

AGENDA
CITY OF FALLON – CITY COUNCIL
55 West Williams Avenue
Fallon, Nevada
January 18, 2022 – 9:00 a.m.

The Honorable City Council will meet in a regularly scheduled meeting on January 18, 2022 at 9:00 a.m. in the City Council Chambers, 55 West Williams Avenue, Fallon, Nevada.

Items on the agenda may be taken out of order. The Council may combine two or more agenda items for consideration. The Council may remove an item from the agenda or delay discussion relating to an item on the agenda at any time. Unless otherwise allowed by the City Council, public comments by an individual will be limited to three minutes.

1. Pledge of Allegiance to the Flag.
2. Certification of Compliance with Posting Requirements.
3. Public Comments: General in nature, not relative to any agenda items.
No action may be taken on a matter raised under this item until the matter has been specifically included on an agenda as an item upon which action will be taken. **(For discussion only)**
4. Approval of Warrants: **(For possible action)**
 - A) Accounts Payable
 - B) Payroll
 - C) Customer Deposit
5. Public hearing for discussion of possible project(s) to be funded through the Community Development Block Grant Program for fiscal year 2022-2023 and consideration and possible approval and ranking of project application(s) to be submitted through the CDBG program. **(For possible action)**
6. Public hearing to establish the fair market value for Parcels B (portion), E, F, and J of the New River Business Park at \$576,625.00, \$563,361.75, \$58,806.00, and \$112,700.00, respectively; and for other matters properly related thereto. **(For possible action.)**
7. Possible action to approve the Owner-Agency Agreement and Commission Schedule with the Dickson Commercial Group, Inc. for purposes of listing and selling Parcels B (portion), E, F, and J of the New River Business Park. **(For possible action.)**
8. Fallon Police Department Monthly Report for December 2021. **(For discussion only)**
9. Public Comments **(For discussion only)**

10. Council and Staff Reports (**For discussion only**)

11. Executive Session (closed):

Discuss Litigation Matters (**For discussion only**) (NRS 241 et.seq.)
Negotiations with Operating Engineers Local Union No. 3 (**For discussion only**)
Negotiations with Fallon Peace Officers Association (**For discussion only**)

This agenda has been posted on or before 9:00 a.m. on January 12, 2022 at City Hall, District Court Building, Churchill County Office Complex, Churchill County Public Library and posted to the City's website (<https://fallonnevada.gov>) and the State of Nevada public notice website (<https://notice.nv.gov/>). Members of the public may request the supporting material for this meeting by contacting Elsie M. Lee, Deputy City Clerk, City Clerk's Office, City Hall, 55 West Williams Avenue, Fallon, Nevada, (775) 423-5104. The supporting material for this meeting is also available to the public on the City's website (<https://fallonnevada.gov>) and the State of Nevada public notice website (<https://notice.nv.gov/>).


Elsie M. Lee

NOTICE TO PERSONS WITH DISABILITIES: Reasonable effort will be made to assist and accommodate physically handicapped persons desiring to attend the meeting. Please call the City Clerk's Office at 423-5104 in advance so that arrangements may be conveniently made.

January 18, 2022

Agenda Item 5

Public hearing for discussion of possible project(s) to be funded through the Community Development Block Grant Program for fiscal year 2022-2023 and consideration and possible approval and ranking of project application(s) to be submitted through the CDBG program. **(For possible action)**

FALLON

Incorporated 1908

FISCAL IMPACT: N/A

FUNDING SOURCE: N/A

PREPARED BY: Derek Zimney, City Engineer

DATE: January 18, 2022

TO BE PRESENTED TO THE COUNCIL BY: Derek Zimney

January 18, 2022

Agenda Item 6

Public hearing to establish the fair market value for Parcels B (portion), E, F, and J of the New River Business Park at \$576,625.00, \$563,361.75, \$58,806.50, and \$112,700.00, respectively; and for other matters properly related thereto. **(For possible action.)**

FALLON

Incorporated 1908

**CITY OF FALLON
REQUEST FOR COUNCIL ACTION**

Agenda Item No. 6

DATE SUBMITTED: January 10, 2022

AGENDA DATE REQUESTED: January 18, 2022

TO: The Honorable City Council

FROM: Trent deBraga, Deputy City Attorney

SUBJECT TITLE: Public hearing to establish the fair market value for Parcels B (portion), E, F, and J of the New River Business Park at \$576,625.00, \$563,361.75, \$58,806.00, and \$112,700.00, respectively; and for other matters properly related thereto. **(For possible action.)**

Resolution Ordinance
 Formal Action/Motion Other

POSSIBLE COUNCIL ACTION: Motion to establish the fair market value for Parcels B (portion), E, F, and J of the New River Business Park at \$576,625.00, \$563,361.75, \$58,806.00, and \$112,700.00, respectively; and for other matters properly related thereto.

DISCUSSION: The City of Fallon owns Parcel B (portion), E, F, and J located at the New River Business Park. Pursuant to NRS 268.059, the City of Fallon is required to obtain an independent appraisal of its property before it can be offered for sale. If the City Council holds a public hearing on the matter of the fair market value of the real property, only one independent appraisal is required before it is offered for sale.

In 2021, Cindy Fogl with JOHNSON|PERKINS|GRIFFIN conducted an appraisal of the New River Business Park and determined the fair market value of each parcel as of December 20, 2021, to be as follows:

- Portion of Parcel B consisting of approximately 461,300 square feet valued at \$1.25/square foot for a total value of \$576,625.
- Parcel E consisting of approximately 417,305 square feet valued at \$1.35/square foot for a total value of \$563,361.75.
- Parcel F consisting of approximately 43,560 square feet valued at \$1.35/square foot for a total value of \$58,806.00.
- Parcel J consisting of approximately 98,000 square feet valued at \$1.15/square foot for a total value of \$112,700.00

Ms. Fogl's qualifications as well as the appraisal are attached to this agenda item.

NRS 268.059 requires the appraisal to have been prepared not more than 6 months before the date on which the real property is offered for sale. JOHNSON|PERKINS|GRIFFIN was chosen as the qualified appraiser because it conducts the City of Fallon's annual appraisal of the New River Business Park to determine the fair market value and City staff had confirmed there were no local commercial appraisers.

PREPARED BY: Trent deBraga, Deputy City Attorney

DISCLOSURE STATEMENT

JOHNSON | PERKINS | GRIFFIN, real estate appraisers and consultants (hereafter called "JOHNSON PERKINS GRIFFIN"), has been asked by the City of Fallon to conduct an appraisal of its New River Business Park. Specifically, JOHNSON PERKINS GRIFFIN has been asked to determine the fair market value of Churchill County Assessor's Parcel Numbers 001-781-19, 001-781-05, 001-781-09, and a portion of 001-781-31 (collectively referred to as "City of Fallon Properties"). Cindy Lund Fogel has been designated by JOHNSON PERKINS GRIFFIN to conduct the appraisals for the City of Fallon Properties.

By signing below, Cindy Lund Fogel acknowledges and hereby discloses that she does not receive any source of income that may constitute a conflict of interest with the City of Fallon Properties or the owner of an adjoining property. Furthermore, by signing below, Cindy Lund Fogel acknowledges and hereby discloses, to the best of her knowledge, that there is no person related to her within the second degree of consanguinity or affinity who has an interest in the City of Fallon Properties or an adjoining property.

Dated this ____ 20__ day of _____ December _____, ____ 2021 ____.


CINDY LUND FOGEL
JOHNSON | PERKINS | GRIFFIN

DISCLOSURE STATEMENT

JOHNSON | PERKINS | GRIFFIN, real estate appraisers and consultants (hereafter called "JOHNSON PERKINS GRIFFIN"), has been asked by the City of Fallon to conduct an appraisal of its New River Business Park. Specifically, JOHNSON PERKINS GRIFFIN has been asked to determine the fair market value of Churchill County Assessor's Parcel Numbers 001-781-19, 001-781-05, 001-781-09, and a portion of 001-781-31 (collectively referred to as "City of Fallon Properties").

By signing below, JOHNSON PERKINS GRIFFIN acknowledges and hereby discloses that it or its appraiser(s) does not receive any source of income that may constitute a conflict of interest with the City of Fallon Properties or the owner of an adjoining property. Furthermore, by signing below, JOHNSON PERKINS GRIFFIN acknowledges and hereby discloses, to the best of its knowledge, that there is no person related to its appraiser(s) within the second degree of consanguinity or affinity who has an interest in the City of Fallon Properties or an adjoining property.

Dated this 20 day of _____ December _____, 2021.



JOHNSON | PERKINS | GRIFFIN



December 20, 2021

Via Email: srichardson@fallonnevada.gov

Sean Richardson, CPA
 City Clerk/Treasurer
 City of Fallon
 55 West Williams Avenue
 Fallon, Nevada 89406

Re: Supplemental Letter – New River Business Park, Fallon, Churchill County, Nevada

Dear Mr. Richardson:

This is in response to your request for a supplemental letter to our August 26, 2021 appraisal addressing the value of the remaining land area within the New River Business Park, Phases I and II, as of a current date of value. The subject parcels are located on both sides of New River Parkway, east of Harrington Road and on the north side of Wildes Road in Fallon, Churchill County, Nevada. The subject parcels are owned by the City of Fallon and are summarized below and are discussed in detail in the August 2021 report:

SUMMARY OF SUBJECT PARCELS

Churchill County A.P.N.	Identification Address	Land Area
New River Business Park Phase I		
001-781-19	Remainder Parcel B North Side New River Parkway	10.59± Acres (461,300± SF)
001-781-05	Parcel E South Side New River Parkway	9.58± Acres (417,305± SF)
001-781-09	Parcel F East Terminus New River Parkway	1.00± Acres (43,560± SF)
New River Business Park Phase II		
Portion of 001-781-31 (Formerly 001-781-22)	Parcel J Northeast Corner of Wildes Road & New River Parkway	Net Land Area* 2.25± Acres (98,000± SF)

*Exclusive of Drainage Canal, Overhead Power Line Easement, Access Road & Utility Facilities Easement

The remaining land area in Phase I of the New River Business Park is comprised of three parcels with a combined gross land area of 21.17 acres. The remaining land area in Phase II consists of Parcel J containing 2.72± acres of gross land area and 2.25± acres of net land area. It



is my understanding that the remaining land within the New River Business Park is ultimately planned to be subdivided into 1 to 5 plus acre lots.

The client and intended user of this letter is the City of Fallon and their designated representatives. The purpose of this appraisal is to estimate the Market Value of the retail sales potential of the fee simple estate of the subject property as of a current date of valuation. The appraisal will be utilized by the client in establishing a reasonable asking price with respect to the subject parcels. Any other use of the appraisal requires the written authorization of Johnson Perkins Griffin, LLC. This appraisal firm is not responsible for unauthorized use of this supplemental letter to the original appraisal report of August 26, 2021.

On August 26, 2021 we completed an appraisal report of the subject property with a date of value of July 3, 2021. This current valuation analysis is a supplemental letter to our August 2021 report. This supplemental letter is intended to be used in conjunction with the initial appraisal, as a result, much of the descriptive information and valuation analysis set forth in the original report will not be repeated in this updated analysis.

This updated appraisal analysis has been prepared in accordance with the Hypothetical Conditions as set forth in the original appraisal report which are summarized as follows:

- The subject property involves the remaining parcels in the New River Business Park consisting of approximately 23.42± acres of development land. For the purposes of this analysis, we have been requested to assume that the subject property consists of independent, legally existing parcels ranging in size from approximately 1 acre to 5 acres and that all necessary utilities have been stubbed out to each parcel.

This supplemental letter has been prepared based upon the following Extraordinary Assumption;

- I did conduct a physical inspection of each of the subject parcels on July 3, 2021. As of the December 20, 2021 date of value, I was unable to physically reinspect the subject parcels. Therefore, this update valuation letter has been prepared under the extraordinary assumption that the physical characteristics of the subject parcels remain unchanged between the July 3, 2021 date of value of the prior appraisal and the current date of value of December 20, 2021.

This is an updated appraisal analysis that is intended to comply with the Advisory Opinion 3 (AO-3) of the *Uniform Standards of Professional Appraisal Practice*. In an updated



appraisal analysis, the appraiser addresses any changes in market conditions and the status of the subject since the effective date of the original appraisal, and analyzes the effect of these changes in arriving at a current value opinion for the subject property.

The subject property is located in the City of Fallon, which serves as the county seat for Churchill County, Nevada. The City of Fallon is located approximately 60 miles east of Reno and approximately 61 miles northeast of Carson City. Fallon is situated approximately 30 miles east of Fernley, which is located adjacent to Interstate 80. Fallon is located at the intersection of U.S. Highway 95 and U.S. Highway 50. With its production of high-quality alfalfa and "hearts of gold" cantaloupes, Fallon has developed into a lush and green valley which has attracted a large number of people to the area.

The subject neighborhood is predominantly rural in nature. The subject consists of the remaining parcels within the New River Business Park development. The westerly most portion of the New River Business Park has been developed with medical office buildings. The Gemini, Inc. Bar Equipment and Supplies Manufacturing Plant and the Dairy Farmers of America powdered milk plant are located in the easterly portion of the New River Business Park. To the southeast of the subject property are the water treatment plant and sewer plant for the City of Fallon. To the south and southwest of the subject property are rural home sites, which are improved with average to fair quality single-family residences, modular homes or mobile homes.

During the mid-2000's a residential boom occurred in Fallon. From early 2005 until mid-2006, the Fallon/Churchill County area experienced significant residential growth. In response to the significant growth in residential development, commercial development also increased during this time period. However, the recession slowed commercial development over the past several years. There is market evidence that the residential market is recovering, however the commercial market is experiencing a slower recovery. Based upon our research there has been very little sales activity for vacant commercial land over the past year.



SUMMARY OF SALIENT FACTS

Subject Property Summary	
Property Name	New River Business Park Phases I and II
Property Type	Vacant Land
Property Location	Both sides of New River Parkway, east of Harrington Road and north of Wildes Road, Fallon, Churchill County, Nevada
Owner of Record	City of Fallon
City of Fallon Zoning	LI (Light Industrial)
Subject Flood Zone	Zone "X", Areas of Minimal Flooding Potential
Improvements	Vacant – Off-Site Roadways and Utilities Infrastructure Installed

Property Rights Appraised
Fee Simple Interest

Subject Land Area Summary

Churchill County APN	Subject Parcel Identification	Land Area	
		Acres	SF
001-781-19	Remainder Parcel B	10.59	461,300
001-781-05	Parcel E	9.58	417,305
001-781-09	Parcel F	1.00	43,560
001-781-31 (Portion)	Parcel J - Net Land Area*	2.25	98,000
Total		23.42	1,020,165

*Exclusive of Drainage Canal, Overhead Power Line Easement, Access Road, New Public Utility Easement

Average Parcel Sizes

For the purposes of this analysis, we have been requested to assume that the subject property consists of independent, legally existing parcels ranging in size from 1 acre to 5 acres.

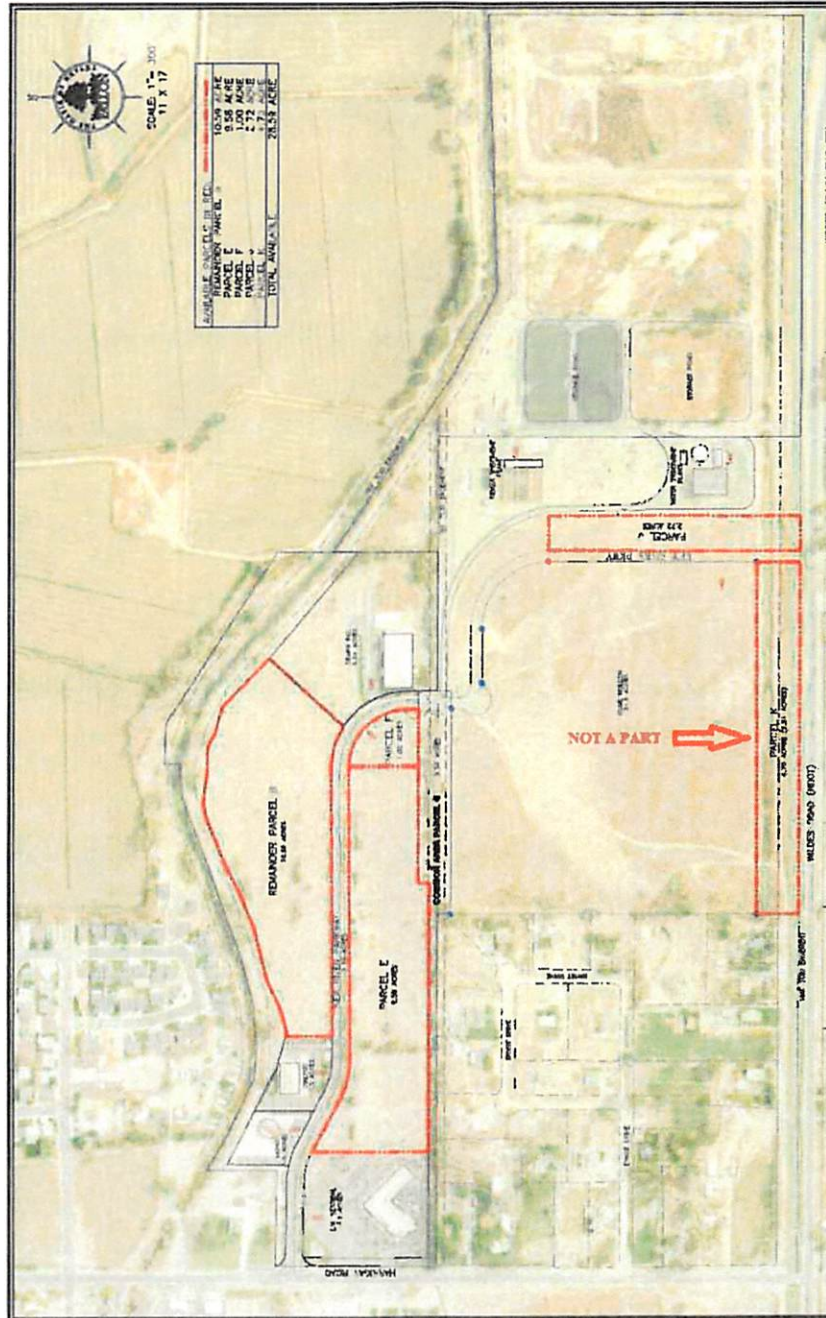
Highest & Best Use Conclusion:
Development with Office and/or Industrial Commercial Uses

EXPOSURE & MARKETING TIME CONCLUSIONS

Property Description	Exposure Time	Marketing Time
New River Business Park Land Fallon, Churchill County, NV	Approximately One to Three Years	Approximately One to Three Years



SUBJECT PROPERTY AERIAL MAP





**UPDATED VALUATION ANALYSIS
(As of December 20, 2021)**

The Sales Comparison Approach is based on the principal of substitution, which holds that the value of the subject property tends to be set by the price that would be paid to acquire a substitute property of similar utility and desirability. In the original appraisal report of August 2021, five comparable commercial land sales and two listings were analyzed. The comparables range in land area from 0.50± acres to 5.52± acres. The market value for the subject parcels is being estimated assuming average parcels sizes of from approximately one to five acres. The comparables indicate a range in prices per square foot from \$0.95 to \$4.21.

