

KENNETH L. KIRKEBY

PROPOSAL TO PROVIDE PROFESSIONAL REAL ESTATE SERVICES TO THE CITY OF RAPID CITY

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Submitted January 29, 2010



Kenneth L. Kirkeby, GRI, CRS



**LEWIS - KIRKEBY - HALL
REAL ESTATE INC.**



LEWIS-KIRKEBY-HALL
REAL ESTATE, INC.

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January 21, 2010

City of Rapid City
City Council and City Staff
City/School Administration Center
300 Sixth Street
Rapid City, SD 57701

I appreciate the opportunity to submit a proposal to provide the City of Rapid City with professional real estate services to assist in the successful negotiation of buying and selling City property.

My 45 years of experience and knowledge of Rapid City's commercial land inventory will enable me to provide you with the highest level of expertise. This expertise and knowledge will enable me to locate qualified buyers and ultimately perform successful sales negotiations.

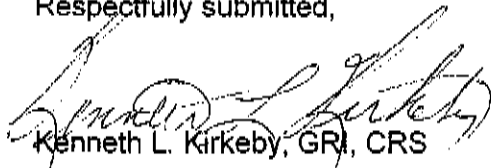
With my marketing expertise, the entire Coldwell Banker staff as well as other real estate professionals will be working to locate the right buyer for your property. Buyers interested in your property will tend to fit a profile of financial ability. Our marketing activities will be aimed at attracting the attention of these users, both local and out-of-town.

We will work to pre-qualify and pre-approve prospective buyers, negotiate terms that are favorable for you, and manage the details of the transaction

Working closely with you and communicating at all times will be essential to successfully marketing your property.

Thank you for your consideration and please don't hesitate to contact me if you require additional information. I look forward to the opportunity of teaming up with the City of Rapid City to create a successful business relationship.

Respectfully submitted,



Kenneth L. Kirkeby, GRI, CRS

KLK/kj

Enclosures



Kenneth L. Kirkeby

January 2010

Friends and clients come from satisfied customers. The longevity of a realtor's career is based on his or her performance. Expect the best and let me help you with your Real Estate needs.

SUMMARY STATEMENT OF QUALIFICATIONS: Ken Kirkeby has been in the real estate business in Rapid City for 45 years as well as being licensed in Wyoming and Nebraska. A more in depth description of Mr. Kirkeby's professional and personal achievements are included on a separate page.

SPECIFIC QUALIFICATIONS: Extensive experience in commercial real estate transactions. Including the successful negotiation of the Cabela's property, and Rushmore Crossing, as well as many more successful transactions. An itemized list of recent commercial sales transactions is included.

MARKETING PROPOSAL: Successful marketing requires a comprehensive marketing program to enlist the support of other real estate professionals, and reach out to targeted buyer groups. The reason we need a comprehensive marketing plan is because no single marketing technique by itself is universally effective in telling buyers about your property. It takes effort on a large scale, using a combination of techniques. Essential to a successful plan are the "behind the scenes" activities we undertake to promote your property, such as marketing to our past customers and to other real estate professionals. We propose to market to all area Realtors, work closely with Rapid City Economic Development and South Dakota State Economic Development, advertise on the web with Loopnet, Craig's List, Homes and Land, Realtor.com, the MLS, and Coldwell Banker Commercial online. A more comprehensive outline of proposed marketing efforts is included.

REPORTING: You will be provided with a marketing activity report on a monthly basis, or as requested.

COMPENSATION: Commission of 6% with a 50/50 split with any buyer's agent.

Kenneth L. Kirkeby

January 2010

Professional Achievements

- Graduate, Realtors Institute Designation (GRI)
- Council of Real Estate Specialists (CRS)
- Certified Real Estate Negotiator
- Member, National Association of Realtors
 - *National Director representing South Dakota for 6 years
 - *Attended numerous national "issue-oriented" meetings
- Member, South Dakota Association of Realtors
 - *Past President, 1982
 - *Past Trustee of State RPAC
 - *Past Chairman, State Public Relations Committee
 - *State Realtor of the Year, 1982
- Member, Black Hills Board of Realtors
 - *Past President, 1981
 - *Local Realtor of the Year 1980 & 1982
- Member, Black Hills Homebuilders Association
- Top Producer for Coldwell Banker LKH Real Estate
- Pioneer Award 2006

Community Enthusiast

- Member of Chamber of Commerce Diplomats (Past President)
- Board member US Marshall's Posse
- Member and Past President Buckaroo's
- Member of Pennington County Republican Ambassadors
- Past President of Custer Trail Riders
- Vice President of Rapid City Defense Housing Corporation
- Past President of Rapid City Economic Development
- George Award from the Rapid City Chamber of Commerce
- Past President of Central States Fair Board

Personal Background

- Born in Paradise, North Dakota
- Graduated from Timber Lake High School in 1954
- Married with seven children
- Horse enthusiast
- Enjoys snowmobiling and fishing

Commercial Property Sales

Recent Sales Successfully Marketed, Negotiated, and Closed

Type of Property	Address/Legal Description	Lot Size	Sold Price
Unimproved Commercial Land	Mall Drive	67.72 Acres	\$ 8,000,000
Unimproved Commercial land	2830 Mall Drive	2.47 Acres	\$ 376,575
Unimproved Commercial Land	Cheyenne Blvd.	23.54 Acres	\$ 1,400,000
Unimproved Commercial Land	Creek Drive	2.35 Acres	\$ 200,000
Commercial Industrial	2870 N. Haines Ave.		\$ 600,000
Commercial Industrial	716 Farnwood		\$ 625,000
Commercial Warehouse	3350 Jet Drive	3.98 Acres	\$ 650,000
Commercial Warehouse	640 Farnwood		\$ 1,025,000
Commercial Office	520 Kansas City St.		\$ 1,400,000

Marketing and Reporting

- Print advertising to include the MLS, Rapid City Home Journal, Homes and Land, Rapid City Journal
- Internet advertising on Loopnet, Craig's List, Coldwell Banker Commercial, Realtor.com, Black Hills MLS
- Signage placed strategically on the property
- Professional networking with area businesses
- Your property will be promoted through the local Association of Realtors
- Work closely with the South Dakota Economic Development Corporation and Rapid City Economic Development
- Flyers describing your property will be distributed to local real estate professionals and we will encourage other brokers to show your property to their prospective buyers

Periodic marketing updates, to include feedback from other Realtors, showing activity, and current market conditions

