Exclusive Offering Memorandum

FINGERLAKES MALL

1579 Clark Street Rd, Auburn, NY—Shopping Center

EASTERN CONSOLIDATED™

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FINGERLAKES MALL

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THE HOME DEPOT
KOHL'S
petco
DICK'S SPORTING GOODS
DOLLAR TREE
SUPERCUTS
chili's
BUFFALO WILD WINGS
ALDI
20
5
5
20
jcpenney
Bass Pro Shops Outdoor World
TRACK CINEMA
Available (Former Sears)
FINGERLAKES MALL

Executive Summary

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As exclusive agent, Eastern Consolidated is pleased to offer for sale The Fingerlakes Mall (the "Property" or "Center"), a ±492,592 gross square foot enclosed shopping mall with 405,335 rentable square feet as per current leases and license agreements. The Center is anchored by long-term tenants and national retailers Bass Pro Shops and JC Penney, who have been in continuous occupancy since 2004 and 1979 respectively. Penney's most recently renewed its Lease in 2010 for an additional ten-year term.

Fingerlakes Mall Today

The Property is currently ±70% occupied, including 35,786 square feet (8.8%) on a seasonal/temporary basis. The current vacancy of ±122,688 square feet is comprised primarily of the single 86,270 square foot west wing of the mall, formerly occupied by Sears. The balance of the available space consists of in-line stores ranging from 587 square feet to 11,068 square feet and averaging 2,500 square feet, available for immediate lease-up.

The Property is situated on a ±44.2 acre site and contains 1,288 parking spaces. In addition to this existing primary lot and improvements, the property features significant future development potential in the four (4) outparcels totaling up to ±11 acres located on the perimeter of the overall site. Two of these development lots have significant frontage along Clark Street (Routes 5 & 20) and add considerably to the value of the property.

The Fingerlakes Mall is located in Aurelius, NY just west of Auburn off of NYS Routes 20 and 5. The Center sits at the heart of the Fingerlakes Region, ideally located at the north end of the lakes themselves and at the midway point between the cities and major population centers of Rochester, Syracuse, Ithaca. In the broader context it is also central to Buffalo New York, Niagara Falls and The Great Lakes.

Address	Fingerlakes Mall: 1579 Clark Street Road, Aurelius, Cayuga County, NY AKA NYS Route /US Route 20	
Section / Block / Lot	115.13-1-1(Lots 1, 2, 3, 4.1, 8.11)	
Land Area	44.21 acres	
BUILDING AREA		
Gross Square Feet	492,592 ±	
Occupied Square Feet	282,647	69.7%
Vacant Square Feet	122,678	30.3%
Rentable Square Feet	**405,325**	**100.0%**
Year Built	1977/78 Operational 1979	
Surface Parking Spaces	1,288	
Zoning	PUD (Planned Unit Development)	

The Fingerlakes Crossing Shopping Center, a 245,000 square foot regional mall anchored by Dick's Sporting Goods, Kohl's, and Home Depot is located directly across Route 5 from the Fingerlakes Mall. Together, these two retail centers serve not only the local population, but with the added attraction of the exhibits, seminars and recreational boat sales of Bass Pro Shops, draws visitors and shoppers from the entire region and beyond this retail hub. Auburn is located in Cayuga County and is easily accessible from Interstate Highways I-90, I-81 and I-86, all of which serve as the major arteries connecting the major cities of Upstate New York.

Future Growth Potential/Redevelopment

The Fingerlakes region is condsidered to be the primary destination in northern New York for boating, fishing, hiking and outdoor recreation as well as a major agricultural center with wineries and restaurants that are known for their farm-to-table offerings.

The area is also a major focus of the Fingerlakes Regional Economic Development Council's (FLREDC) Upstate Revitalization Initiative - October 2015. The Plan targets three industry clusters for seed funding and allocated resources to build upon recent progress and extend economic opportunity for the region's residents, businesses and communities.

The Fingerlakes Mall offering presents retail investors with an opportunity to acquire a well-located shopping center with a strong in-place anchor tenancy for the next several years and the ability to reposition the center through a renewed leasing strategy and marketing campaign.

The Mall also represents a tremendous opportunity to redevelop a large-scale property at a strategic crossroads in the Fingerlakes Region as either a reconceived shopping destination and experience or as a completely new use, perhaps in-line with the FLREDC economic growth objectives.

INCOME	PROJECTED
In-Place Income	$1,402,424
Projected Income	$833,285
Total Projected Income	**$2,235,709**
EXPENSES	
Estimated Expenses	**$1,695,016**
PROJECTED NOI	**$540,693**
Asking Price	**$16,000,000**

Location Map

Current Lease Status

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Occupied

Unit	Area SQF	Percent of Total	Monthly Base Rent	Annual Base Rent	Percent of Total
Major Spaces (Includes Seasonals)*	184,005	45.40%	$86,738	$1,040,853	73.10%
In-Line Spaces	78,198	19.29%	$23,377	$280,524	19.70%
Food Court	3,242	0.80%	$5,750	$69,000	4.85%
Kiosks/Vending	956	0.24%	$2,785	$33,414	2.35%
Mall-Related	16,246	4.01%	$0	$0	0.00%
	282,647	**69.73%**	**$118,649**	**$1,423,791**	**100.00%**

** Approximately 35,000 SF is occupied on a weekly or monthly basis as a seasonal tenancy, catering to extremely high demand during the holiday seasons and on the weekends for fairs and large events.*

Vacant

Unit	Area SQF	Percent of Total	Monthly Base Rent	Annual Base Rent	Percent of Total
Major Spaces (Includes Seasonals)	86,270	21.28%	$0	$0	
In-Line Spaces	36,014	8.89%	$0	$0	
Food Court	0	0.00%	$0	$0	
Kiosks/Vending	394	0.10%	$0	$0	
Mall-Related	0	0.00%	$0	$0	
	122,678	**30.27%**			