The comparable properties were analyzed and compared to the subject property based upon a number of factors, including location, zoning, availability of utilities, size, and other physical characteristics.

We have considered the desirability of the various portions of the subject ownership in regards to shape, New River Parkway frontage and any corner influence such as enjoyed by Subject Parcel F. As of the August 2021 appraisal, an appropriate per unit land value applicable to the subject's land area situated on the south side of New River Parkway (Parcels E and F), assuming a typical lot size of 1 to 5 acres, was concluded to be \$1.35 per square foot.

It is recognized that due to the greater depth of the subject's Remainder Parcel B land area, the subdivision of this portion of the subject property will result in relatively deep irregular sized lots. As a result, an appropriate per unit land value applicable to the subject's land area situated on the north side of New River Parkway (Remainder Parcel B), assuming a typical lot size of 1 to 5 acres, as of the August 2021 appraisal, was concluded to be \$1.25 per square foot.

The subject also includes a long, narrow parcel located adjacent to the water and sewer treatment plants. This parcel is identified as Parcel J and is the last developable site in Phase II of the subject business park. Due to this parcel's shape and situs proximate to the City of Fallon water and sewer treatment plants, it is considered to be a less desirable site. An appropriate per unit land value applicable to the subject Parcel J, as of the August 2021 appraisal, was concluded to be \$1.15 per square foot of land area.

In order to estimate an appropriate current per square foot value for the subject parcels, I have reviewed the land valuation analysis set out in the appraisal of August 2021. In addition, the Official Records of Churchill County and the Multiple Listing Service were searched for recent sales of comparable parcels of land. I have also researched current listings of similar



properties in the Fallon area. My research did not reveal any additional recent land sales or comparable listings, as of a current date. Listings LL-6 and LL-7 are still available for sale with no change in the asking prices.

The sales and listings utilized in the August 2021 report are set forth on the following chart and are considered to be indicative of an appropriate land value for the subject parcels, as of a current date of value. The reader is referred to the August 2021 appraisal report which contains detailed profile sheets for each of the comparables.

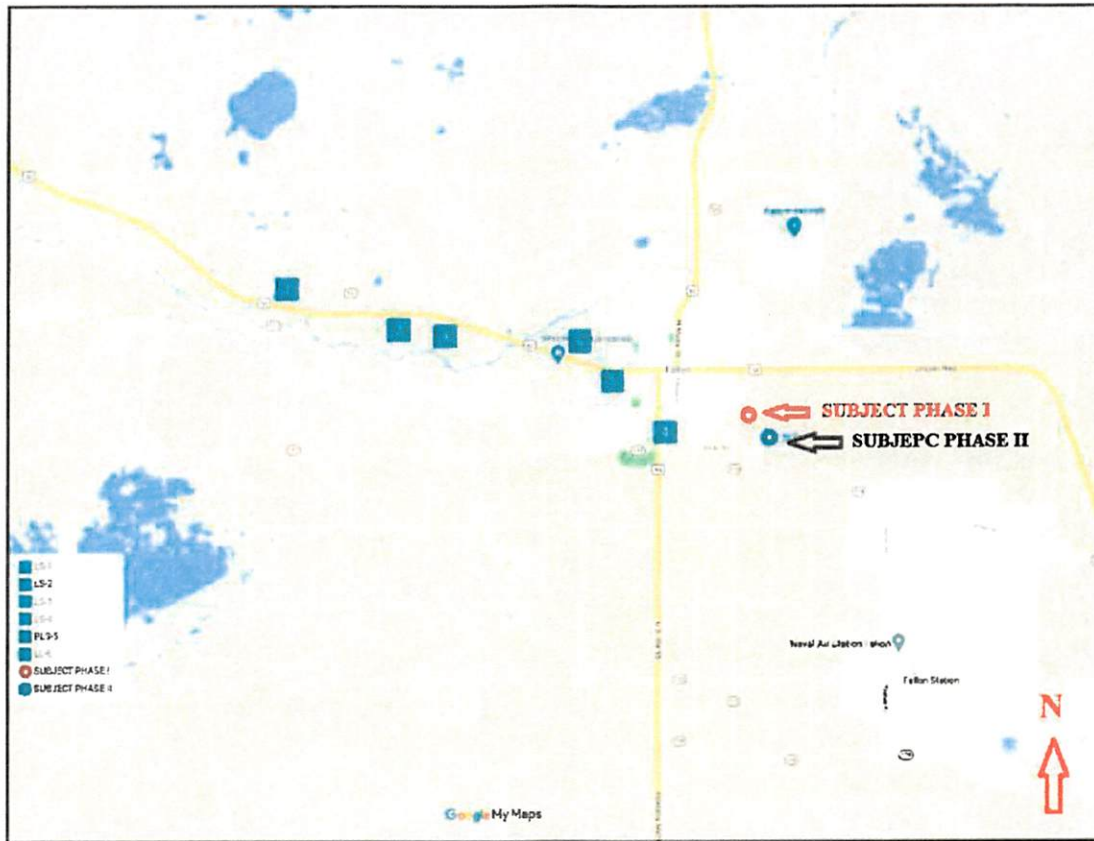


**COMPARABLE LAND SALES CHART
 (AS OF DECEMBER 20, 2021)**

Sale Number	A.P.N. Location City, State	Recording Date Sale Price	Zoning Topography Utilities	Land Area Acres Land Square Feet	Price/SF
LS-1	008-461-71 & 72 100 Arundell Lane SEC Reno Highway & Arundell Lane Fallon, Churchill County, NV	2/9/2018 \$200,000	C1 Level Gas/Electric Well & Septic	1.74 75,886 SF (Net Land Area)	\$2.64
LS-2	008-411-53 S/S Reno Highway, at E. Terminus of Arnold Way Fallon, Churchill County, NV	12/7/2018 \$260,000	C1 Level Gas/Electric/Water	5.27 229,561 SF	\$1.13
LS-3	001-501-23 1291 S. Taylor Street E/S of South Taylor St., 430± S. of Tolas Place Fallon, Churchill County, NV	2/21/2020 \$80,000	C1 Level All Available	0.50 21,780 SF	\$3.67
LS-4	001-251-59, 60 & 61 S/S Kaiser Street, 790± W. of Dalton Street Fallon, Churchill County, NV	7/2/2020 \$325,000	R-1 Level Reasonably Available	5.52 240,451 SF	\$1.35
LS-5	008-341-09, 10 & 11 1550 Auction Road NEC of Auction Road & Regan Place Fallon, Churchill County, NV	6/15/2021 \$220,000	Industrial Level Reasonable Available	3.61 157,252 SF	\$1.40
LL-6	008-361-50 2254 Reno Highway N/S of Reno Highway, Opposite the N. Terminus of Taylor Place, Fallon, Churchill County, NV	Current Listing 12/20/2021 \$299,000	C1 Level All Available	1.63 71,003 SF	Asking \$4.21
LL-7	001-261-28 1044 Allen Road W/S Allen Road, 765± S. of the Reno Highway Fallon, Churchill County, NV	Current Listing 12/20/2021 \$875,000	C2 Level Reasonably Available	7.36 320,602 SF	Asking \$2.73
Subject Property	New River Business Park Phase I Both Sides New River Pkwy, 395± E. of Harrigan Rd. Fallon, Churchill County, NV	Date Of Value 12/20/2021	LI Level All Available	1.0± Ac to 5.0± Ac	---
Subject Property	New River Business Park Phase II NEC New River Pkwy & Wildes Rd. Fallon, Churchill County, NV	Date Of Value 12/20/2021	LI Level All Available	2.25± Ac 98,000 SF (Net Land Area)	---



COMPARABLE COMMERCIAL LAND SALES MAP





COMPARABLE LAND SALES CORRELATION AND VALUE CONCLUSIONS

In estimating a per square foot land value for the subject, as of a current date of value, consideration was given to the subject's location within southeast Fallon, development potential, adequate accessibility, level topography and the proposed subject parcel size of 1 acre to 5 acres. Consideration was also given to the subject's immediate availability of utilities and its street improvements. New River Parkway is fully improved with sidewalks and a landscaped greenbelt along the parcels' street frontage.

As previously discussed, although the residential market has improved, the commercial market is experiencing a slow recovery. Based upon our research there has been very little sales activity for vacant commercial land over the past year. It is our observation that there has been no significant change in market conditions over the past year. Consideration is also given to the limited demand for commercial land in the Fallon area.

Overall, it is my opinion that the value of the subject parcels remains unchanged between the July 3, 2021 date of value of my prior appraisal and the current date of value of December 20, 2021.

Set out below is a chart that summarizes the value indications for the subject parcels, subject to the limiting conditions set forth herein, as of the December 20, 2021 date of value.

RETAIL SALES POTENTIAL CONCLUSIONS ASSUMING LOT SIZES OF 1 TO 5 ACRES OF LAND AREA (As of December 20, 2020)

FEE SIMPLE MARKET VALUE	VALUE CONCLUSIONS
NEW RIVER BUSINESS PARK PHASE I	
South Side of New River Parkway (Parcels E & F)	\$1.35/Square Foot
North Side of New River Parkway (Remainder Parcel B)	\$1.25/Square Foot
NEW RIVER BUSINESS PARK PHASE II	
Parcel J - Net Land Area - 2.25± Acres	\$1.15/Square Foot



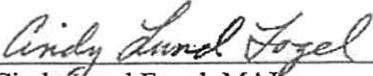
CERTIFICATION

Each of the undersigned does hereby certify that, unless otherwise noted in this appraisal report, that they do certify to the best of their belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed services, as an appraiser regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The Appraisal Institute conducts a mandatory program of continuing education for its designated members. As of the date of this report, Cindy Lund Fogel has completed the requirements under the continuing education program of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

The fee simple ownership of the real property, which is the subject of this appraisal, was valued as of December 20, 2021.

Respectfully Submitted,


Cindy Lund Fogel, MAI
Nevada Certified General Appraiser
License Number A.0002312-CG



JOHNSON | PERKINS | GRIFFIN
REAL ESTATE APPRAISERS & CONSULTANTS

APPRAISAL
OF THE

NEW RIVER BUSINESS PARK

LOCATED AT

THE SOUTH TERMINUS OF NEW RIVER PARKWAY,
FALLON, CHURCHILL COUNTY, NEVADA

OWNED BY

CITY OF FALLON

APPRAISED FOR

CITY OF FALLON

FOR THE PURPOSE OF
ESTIMATING THE FOLLOWING MARKET VALUE

Value Addressed	Interest Appraised	Date of Value
Market Value	Fee Simple Estate	July 3, 2021



August 26, 2021

Via Email: srichardson@fallonnevada.gov

Sean Richardson, CPA
 City Clerk/Treasurer
 City of Fallon
 55 West Williams Avenue
 Fallon, Nevada 89406

RE: Appraisal – New River Business Park, Fallon, Churchill County, Nevada

Dear Mr. Richardson:

This is in response to your request for an appraisal of the remaining land area within the New River Business Park, Phases I and II. The subject parcels are located on both sides of New River Parkway, east of Harrington Road and on the north side of Wildes Road in Fallon, Churchill County, Nevada. The subject parcels are owned by the City of Fallon and are summarized below:

SUMMARY OF SUBJECT PARCELS

Churchill County A.P.N.	Identification Address	Land Area
New River Business Park Phase I		
001-781-19	Remainder Parcel B North Side New River Parkway	10.59± Acres (461,300± SF)
001-781-05	Parcel E South Side New River Parkway	9.58± Acres (417,305± SF)
001-781-09	Parcel F East Terminus New River Parkway	1.00± Acres (43,560± SF)
New River Business Park Phase II		
Portion of 001-781-31 (Formerly 001-781-22)	Parcel J Northeast Corner of Wildes Road & New River Parkway	Net Land Area* 2.25± Acres (98,000± SF)

*Exclusive of Drainage Canal, Overhead Power Line Easement, Access Road & Utility Facilities Easement



The client and intended user of the report is the City of Fallon and their designated representatives. The purpose of this appraisal is to estimate the Market Value of the retail sales potential of the fee simple estate of the subject property as of a current date of valuation. The appraisal report will be utilized by the client in establishing a reasonable asking price with respect to the subject parcels.

The appraisal has been prepared based upon the following hypothetical conditions:

- The subject property involves the remaining parcels in the New River Business Park consisting of approximately 23.42± acres of development land. For the purposes of this analysis, we have been requested to assume that the subject property consists of independent, legally existing parcels ranging in size from approximately 1 acre to 5 acres and that all necessary utilities have been stubbed out to each parcel.

This is an appraisal report and is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the *Uniform Standards of Professional Appraisal Practice* for an appraisal report. The appraisal report will present summary discussions of the data, reasoning and analyses that are used in the appraisal process to develop the appraisers' opinion of value. Supporting documentation concerning the subject data, reasoning and analyses will be retained in these appraisers' file. The depth of the discussion contained in the report is specific to the needs of the client and for the intended use as stated herein. This appraisal firm is not responsible for unauthorized use of the report.

Please be advised, in accordance with the requirements of the Uniform Standards of Professional Appraisal Practice, that I have performed services as an appraiser regarding the property that is the subject of this appraisal each year within the three-year period immediately preceding the date of this report.



JOHNSON | PERKINS | GRIFFIN
REAL ESTATE APPRAISERS & CONSULTANTS

After careful consideration of all data available and upon personal investigation of the subject property and comparable properties analyzed, it is my opinion that the Retail Sales Potential of the subject parcels, assuming them to range in size from 1 acre to 5 acres and to have all necessary utilities stubbed out to each lot, as of July 3, 2021, is set out as follows:

**RETAIL SALES POTENTIAL CONCLUSIONS
ASSUMING LOT SIZES OF 1 TO 5 ACRES OF LAND AREA
(As of July 3, 2021)**

FEE SIMPLE MARKET VALUE	VALUE CONCLUSIONS
NEW RIVER BUSINESS PARK PHASE I	
South Side of New River Parkway (Parcels E & F)	\$1.35/Square Foot
North Side of New River Parkway (Remainder Parcel B)	\$1.25/Square Foot
NEW RIVER BUSINESS PARK PHASE II	
Parcel J - Net Land Area – 2.25± Acres	\$1.15/Square Foot

Respectfully Submitted,

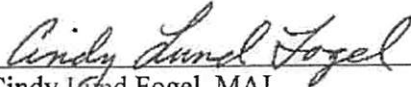

Cindy Lund Fogel, MAI
Nevada Certified General Appraiser
License Number A.0002312-CG



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SUMMARY OF SALIENT FACTS AND IMPORTANT CONCLUSIONS

Subject Property Summary	
Property Name	New River Business Park Phases I and II
Property Type	Vacant Land
Property Location	Both sides of New River Parkway, east of Harrington Road and north of Wildes Road, Fallon, Churchill County, Nevada
Assessor's Parcel Numbers	001-781-05, 09, 19 and Portion of 001-781-31
Owner of Record	City of Fallon
City of Fallon Zoning Designation	LI (Light Industrial)
Subject Flood Zone	Zone "X", Areas of Minimal Flooding Potential
Improvements	Vacant Land – Roadways and Utilities Infrastructure Installed

Legal Description

Section, Township & Range
Portions of Section 32, Township 19 North, Range 29 East, M.D.B.&M., Churchill County, Nevada

Summary Of Subject Parcels

Churchill County A.P.N.	Identification Address	Current Land Use
New River Business Park Phase I		
001-781-19	Remainder Parcel B North Side New River Parkway	Vacant Land
001-781-05	Parcel E South Side New River Parkway	Vacant Land
001-781-09	Parcel F East Terminus New River Parkway	Vacant Land
New River Business Park Phase II		
Portion 001-781-31	Parcel J Northeast Corner of Wildes Road & New River Parkway	Vacant Land

Property Rights Appraised
Fee Simple Interest

PURPOSE OF APPRAISAL

This appraisal was prepared for the purpose of estimating the Market Value of the Retail Sales Potential of the fee simple estate of the subject parcels, as defined, as of July 3, 2021. For the purposes of this analysis, it has been assumed that the subject property consists of independent, legally existing parcels ranging in size from 1 to 5 acres.

RETAIL SALES POTENTIAL DEFINED

Retail Sales Potential is the Market Value of each of the individual parcels located in the subject subdivision assuming each to be sold to an individual buyer. It should not be construed as an indication of the Market Value of the whole ownership assuming it to be sold to a single buyer.

PROPERTY RIGHTS APPRAISED

The subject property is appraised as held in fee simple ownership. Fee simple estate is defined as “Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.”¹

INTENDED USER OF APPRAISAL

The client and intended user of the report is the City of Fallon and their designated representatives.

INTENDED USE OF APPRAISAL

The appraisal report will be utilized by the client in establishing a reasonable asking price with respect to the subject parcels. Any other use of this appraisal report requires the prior written authorization of this appraisal firm.

