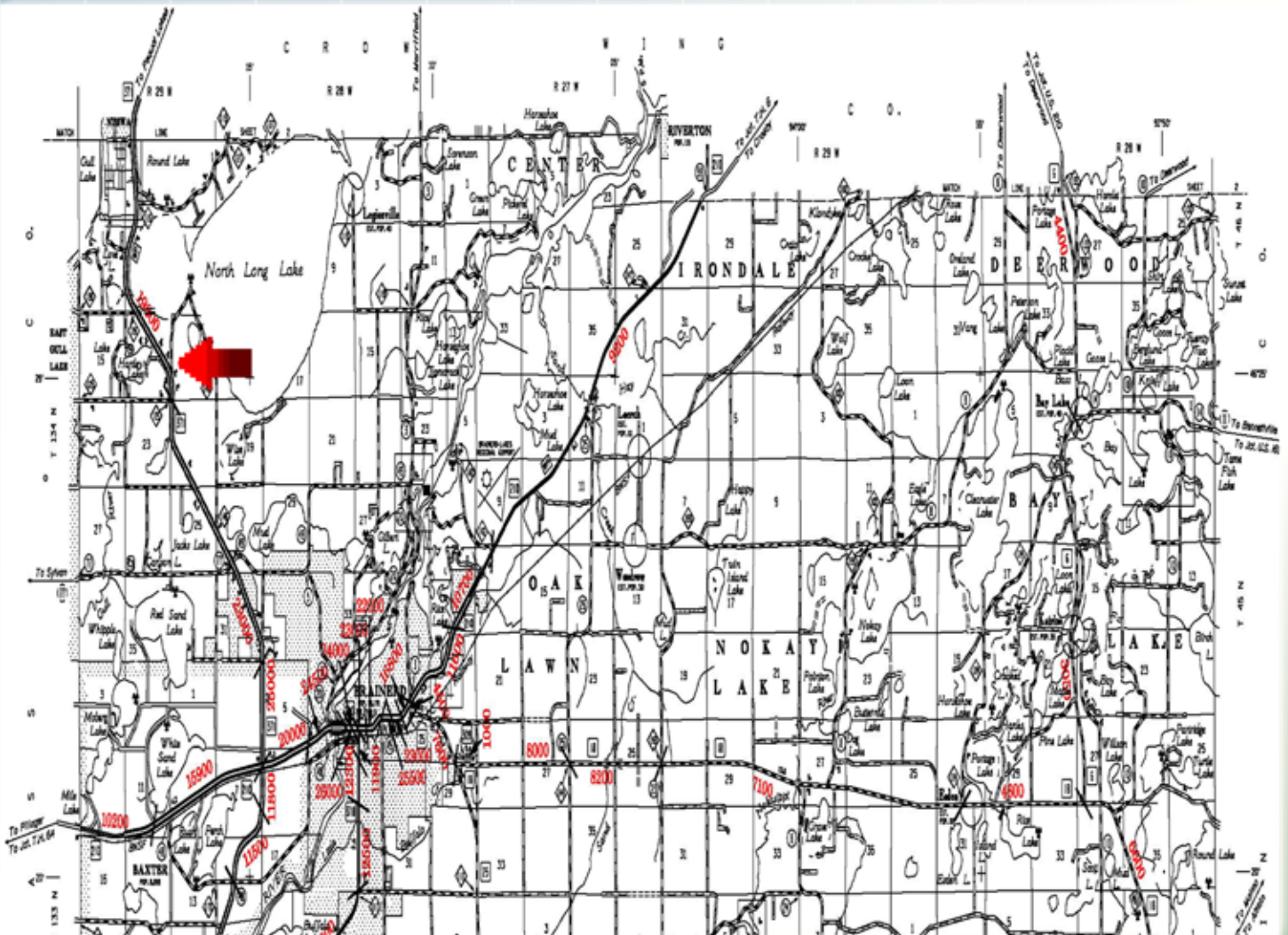
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TRAFFIC COUNTS

17568 Highway 371, Brainerd, MN 56401

2006 Trunk Highway Volumes General Highway Map

CROW WING COUNTY



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Population Estimates and Trends

Population Trends - 1980-2005						
	1980 Population	1990 Population	% Change 1980-1990	2000 Population	% Change 1990-2000	2005 Population
Market Area	48,828	52,002	6.5%	66,201	27.3%	72,336

Source: U.S. Census Bureau; Minnesota State Demographer; Community Partners Research, Inc.

- The Brainerd Lakes Market Area has primarily added population through in-migration. Approximately 79% of the population increase between 2000 and 2005 was due to internal in-migration (predominately the Twin Cities Metropolitan Area), and approximately 2% was due to international in-migration. The remaining growth in population of approximately 19% was due to natural increase, as births have exceeded deaths since 2000.
- According to an article on July 7, 2007 in the Brainerd Daily Dispatch, the Brainerd Lakes Market Area is projected to double its current size by the year 2030. This forecast has been made by several other credible sources as well.

Population Projections Through 2010		
	2005 Population State Demographer	2010 Projection State Demographer
Baxter	7,219	9,381
Brainerd/Baxter	21,068	23,850
Crow Wing County	61,070	67,060
Market Area	72,336	81,553

Source: Minnesota State Demographer; Community Partners Research, Inc.

- The population projections for Baxter expect a strong population growth between 2005 and 2010. It is expected to increase from 7,219 to 9,381 a net gain of 2,162 people.
- Brainerd/Baxter's population projection is expected to increase from 21,068 to 23,850 between 2005 and 2010. This is a net gain of 2,782 people, most of which will be within the City of Baxter.



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- Crow Wing County is projected to increase from 61,070 to 67,060 in population, a difference of 5,990 people between 2005 and 2010. The majority of this increase will likely come from the smaller towns and the lakes area immediately surrounding Brainerd/Baxter.
- The population projection for the entire Brainerd Lakes Market Area is expected to grow from 72,336 to 81,553 a net gain of 9,217 people from 2005 to 2010. This additional growth in the Market Area will come from Cass County to the west of Brainerd/Baxter. This would include the cities of Lakeshore, East Gull Lake; both located on the western shore of Gull Lake, as well as the cities of Pillager, Motley, and Staples which lie west on Highway 210.

Crow Wing Age	Co. Projected 2000	Persons by Age 2005	- 2000 - 2010	Change 2005-2010
0-19	15,281	15,930	16,850	920
20-24	2,857	3,880	3,920	40
25-34	5,867	6,820	8,260	1,440
35-44	8,264	7,980	7,680	(300)
45-54	7,452	8,770	9,450	680
55-64	5,968	7,360	9,340	1,980
65-74	5,048	5,370	6,210	840
75-84	3,227	3,600	3,740	140
85+	1,135	1,360	1,610	250
Total	55,099	61,070	67,060	5,990

Source: U.S. Census; Minnesota State Demographer; Community Partners Research, Inc.

- With strong growth projected, only one of the defined age ranges is expected to lose population through the remainder of this decade. The age group projected to decrease in size is the 35 to 44 year old range.
- Most of the net population growth is expected to occur within two age groups; the age range between 55 and 64 years old which largely reflects the aging of the leading edge of the “baby boom” generation which has abundant disposable income, and the age range between 25 and 34 years old which is the group starting families and growing out of their current homes.



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