Total

Unit	Area SQF	Percent of Total	Monthly Base Rent	Annual Base Rent	Percent of Total
Major Spaces (Includes Seasonals)	270,275	66.68%	$86,738	$1,040,853	73.10%
In-Line Spaces	114,212	28.18%	$23,377	$280,524	19.70%
Food Court	3,242	0.80%	$5,750	$69,000	4.85%
Kiosks/Vending	1,350	0.33%	$2,785	$33,414	2.35%
Mall-Related	16,246	4.01%	$0	$0	0.00%
	405,325	**100.00%**	**$118,649**	**$1,423,791**	**100.00%**

Income & Expenses

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In-Place Income

Majors	Annual	PSF
Bass Pro Shops	$574,992	$6.73
JC Penney	$123,178	$2.40
Spirit Halloween Superstores	$52,000	$1.45
Track Cinema, Inc.	$72,684	$6.38
Total Income - Majors	$822,853	
In-Line Spaces	$280,524	$4.03
Food Court	$69,000	$21.28
Kiosks/Vending		
Base Rents	$33,414	
Estimated Commisions Based On Revenue For In-place Kiosks	$50,000	
Total Kiosks/Vending	$83,414	
Reimbursement Income (CAM, RET, Electric)	$146,633	
Total In-Place Income	$1,402,424	

Projected Income

	Annual	PSF
MAJOR (FORMER SEARS SPACE)	$431,350	5.00
In-Line Spaces	$381,735	$10.60
Kiosks/Vending	$20,200	$50.00
Projected Income	$833,285	

Total Projected Revenue	$2,235,709

Estimated Expenses

Common Area Expenses	
Repairs & Maintenance	$428,802
Cleaning	$16,646
Utilities	$180,319
Landscaping	$2,729
Security	$78,225
Administrative	$351,183
Total Common Area Expenses	$1,057,903

Other Reimbursable Expenses	
Real Estate Taxes	$137,551
Electric - Sale of Utilities	$272,602
Trash Removal - Contracted Services	$6,503
Total Reimbursable Services	$416,656
Total Common Area & Other Expenses	$1,474,559

Non-Reimbursable Expenses	
Payroll	$1,478
Parking Lot	-$362
Marketing & Advertising	$139,302
Administrative	$79,612
Insurance	$98
Property Taxes	$330
Total Owner's Expenses (Non-Reimbursable Income)	$220,458

Total Estimated Expenses	$1,695,016

Projected Net Operating Income	$540,693

Fingerlakes Mall

SPORTSMAN'S CENT
TRACKER BOAT CENTER

JCPenney

Savannah Bank

Rent Roll

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Major Spaces

Unit	Tenant	Area	Lease From	Lease To	Options	Term (Months)	Monthly Rent	Annual Rent	Annual Rent Per Area
AN12	BASS PRO	85,500	06/09/2004	06/09/2019	7 x 5 Years	180	47,916.00	574,992.00	$6.73
AN1	JC PENNEY	51,324	04/09/1980	04/30/2020	3 x 5 Years	481	10,264.80	123,177.60	$2.40
A04	Seasonal Market Space	35,786	Month-to-Month	Month-to-Month		3	22,500.00	270,000.00	$7.54
C25	Track Cinema, Inc.	11,395	03/06/2014	07/31/2024		125	6,056.96	72,683.52	$6.38
	Total Occupied	**184,005**					**$86,738**	**$1,040,853**	**$5.66**
AN3	VACANT (Former Sears)	86,270							
	Total Major Spaces	**270,275**					**$86,738**	**$1,040,853**	

In-Line Spaces

Unit	Tenant	Store Name	Area	Lease From	Lease To	Term (Months)	Monthly Rent	Annual Rent	Annual Rent Per Area
A08	Nicole Hoy		4,952	07/01/2016	12/31/2016	6	750.00	9,000.00	1.81
A11	Nancy Gunsalus Bacon	Funky Fashions	2,125	04/15/2016	10/31/2016	7	500.00	6,000.00	2.82
A13	Tina Casbarro	Teddy Mountain	3,591	01/01/2016	10/31/2016	10	300.00	3,600.00	1.00
A14	Mark Soper	Branford Heights Delights	2,860	01/01/2016	10/31/2016	10	300.00	3,600.00	1.25
B08	Brian Catalano		3,709	02/15/2016	09/30/2017	20	1,000.00	12,000.00	3.23
B09A	Dr. William A Bock, MD PC		1,291	02/01/2016	01/31/2017	12	200.00	2,400.00	1.85
B10	SRV LLC		4,001	10/01/2016	01/31/2017	4	2,500.00	30,000.00	7.49
B13	Tracker Boat Center (Bass Pro)		7,121	09/01/2016	12/31/2016	4	0.00	0.00	0.00
B15	Keith Cole	Team Cole MMA	2,906	05/01/2016	10/31/2016	6	500.00	6,000.00	2.06
B16	Delia Joe	Dog Gone Workout	3,662	06/01/2016	11/30/2016	6	400.00	4,800.00	1.31
B19	Scott Smith	Showtime Sportscards	3,576	01/01/2016	10/31/2016	10	300.00	3,600.00	1.00
B20	Brian Rosato & Brittiny Grummons	Twisted R/C Raceway	5,756	01/20/2016	04/30/2017	16	2,500.00	30,000.00	5.21
C02	St. Joseph's School/Book Bonanza		1,544	08/05/2010	07/31/2017	84	0.00	0.00	0.00
C03	William Jenkins	Forgotten Treasures	1,136	02/01/2016	01/31/2017	12	200.00	2,400.00	2.11
C06	Thomas Jr. & Penny Minnoe	AMTC	819	04/01/2016	03/31/2017	12	1,050.00	12,600.00	15.38
C08	Eric Hodson		12,069	09/01/2016	11/07/2016	2	600.00	7,200.00	0.59