Dates Of Appraisal

Date Description	Date
Date of Inspection	July 3, 2021
Effective Date of Value	July 3, 2021
Completion Date of Appraisal	August 26, 2021

¹ Source: The Dictionary of Real Estate Appraisal, Sixth Edition, Appraisal Institute, 2015, page 90



MARKET VALUE DEFINED

Market Value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- 1) Buyer and seller are typically motivated;
- 2) Both parties are well informed or well advised, and acting in what they consider their own best interests;
- 3) A reasonable time is allowed for exposure in the open market;
- 4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- 5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.²

TYPE OF REPORT

This is an appraisal report which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the *Uniform Standards of Professional Appraisal Practice* for a summary appraisal report. Supporting documentation concerning the data, reasoning and analysis is retained in the appraiser's file. The depth of discussion contained in the report is specific to the needs of the client and for the intended use as stated herein. The appraiser is not responsible for unauthorized use of the report.

² Rules and Regulations, Federal Register, Vol. 55, No. 165, Page 34696, 12CFR Part 24.42(f)



SCOPE OF APPRAISAL

The preparation of this appraisal included:

- An inspection of the subject property;
- Identification and analysis of the subject neighborhood;
- Description of the subject site and improvements, based upon a physical inspection of the property and data provided by reliable sources, including Churchill County;
- Completion of a Highest and Best Use Analysis;
- Research, comparison and analysis of comparable land sales;
- Land Valuation Analysis;
- Correlation of the value indications to arrive at the market value of the retail sales potential of the subject parcels;
- Analysis of an appropriate exposure and marketing time for the subject, based upon the final value conclusions set forth in the report;
- Preparation of an appraisal report.

STATEMENTS OF LIMITING CONDITIONS

Extraordinary Assumptions

An extraordinary assumption is defined as “an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions.”³

The appraisal has been prepared based upon the following extraordinary assumptions:

- None

Hypothetical Conditions

A hypothetical condition is defined as “a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.”⁴

The appraisal has been prepared based upon the following hypothetical conditions:

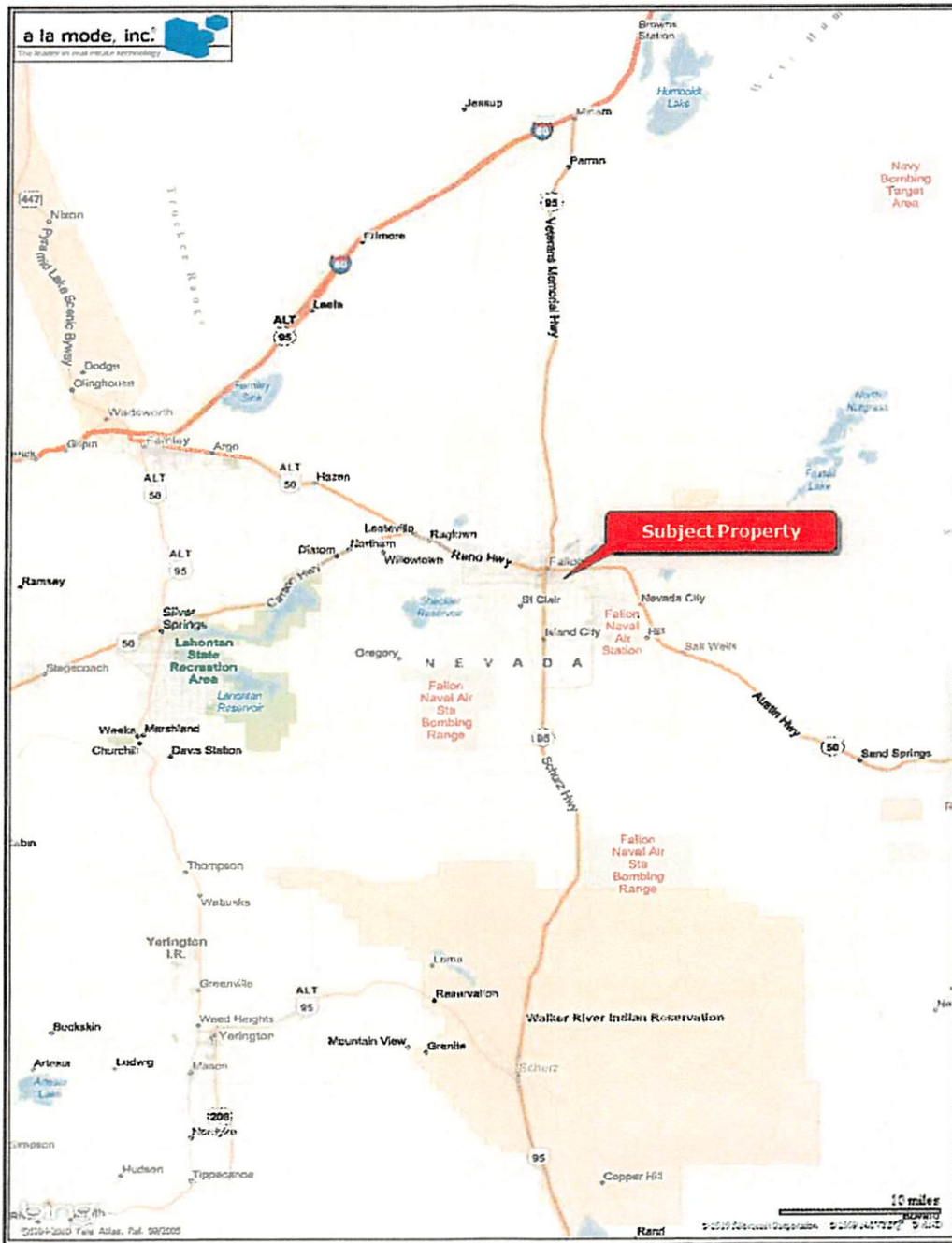
- The subject property involves the remaining parcels in the New River Business Park consisting of approximately 23.42± acres of development land. For the purposes of this analysis, we have been requested to assume that the subject property consists of independent, legally existing parcels ranging in size from approximately 1 acre to 5 acres and that all necessary utilities have been stubbed out to each parcel.

³ Source: USPAP 2020-2021 Edition, Definitions; The Appraisal Foundation, Page 4.

⁴ Source: USPAP 2020-2021 Edition, Definitions; The Appraisal Foundation, Page 4.

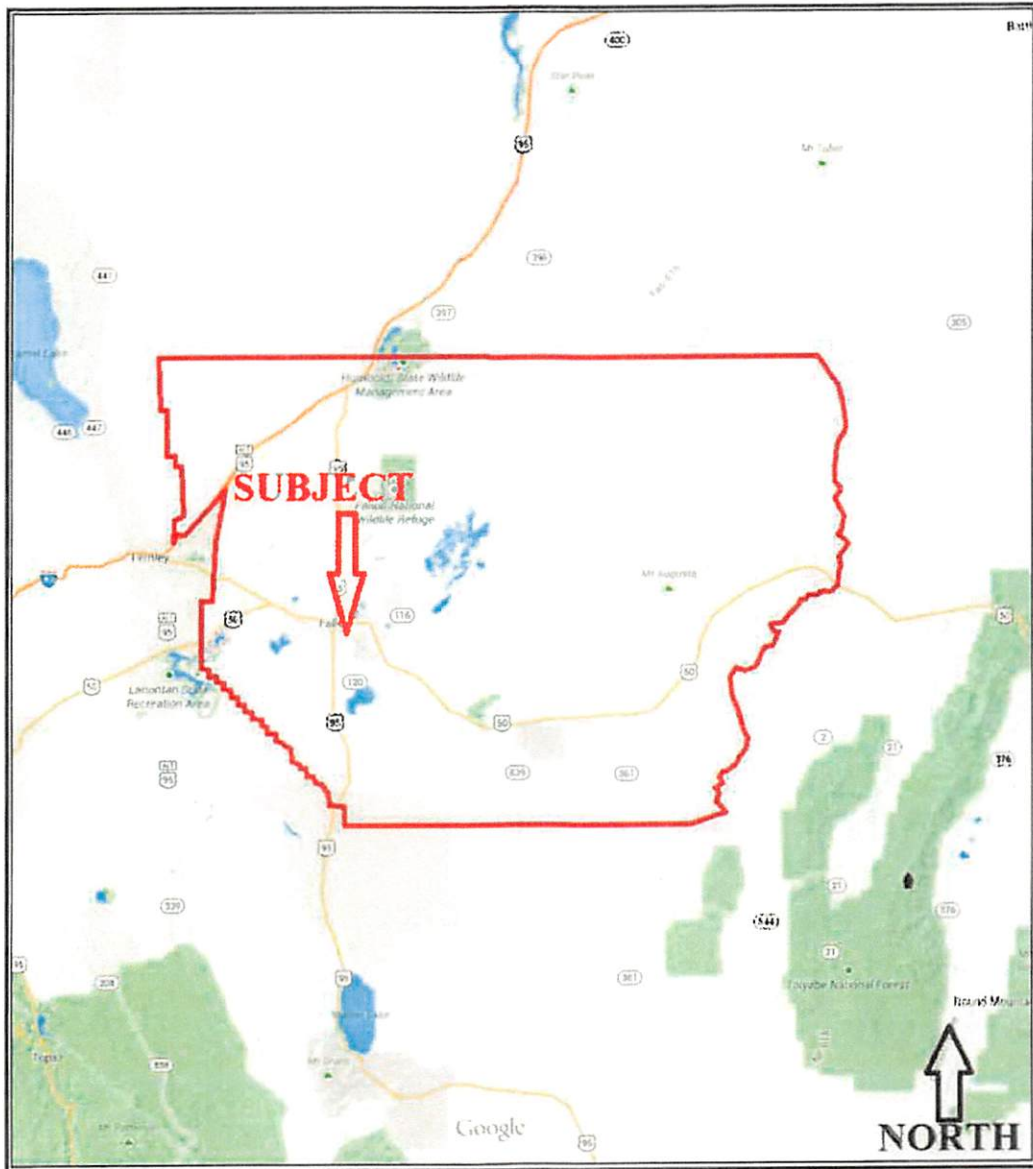


REGIONAL MAP



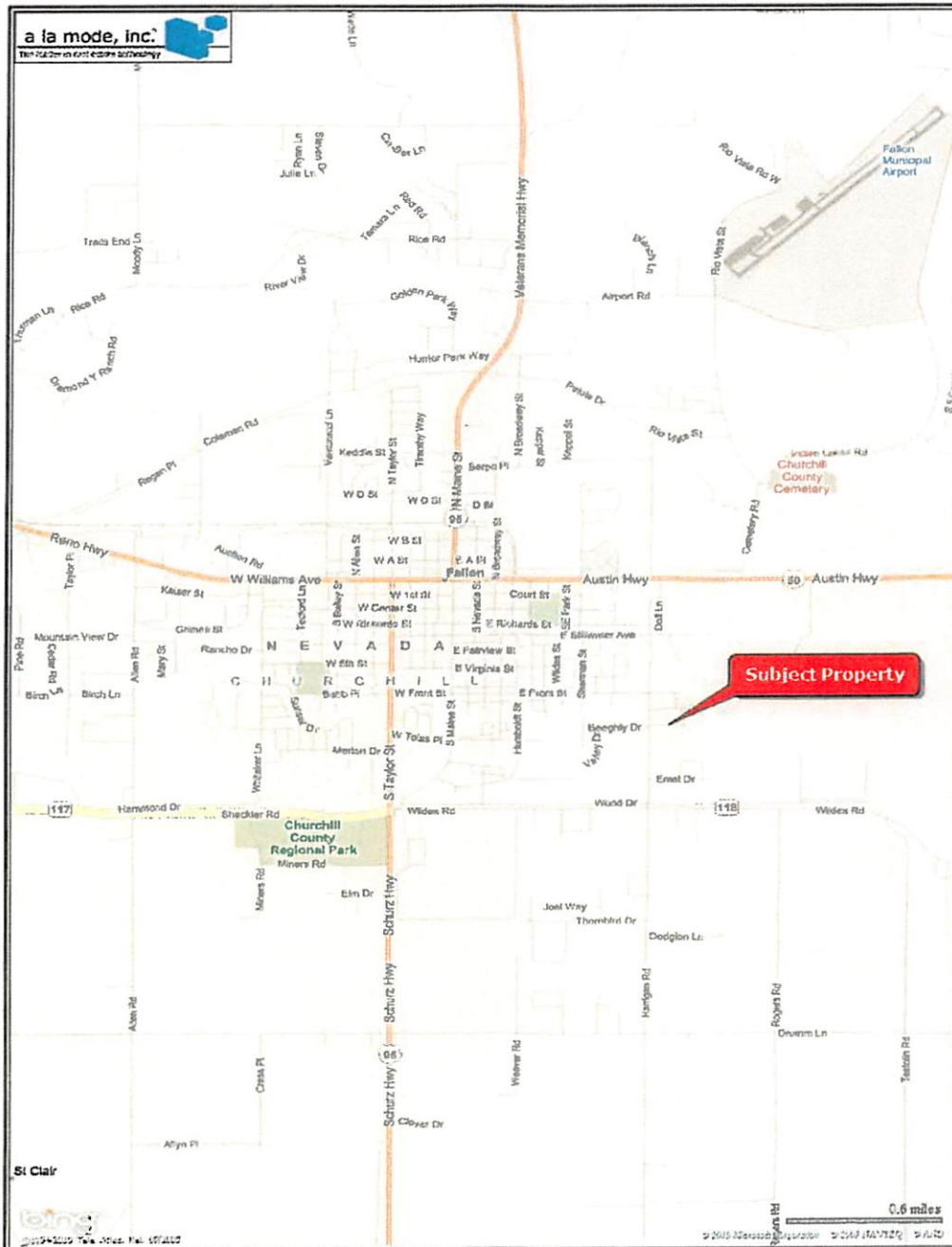


CHURCHILL COUNTY MAP





NEIGHBORHOOD MAP



FALLON AND CHURCHILL COUNTY AREA DESCRIPTION

The subject property is located in the northern portion of the City of Fallon, which serves as the county seat for Churchill County, Nevada. Churchill County is located in the western portion of Nevada and contains approximately 4,913± square miles or 3,144,320± acres. The City of Fallon is situated in the west central portion of Churchill County.

Churchill County is located in a high desert region of the inter-mountain basin known as the Great Basin. The City of Fallon is located approximately 60 miles east of Reno and approximately 61 miles northeast of Carson City. Fallon is situated approximately 30 miles east of Fernley, which is located adjacent to Interstate 80. Fallon is located at the intersection of U.S. Highway 95 and U.S. Highway 50. U.S. Highway 95 is a two-lane asphalt paved interstate roadway, which extends between Boise, Idaho to the north and Las Vegas, Nevada to the south. U.S. Highway 50, which has become known as the "Loneliest Highway in America", extends between Sacramento, California to the west and Salt Lake City, Utah to the east. Fallon is situated approximately 30 miles south of Interstate 80, which extends in a west to east direction through the western United States.

The following chart summarizes traffic counts along U.S. Highway 50 through Fallon; this data was provided by the Nevada Department of Transportation. The data presents average annual daily traffic counts at ten different traffic count stations thru Fallon.

Station	Route/Location	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
		AADT	AADT	AADT	AADT	AADT	AADT	AADT	AADT	AADT	AADT
0010007	US50, 560ft E of SR117 (Sheckler Cutoff Rd)	11000	11000	10500	11000	11500	13000	13000	14400	14700	11900
0010010	US50, 100ft W of SR715 (McLean Rd)	13000	13000	13000	13500	13500	14000	15000	15100	15700	13400
0010012	US50, 520ft E of Gummow Rd	18000	17000	17500	17500	16500	19000	19000	19000	19300	18600
0010015	US50, 100ft W of Ada St	14000	13000	14000	14000	14500	14000	14500	14500	17800	14200
0010019	US50, 300ft E of Maine St	11000	10500	11000	10500	10500	11000	11000	13300	13500	10700
0010024	US50, 800ft E of Harrigan Rd	5600	5400	5300	5400	5500	5700	5800	6000	5750	5500
0010025	US50, .3 mi W of SR116 (Stillwater Rd)	2800	2650	2700	2700	2700	2700	2600	2900	2950	2850
0010027	US50, 670ft N of Wildes Rd	1200	1300	1200	1300	1400	1100	1300	1300	1400	1350
0010029	US50, 1.5 mi E of Macari Ln	1200	1400	1200	1200	1400	1200	1200	1300	1400	1350
0010030	US50, .2 mi W of SR839 to Nevada Scheelite Mine	970	1100	1200	950	1000	1000	1200	1050	1100	1200

* Color indicates that the AADT value is estimated.

The development of the agricultural resources of Churchill County due to the mining boom in the mid to late 1800's led to the development of the Newlands Project in the early 1900's. The Newlands project involved the diversion of Truckee River water to the Carson River



via a 30-mile long canal. This project included the construction of the Lahontan Dam on the Carson River, which created the Lahontan Reservoir. Water stored in the Lahontan Reservoir was then distributed to the agriculturally rich lands of the Lahontan Valley via a series of canals and ditches. The development of the Newlands Project resulted in the establishment of a rich agricultural district, which became the primary means of support for the newly established community of Fallon.

Following its early years, Fallon became known as the "Oasis of Nevada". With its production of high-quality alfalfa and "hearts of gold" cantaloupes, Fallon has developed into a lush and green valley which has attracted a large number of people to the area. Unfortunately, in 2012 Northern Nevada began experiencing drought conditions, with the most noticeable impact in 2015. Drought conditions continued in the region through 2016, but, with the record-breaking precipitation experienced in 2017, a full recovery was made.

The City of Fallon is situated at an elevation of 3,965± feet above sea level. Fallon is located in the Lahontan Valley, which comprises a portion of the lakebed of prehistoric Lake Lahontan. As a result, the Lahontan Valley has gently rolling topography surrounded by various mid to large size mountain ranges. As the elevation of the surrounding area is somewhat lower than the surrounding high desert, Lahontan Valley has a temperate climate. The following summarizes temperature data for the Fallon area.

