REQUEST FOR PROPOSALS
LEASING AGENT AND\OR BUILDING MANAGER
NUCLEUS INNOVATION CENTER

Nucleus is the innovation center and economic development arm of the University of Louisville Foundation. As the bridge from great research to start-up companies, Nucleus nurtures ideas from the mind to the marketplace. Developing a world class research park requires both great facilities and ideas. In addition to state-of-the-art research and office space, Nucleus surrounds its clients with innovative support services to smooth the way to successfully create the businesses and jobs of tomorrow.

Nucleus is seeking proposals from prospective leasing and/or management agents for the 195,950 sq ft Nucleus Innovation Center, Market Street (300 East Market Street), scheduled to be ready for occupancy in Spring, 2013. The new building is eight stories with floor plates ranging from 25,700 sq ft on the first four floors to 23,200 sq ft on floors five through eight. We are soliciting proposals for an exclusive leasing agent and for a management company for the building. Interested parties may propose to serve as either leasing agent, management company, or both. Preference will be given to firms offering to both lease and manage the building. Nucleus anticipates that, in addition to start-up companies, there will be a number of established companies that will find that locating in the Innovation Center will benefit their businesses. The community has coalesced around the "Life Long Wellness and Aging Care" initiative as one of the drivers of future economic growth. The Innovation Center, Market Street is the home to this important endeavor.

Parties interested in submitting a proposal must submit a detailed response to the following questions. You may provide whatever additional information that distinguishes you and your firm from the competition.

EXCLUSIVE LEASING AGENT:

A. Describe your marketing program in detail, including the desired term of the exclusive listing agreement.

B. Describe what marketing costs you would bear and what costs would be borne by Nucleus.

C. Describe your commission structure, including the commission rate, when commissions are paid, how cooperating brokers are paid, and how you handle renewal options.

D. Please list other Louisville area office and flex/R&D buildings for which you are the exclusive listing agent.

E. Please supply a list of five references, including phone numbers and e-mail addresses, if possible.

F. Identify the name, title and experience of each member of your proposed marketing team.

G. Describe your role in lease negotiations.