Continued on next page

In-Line Spaces *Continued*

Unit	Tenant	Store Name	Area	Lease From	Lease To	Term (Months)	Monthly Rent	Annual Rent	Annual Rent Per Area
C15	Amy Tunison	Tunision's Treasures	1,000	01/01/2016	10/31/2016	10	300.00	3,600.00	3.60
C16	Keshia Laird	Crafters Corner	2,579	06/01/2016	11/30/2016	6	600.00	7,200.00	2.79
D03	David W. Nytch	West & Co Jewelers	1,667	11/01/2015	12/31/2016	14	3,000.00	36,000.00	21.59
D05	Carol Delano	Heaven Sent Creations	2,040	01/01/2016	10/31/2016	10	200.00	2,400.00	1.17
D06	Jay Smith		3,262	10/01/2016	12/31/2016	3	3,400.00	40,800.00	12.50
D16	Kathyann Wintamute		1,176	08/01/2016	01/31/2017	6	400.00	4,800.00	4.08
D19	LV Nails		880	06/01/2006	05/31/2017	132	1,369.02	16,428.24	18.66
D20	Savannah Bank, NA		1,664	01/01/2000	01/01/2020	240	1,508.00	18,096.00	10.87
E03	Kellie Ellis		586	09/01/2016	08/31/2017	12	600.00	7,200.00	12.28
E05	Michelle DeAngelo		614	01/11/2016	10/31/2016	10	200.00	2,400.00	3.90
E07	Anthony Musso	Family Karate	1,612	09/01/2012	08/31/2017	60	700.00	8,400.00	5.21
	Total Occupied		**78,198**				**$23,377**	**$280,524**	
A10	VACANT		2,067			0	0.00	0.00	0.00
A20	VACANT		3,000			0	0.00	0.00	0.00
B03	VACANT		801			0	0.00	0.00	0.00
B04	VACANT		648			0	0.00	0.00	0.00
B07	VACANT		809			0	0.00	0.00	0.00
B09	VACANT		3,690			0	0.00	0.00	0.00
C05	VACANT		734			0	0.00	0.00	0.00
C07	VACANT		1,780			0	0.00	0.00	0.00
C13	VACANT		3,230			0	0.00	0.00	0.00
C14	VACANT		11,068			0	0.00	0.00	0.00
C17	VACANT		1,537			0	0.00	0.00	0.00
C18	VACANT		1,338			0	0.00	0.00	0.00
C20	VACANT		1,354			0	0.00	0.00	0.00
D13	VACANT		2,631			0	0.00	0.00	0.00
D14	VACANT		740			0	0.00	0.00	0.00
E02	VACANT		587			0	0.00	0.00	0.00
	Total Vacant		**36,014**				**$0**	**$0**	
	Total In-Line Stores		**114,212**				**$23,377**	**$280,524**	

Food Court

Unit	Tenant	Area	Lease From	Lease To	Term (Months)	Monthly Rent	Annual Rent	Annual Rent Per Area
A16	Subway	866	08/01/2000	12/31/2016	197	1,750.00	21,000.00	24.24
A18	JVR 2016 Inc.	1,075	04/01/2016	12/31/2016	9	2,000.00	24,000.00	22.32
B06	China Max	600	06/09/2004	12/31/2016	151	1,000.00	12,000.00	20.00
B01A	Eric Sidor & Dale Cuddeback	701	10/01/2016	09/30/2017	12	1,000.00	12,000.00	17.11
	Total Occupied	**3,242**				**$5,750**	**$69,000**	
	Total Food Court	**3,242**				**$5,750**	**$69,000**	

Kiosks/Vending

Unit	Tenant	Area	Lease From	Lease To	Term (Months)	Monthly Rent	Annual Rent	Annual Rent Per Area
K01	United States Postal Service	200	03/01/1992	02/28/2022	360	909.50	10,914.00	54.57
K09	Sanjar Zakirov	120	08/01/2009	12/31/2016	89	1,000.00	12,000.00	100.00
K18	CTM Group	150	12/15/2013	11/30/2016	36	150.00	1,800.00	12.00
K21	CTM Group	100	12/15/2013	11/30/2016	36	350.00	4,200.00	42.00
T01	Innovative Foto	40	07/01/2009	06/30/2017	96	0.00	0.00	0.00
T03	Cayuga County Vending 1	36	06/01/2009	07/31/2017	98	0.00	0.00	0.00
T08	Innovative Vending	24	01/01/2014	12/31/2016	36	150.00	1,800.00	75.00
T14	ecoATM, Inc.	10	11/01/2012	12/31/2016	50	225.00	2,700.00	270.00
T15	Innovative Foto	40	07/01/2009	06/30/2017	96	0.00	0.00	0.00
T16	Stanton Automatics Inc.	20	11/01/2014	10/31/2016	24	0.00	0.00	0.00
T18	Northeast Vending Services	0	10/01/2009	12/31/2016	87	0.00	0.00	0.00
T19	Northeast Vending Services	0	10/01/2008	12/31/2016	99	0.00	0.00	0.00
T20	Cayuga County Vending 2	36	06/01/2009	07/31/2017	98	0.00	0.00	0.00
T29	Cayuga County Vending 3	36	06/01/2009	07/31/2017	98	0.00	0.00	0.00
T9999	Pepsi Bottling Group	144	06/01/2006	12/31/2016	127	0.00	0.00	0.00
	Total Occupied	**956**				**$2,785**	**$33,414**	
AMT01	VACANT	10			0	0.00	0.00	0.00
K02	VACANT	100			0	0.00	0.00	0.00
K05	VACANT	100			0	0.00	0.00	0.00
K17	VACANT	160			0	0.00	0.00	0.00
T13	VACANT	24			0	0.00	0.00	0.00
T21	VACANT	0			0	0.00	0.00	0.00
	Total Vacant	**394**				**$0**	**$0**	
	Total Kiosk/Vending	**1,350**				**$2,785**	**$33,414**	