Fallon Area Temperature Data						
Month	Avg. High	Avg. Low	Mean	Avg. Precipitation	Record High	Record Low
Jan	45°F	21°F	33°F	0.54 in.	71°F (1997)	-25°F (1949)
Feb	53°F	25°F	39°F	0.53 in.	76°F (1982)	-27°F (1989)
Mar	60°F	30°F	45°F	0.45 in.	84°F (1966)	1°F (1971)
Apr	66°F	36°F	51°F	0.58 in.	90°F (1989)	14°F (1929)
May	75°F	44°F	60°F	0.65 in.	98°F (2003)	20°F (1967)
Jun	84°F	51°F	68°F	0.40 in.	106°F (1961)	27°F (1952)
Jul	93°F	56°F	75°F	0.09 in.	108°F (2003)	35°F (1948)
Aug	91°F	54°F	73°F	0.16 in.	105°F (1960)	33°F (1960)
Sep	82°F	45°F	64°F	0.29 in.	100°F (1993)	21°F (1934)
Oct	69°F	36°F	53°F	0.42 in.	92°F (2010)	12°F (1972)
Nov	55°F	27°F	41°F	0.40 in.	81°F (1931)	0°F (1935)
Dec	45°F	21°F	33°F	0.45 in.	72°F (1939)	-21°F (1990)

The City of Fallon is a full-service community that offers a wide variety of community services. Both the City of Fallon and Churchill County have experienced a steady growth rate

due primarily to the expansion of the Fallon Naval Air Station. Additional growth has been attributed to the rural, “oasis” type setting of the area. There has been little growth in the Fallon area over the past several years. The following summarizes population statistics provided by the Nevada State Demographer for Churchill County and Fallon.

Population Data-Churchill County & Fallon				
Year	Churchill County	% Change	Fallon	% Change
2000	26,247	N/A	8,386	N/A
2001	24,928	-5.03%	8,162	-2.67%
2002	25,116	0.75%	8,178	0.20%
2003	25,808	2.76%	8,301	1.50%
2004	26,106	1.15%	8,398	1.17%
2005	26,585	1.83%	8,339	-0.70%
2006	27,371	2.96%	8,299	-0.48%
2007	27,190	-0.66%	8,452	1.84%
2008	26,981	-0.77%	9,258	9.54%
2009	26,859	-0.45%	9,113	-1.57%
2010	26,360	-1.86%	8,903	-2.30%
2011	25,136	-4.64%	8,609	-3.30%
2012	25,238	0.41%	8,706	1.13%
2013	25,322	0.33%	8,706	0.00%
2014	25,103	-0.86%	8,645	-0.70%
2015	25,126	0.09%	8,770	1.45%
2016	25,266	0.56%	8,874	1.19%
2017	25,387	0.48%	9,030	1.76%
2018	25,628	0.95%	9,125	1.05%
2019	25,832	0.80%	9,184	0.65%
2020	26,202	1.43%	9,077	-1.17%

During the mid-2000’s a residential boom occurred in Fallon. From early 2005 until mid-2006, the Fallon/Churchill County area experienced significant residential growth. This growth came in the form of numerous residential subdivisions that were constructed both within the Fallon City limits and immediately surrounding the city. These subdivisions met with very strong market demand until mid-2006 when the real estate market in the entire Northern Nevada area, as well as in most of the country, significantly cooled. At the present time, the single-family residential market in the Fallon area is experiencing a recovery. For 2019, the median sale price was reported at \$241,750, while the 2020 median sale price was reported at \$267,400. In July 2021, the median list price of homes in Fallon was reported at \$295,000. The median sale price was reported at \$303,800, trending up 13.6% year-over-year.



In response to the significant growth in residential development, commercial development also increased during this time period. Taxable sales statistics in Churchill County have shown large fluctuations; Churchill County's taxable sales statistics, on a fiscal year basis, are set forth in the chart below.

Churchill County Taxable Sales History		
Year (Fiscal)	Taxable Retail Sales	% Change
2004/05	\$281,060,767	N/A
2005/06	\$332,239,237	18.21%
2006/07	\$306,426,359	-7.77%
2007/08	\$294,410,639	-3.92%
2008/09	\$321,713,562	9.27%
2009/10	\$251,257,089	-21.90%
2010/11	\$249,111,757	-0.85%
2011/12	\$320,188,210	28.53%
2012/13	\$387,569,985	21.04%
2013/14	\$252,675,060	-34.81%
2014/15	\$283,496,646	12.20%
2015/16	\$282,997,665	-0.20%
2016/17	\$309,285,004	9.29%
2017/18	\$354,371,180	14.58%
2018/19	\$460,506,266	29.95%
2019/20	\$351,132,772	-23.75%

One of the largest segments of the Churchill County economic base is government. The primary governmental employers include the Churchill County School District, the Fallon Naval Air Station and the Banner Churchill Community Hospital.

The Fallon Naval Air Station was originally constructed during World War II and was controlled by the U.S. Army as a training post for military air operations. However, in 1943 the air station was taken over by the U.S. Navy. In 1951, the Naval Air Station was re-commissioned and has subsequently become a major jet fighter training facility due to the relatively low population in the area, the large areas available for training activities and the excellent weather conditions. The Navy's Top Gun fighter pilot training facility and Strike Warfare Academy were relocated to the Fallon Naval Air Station in 1996. The Fallon area is considered to be an excellent location for those activities conducted by the Fallon Naval Air Station.



Another major portion of the local economy is agriculture. As outlined earlier, agriculture became an important portion of the local economy upon construction of the Newlands Irrigation Project. The Fallon area is essentially divided into four quadrants in terms of agricultural desirability, with the southwest area, south of Sheckler Road and west of the Schurz Highway, being the most desirable and the northeast, north of U.S. Highway 50 and east of town, being the least desirable. Generally speaking, the water table rises both to the north and to the south, resulting in less desirable conditions for crop production.

Other segments of the local economy, which impact employment in Churchill County, include mining and tourism. Although mining affects the central Nevada counties to a greater degree than it does Churchill County, it is felt to be an important part of the local economic base. However, due to its cyclical nature, the mining industry is somewhat unreliable as an employment generator.

Fallon/Churchill County's major industries include agriculture, geothermal mining, manufacturing, construction, retail and service oriented commercial uses. SMI Joist, Kennametal and Gemini are some of the local industrial users, while large retailers include Wal-Mart, Safeway and Raley's. Construction of a 90,000± square foot powdered milk plant was completed in the New River Business Park located in Fallon in the later part of 2014. The Dairy Farmers of America plant is a state-of-the-art dairy ingredients manufacturing facility. The plant has had a positive effect on the dairy farming community and employs 45 people.

Due to Fallon's hub location at the intersections of U.S. Highway 50 and U.S. Highway 95, as well as its proximity to Interstate 80, it is suitable as a transportation center. Highways 50 and 95 are the two principle roadways linking Fallon to major western cities. Interstate 80 is accessible just over 25 miles west of Fallon and 33 miles north of Fallon. However, due to Fallon's close proximity to competing markets including the Reno Sparks area, a major distribution center, as well as to the growing industrial base in nearby Fernley, the expansion of the transportation industry in Fallon has been limited.

At the present time, Fallon offers railroad access via a Union Pacific Transportation Company spur line which extends eastward from the main track and passes through Hazen, approximately 20 miles west of Fallon. Additionally, Fallon does offer a municipal airport, which has a 5,700± foot asphalt paved runway. This airport is open to general aviation but does not provide commercial flights. However, some charter services are available from the Fallon



Municipal Airport. While airport services are limited in the Fallon area, commercial services are available at the Reno-Tahoe International Airport located in the Reno-Sparks area approximately 68 miles west of Fallon. Other transportation services are provided by a number of trucking firms that serve the Fallon area. Additionally, United Parcel Service and Federal Express do provide service to the area.

While Fallon is a relatively small, agriculturally oriented community, it does offer adequate educational opportunities. At the present time, Fallon has five elementary schools, one junior high school, one high school, two parochial/Christian schools and one charter school. In addition, one post-secondary school is available. The post-secondary school involves the Western Nevada Community College, which belongs to the University of Nevada system. At the present time, the Western Nevada Community College is a two-year institution offering a wide variety of college level courses. The Western Nevada Community College maintains a full-time campus in Fallon.

Community services include a wide variety of churches of various religions. Health care facilities include the Banner Churchill Community Hospital, a full-service acute care center. The original hospital facility, which is located on North Taylor Street, has been converted to offices for various county agencies. Additional health care facilities include rest homes and a variety of private practitioner's offices, pharmacies and medical clinics.

Other community services include a small convention center, a Council of the Arts facility, a public library and a county museum. Recreation facilities include a nine-hole public golf course, a municipal outdoor swimming pool, a movie theater, several city parks and a large regional recreation facility. The regional recreation facility is located just south of Fallon and offers a modern equine events facility, an indoor Olympic size swimming pool, tennis courts, baseball and soccer fields, horseshoe pits, restroom facilities, a variety of exhibit halls and a small entertainment building with a bandstand.

In addition to those recreation facilities located within the City of Fallon, a wide variety of outdoor recreational opportunities are located within a two-hour drive of Fallon. These outdoor activities include a number of ski resorts located in the Sierra Nevada mountain range located west of Fallon, as well as a variety of water sports, fishing and hunting opportunities located in areas surrounding Fallon.



The City of Fallon is serviced by all necessary utilities. Telephone service is provided by the county owned Churchill County Telephone System. In addition to providing telephone service to the area, the Churchill County Telephone System is a major employer in the area. Electricity is provided by the City of Fallon via service from NV Energy. NV Energy provides direct electrical services to the unincorporated portions of Churchill County. Natural Gas service is provided by Southwest Gas Corporation to both city and county subscribers. Those areas that are not serviced by Southwest Gas Corporation typically utilize bottled LPG gas or fuel oil. Water service and sewage disposal is provided in the unincorporated portions of Churchill County by individual on-site wells and septic systems. Additionally, several subdivisions in the county area have community water systems and one development offers a community sewer system. Churchill County has begun to develop public water and sewer facilities in portions of the unincorporated area. Both municipal water and sewer services are available within the City of Fallon. The new water treatment facility, which was constructed within the past five years, is located in the southeast section of the City of Fallon. According to city officials, the existing water storage capacity is expected to meet water service demands into the foreseeable future.

At the present time, it is reported that municipal sewer service within the City of Fallon is adequate to service current demands. However, it should be noted that annexations of properties situated west of Fallon are not being completed due to inadequate sewer line infrastructure in this area.

Police protection is provided within the Fallon city limits by the City of Fallon Police Department. Police protection is provided in the unincorporated portions of Churchill County by the Churchill County Sheriff's Department. Fire protection is provided throughout Churchill County by a volunteer fire department that has earned an above average reaction time rating. The volunteer fire department station is located on the northeast corner of West Williams Avenue and North Carson Street in downtown Fallon. There is no public transportation service provided within the City of Fallon or in Churchill County.

COVID-19 Pandemic

A national emergency was declared on March 1, 2020 due to the Covid-19 Pandemic. In an effort to control the spread of the virus, the Federal Government issued social distancing guidelines, and a majority of states issued stay at home directives and mandatory closure of non-essential businesses, schools and universities. Many of these closures and directives have since been lifted and business is returning to a pre-pandemic pace.

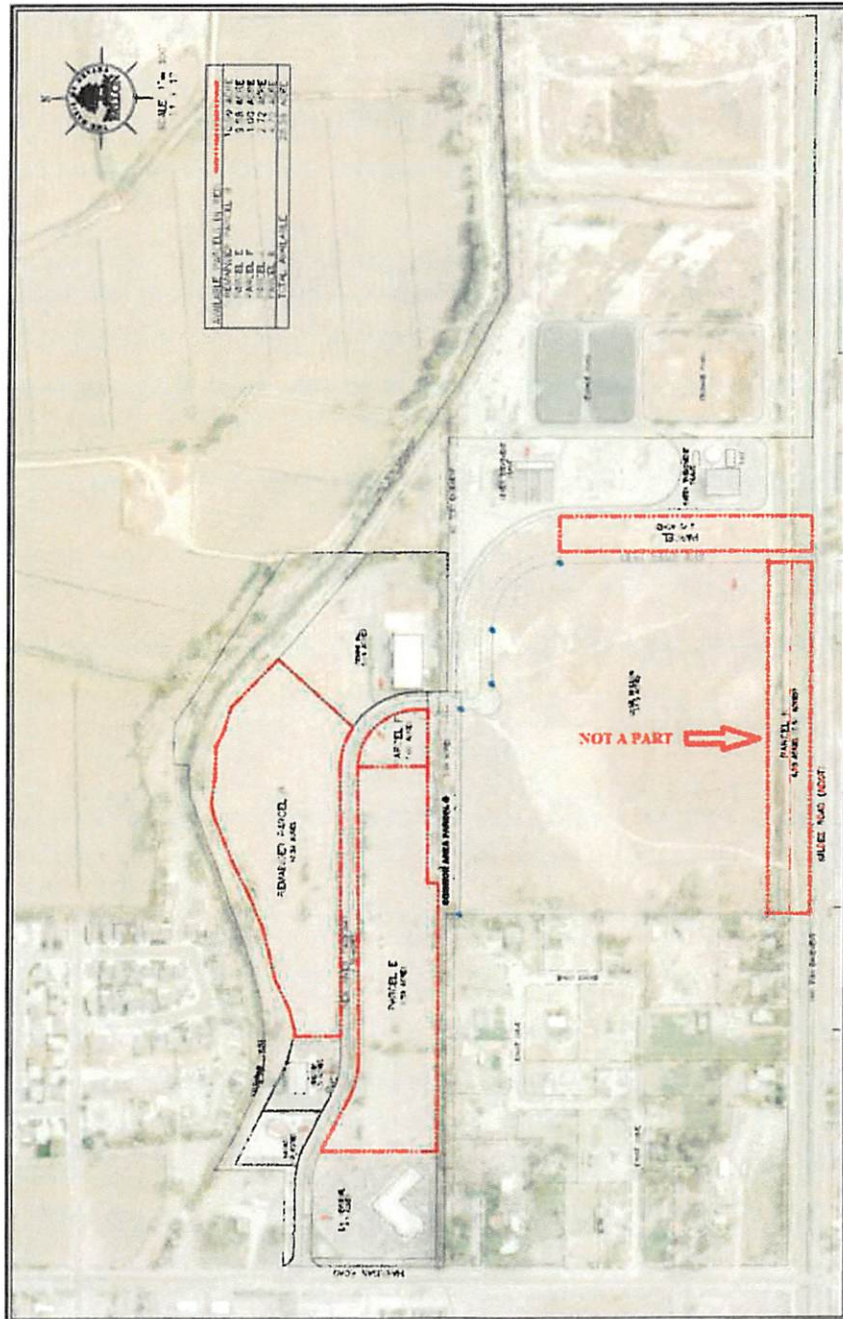


Summary

In summary, the City of Fallon is located in Churchill County, Nevada. The City of Fallon is a full-service community that offers a wide variety of community services. In past years, both the City of Fallon and Churchill County experienced a steady growth rate due primarily to the expansion of the Fallon Naval Air Station. This growth stopped during the great recession; however, the local economy and real estate market has recovered.

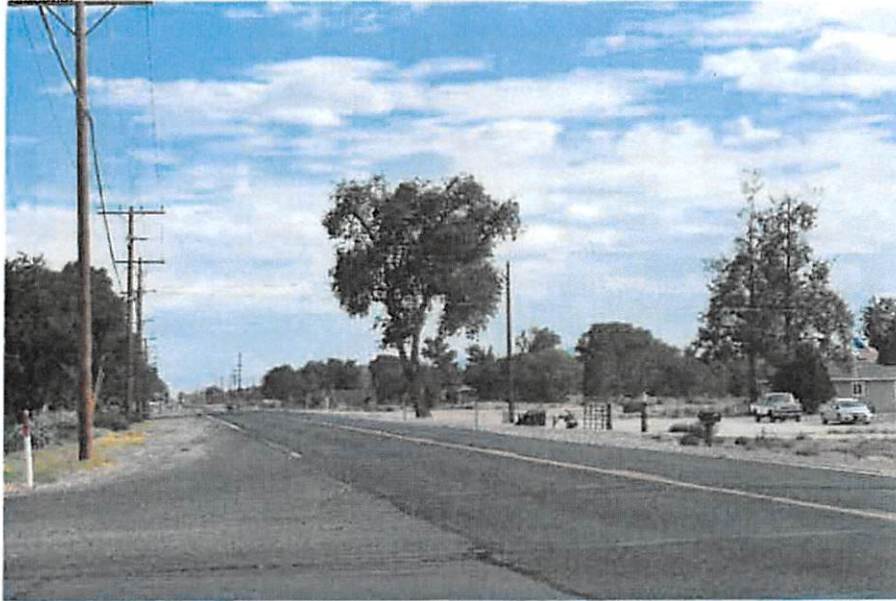


SUBJECT PROPERTY AERIAL MAP





SUBJECT PHOTOGRAPHS



LOOKING SOUTHERLY ALONG HARRIGAN ROAD FROM NEAR ITS INTERSECTION WITH NEW RIVER PARKWAY



A VIEW LOOKING EASTERLY TOWARD THE SIGNAGE FOR THE NEW RIVER BUSINESS PARK FROM HARRIGAN ROAD



SUBJECT PHOTOGRAPHS



A VIEW LOOKING EASTERLY ALONG NEW RIVER PARKWAY THROUGH THE CENTRAL PORTION OF THE PROPERTY



LOOKING NORTHWESTERLY ALONG NEW RIVER PARKWAY THROUGH THE EASTERLY PORTION OF THE PROPERTY (PARCEL B ON THE RIGHT)



SUBJECT PHOTOGRAPHS



LOOKING NORTHWESTERLY TOWARD THE EASTERLY PORTION OF THE SUBJECT (PHASE I – PARCEL E) FROM NEW RIVER PARKWAY



LOOKING WESTERLY TOWARD THE EASTERLY PORTION OF THE SUBJECT ON THE SOUTH SIDE OF NEW RIVER PARKWAY (PHASE I – PARCEL F)



SUBJECT PHOTOGRAPHS



**LOOKING EASTERLY TOWARD THE CENTRAL PORTION OF THE SUBJECT,
NORTH SIDE OF NEW RIVER PARKWAY (PHASE I – REMAINDER PARCEL B)**