Mall-Related Non-Revenue Spaces

Unit	Tenant	Area	Lease From	Lease To	Term (Months)	Monthly Rent	Annual Rent	Annual Rent Per Area
A21	Stanton Automatics	1,227	11/01/2009	10/31/2016	84	0.00	0.00	0.00
B01	Stanton Automatics 2	666	04/01/2010	10/31/2016	79	0.00	0.00	0.00
B02	Legends History Museum	671	06/16/2014	06/30/2017	37	0.00	0.00	0.00
B14	FLM Business Center	2,958	08/01/2016	07/31/2018	24	0.00	0.00	0.00
B17	FLM Community Room	5,433	08/01/2016	07/31/2018	24	0.00	0.00	0.00
D17	FLM Music Room	1,607	08/01/2016	07/31/2018	24	0.00	0.00	0.00
E01, E06	FLM Marketing Room	2,996	08/01/2016	07/31/2018	24	0.00	0.00	0.00
E04	FLM Tech Center	688	08/01/2016	07/31/2018	24	0.00	0.00	0.00
	Total	**16,246**				**$0**	**$0**	

	Total Mall-Related	**16,246**

Lease Abstract: Bass Pro Outdoor World

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Unit	Lease Name	Lease Type	From	To	Area	Minimum Percentage Rent	PSF	Per Area	Per Area	Per Area	Deposit	(Months)	Tax Cap
AN12	Bass Pro Outdoor World	Permanent Retail Fixed	06/09/2004	06/09/2019	85,500	$574,992	6.73	0.00	0.21	6.94	0.00	181	

Included Spaces
Ground Floor: 75,500 SF, Mezzanine: 10,000 SF
Plus Outdoor Display Area BPS Boat Storage Area and Bass Pro Lake

Guaranty of Lease
Bass Pro, Inc. agrees to guarantee the payment and obligations of the tenant under the lease.

Bass Pro Exclusive Use
Landlord will not rent or permit to be used any space in the Shopping Center for the sale of hunting, fishing or camping equipment or boats, boat accessories or recreational vehicles, off-road vehicles or all-terrain vehicles, except on an incidental (less than 500 square feet) basis.

Additional Space Option (New Space)
Tenant right to add up to 25,000 square feet of additional space to the Initial Building on the ground level adjacent to the initial building as defined in the Lease.

Additional Space Option (Existing Space)
Tenant option to expand into space that becomes available on the Upper Level.

Renewal Options
Tenant option to renew the lease for seven (7) additional terms of five (5) years with 365 days notice prior to the end of the then current lese term. All terms and conditions contained in the Lease shall apply during the option periods.

Percentage Rent Each Lease Year
"Tenant pays percentage rent calculated based on the following thresholds, with a minimum percentage rent of $575,000 per year.

If the calculated percentage rent is less than the minimum percentage rent, then the difference, as accrued, offsets and reduces the amount of percentage rent payable in excess of the minimum percentage rent in subsequent lease years."

Percentage of Gross Rent	From	To
2.25%	$0	$35,000,000
2.00%	$35,000,000	$70,000,000
1.00%	$70,000,000	Unlimited

All sales of boats, recreational vehicles, off-road vehicles and all-terrain vehicles shall be one percent (1%) of Gross Sales with a maximum of $250 per such boat or vehicle sold.

Gross Rent includes income from Outdoor Display Area, Boat Storage Area and Bass Pro Lake, if any.

Real Estate Taxes
Tenant shall pays its pro rata share of increases in real estate taxes over a base year up to a maximum increase of five percent (5%) per year.

Utilities
Tenant shall pay for all gas, electricity, water, sewer, heat and other utilities provided or used in or at the leased premises.

Continued on next page

Trash & Garbage Removal

Tenant is solely responsible for all trash and garbage removal costs from the leased premises.

Assignment or Sublease

No landlord consent is required for portions of tenant's store not to exceed twenty percent (20%) of the square footage thereof, portions used for boat and recreational vehicle sales and/or portions used for restaurant or snack bar purposes, provided subtenant is creditworthy and the business in the leased premises is one coordinated operation and not segmented businesses. Tenant remains responsible for all obligations under the term of the Lease.

Landlord consent not required for estate planning transfers, transfers due to an intra-organization restructure or tranfers to a qualified third party which will be operating at least 80% of the retail stores of Tenant.

Mall Name

Landlord cannot change the name of the shopping center from "Fingerlakes Mall" without the prior written consent of Tenant.

"No Build Area"

Termination Option

Tenant has the right to close its business after the first ten (10) years of the original lease term. Landlord can then terminate the lease upon thirty (30) days notice. If landlord does not then terminate the lease, all provisions of the lease, including the obilgation to pay rent, remain in full force and effect for the balance of the then-current lease term.

Tenant Profile: Bass Pro Shops - Auburn, NY

Bass Pro Shops has been located at this location in Aurelius, just west of Auburn since 2003/2004 and is the first store of the privately-held, Springfield, Missouri-based hunting and fishing retailer to be established in New York State. The property is ideally located at the north end of the Fingerlakes Region, a short drive and approximately equidistant to the Cayuga, Owasco and Skaneateles Lakes. It is also 39 miles at the shortest distance to the massive Lake, Ontario and its 7,320 square mile area and tremendous fishing and wildlife habitats.

The Auburn Bass Pro Shops store caters to a wide swath of the population of northwest New York State. The store features Adirondack lodge-style architecture, complete with waterfall, rustic wildlife displays, and huge aquarium stocked with trophy fish, offers a breathtaking backdrop to the state's biggest selection of fishing, hunting, camping, and boating gear. Elements such as whole, split, peeled logs, bark, roots, and burls, along with native granite fieldstone, were used to build interior and exterior components. The massive fireplace and chimney built of cut stone are also great attributes to its structure within the Adirondack style and the use of native building materials promotes a natural atmosphere here in the 85,500 square foot store.

Departments

Bass Pro Shops is more than just hunting and fishing, the store carries a large assortment of national brand men's and women's clothing for every season as well as gift items located in our Gifts and Nature department as well as bird feeders, bird seed, weather stations, bedding, candles and more! Find just the right gift for any special occasion! Browse through the expansive TRACKER Indoor Boat Showroom and check out our hunting, fishing and camping gear! Bring the family and spend the day. It'll be an unforgettable outdoor adventure!

In-store Events, Courses, Workshops and Attractions

On Tuesdays, Thursdays and Saturdays, the store holds a "Fish Feeding Frenzy" at its 22,000 gallon fresh water fish tank. It's an event where kids can join in on the fun by assisting the staff biologists with feeding and learn about over 15 different species of fresh water fish native to New York State lakes and waterways! The Auburn store offers free tours open to any group to experience the numerous wildlife displays, painted wall murals and antique equipment with the company's knowledgeable staff. Courses include Hunter Safety and Bow Safety Courses and other special events throughout the year such as the annual Spring Fishing Classic, Go Outdoors Event, and Fall Hunting Classic. This location also holds seasonal events such as the Boat Show, Easter Event, Memorial Day Event, Family Summer Camp, Labor Day Event, Professional Bull Riding Event, Halloween, Ice Fishing Weekend and the winter favorite, Santa's Wonderland.

It was recently announced that Bass Pro Shops has acquired control of privately-held Cabela's, its primary competitor in the sporting good space and the perfect complement to incorporate regions throughout the country that BPS did not already operate in. The acquisition is accretive in this respect and will further strengthen both brands moving forward.

The Auburn, New York Bass Pro Shop is a long-established enterprise in the Fingerlakes Region and in this location in particular. It has remained a destination for hunters and fisherman, shoppers and tourists as well as the general public seeking information and education about wildlife sports in one of the best sporting locations in the entire northeast United States.

Bass Pro Shops
Z8 NITRO

FINGERLAKES MALL
West & Co.
DIAMONDS • JEWELRY
JCPenney
Bass Pro Shops
SPORTSMAN'S CENTER
CINEMA
NOW OPEN
3 GUYS BARBER SHOP
DOMINICKS GRILLE

café square/cinemas

JCPenney

Bass Pro Shops
TRACKER

CINEMA
CINEMA
CINEMA
HAPPY BIRTHDAY GUNNER
FROM TRACK CINEMA
KUBO
SUICIDE SQUAD
SOLD HERE

SPIRIT HALLOWEEN
SPIRIT
OVER 1,200 STORES NATIONWIDE
NOW HIRING!
NOW OPE

NOW AVAILABLE
IMMEDIATE

SPIRIT HALLOWEEN
NOW HIRING!
NOW OPEN!

SUBWAY
$6.50
SIGNATURE WRAPS

Fingerlakes Mall Tax Map

AURELIUS
LOCATION MAP
CANOGA ROAD
FORMER NEW YORK CENTRAL RAILROAD
WEBSTER ROAD
FINGERLAKES MALL
FINGERLAKES MALL LLC, R.O.
AREA ENTIRE PARCEL = 117.4824 ACRES
AREA ENTIRE PROPERTY = 5,117,9031 SQ.FT.
FOR DETAILS OF THIS AREA SEE SHEET 2 OF 2
DEBRA D. WAYNE, R.O.
AURELIUS HOSPITALITY LLC, R.O.
ALL STORAGE PROPERTIES, L.L.C., R.O.
DARROPP REALTY CORP., R.O.
ORS REALTY COMPANY, INC.
ALDI INC., R.O.
CLARK STREET RD.
(COUNTY ROAD)
NEW YORK STATE ROUTE NOS. 5 & 20
EAST - WEST ARTERIAL
GRAPHIC SCALE
N
ALTA/ACSM LAND TITLE SURVEY
FINGERLAKES MALL
PART OF LOT 44
TOWN OF AURELIUS
CAYUGA COUNTY NEW YORK

Fingerlakes Age Breakdown 2016

2016 Total Population: 101,715
2021 Total Projected Population: 101,805

Age 0-4	5.07%
Age 5-9	5.45%
Age 10-14	5.93%
Age 15-19	6.06%
Age 20-24	5.96%
Age 25-29	6.17%
Age 30-34	5.76%
Age 35-39	5.38%
Age 40-44	5.94%
Age 45-49	6.73%
Age 50-54	7.85%
Age 55-59	8.16%
Age 60-64	7.14%
Age 65-69	5.82%
Age 70-74	4.26%
Age 75-79	3.08%
Age 80-84	2.36%
Age 85+	2.88%
Age 18+	79.82%

Data provided by: esri

Income Breakdown 2016

$15,000	11.97%
$15,000-$24,999	11.27%
$25,000-$34,999	10.70%
$35,000-$49,999	13.34%
$50,000-$74,999	19.18%
$75,000-$99,999	13.75%
$100,000-$149,999	13.21%
$150,000-$199,999	3.85%
$200,000 or greater	2.72%