**LOOKING EASTERLY TOWARD THE CENTRAL PORTION OF THE SUBJECT,
SOUTH SIDE OF NEW RIVER PARKWAY (PHASE I – PARCEL E)**



SUBJECT PHOTOGRAPHS



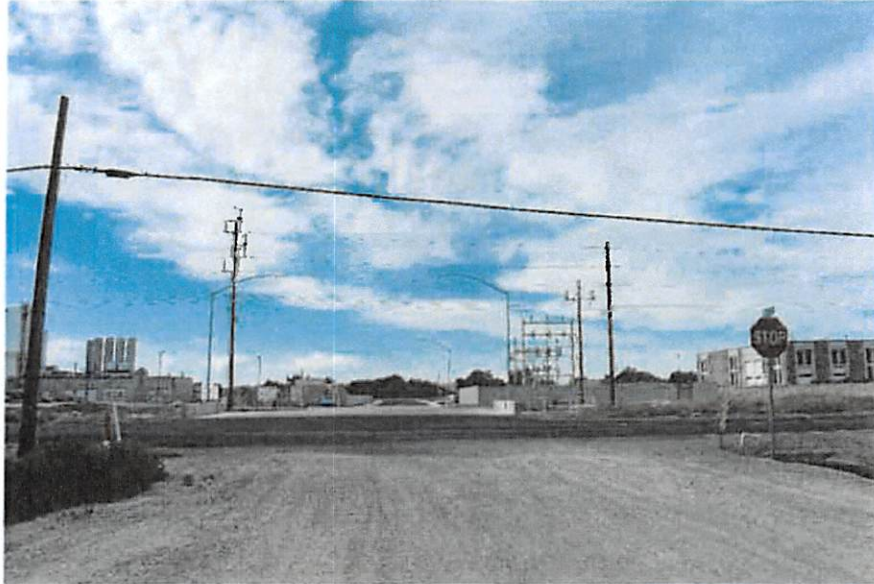
**LOOKING NORTHERLY TOWARD SUBJECT PARCEL J (PHASE II)
TAKEN FROM NEAR NEW RIVER PARKWAY**



**LOOKING SOUTHERLY ALONG NEW RIVER PARKWAY TOWARD ITS
INTERSECTION WITH WILDES ROAD, IN THE VICINITY OF THE SUBJECT**



SUBJECT PHOTOGRAPHS

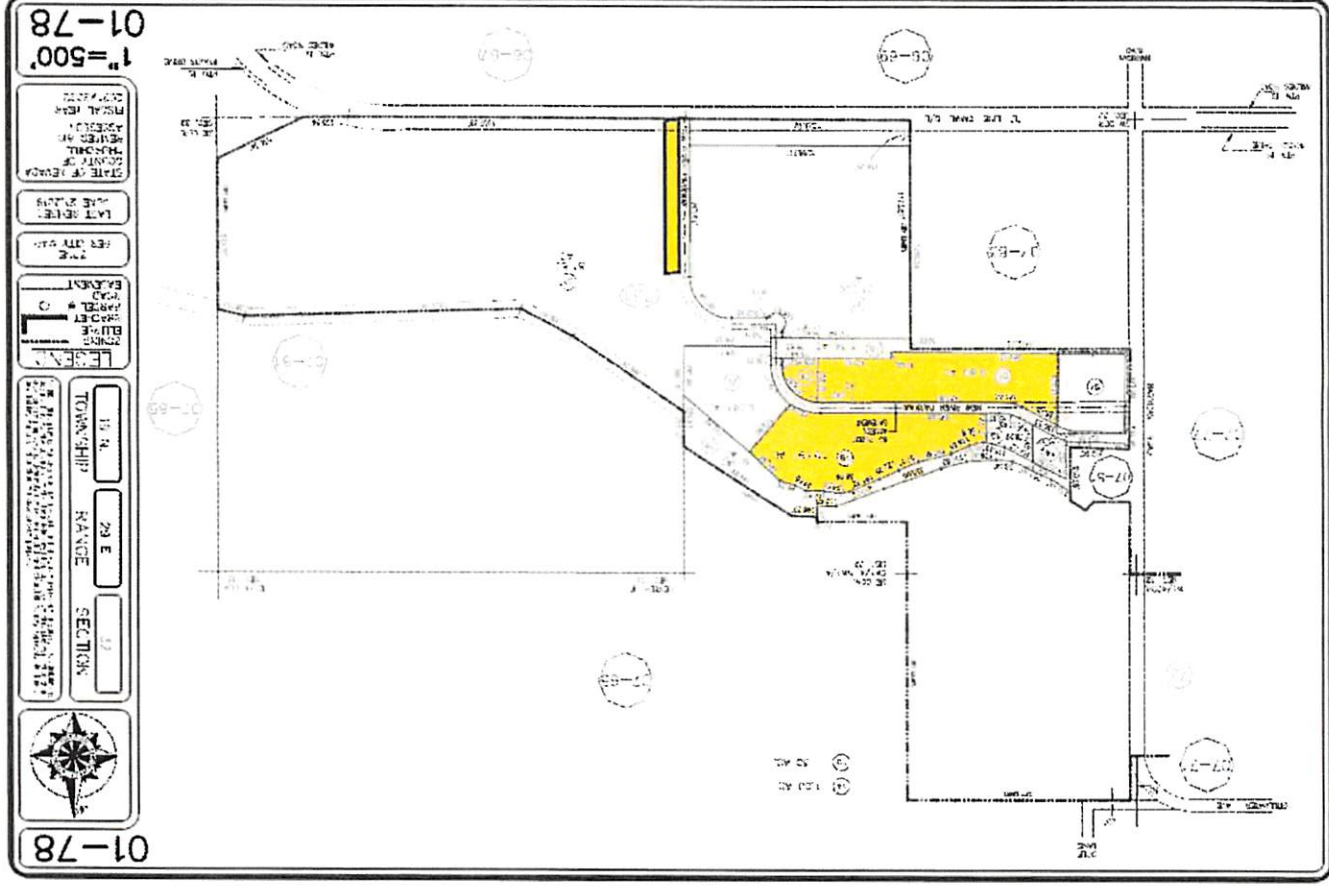


**LOOKING NORTHERLY TOWARD THE INTERSECTION OF WILDES ROAD
AND NEW RIVER PARKWAY**



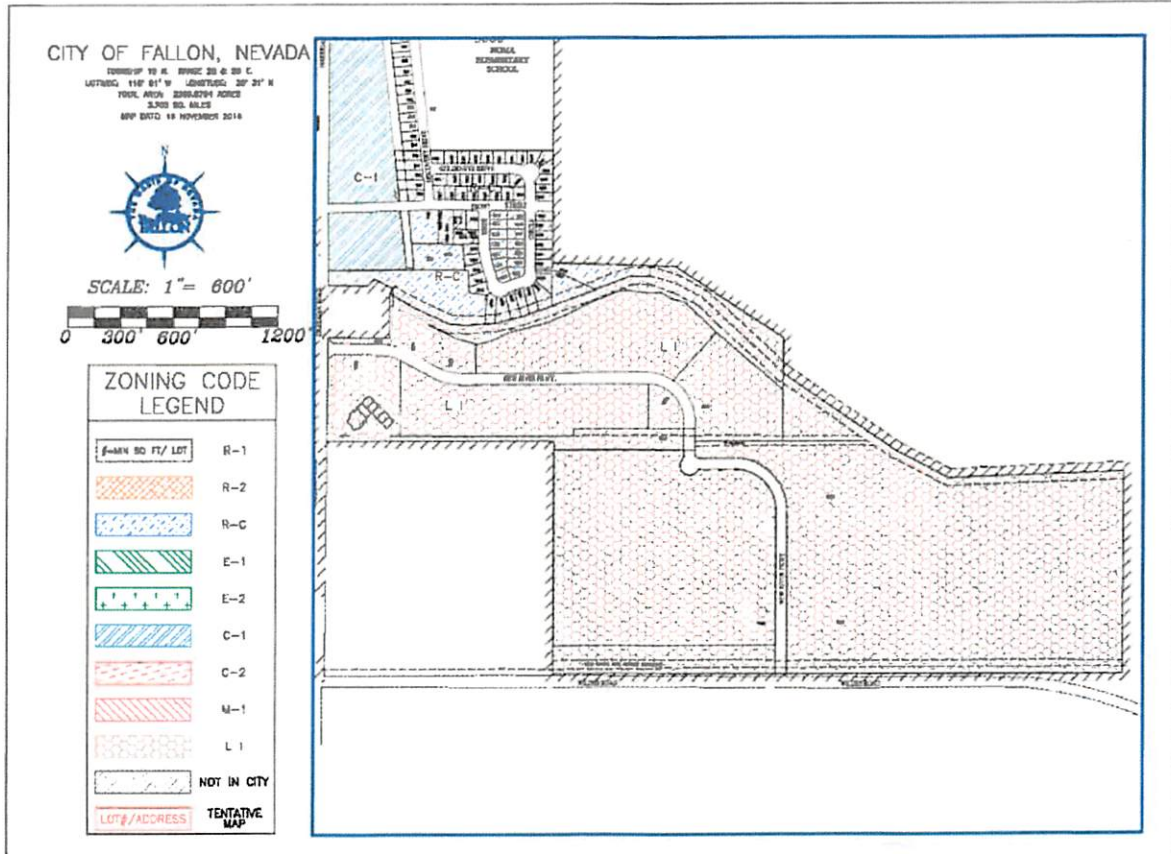
**VIEW FACING EASTERLY FROM NEW RIVER PARKWAY WITH WILDES ROAD
TO THE RIGHT, TAKEN IN THE VICINITY OF THE SUBJECT**

ASSESSOR'S PARCEL MAP
Churchill County A.P.N. 001-781-05, 09 & 19
Portion of APN 001-781-22 is now 31





SUBJECT ZONING MAP



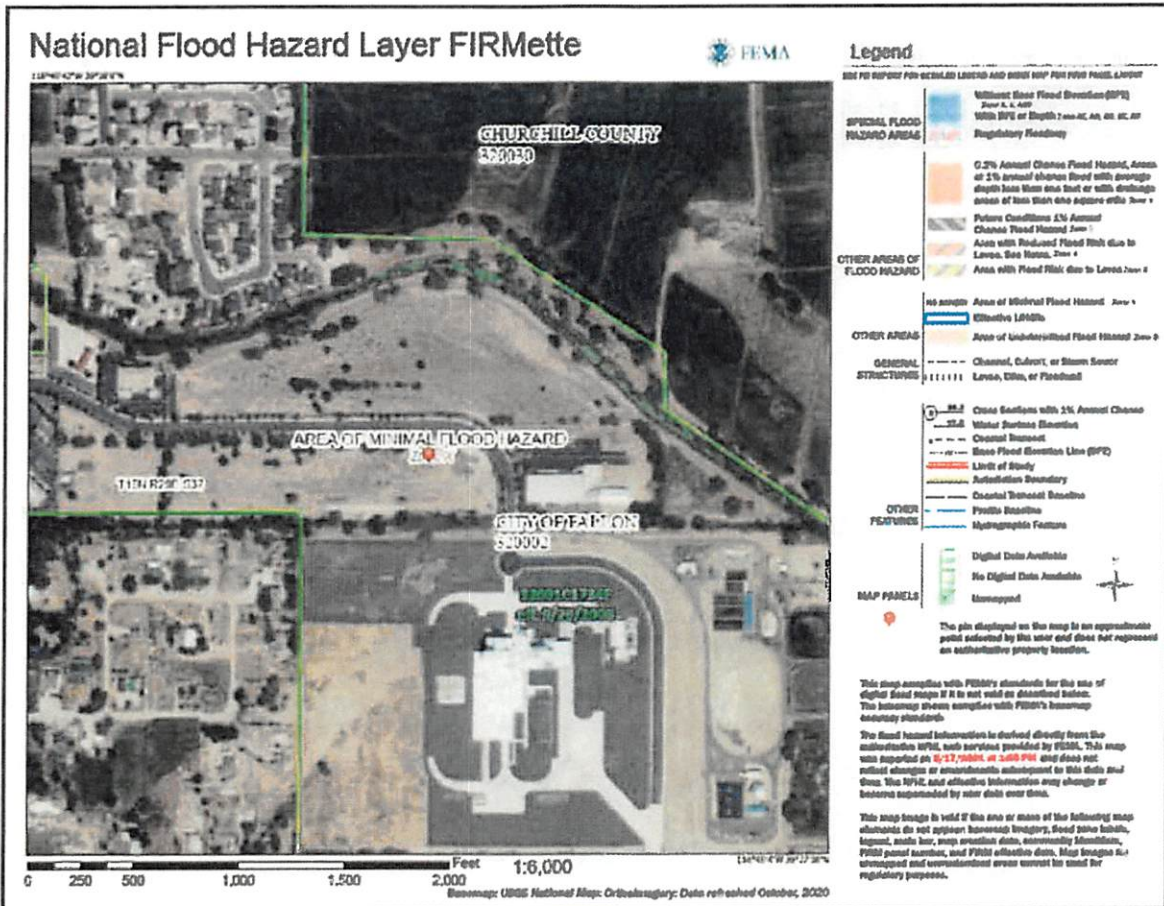
Subject Zoning Designation

City of Fallon Zoning Designation – New River Business Park

LI (Light Industrial)



SUBJECT FLOOD ZONE MAP



**Federal Emergency Management Agency's Flood Insurance Rate Map
 Community Panel Number 32001C1731F
 Effective Date: September 26, 2008**

FEMA Zone "X" Description

ZONE	DESCRIPTION
C and X (unshaded)	Area of minimal flood hazard, usually depicted on FIRMs as above the 500-year flood level. Zone C may have ponding and local drainage problems that don't warrant a detailed study or designation as base floodplain. Zone X is the area determined to be outside the 500-year flood and protected by levee from 100-year flood.



PROPERTY IDENTIFICATION AND DESCRIPTION

Subject Property Summary	
Property Name	New River Business Park Phases I and II
Property Type	Vacant Land
Property Location	Both sides of New River Parkway, east of Harrington Road and north of Wildes Road, Fallon, Churchill County, Nevada
Assessor's Parcel Numbers	001-781-05, 09, 19 and Portion of 001-781-31
Owner of Record	City of Fallon
City of Fallon Zoning Designation	LI (Light Industrial)
Subject Flood Zone	Zone "X", Areas of Minimal Flooding Potential
Improvements	Vacant – Off-Site Roadways and Utilities Infrastructure Installed
Highest & Best Use Conclusion	Development with Office and/or Industrial-Commercial Uses

Legal Description

Section, Township & Range
Portions of Section 32, Township 19 North, Range 29 East, M.D.B.&M., Churchill County, Nevada

Summary Of Subject Parcels

Churchill County A.P.N.	Identification Address	Current Land Use
New River Business Park Phase I		
001-781-19	Remainder Parcel B North Side New River Parkway	Vacant Land
001-781-05	Parcel E South Side New River Parkway	Vacant Land
001-781-09	Parcel F East Terminus New River Parkway	Vacant Land
New River Business Park Phase II		
Portion 001-781-31	Parcel J Northeast Corner of Wildes Road & New River Parkway	Vacant Land



Subject Land Area Summary

Churchill County APN	Subject Parcel Identification	Land Area	
		Acres	SF
001-781-19	Remainder Parcel B	10.59	461,300
001-781-05	Parcel E	9.58	417,305
001-781-09	Parcel F	1.00	43,560
001-781-31 (Portion)	Parcel J - Net Land Area*	2.25	98,000
Total		23.42	1,020,165

*Exclusive of Drainage Canal, Overhead Power Line Easement, Access Road, New Public Utility Easement

Average Parcel Sizes

1± acres (43,560± square feet) to
5± acres (217,800± square feet)

For the purposes of this analysis, we have been requested to assume that the subject property consists of independent, legally existing parcels ranging in size from 1 acre to 5 acres.

Property Shapes

Varies from Rectangular to Slightly Irregular

Access and Exposure

The subject property is situated along both sides of New River Parkway, 395± feet east of Harrigan Road and on the north side of Wildes Road. Harrigan Road and Wildes Roads are two-way, two-lane asphalt paved rural roadways. Harrigan Road is also designated as State Route 115. Harrigan Road extends in a southerly direction to residential and agricultural neighborhoods situated south of Fallon and in a northerly direction where it intersects with U.S. Hwy 50, approximately 0.62 miles north of the subject. New River Parkway is a two-way, two-lane asphalt paved roadway that is improved with concrete curbs and gutters. The north side of New River Parkway is also improved with a sidewalk. New River Parkway runs from Harrington Road, which is the main entry to the business park and terminates at Wildes Road at the north property line of the New River Business Park.

Soils

A soils report was not available to us, however, as surrounding properties have been developed, it is assumed that the subject is not adversely affected by soil conditions to a greater degree than is typical for the subject neighborhood.



Earthquake Zone

According to the most recent Edition of the Uniform Building Code, the subject property is located in Seismic Risk Zone 4. This zone encompasses areas, which have a number of local faults and where there is a relatively strong probability of moderate to strong seismic activity. Seismic Zone 4 is characteristic of the entire area.

Hazardous Materials

Our standard on-site inspection of the subject property did not reveal any readily apparent evidence suggesting the presence of contaminants or hazardous wastes on any portion of the subject property. For the purposes of this appraisal, it is assumed that the value of the subject property is not negatively impacted by the existence of toxic materials or hazardous waste.

Utilities & Public Services

Utility & Public Service	Provider	Availability
Electricity	NV Energy	On-Site
Natural Gas	Southwest Gas	On-Site
Telephone	CC Communications	On-Site
Water	City of Fallon	On-Site
Sewer	City of Fallon	On-Site
Waste Disposal	Waste Management	Service Available
Cable	CC Communications	On-Site
Internet	CC Communications	On-Site
Fire Protection	City of Fallon Fire Department	Covered
Police Protection	City of Fallon Police Department/ Churchill County Sheriff's Office	Covered

All utilities have been installed to the subject business park including fiber optic. For the purposes of this analysis, we have been requested to assume that all necessary utilities have been stubbed out to each subject parcel.

Flood Zone

According to the Federal Emergency Management Agency's Flood Insurance Rate Map, Community Panel Number 32001C1734F, with an effective date of September 26, 2008, the subject property is located in a Flood Zone X. A Flood Zone X delineates areas determined to be outside of the 500-year flood plain with minimal flooding potential. Federal Flood Insurance is not required in a Flood Zone X.