2016 Average Household Income: $68,375

Projected Income Breakdown 2021

$15,000	11.83%
$15,000-$24,999	12.37%
$25,000-$34,999	8.19%
$35,000-$49,999	9.76%
$50,000-$74,999	19.66%
$75,000-$99,999	15.15%
$100,000-$149,999	15.33%
$150,000-$199,999	4.68%
$200,000 or greater	3.02%

2016-2021 Per Capita Income: Annual Growth Rate: 1.77
2016-2021 Median Household Income: Annual Growth Rate: 1.92

Data provided by: esri

2016 Labor Force by Occupation

- Management
- Business/Financial
- Computer/Mathmatical
- Architecture/Engineer
- Life/Social Sciences
- Social Service
- Legal
- Education/Library
- Arts/Entertainment/Rec
- Health Practices
- Health Support
- Protective Service
- Food Preperation
- Building Maintenance
- Personal Care
- Sales
- Office/Admin
- Farm/Fish/Forestry
- Construction/Extraction
- Maintenance/Repair
- Production
- Transportation/Moving

Management	9.49%
Business/Financial	3.25%
Computer/Mathematical	1.33%
Architecture/Engineering	1.63%
Life/Physical/Social Science	0.48%
Community/Social Service	2.40%
Legal	0.86%
Education/Training/Library	6.79%
Arts/Design/Entertainment/Sports/Media	2.01%
Healthcare Practitioner/Technician	5.87%
Healthcare Support	2.61%
Protective Service	2.98%
Food Preparation/Serving Related	5.55%
Building/Grounds Cleaning/Maintenance	3.37%
Personal Care/Service	3.91%
Sales and Sales Related	10.21%
Office/Administrative Support	13.22%
Farming/Fishing/Forestry	1.38%
Construction/Extraction	4.44%
Installation/Maintenance/Repair	3.70%
Production	8.60%
Transportation/Material Moving	5.91%

Data provided by: esri

Location Overview

Auburn is located in the heart of the northern Finger Lakes region of New York State and is conveniently situated between Syracuse, Rochester and Ithaca, making it an ideal community to live, work and raise a family.

Additional highlights include:

- Rich in culture, arts and history, Auburn offers a great array of museums, historic sites and national landmarks such as the Old Post Office and Courthouse, Harriet Tubman Home and the William Seward House (Former Governor of NY, Secretary of State under Abe Lincoln and Andrew Johnson).
- Home to the Auburn Doubledays, a professional minor league baseball team, and the Auburn Public Theater, presenting professional entertainment that offers something for everyone year round.
- Less than an hour drive to Syracuse University and Cornell University,

Memorial City Hall

William H. Seward House

U.S Post Office and Federal Court House, Auburn, NY

Major Employers in the City of Auburn

Auburn Community Hospital
Healthcare
851 employees

Auburn Correctional Facility
Government
797 employees

Cayuga County
Government
770 employees

Auburn Enlarged School District
Education
619 employees

Wegmans
Grocery
386 employees

Cayuga Community College
Education
347 employees

Walmart
Retail
336 employees

XYLEM (Goulds)
Manufacturing
335 employees

City of Auburn
Government
331 employees

NUCOR
Steel & Iron
320 employees

Neighborhood & Market Area Data Analysis

Location

Fingerlakes Mall is located on the north side of the NYS Route 5/US Route 20 overlap due west of the city of Auburn, within the town of Aurelius.

Aurelius occupies the central section of Cayuga County. Whereas the area has historically comprised low density development, it is slowly transitioning into a major retail node.

Neighborhood Boundaries

Fingerlakes Mall is located in eastern Aurelius between Auburn (east) and rural townships of Montezuma and Throop (north), Springport and Fleming (south) which collectively represent west-central Cayuga County. Seneca Lake (west) demarks the Cayuga/Seneca County jurisdictional boundary, beyond which are (villages of) Seneca Falls and Waterloo and thereafter the city of Geneva.

Fingerlakes Crossing is a major retail plaza anchored by Home Depot and co-anchored by Dicks Sporting Goods, Kohl's Department Store supplemented by an in-line Petco store. A Chili's and Buffalo Wild Wings occupy pad sites further complimented by a drive-up plaza featuring discount oriented entities. Certain low-grade retail still exists along Clark Street Road including a snowmobile and implements dealer among others. An Aldi store is developed upon a site at the mall entrance along Clark Street Road.

Fingerlakes Mall's neighborhood represents one of two commercial-retail nodes serving greater Auburn. The latter retail node is substantially along Grant Boulevard (NYS Route 5; northeast of downtown). Fingerlakes Mall is therefore part of one of the major local retail nodes.

Marketing Boundaries of Fingerlakes Mall

Marketing boundaries of Fingerlakes Mall extend beyond Aurelius to encompass portions of Auburn and surrounding towns. The marketing reach of Bass Pro Shop reportedly encompasses a broad swath of the Fingerlakes Region.

Major Arteries

The primary non-toll highways through the area are US Route 20 and NYS Route 20. Both are east-west thoroughfares extending almost the full length of New York State. They converge (overlap) in Auburn and (in Aurelius) pass directly in front of Fingerlakes Mall. Two (2) traffic-controlled intersections allow access into the mall. A third (westerly) permits egress only.

NYS Route 5 extends into Onondaga County concurrently with US Route 20, from the city of Auburn and into Seneca County to the west. Interstate Route 90 (NYS Thruway) services Auburn and areas surrounding Exit 40 in the town of Brutus/village of Weedsport. NYS Routes 34 and 38 also provide good (albeit secondary) access to the subject area. NYS Routes 34 and 38 are north-south highways which extend the entire length of Cayuga County passing through downtown Auburn. State and federal highways are supplemented via county and town roads enabling generally good access throughout the county.

FINGER LAKES *FORWARD*

United for Success

NEW YORK STATE OF OPPORTUNITY. Finger Lakes Regional Economic Development Council

Upstate Revitalization Initiative Plan

October 2015

The plan we present here represents a shared vision to realize a once-in-a-lifetime opportunity, build upon our recent progress, transcend our significant challenges, and extend economic opportunity to all of our region's residents.

The three industry clusters are unique strengths for the Finger Lakes region:

- Optics, Photonics, and Imaging
- Agriculture and Food Production
- Next Generation Manufacturing and Technology

Three economic enablers will facilitate the long-term development of these industry clusters and the region more broadly:

- Pathways to Prosperity (addressing workforce development and poverty reduction)
- Entrepreneurship and Development
- Higher Education and Research

This plan builds off the region's high quality of life and provides detailed strategies for each of these areas, and we are confident that this comprehensive plan will catalyze transformation in the Finger Lakes region.

We take pride in the fact that every vote of the FLREDC for five consecutive years has been unanimous. We are a united community. We are united for success.

Let us especially thank Governor Cuomo, Lieutenant Governor Kathy Hochul, and our state delegation for their support and this historic opportunity. We assume responsibility for developing the best possible plan and its implementation. To you, goes our gratitude for giving us the opportunity to dramatically accelerate the progress of our region. We also particularly thank the FLREDC, the Upstate Revitalization Initiative Steering Committee, more than 450 indefatigable Work Group members, and the thousands of regional stakeholders and members of the public who participated in this record process. This plan is a tribute to strong community engagement and a united Finger Lakes region.

And we are deeply grateful to The Boston Consulting Group, the University at Buffalo Regional Institute, and the contributions of our staff for helping us take regional strategic planning to the next level.

The Finger Lakes region is at a crossroads and the URI is essential for realizing its potential...

...progress is evident in the Finger Lakes. Recent investments, including more than $300 million in state support through the Finger Lakes Regional Economic Development Council (FLREDC), have helped to build upon the region's strengths and create 25,000 new jobs since 2011.1 Unemployment is the lowest in eight years and private sector job creation over the last three months is the highest year-over-year growth since 1990.

The City of Rochester is recouping its potential through investments in real estate and restoration of historic properties and a gradual increase in jobs as more companies and residents return to the City. Confidence in the region's promise is on the rise, as Rochester was recently announced as the headquarters of a new federally- designated institute for Integrated Photonics, which will bring at least $115 million in state investment to the region. The region's outstanding higher education and healthcare systems and an increasingly diverse economy are emblematic of the progress the Finger Lakes has accomplished to date.

URI support is critical to take recent progress to the next level and create a stronger and more prosperous community for all the region's citizens, build regional wealth by propelling long-term industry growth, create diverse job opportunities, and further develop a dynamically skilled workforce that will transform the region and reduce poverty – a key priority for both Governor Cuomo and the Finger Lakes Regional Economic Development Council. The region possesses a unique set of opportunities to develop, but there is fierce competition. A more connected world provides businesses with ever expanding options for investment, and URI support is essential to attract these investments to the Finger Lakes region. If successful with its URI plan, the Finger Lakes region will attract private leverage up to $6.4 billion over the course of the next five years in innovative industries that will build on core regional strengths and benefit all of New York State.

The Finger Lakes region's aspiration is to achieve job creation and increased regional wealth by galvanizing private investment to benefit the entire community.

A Letter from the co-chairs:

The Finger Lakes region is at a decisive moment in its history.

Utilizing rigorous quantitative and qualitative analysis, comprehensive community engagement, international best practices, and innovative approaches, we have developed a bold and ambitious plan for the future of our region.

Our plan has identified the optimal targets for investment: three industry clusters and three economic enablers that form the foundation for sustainable economic development.

Fig. 3

Quantitative & qualitative data were distilled into the plan

A few examples:

Quantitative analysis

NEW YORK STATE OF OPPORTUNITY Department of Labor — State data

UB University at Buffalo The State University of New York — UB Regional Institute analysis

MOODY'S ANALYTICS emsi — Outside-in data

M&T Bank Economic Outlook Survey — Local data

Qualitative insights

120+ Interviews

110+ Public input submissions

Work Group meetings

Outside benchmarks

Fig. 4

Evaluated 1,000+ industries to identify core clusters

Evaluated a broad set of 1,000+ sub-industries that included:

- **Consumer**
- **Energy**
- **Financial Institutions**
- **Healthcare**
- **Industrial Goods**
- **Insurance**
- **Tourism & Arts**
- **Retail**
- **Technology, Media & Telecom**

Filters

- Job growth →
- Output growth →
- Regional focus →
- Regional fit →
- Interviews →
- + many others

Focusing on a set of strong growth industry clusters

- **Optics, Photonics, and Imaging**
- **Agriculture and Food Production**
- **Next-Generation Manufacturing and Technology**

Region's strategy builds on strengths & competitive advantages

The URI plan consists of three industry clusters, or pillars, that will act as the core drivers of job and output growth (Fig.1). The three pillars are:

1. Optics, Photonics, and Imaging (OPI)

With more than 100 small- and medium- sized businesses driving new technologies and growth,9 advanced research at the University of Rochester and Rochester Institute of Technology (RIT), and SUNY Polytechnic, and specialized programs at Monroe Community College, the OPI sector is a leading source of inno- vation. As the headquarters of the American Institute for Manufacturing Integrated Photonics or AIM Photonics, the winning consortium in the Department of Defense's competition for a National Network for Manufacturing Innovation in Integrated Photonics, Rochester and the Finger Lakes region will be the recipient of significant investment. In addition to the substantial federal and New York State financial commitments to photonics, URI strategies primarily focus on strengthening other specific areas of optics, imaging, and laser technology, in which the region historically has been the global leader.