Subject Zoning Designation

City of Fallon Zoning Designation
LI (Light Industrial)

LI (Light Industrial District)

Permitted uses

The following uses are permitted on a lot or parcel in an LI light industrial district of not less than ten thousand square feet with a minimum average width of seventy feet:

- A. Bakery or food processing or manufacturing;
- B. Indoor manufacturing, processing, assembly and fabrication business;
- C. Indoor maintenance, repair and renovation businesses;
- D. Indoor storage which is incidental to another permitted use;
- E. Laboratories;
- F. Offices, including professional, business and medical;
- G. Printing, reproduction and publishing businesses;
- H. Research and development businesses;
- I. Retail and wholesale sales incidental to another permitted use;
- J. Vocational or trade schools;
- K. Watchman's quarters associated with another permitted use;
- L. Delis, restaurants or other personal service uses intended primarily to serve surrounding businesses;
- M. Fitness or other indoor recreation centers;
- N. Recording studios;
- O. Accessory uses customarily incident thereto;
- P. Mini warehousing;
- Q. Other uses as approved by the city council of the city.

Yard requirements

Yard requirements in LI industrial districts shall be as follows:

- A. Front. Each lot or parcel shall have a front yard having a minimum depth of ten feet.
- B. Side. Each lot or parcel shall have side yards having a minimum depth of five feet.
- C. Rear. Each lot or parcel shall have a rear yard having a minimum depth of ten feet.



Off-street parking requirements

There shall be the following off-street parking in an LI district.

- A. One off-street parking space shall be provided for each service or delivery vehicle.
- B. Adequate off-street parking shall be provided for all employees.
- C. Public and semi-public uses, one parking space for every four hundred square feet of gross floor area.

Prohibited uses

Marijuana establishments are prohibited in the LI Light Industrial District.

Surrounding Development

The subject consists of the remaining parcels within the New River Business Park development. The westerly most portion of the New River Business Park (Phase I) has been developed with three medical office buildings, including the Northern Nevada Medical Center, New River Surgical Arts, DaVita Dialysis and the Narag Family Clinic. The Gemini, Inc. Bar Equipment and Supplies Manufacturing Plant is located in the northeasterly portion of the business park. Construction of a new 90,000± square foot powdered milk plant was completed in the south portion of the New River Business Park (Phase II) in the later part of 2014. The Dairy Farmers of America plant is a state-of-the-art dairy ingredients manufacturing facility. To the southeast of the subject property are the water treatment plant and sewer plant for the City of Fallon. To the south and southwest of the subject property are rural home sites, which are improved with average to fair quality single-family residences, modular homes or mobile homes. The State of Nevada Highway Department yard is located a short distance northwest of the subject. The properties located north of the State of Nevada Highway Department yard, at Harrigan Road and Stillwater Avenue, are improved with mobile homes. Additional developments along Stillwater Avenue include some older industrial and multi-family properties.

Easements, Encumbrances and Restrictions

These appraisers were not provided with a *Preliminary Title Report* for the subject property. During our physical inspection of the subject property, it was noted that an irrigation canal, an overhead power line as well as a dirt access road, are located within and parallel to the Subject Parcel J's south property line.

Subject Parcel J was a portion of APN 001-781-22, it is noted that this assessor's parcel number has been changed to APN 001-781-31. This change occurred due to a boundary line adjustment along the east property line of the larger ownership. As Subject Parcel J is located in the very southwest corner of the larger parcel, it was not impacted by the boundary line adjustment.

During our physical inspection of the subject property, a newly constructed electric sub-station was noted on Subject Parcel J. The City of Fallon granted an easement to Sierra Pacific Power Company (d/b/a NV Energy) for Utility Facilities improvements and for access thereto for maintenance, per Document No. 480043, recorded in the Official Records of Churchill County, Nevada on April 21, 2020. A review of the exhibit map for the new Public Utility Easement indicates that the vast majority of the new easement land area lies within an existing Overhead Power Line Easement and Access Road located in the very south portion of Subject Parcel J. Based upon the easement exhibit map, it is estimated that this new easement affects approximately 400 to 500 square feet of the net land area of Subject Parcel J. For the purposes of this analysis, the revised net land area for Subject Parcel J is estimated at 98,000± square feet. It is noted that should a formal survey be conducted for Subject Parcel J that the land area may be modified.

Our physical inspection of the subject property revealed no overt signs of any easements that would impact its development potential. Overall, it is assumed that the subject is not encumbered by easements to a greater degree than is typical for similar properties in the surrounding area.

Subject's Sales History

There have been no recent arm's length sales of the remaining parcels in the New River Business Park. It is my understanding that there are no ongoing negotiations with any buyers regarding the subject property and other than signage on the property the parcels are not being actively marketed. However, in discussions with a representative of the City of Fallon, it was indicated that they are planning to retain a commercial real estate firm to market the properties.

Improvements

The subject property consists of vacant land, which is currently ready for development. No building improvements have been constructed on the subject parcels.



Summary

The entire subject property consists of three remaining parcels in Phase I and one remaining parcel in Phase II of the New River Business Park development located in Fallon, Churchill County, Nevada. The subject parcels are of rectangular or slightly irregular shape, have generally level topography and all utilities are assumed to be immediately available. The subject property is being developed with the New River Business Park, which is ultimately planned to consist of lot sizes ranging from approximately 1 acre to 5 acres. Therefore, for valuation purposes, we have utilized a typical parcel size for the subject of 1± to 5± acres. The subject site has extensive frontage, access and exposure from New River Parkway. Access from U.S. Hwy 50 to the subject development is provided by Harrigan Road (State Route 115). The subject is situated approximately 0.62 miles south of U.S. Highway 50. The New River Business Park is a planned unit development. The subject property appears to have adequate soils for development and is not impacted by earthquake hazards to a greater degree than is typical for the area. The site is located in a Flood Zone X. To date parcels within the business park have been improved with medical offices, and light industrial utilizations.

For a clearer depiction of the subject property, the reader is referred to the plot plan, maps, photographs and other exhibits contained elsewhere in this report.



ASSESSMENT, TAXABLE VALUE & SPECIAL ASSESSMENT DATA

Under Nevada State Law, the Churchill County Assessor's Office estimates the taxable value of the subject site through direct comparison with recent land sales in the area. The Assessor's Office estimates the replacement cost new of the improvements based upon *Marshall Valuation Service* and deducts straight-line depreciation at 1.5% per year to arrive at an estimate of the taxable value of the subject improvements. A 35% assessment ratio is then applied to the taxable value to arrive at the assessed value of the property.

Tax Data

The subject property is owned by the City of Fallon and is currently exempt from real property taxation. However, upon transfer to a non-exempt entity, taxes will be assessed for the subject parcels. As the subject site is owned by a government entity, no tax data has been established.



HIGHEST AND BEST USE ANALYSIS

Highest and best use is defined in the 6th Edition of *The Dictionary of Real Estate Appraisal* (Appraisal Institute, Chicago, 2015) as “The reasonably probable use of a property that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.”

As the subject property is vacant land, the highest and best use of the subject property as vacant will be analyzed.

Physically Possible

In determining the physically possible uses of the subject property, its location and physical characteristics must be considered.

The subject property consists of three remaining parcels in Phase I and one remaining parcel in Phase II of the New River Business Park planned unit development located in Fallon, Churchill County, Nevada. The subject property is being developed with the New River Business Park, which is ultimately planned to consist of lot sizes ranging from approximately 1 acre to 5 acres. Therefore, for valuation purposes, a typical parcel size for the subject of 1± to 5± acres has been utilized. The subject parcels have good access from New River Parkway via Harrigan Road, which provides access to U.S. Hwy 50 north of the subject property. Each of the sites has generally level topography. The subject parcels are of sufficient size to support a variety of utilizations. The site is located in a Flood Zone X which denotes areas of minimal flooding potential. The New River Business Park is served by all necessary utilities including municipal water and sewer services. To date, parcels within the business park have been improved with medical offices and light industrial utilizations.

Overall, the subject’s size, shape, topography, access and availability of utilities are not felt to be physically limiting to the development potential of the subject parcels. As a result, based upon physically possible, it is our opinion that the subject parcels would be well suited for most types of utilizations. It is noted that Parcel J, which is the remaining parcel in Phase II, involves a long, narrow shape and is located adjacent to the City of Fallon water and sewer treatment facilities. As a result, it is our expectation that Parcel J may meet with some market resistance.



Legally Permissible

From a legal perspective, the subject's LI zoning classification permits a variety of industrial, office and support commercial utilizations and offers no unduly burdensome limitations on building size, type or design. Under the criteria of legally permissible, the subject could be developed with a variety of light industrial, office or commercial utilizations. The minimum lot or parcel in an LI industrial district is to be not less than 10,000 square feet, with a minimum average width of 70 feet:

In addition to zoning restrictions, the potential development of the subject is further restricted by governmental requirements. According to Mr. Larry White, the previous City Engineer for the City of Fallon, the cost of installing the access and utility infrastructure to the subject site was paid by a grant that was obtained from the Nevada Economic Development Agency. In exchange for this grant, the City of Fallon agreed to only allow new or expanding businesses to purchase sites in the development. In general, any business that purchases a site in this project must agree to provide new jobs to the community.

Financially Feasible

The highest and best use of the subject property must also be financially feasible. In considering the financially feasible utilization of a property consideration is generally given to surrounding developments.

The westerly most portion of the New River Business Park (Phase I) has been developed with three medical office buildings, including the Northern Nevada Medical Center, New River Surgical Arts, DaVita Dialysis and the Narag Family Clinic. The Gemini, Inc. Bar Equipment and Supplies Manufacturing Plant is located in the northeast portion of Phase I. Development in Phase II includes a 90,000± square foot powdered milk plant which was completed in the later part of 2014. The Dairy Farmers of America plant is a state-of-the-art dairy ingredients manufacturing facility. To the southeast of the subject property are the water treatment plant and sewer plant for the City of Fallon.

The majority of users in the Phase I of the subject business park involve primarily medical offices uses. These users have chosen to build in the subject project due to the relatively close proximity of the Banner Churchill Community Hospital, which is located less than one mile north of the subject property.



Development in Phase II involves the Dairy Farmers of America plant on a 31.5± acre site, which comprises the vast majority of the land within Phase II.

With strong consideration given to the subject's location, physical characteristics and current zoning, it is our opinion that development of the property with office and light industrial utilizations would be financially feasible.

Maximally Productive

The Highest and Best Use of the subject property must also be maximally productive. To be maximally productive, the Highest and Best Use must be the most intense utilization for which the subject sites could be developed. As office and industrial uses are considered to be among the most intense uses for which a property can be utilized, it is our opinion that the Highest and Best Use of the subject property would involve some type of office uses similar to existing medical office users and or light industrial development.

During the mid-2000's a residential boom occurred in Fallon. From early 2005 until mid-2006, the Fallon/Churchill County area experienced significant residential growth. In response to the significant growth in residential development, commercial development also increased during this time period. However, the recession slowed commercial development over the past several years. There is market evidence that the residential market is recovering, however the commercial market is experiencing a slower recovery. Based upon our research there has been very little sales activity for vacant commercial land over the past year. In light of the current market conditions, it is anticipated that development will only as future demand warrants.

Conclusion

Based upon a careful review of the subject's physically possible, legally permissible, financially feasible and maximally productive uses, it is our opinion that the highest and best use of the subject parcels would be for future development with medical or professional office and/or light industrial uses, which could include light manufacturing or industrial-commercial uses such as a landscape business or contractor's office with warehouse storage and yard space.

It is our opinion that development of Parcel J would, in all likelihood, involve a light industrial or industrial-commercial use due to its location adjacent to the City of Fallon water and sewer treatment facilities.



It is further our opinion that the most likely uses would be owner-occupied facilities that have historically been the predominant users in the subject business park

INTRODUCTION TO VALUATION ANALYSIS

There are typically three approaches to value an appraiser generally considers in estimating the Market Value of a property. These approaches include the Cost Approach, the Income Approach and the Sales Comparison Approach to Value.

As the subject is vacant land, the Cost and Income Approaches to Value were not felt to be applicable. To establish an indication of the Market Value of the subject property, we have utilized the Sales Comparison or Market Approach to value. The Sales Comparison Approach is based on the principal of substitution, which holds that the value of the subject property tends to be set by the price that would be paid to acquire a substitute property of similar utility and desirability.

SALES COMPARISON APPROACH TO VALUE

In this portion of the analysis, the subject property will be compared with similar properties, which have recently sold. The Official Records of Churchill County and the Northern Nevada Multiple Listing Service were searched for sales of similar parcels in the subject's market area. All sales and listings found were investigated, analyzed and compared to the subject. The comparables set out on the following chart are considered to be indicative of the Market Value for the subject parcels assuming average parcels sizes of from approximately one to five acres. The comparables will be compared to the subject property on a sale price per square foot of land area basis.



COMPARABLE LAND SALES CHART

Sale Number	A.P.N. Location City, State	Recording Date Sale Price	Zoning Topography Utilities	Land Area Acres Land Square Feet (Net Land Area)	Price/SF
LS-1	008-461-71 & 72 100 Arundell Lane SEC Reno Highway & Arundell Lane Fallon, Churchill County, NV	2/9/2018 \$200,000	C1 Level Gas/Electric Well & Septic	1.74 75,886 SF (Net Land Area)	\$2.64
LS-2	008-411-53 S/S Reno Highway, at E. Terminus of Arnold Way Fallon, Churchill County, NV	12/7/2018 \$260,000	C1 Level Gas/Electric/Water	5.27 229,561 SF	\$1.13
LS-3	001-501-23 1291 S. Taylor Street E/S of South Taylor St., 430± S. of Tolas Place Fallon, Churchill County, NV	2/21/2020 \$80,000	C1 Level All Available	0.50 21,780 SF	\$3.67
LS-4	001-251-59, 60 & 61 S/S Kaiser Street, 790± W. of Dalton Street Fallon, Churchill County, NV	7/2/2020 \$325,000	R-1 Level Reasonably Available	5.52 240,451 SF	\$1.35
LS-5	008-341-09, 10 & 11 1550 Auction Road NEC of Auction Road & Regan Place Fallon, Churchill County, NV	6/15/2021 \$220,000	Industrial Level Reasonable Available	3.61 157,252 SF	\$1.40
LL-6	008-361-50 2254 Reno Highway N/S of Reno Highway, Opposite the N. Terminus of Taylor Place, Fallon, Churchill County, NV	Current Listing 7/3/2021 \$299,000	C1 Level All Available	1.63 71,003 SF	Asking \$4.21
LL-7	001-261-28 1044 Allen Road W/S Allen Road, 765± S. of the Reno Highway Fallon, Churchill County, NV	Current Listing 7/3/2021 \$875,000	C2 Level Reasonably Available	7.36 320,602 SF	Asking \$2.73
Subject Property	New River Business Park Phase I Both Sides New River Pkwy, 395± E. of Harrigan Fallon, Churchill County, NV	Date Of Value 7/3/2021	I1 Level All Available	1.0± Ac to 5.0± Ac	---
Subject Property	New River Business Park Phase II NEC New River Pkwy & Wildes Rd. Fallon, Churchill County, NV	Date Of Value 7/3/2021	I1 Level All Available	2.25± Ac 98,000 SF (Net Land Area)	---



COMPARABLE LAND SALES MAP



COMPARABLE LAND SALE PROFILE SHEETS
SALE LS-1



Property Type:	Vacant Land	City:	Fallon
Location:	100 Arundell Lane Southeast corner of Reno Highway & Arundell Lane	County:	Churchill
A.P.N.:	008-461-71 & 72	State:	Nevada
Topography:	Level	Situs:	Corner Parcel
Parcel Acreage:	1.74± Acres (Net Land Area)	Flood Zone:	"X", Minimal Flooding Potential
Parcel Square Feet:	75,886± Square Feet (Net Land Area)	Utilities:	Gas/Electric/Well & Septic
Zoning:	C1 (Commercial)	Shape:	Rectangle
Recording Date:	February 9, 2018	Days on Market:	N/A
Sale Price:	\$200,000	Price/Square Foot:	\$2.64
Document No.:	465330	Terms Of Sale:	Cash
Grantor:	Willis & Anna Williams	Conditions of Sale:	None Known
Grantee:	Craig & Judith Travis	Verification:	Public Records

This comparable is located at southeast corner of Reno Highway and Arundell Lane in west Fallon. This property consists of two adjoining parcels. It is noted that a portion of the Arundell Lane roadway easement traverses the very westerly portion of the site. In addition, the very east portion of the parcel is encumbered with a 30-foot-wide access easement. The property contains a gross land area of 2.33± acres and is estimated to have a net land area (excluding the access/roadway areas) of 1.74± acres. It is noted that one of the parcels was improved with a 1,680± square foot manufactured home built in 1986, which was converted to real property. There is also a detached single car garage/shop building. This site is zoned for commercial uses.