2. Agriculture and Food Production

The sector has been an area of strength for the region with the Finger Lakes producing approximately a quarter of New York State's total agricultural output. The region possesses a robust ecosystem encompassing all aspects of the food value chain, from agricultural research, to diverse farms and crops, to healthy food production, to sustainable waste management. The ongoing transformation in the industry to focus on healthy, natural, sustainably grown and produced foods will enable the region, with URI support, to amplify its strengths and become a national center for innovative agriculture and food production.

3. Next Generation Manufacturing and Technology

Significant recent progress has been achieved in three key next-generation manufacturing and technology hubs which are reinvigorating Rochester and the Finger Lakes region: Eastman Business Park (EBP), the Rochester Downtown Innovation Zone, and the Western New York Science & Technology Advanced Manufacturing Park (STAMP) in Genesee County. Within each hub, there is both existing activity and new, cutting-edge companies ready to move in. The URI will accelerate growth and help these hubs diversify into adjacent industries: energy storage, biomaterials, agriculture and food production, and functional films at EBP; IT, photonics, and new media in the Downtown Innovation Zone; and semiconductors, nanoscale, and advanced manufacturing at STAMP. While initially focused on these three locations, with the right combination of private and public investment, URI funding will support other emerging hubs over the next five years. URI Investment in next generation manufacturing and technology will accelerate the progress of the Finger Lakes in developing its next generation of industrial growth.

Fig. 1

Strategic framework

The URI plan for the Finger Lakes economy is supported by a strategic framework reflecting the region's objectives, priority pillars, and key enablers

In order to assess whether these areas are optimal targets for state investment, the Council focused on three primary criteria: output, jobs, and wages. The Council compared the Finger Lakes' performance and competitive advantage in these metrics against other upstate regions and the U.S. (Fig.2).

For each metric, the focus was both historic and forward looking. The identified industry clusters are those that make the Finger Lakes unique and represent areas in which the region outcompetes the other regions in upstate New York based on economic data. They also are industries in which the Finger Lakes is positioned to succeed against emerging competitors both domestically and abroad. The clusters were evaluated in terms of the ability to help reduce poverty.

The process to identify these areas of focus included quantitative and qualitative components. These inputs were used to narrow a substantial breadth of potential industries to highlight. Starting from over 1,000 industries assessed from a quantitative standpoint, the Council combined quantitative and qualitative insight to identify the areas of focus.

The URI plan is also comprised of three core enablers that will facilitate economic growth within the key pillar industries. These enablers are essential to achieve the four URI objectives and were selected through the same rigorous quantitative and qualitative analysis employed to select the pillars (Fig.1). The three enablers are:

A. Pathways to Prosperity: Workforce Development

The Finger Lakes region will strengthen its commitment to reducing poverty through coordination with the Rochester-Monroe Anti-Poverty Initiative and provide opportunities for success through targeted education and training efforts that ultimately link to job placement for workers of all skill levels.

Fig. 2

Comparative performance of the Finger Lakes region

Source: Economic Modeling Specialists, Inc.
Employment and Input-Output data

Fig. 7

Included in leverage:

$6.4B total
in private investment (more than 12:1 ratio)

8,200 direct jobs
and more than 9,000 indirect and induced jobs

50% **investment identified outside Monroe County**

$3.8B

URI-eligible projects identified

- Projects with known companies, investments
- Potentially eligible for URI support

$2.6B

URI-eligible projects in development

- Projects with unknown companies or non-specific source of funding
- Potentially eligible for URI support

B. Entrepreneurship and Development

The region will strengthen its entrepreneurship ecosystem through the incubation and acceleration of new start-ups, increasing access to capital, and growing urban and regional wealth through support for small businesses.

C. Higher Education and Research

With 19 institutions of higher education that have received more than $2.5 billion in research funding over the past five years,11 the Finger Lakes region will amplify its ability to attract world class talent and drive

cutting-edge research in the selected URI key pillar industries, as well as additional regional institutional strengths, including data science, biomedical research, applications and software development, and additive and sustainable manufacturing.

These three pillars and three enablers, along with the foundation provided by the region's rich quality of life, form the framework for dynamic, transformative long-term economic development in the Finger Lakes region. Together, they form the optimal portfolio for investment by directly complementing each other and creating far-reaching synergies. The selected industry clusters promote sustainable growth by placing the region at the forefront of innovation in well-established regional strengths, and preparing for future leadership in emerging fields of technology. This collection of industries also creates a robust regional strategy that draws on strengths in both the urban core of Rochester and throughout the nine counties of the Finger Lakes region.

The three enablers will support focused industry growth and develop the capabilities of the region more broadly by meeting the evolving demand for people, capital, and technology. Targeted training and education for hard-to-place workers will provide the nimble and skilled workforce necessary to support the expansion of growing industries, while fostering entrepreneurship will support the creation of new businesses, and investing in higher education and research will drive industry innovation and provide a pipeline of highly skilled workers.

Leverage Significant Private Investment Will Exceed State Goals

Over the next five years, with the support of URI funding from New York State, the region has identified up to $6.4 billion in private investment through companies relocating or increasing their operations in the Finger Lakes region, and create approximately 8,200 direct jobs and 9,000 indirect and induced jobs in New York State.

Geographic spread of anticipated leverage across the region

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No inspections of the Property are permitted unless accompanied by the Owners or a representative from Eastern Consolidated.

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