**COMPARABLE LAND SALE PROFILE SHEET
 SALE LS-2**

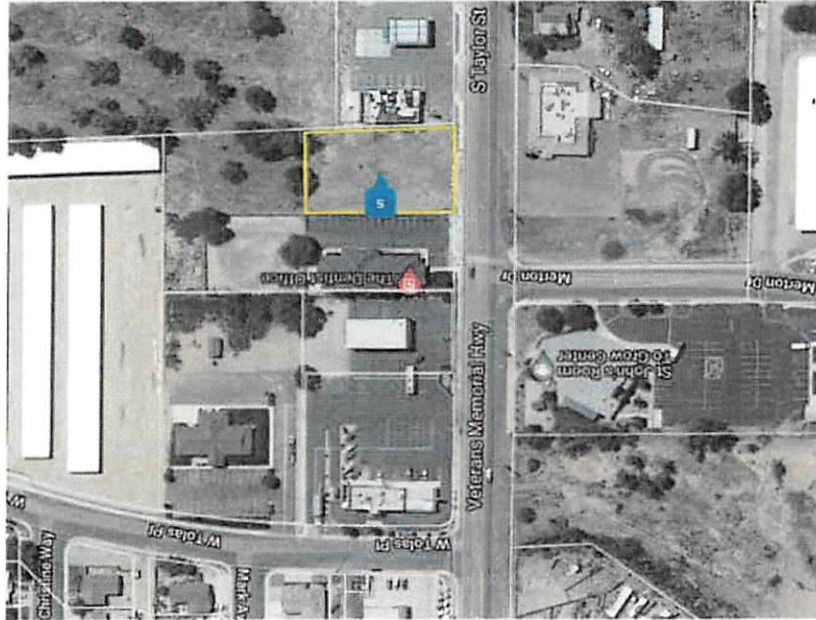


Property Type:	Vacant Land	City:	Fallon
Location:	South Side Reno Highway, at Arnold Way	County:	Churchill
A.P.N.:	008-411-53	State:	Nevada
Topography:	Level	Situs:	Interior Parcel
Zoning:	C1 (Commercial)	Flood Zone:	"X500", Moderate Flood Potential
Parcel Acreage:	5.27± Acres	Utilities:	Gas/Electric/Water Available, Needs Septic
Parcel Square Feet:	229,561± Square Feet	Shape:	Rectangular
Recording Date:	December 7, 2018	Days on Market:	N/A
Sale Price:	\$260,000	Price/Square Foot:	\$1.13
Document No.:	471167	Terms Of Sale:	Cash to Seller
Grantor:	Mattheus Family Trust	Conditions of Sale:	None Known
Grantee:	The John & Lynn Zylstra Trust	Verification:	MLS, Public Records

This comparable is located on the south side of the Reno Highway generally at the east terminus of Arnold Way, in west Fallon. This parcel has 460± feet of frontage along the Reno Highway (U.S. 50 & Alternate 95), a commercial corridor. The site is located just past the Bassham Furniture Store and surrounding uses are primarily commercial or industrial-commercial utilizations. The site is rectangular in shape and has level topography. According to the listing agent, Ms. Cari Norcutt of Berney Realty, Ltd., natural gas, electric and telephone services are to the site and water service is available from a community well. Prior to further development, a septic system will have to be installed. The zoning of this site does allow a wide variety of commercial uses.

Property Type:	Vacant Land	City:	Fallon
Location:	1291 S. Taylor Street (U.S. 95) East side of South Taylor St, 430±' south of Tolas Place	County:	Churchill
A.P.N.:	001-501-23	State:	Nevada
Topography:	Level	Situs:	Interior Parcel
Parcel Acreage:	0.50± Acres	Flood Zone:	"X", Minimal Flooding Potential
Parcel Square Feet:	21,780± Square Feet	Utilities:	All Available
Zoning:	C1 (Commercial)	Shape:	Rectangle
Recording Date:	February 21, 2019	Days on Market:	540 (1.5± Years)
Sale Price:	\$80,000	Price/Square Foot:	\$3.67
Document No.:	479047	Terms Of Sale:	Cash
Grantor:	Redlands Carwash, LLC	Conditions of Sale:	None
Grantee:	DLC Construction	Verification:	MLS & Public Records

This comparable is located on the east side of South Taylor Street (U.S. Highway 95), approximately 430 feet south of Tolas Place. This site is zoned for commercial uses. This site is an interior parcel with access from South Taylor Street, an arterial roadway. The property has level topography and all utilities are available to the site.



COMPARABLE LAND SALE PROFILE SHEET
SALE LS-3





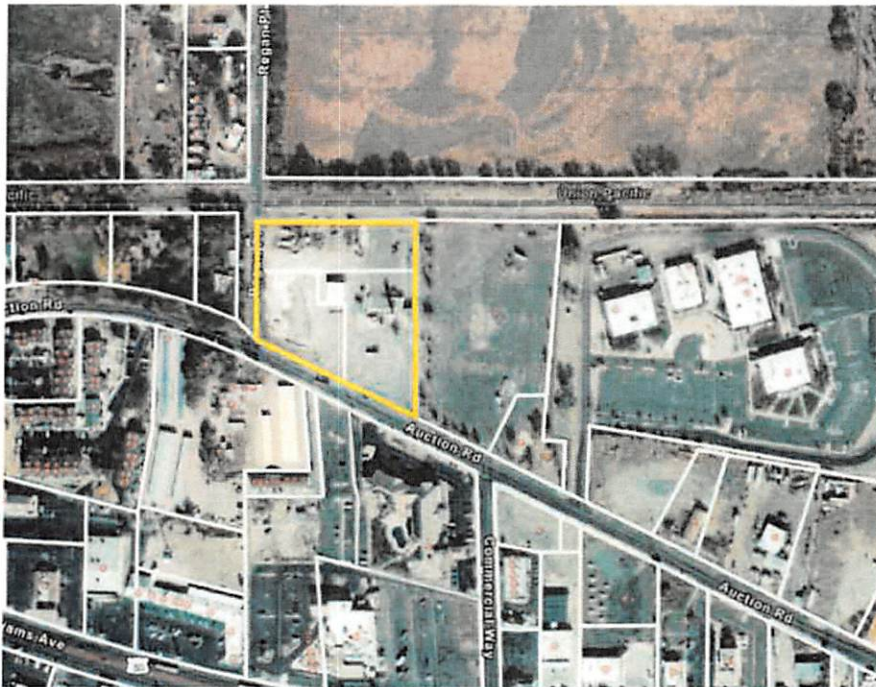
**COMPARABLE LAND SALE PROFILE SHEET
 SALE LS-4**



Property Type:	Vacant Land	City:	Fallon
Location:	South side of Kaiser Street, 790±' west of Dalton Street	County:	Churchill
A.P.N.:	001-251-59, 60 & 61	State:	Nevada
Topography:	Level	Situs:	Interior Parcel
Parcel Acreage:	5.52± Acres	Flood Zone:	"X", Minimal Flooding Potential
Parcel Square Feet:	240,451± Square Feet	Utilities:	Reasonably Available
Zoning:	R-1 (SFR - 5,000 SF Lots)	Shape:	Irregular
Recording Date:	July 2, 2020	Days on Market:	1586 Days (4 1/3 Years)
Sale Price:	\$325,000	Price/Square Foot:	\$1.35
Document No.:	481722	Terms Of Sale:	Seller Financing, Undisclosed Terms
Grantor:	Myway Investments, LLC	Conditions of Sale:	None
Grantee:	Churchill Council on Alcohol and Other Drugs, dba Frontier Treatment Center	Verification:	Kori Brown Listing Agent, MLS And Public Records

This comparable is located on the south side of Kaiser Street, approximately 790 feet west of Dalton Street. This property is situated approximately one block south of West Williams Avenue (U.S. Highway 50). According to the City of Fallon Planning Department this site is zoned R-1 a Single-Family Residential zoning district with a minimum lot size of 5,000 square feet. According to the listing agent, utilities are reasonably available, but are not to the site. This property has level topography and is accessed from Kaiser Street, a secondary roadway. This site consists of three adjoining parcels containing a total land area of 5.52± acres.

COMPARABLE LAND SALE PROFILE SHEET
SALE LS-5



Property Type:	Vacant Land – 1550 Auction Road	City:	Fallon
Location:	Northeast corner of Auction Road and Regan Place	County:	Churchill
A.P.N.:	008-341-09, 10 & 11	State:	Nevada
Topography:	Level	Situs:	Corner Parcel
Total Acreage:	3.61± Acres	Flood Zone:	“X”, Minimal Flooding Potential
Total Parcel Sq. Ft.:	157,252± Square Feet	Utilities:	Reasonably Available
Zoning:	Industrial	Shape:	Trapezoid
Recording Date:	June 16, 2021	Days on Market:	N/A
Sale Price:	\$220,000	Price/Square Foot:	\$1.40
Document No.:	488838	Terms Of Sale:	
Grantor:	James & Melissa Mackedon and Robert & Kitty Hammon	Conditions of Sale:	None Known
Grantee:	Hiskett & Sons, LLC	Verification:	Public Records
<p>This comparable is located at the northeast corner of Auction Road and Regan Place. This property is situated approximately one block north of Williams Avenue (U.S. Highway 50). According to the Churchill County Assessor’s Office this site was improved with a metal shop building containing 2,000± square feet; built in 1981, a wood frame 288± square foot office and a 702± square foot metal shop building built in 1994. This site has historically been utilized as a concrete batch plant. This property has level topography. This site consists of three adjoining parcels containing a total land area of 3.61± acres.</p>			



**COMPARABLE LAND LISTING PROFILE SHEET
LISTING LL-6**

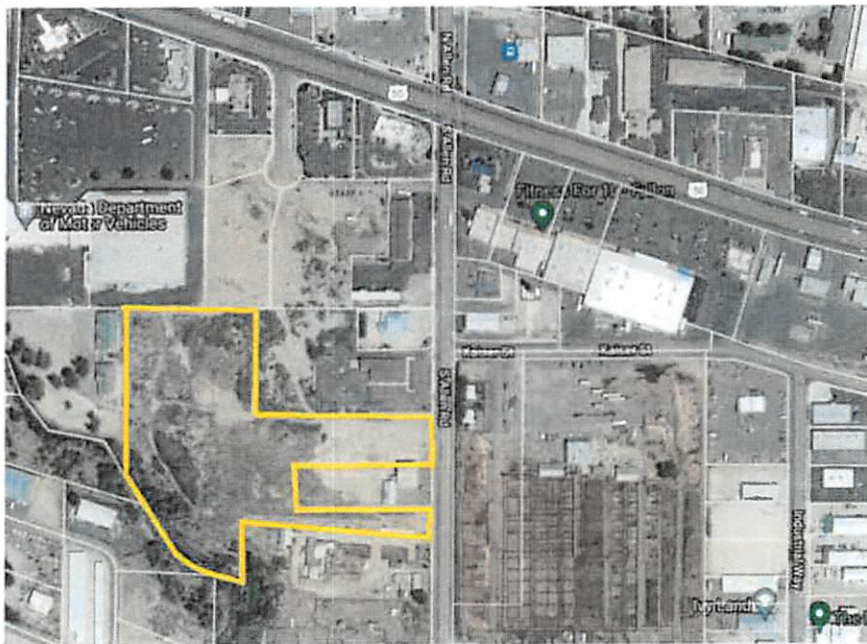


Property Type:	Vacant Land	City:	Fallon
Location:	2254 Reno Highway, Opposite North Terminus of Taylor Place	County:	Churchill
A.P.N.:	008-361-50	State:	Nevada
Topography:	Level	Situs:	Interior Parcel
Zoning:	C1 (Commercial)	Flood Zone:	"X", Minimal Flooding Potential
Parcel Acreage:	1.63± Acres	Utilities:	All Available
Parcel Square Feet:	71,003± Square Feet	Shape:	Slightly Irregular
Listing Date:	Current Listing	Days on Market:	Approximately 7 Years
Asking Price:	\$299,000	Asking Price/SF:	\$4.21
Owner of Record:	Fallon Courtyard & Arapahoe Inn	Conditions of Sale:	None
Verification:	MLS/Listing Agent Cari Norcutt	Listing Office:	Berney Realty, Ltd.

This comparable is located in the downtown Fallon area across from the Wal-Mart shopping center. This site is situated at 2254 Reno Highway, on the north side of Reno Highway at Taylor Street. The property has approximately 200 feet of frontage on this major arterial. According to the listing agent, Ms. Cari Norcutt of Berney Realty, the original asking price was \$425,000, was reduced to \$350,000 and is currently listed at \$299,000. The property has been on the market for approximately seven years. Ms. Norcutt indicated that there has been very little interest in the site.



**COMPARABLE LAND LISTING PROFILE SHEET
LISTING LL-7**



Property Type:	Vacant Land – 1044 Allen Road	City:	Fallon
Location:	West side of Allen Road, 765± feet south of the Reno Highway	County:	Churchill
A.P.N.:	001-261-28	State:	Nevada
Topography:	Level	Situs:	Interior Parcel
Zoning:	C2 (Commercial)	Flood Zone:	“X”, Minimal Flooding Potential & “AE”, Special Flood Hazard Area
Parcel Acreage:	7.36± Acres	Utilities:	Reasonably Available
Parcel Square Feet:	320,602± Square Feet	Shape:	Irregular
Listing Date:	Current Listing	Days on Market:	24 Days
Asking Price:	\$875,000	Asking Price/SF:	\$2.73
Owner of Record:	Gallagher Safe Storage, LLC	Conditions of Sale:	None
Verification:	MLS/Listing Agent Cari Norcutt	Listing Office:	Berney Realty, Ltd.
<p>This comparable is located in south central area of the City of Fallon. This site is situated at 1044 Allen Road, 765± feet south of the Reno Highway. The property is of very irregular shape with a total of approximately 203 feet of frontage on Allen Road. According to the listing agent, Ms. Cari Norcutt of Berney Realty, the asking price is \$875,000. Ms. Norcutt indicated that city utilities are located at the road. It was noted that the seller has the plans for a storage unit complex (not included in the purchase price).</p>			

COMPARABLE LAND SALES DISCUSSION AND COMPARISON

The comparable sales utilized in this analysis range in date of sale from February 2018 to June 2021, in comparison to the subject's date of valuation of July 3, 2021. We have also utilized two current land listings. The comparables range in land area from 0.50± acres to 7.36± acres. The market value for the subject parcels is being estimated assuming average parcels sizes of from approximately one to five acres. The comparables indicate a range in prices per square foot from \$1.13 to \$4.21.

Discussion of Adjustments

The comparable properties utilized in this analysis will be compared and correlated to the subject property based upon several adjustment criteria. These include market conditions, financing terms, conditions of sale, location, zoning, availability of utilities, topography, size, and other physical characteristics.

Each of the comparable properties is zoned for commercial uses as is the subject, therefore no adjustment for zoning is considered necessary. Generally, the comparable sales involve generally level topography, as does the subject. No adjustment for topography is indicated.

Property Rights Conveyed

In this appraisal, the fee simple Market Value of the subject land is being estimated. As each of the sales utilized in this analysis involve the sale of the fee simple interest of the property, no adjustment for property rights conveyed is required.

Financing-Terms of Sale (Cash Equivalency)

Each of the comparable sales involved cash transactions or cash equivalent terms of sale.

Market Conditions

The comparable sales occurred between February 2018 to June 2021, in comparison to the subject's date of valuation of July 3, 2021. In my discussions with realtors familiar with the local market, it was indicated that there has been very little sales activity for vacant commercial land in the Fallon area over the past year. With consideration given to market conditions in regards to commercial land no adjustments have been made to the comparables for date of sale. Comparable Listings LL-6 and LL-7 require downward adjustment due to their listing status.



Availability of Utilities

The subject has all utilities immediately available. Sales LS-3, LS-4 and LS-5, as well as Listings LL-6 and LL-7, had immediate or reasonable access to utilities. As a result, no adjustment for availability of utilities is indicated. Sales LS-1 and LS- involve more remote locations than the subject with limited availability of utilities. Electric, gas and telephone services were available to each of these sites, but they both required a septic system be installed prior to development. Sale LS-1 also required installation of a well. As a result, each of these comparables is given a large upward adjustment due to the subject's much superior availability of utilities.

Size

Generally, a relationship exists between the size of the parcel and the per unit price. Larger land areas tend to have a lower price per square foot, while properties with a smaller land area tend to have a higher price per square foot. The market value for the subject parcels is being estimated assuming average parcels sizes of from approximately one to five acres. The majority of the comparable properties are similar in size ranging from 1.63± acres to 5.52± acres. Comparable LS-3 is given a downward adjustment due to its smaller size at 0.50± acres. Listing LL-7 contains 7.36± acres and is given an upward adjustment due to its larger land area as compared to the subject.

The following sets forth discussions of the adjustments made to the comparable sales in comparison to the subject property.

Adjustments to Sales

Sale LS-1 is located at the southeast corner of the Reno Highway and Arundell Lane in west Fallon. This property consists of two adjoining parcels. It is noted that a portion of the Arundell Lane roadway easement traverses the very westerly portion of the site. In addition, the very east portion of the parcel is encumbered with a 30-foot-wide access easement. The property is estimated to have a net land area (excluding the access/roadway areas) of 1.74± acres. It is noted that one of the parcels was improved with an older manufactured home and detached garage.

In comparison to the subject, this comparable requires an upward adjustment due to the subject's superior closer in location. A large upward adjustment is necessary due to the subject's



superior availability of utilities. On the other hand, this comparable requires downward adjustments due to its superior frontage on an arterial roadway and corner situs. A downward adjustment is made as this sale included a single-family residence as well as a one car garage/shop.

Overall, this comparable, at \$2.64 per square foot, is considered to be a very high indication of the market value of the subject land.

Sale LS-2 is located on the south side of the Reno Highway generally at the east terminus of Arnold Way, in west Fallon. The site is located just past the Bassham Furniture Store and surrounding uses are primarily commercial or industrial-commercial utilizations. In comparison to the subject, this comparable requires an upward adjustment due to the subject's superior closer in location. A large upward adjustment is made due to the subject's superior availability of utilities. On the other hand, this comparable requires downward adjustment due to its superior frontage on an arterial roadway. This comparable is similar to the subject in regards to development potential, topography and size.

Overall, this comparable, at \$1.13 per square foot, is considered to be low to reasonable indication of the market value of the subject land.

Sale LS-3 is located on the east side of South Taylor Street (U.S. Highway 95), approximately 430 feet south of Tolas Place. In comparison to the subject, this comparable requires downward adjustments due to its superior closer in location and superior street frontage on an arterial roadway. A downward adjustment is made due to this comparable's smaller size at 0.50± acres.

Overall, this comparable, at \$3.67 per square foot, is considered to be an extremely high indication of the market value of the subject land.

Sale LS-4 is located on the south side of Kaiser Street, approximately 790 feet west of Dalton Street and one block south of West Williams Avenue (U.S. Highway 50). According to the City of Fallon Planning Department this site is zoned R-1 a Single-Family Residential zoning district. In comparison to the subject, this comparable requires an upward adjustment due to the subject's superior zoning and development potential. On the other hand, this comparable requires downward adjustments due to its superior closer in location and close proximity to U.S. Highway 50.

Overall, this comparable, at \$1.35 per square foot, is considered to be a high to reasonable indication of the market value of the subject land.

Sale LS-5 is located at the northeast corner of Auction Road and Regan Place. This property is situated approximately one block north of Williams Avenue (U.S. Highway 50). In comparison to the subject, this comparable requires downward adjustment due to its superior central location. A downward adjustment is made as this sale included older shop and office structures ranging in size from 288± square feet to 2,000± square feet. This comparable is considered similar to the subject in regard to date of sale, size and topography.

Overall, this comparable, at \$1.40 per square foot, is considered to be a slightly high indication of the market value of the subject land.

Listing LL-6 is located in the downtown Fallon area across from the Wal-Mart shopping center. This site is situated at 2254 Reno Highway, on the north side of Reno Highway at Taylor Street. The property has approximately 200 feet of frontage on this major arterial. In comparison to the subject, this comparable requires downward adjustments due to its superior closer in location and superior street frontage on an arterial roadway. A downward adjustment is made due to this comparable's listing status. It is noted that this property has been available for sale for approximately 7 years. This comparable is superior to the subject in regards to development potential due to its downtown location along a major commercial corridor.

Overall, this comparable at \$4.21 per square foot, is considered to be an extremely high indication of the market value of the subject land.

Listing LL-7 is located in south central area of the City of Fallon. This site is situated at 1044 Allen Road, 765± feet south of the Reno Highway. The intersection of Allen Road and the Reno Highway is signalized. In comparison to the subject, this comparable requires upward adjustments due to its larger size and irregular shape. An upward adjustment is made as a portion of this comparable lies in a floodplain. On the other hand, this comparable requires downward adjustments due to its superior closer in location and superior street frontage on a minor arterial roadway. A downward adjustment is made due to this comparable's listing status.

Overall, this comparable at \$2.73 per square foot, is considered to be a very high indication of the market value of the subject land.



COMPARABLE LAND SALES CORRELATION AND VALUE CONCLUSIONS

In summary, we have utilized seven comparables located in the Fallon area, with prices ranging from \$1.13 to \$4.21 per square foot of land area. Set out below is a chart that summarizes the value indications for the subject parcels.

Sale Number	Price/S.F.	Indication of Value Assuming 1-5 Acre Parcels
LS-1	\$2.64	Very High
LS-2	\$1.13	Low to Reasonable
LS-3	\$3.67	Extremely High
LS-4	\$1.35	High to Reasonable
LS-5	\$1.40	Slightly High
LL-6	\$4.21	Extremely High
LL-7	\$2.73	Very High

In estimating a per square foot land value for the subject, consideration was given to the subject's location within southeast Fallon, development potential, adequate accessibility, level topography and the proposed subject parcel size of 1 acre to 5 acres. Consideration was also given to the subject's immediate availability of utilities and its street improvements. New River Parkway is fully improved with sidewalks and a landscaped greenbelt along the parcels' street frontage.

As previously discussed, although the residential market has improved, the commercial market is experiencing a slow recovery. Based upon our research there has been very little sales activity for vacant commercial land over the past year. It is our observation that there has been no significant change in market conditions over the past year. In discussions with a representative of the City of Fallon, it was indicated that they have had nominal interest in regards to the subject parcels, and there have been no offers to purchase at the Business Park since our last update. It is noted that the properties have had nominal market exposure consisting of signage on the site. Consideration is also given to the limited demand for commercial land in the Fallon area.

I have considered the desirability of the various portions of the subject ownership in regards to shape, New River Parkway frontage and any corner influence such as enjoyed by Subject Parcel F. Overall, based upon a review of the available data, it is our opinion that an appropriate per unit land value applicable to the subject's land area situated on the south side of



New River Parkway (Parcels E and F), assuming a typical lot size of 1 to 5 acres, would be \$1.35 per square foot of land area.

It is recognized that due to the greater depth of the subject's Remainder Parcel B land area, the subdivision of this portion of the subject property will result in relatively deep irregular sized lots. As a result, it is our opinion that an appropriate per unit land value applicable to the subject's land area situated on the north side of New River Parkway (Remainder Parcel B), assuming a typical lot size of 1 to 5 acres, would be \$1.25 per square foot of land area.

As previously noted, the subject also includes a long, narrow parcel located adjacent to the water and sewer treatment plants. This parcel is identified as Parcel J and is the last developable site in Phase II of the subject business park. Due to this parcel's shape and situs proximate to the City of Fallon water and sewer treatment plants, it is considered to be a less desirable site. Overall, based upon a review of the available data, it is our opinion that an appropriate per unit land value applicable to the subject Parcel J, would be \$1.15 per square foot of land area.

Set out below is a chart that summarizes the value indications for the subject parcels, as of the July 3, 2021, date of value.

**RETAIL SALES POTENTIAL CONCLUSIONS
ASSUMING LOT SIZES OF 1 TO 5 ACRES OF LAND AREA
(As of July 3, 2021)**

FEE SIMPLE MARKET VALUE	VALUE CONCLUSIONS
NEW RIVER BUSINESS PARK PHASE I	
South Side of New River Parkway (Parcels E & F)	\$1.35/Square Foot
North Side of New River Parkway (Remainder Parcel B)	\$1.25/Square Foot
NEW RIVER BUSINESS PARK PHASE II	
Parcel J - Net Land Area – 2.25± Acres	\$1.15/Square Foot



EXPOSURE AND MARKETING TIME

Exposure time is defined as the length of time that would have been necessary to expose the property on the open market, in order to have consummated the sale at the effective date of valuation. This analysis assumes the property was marketed at the value conclusion contained in this report.

Marketing time, on the other hand, is the time necessary to consummate a sale of the subject property assuming that a marketing effort is begun as of the effective date of valuation and that the property is marketed at the final property value conclusion contained in this report.

In arriving at an estimate of an appropriate exposure and marketing time for the subject property, consideration is given to the exposure and marketing times of other properties in the outlying areas, and interviews with brokers and property managers familiar with similar properties. The chart below summarizes the Days on Market for the comparable properties utilized in the Sales Comparison Approach.

Comparable Properties Analyzed (Days on Market)

Sale Number	Location Address	Days On Market
LS-1	100 Arundell Lane Fallon, Churchill County, NV	N/A
LS-2	S/S Reno Highway, at E. Terminus of Arnold Way Fallon, Churchill County, NV	N/A
LS-3	1291 S. Taylor Street Fallon, Churchill County, NV	540 (1.5± Years)
LS-4	S/S Kaiser Street, 790±' W. of Dalton Street Fallon, Churchill County, NV	1,586 (4.3± Years)
LS-5	1550 Auction Road Fallon, Churchill County, NV	N/A
LL-6	2254 Reno Highway Fallon, Churchill County, NV	Approximately 7 Years
LL-7	1044 Allen Road Fallon, Churchill County, NV	24 Days

According to the chart above, the marketing time for the closed sales was approximately 1.5 to 4 years. Consideration is given to the subject's location within the Fallon area, its distance



to major transportation corridors, infrastructure and other physical characteristics. Consideration has also been given to current market conditions.

Based upon a review of the available data, it is our opinion that an appropriate exposure and marketing time for the subject property, assuming parcel sizes of 1 acre to 5 acres, and marketed at its final property value conclusion, would be approximately one year to three years.

EXPOSURE & MARKETING TIME CONCLUSIONS

Property Description	Exposure Time	Marketing Time
New River Business Park Land Fallon, Churchill County, NV	Approximately One to Three Years	Approximately One to Three Years



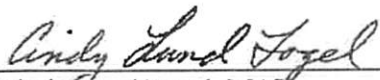
CERTIFICATION

Each of the undersigned does hereby certify that, unless otherwise noted in this appraisal report, that they do certify to the best of their belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed services, as an appraiser regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The Appraisal Institute conducts a mandatory program of continuing education for its designated members. As of the date of this report, Cindy Lund Fogel has completed the requirements under the continuing education program of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

The fee simple ownership of the real property, which is the subject of this appraisal, was valued as of July 3, 2021.

Respectfully Submitted,


Cindy Lund Fogel, MAI
Nevada Certified General Appraiser
License Number A.0002312-CG



STANDARD ASSUMPTIONS AND LIMITING CONDITIONS

The acceptance of this appraisal assignment and the completion of the appraisal report submitted herewith are contingent upon the following assumptions and limiting conditions.

LIMITS OF LIABILITY

This report was prepared by Johnson Perkins Griffin, LLC. All opinions, recommendations, and conclusions expressed during the course of this assignment are rendered by the staff of Johnson-Perkins Griffin, LLC, as employees, not as individuals. The liability of Johnson Perkins Griffin, LLC and its employees and associates is limited to the client only and to the fee actually received by the appraisal firm. There is no accountability, obligation, or liability to any third party. If the appraisal report is disseminated to anyone other than the client, the client shall make such party or parties aware of all limiting conditions and assumptions affecting the appraisal assignment. Neither the appraisers nor the appraisal firm is in any way to be responsible for any costs incurred to discover or correct any physical, financial and/or legal deficiencies of any type present in the subject property. In the case of limited partnerships or syndication offerings or stock offerings in real estate, the client agrees that in the event of a lawsuit brought by a lender, a partner or part owner in any form of ownership, a tenant or any other party, the client will hold the appraiser(s) and the appraisal firm completely harmless in such action with respect to any and all awards or settlements of any type in such lawsuits.

COPIES, PUBLICATION, DISTRIBUTION AND USE OF REPORT

Possession of this report or any copy thereof does not carry with it the right of publication, nor may it be used for any purpose or any function other than its intended use, as stated in the body of the report. The appraisal fee represents compensation only for the analytical services provided by the appraiser(s). The appraisal report remains the property of the appraisal firm, though it may be used by the client in accord with these assumptions and limiting conditions.

This appraisal is to be used only in its entirety, and no part is to be used without the whole report. All conclusions and opinions concerning the analysis as set forth in the report were prepared by the appraiser(s) whose signature(s) appears on the appraisal report, unless it is indicated that one or more of the appraisers was acting as "Review Appraiser." No change of any item in the report shall be made by anyone other than the appraiser(s). The appraiser(s) and the appraisal firm shall bear no responsibility for any such unauthorized changes.

CONFIDENTIALITY

Except as provided for subsequently, neither the appraiser(s) nor the appraisal firm may divulge the analyses, opinions or conclusions developed in the appraisal report, nor may they give a copy of the report to anyone other than the client or his designee as specified in writing. However, this condition does not apply to any requests made by the Appraisal Institute for purposes of confidential ethics enforcement. Also, this condition does not apply to any order or request issued by a court of law or any other body with the power of subpoena.



INFORMATION SUPPLIED BY OTHERS

Information (including projections of income and expenses) provided by informed local sources, such as government agencies, financial institutions, Realtors, buyers, sellers, property owners, bookkeepers, accountants, attorneys, and others is assumed to be true, correct and reliable. No responsibility for the accuracy of such information is assumed by the appraiser(s). Neither the appraiser(s) nor the appraisal firm is liable for any information or the work product provided by subcontractors. The client and others utilizing the appraisal report are advised that some of the individuals associated with Johnson Perkins Griffin, LLC are independent contractors and may sign the appraisal report in that capacity. The comparable data relied upon in this report has been confirmed with one or more parties familiar with the transaction or from affidavit or other sources thought reasonable. To the best of our judgment and knowledge, all such information is considered appropriate for inclusion. In some instances, an impractical and uneconomic expenditure of time would be required in attempting to furnish absolutely unimpeachable verification. The value conclusions set forth in the appraisal report are subject to the accuracy of said data. It is suggested that the client consider independent verification as a prerequisite to any transaction involving a sale, a lease or any other commitment of funds with respect to the subject property.

TESTIMONY, CONSULTATION, COMPLETION OF CONTRACT FOR APPRAISAL SERVICE

The contract for each appraisal, consultation or analytical service is fulfilled and the total fee is payable upon completion of the report. The appraisers(s) or those assisting in the preparation of the report will not be asked or required to give testimony in court or in any other hearing as a result of having prepared the appraisal, either in full or in part, except under separate and special arrangements at an additional fee. If testimony or a deposition is required, the client shall be responsible for any additional time, fees and charges, regardless of the issuing party. Neither the appraiser(s) nor those assisting in the preparation of the report is required to engage in post-appraisal consultation with the client or other third parties, except under a separate and special arrangement and at an additional fee.

EXHIBITS AND PHYSICAL DESCRIPTIONS

It is assumed that the improvements and the utilization of the land are within the boundaries of the property lines of the property described in the report and that there is no encroachment or trespass unless noted otherwise within the report. No survey of the property has been made by the appraiser(s) and no responsibility is assumed in connection with such matters. Any maps, plats, or drawings reproduced and included in the report are there to assist the reader in visualizing the property and are not necessarily drawn to scale. They should not be considered as surveys or relied upon for any other purpose, nor should they be removed from, reproduced or used apart from the report.

TITLE, LEGAL DESCRIPTIONS, AND OTHER LEGAL MATTERS

No responsibility is assumed by the appraiser(s) or the appraisal firm for matters legal in character or nature. No opinion is rendered as to the status of title to any property. The title is presumed to be good and merchantable. The property is appraised as if free and clear, unless otherwise stated in the appraisal report. The legal description, as furnished by the client, his designee or as derived by the appraiser(s), is assumed to be correct as reported. The appraisal is not to be construed as giving advice concerning liens, title status, or legal marketability of the subject property.



ENGINEERING, STRUCTURAL, MECHANICAL, ARCHITECTURAL CONDITIONS

This appraisal should not be construed as a report on the physical items that are a part of any property described in the appraisal report. Although the appraisal may contain information about these physical items (including their adequacy and/or condition), it should be clearly understood that this information is only to be used as a general guide for property valuation and not as a complete or detailed report on these physical items. The appraiser(s) is not a construction, engineering, or architectural expert, and any opinion given on these matters in this report should be considered tentative in nature and is subject to modification upon receipt of additional information from appropriate experts. The client is advised to seek appropriate expert opinion before committing any funds to the property described in the appraisal report.

Any statement in the appraisal regarding the observed condition of the foundation, roof, exterior walls, interior walls, floors, heating system, plumbing, insulation, electrical service, all mechanicals, and all matters relating to construction is based on a casual inspection only. Unless otherwise noted in the appraisal report, no detailed inspection was made. For instance, the appraiser is not an expert on heating systems, and no attempt was made to inspect the interior of the furnace. The structures were not investigated for building code violations, and it is assumed that all buildings meet the applicable building code requirements unless stated otherwise in the report.

Such items as conditions behind walls, above ceilings, behind locked doors, under the floor, or under the ground are not exposed to casual view and, therefore, were not inspected, unless specifically so stated in the appraisal. The existence of insulation, if any is mentioned, was discovered through conversations with others and/or circumstantial evidence. Since it is not exposed to view, the accuracy of any statements regarding insulation cannot be guaranteed.

Because no detailed inspection was made, and because such knowledge goes beyond the scope of this appraisal, any comments on observed conditions given in this appraisal report should not be taken as a guarantee that a problem does not exist. Specifically, no guarantee is given as to the adequacy or condition of the foundation, roof, exterior walls, interior walls, floors, heating systems, air conditioning systems, plumbing, electrical service, insulation, or any other detailed construction matters. If any interested party is concerned about the existence, condition, or adequacy of any particular item, we would strongly suggest that a mechanical and/or structural inspection be made by a qualified and licensed contractor, a civil or structural engineer, an architect or other experts. This appraisal report is based on the assumption that there are no hidden, unapparent or apparent conditions on the property or improvements which would materially alter the value as reported. No responsibility is assumed for any such conditions or for any expertise or engineering to discover them. All mechanical components are assumed to be in operable condition and standard for the properties of the subject type. Conditions of heating, cooling, ventilating, electrical and plumbing equipment are considered to be commensurate with the condition of the balance of the improvements unless otherwise stated. No judgment is made in the appraisal as to the adequacy of insulation, the type of insulation, or the energy efficiency of the improvements or equipment which is assumed to be standard for the subject's age, type and condition.

TOXIC MATERIALS AND HAZARDS

Unless otherwise stated in the appraisal report, no attempt has been made to identify or report the presence of any potentially toxic materials and/or condition such as asbestos, urea formaldehyde foam insulation, PCBs, any form of toxic waste, polychlorinated biphenyl, pesticides, lead-based paints or soils or ground water contamination on any land or improvements described in the appraisal report. Before committing funds to any property, it is strongly advised that appropriate experts be employed to inspect both land and improvements for the existence of such potentially toxic materials and/or conditions. If any potentially toxic materials and/or conditions are present on the property, the value of the property may be



adversely affected and a re-appraisal at an additional cost may be necessary to estimate the effects of such circumstances.

SOILS, SUB-SOILS, AND POTENTIAL HAZARDS

It is assumed that there are no hidden or unapparent conditions of the soils or sub-soil which would render the subject property more or less valuable than reported in the appraisal. No engineering or percolation tests were made and no liability is assumed for soil conditions. Unless otherwise noted, the land and the soil in the area being appraised appeared to be firm, but no investigation has been made to determine whether or not any detrimental sub-soil conditions exist. Neither the appraiser(s) nor the appraisal firm is liable for any problems arising from soil conditions. These appraisers strongly advise that, before any funds are committed to a property, the advice of appropriate experts be sought.

If the appraiser(s) has not been supplied with a termite inspection report, survey or occupancy permit, no responsibility is assumed and no representation is made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained.

Neither the appraiser(s) nor the appraisal firm assumes responsibility for any costs or for any consequences arising from the need or lack of need for flood hazard insurance. An Agent for the Federal Flood Insurance Program should be contacted to determine the actual need for flood hazard insurance.

ARCHEOLOGICAL SIGNIFICANCE

No investigation has been made by the appraiser and no information has been provided to the appraiser regarding potential archeological significance of the subject property or any portion thereof. This report assumes no portion of the subject property has archeological significance.

LEGALITY OF USE

This appraisal report assumes that there is full compliance with all applicable federal, state and local environmental regulations and laws, unless non-compliance is stated, defined and considered in the appraisal report. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a non-conformity has been stated, defined and considered in the appraisal report. It is assumed that all required licenses, consents, or other legislative or administrative authority from any local, state or national government, private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

COMPONENT VALUES

Any distribution of the total value between the land and improvements, between partial ownership interests or any other partition of total value applies only under the stated use. Moreover, separate allocations between components are not valid if this report is used in conjunction with any other analysis.

COMPLIANCE WITH THE AMERICANS WITH DISABILITIES ACT

The Americans with Disabilities Act ("ADA") became effective January 26, 1992. It is assumed that the property is in direct compliance with the various detailed requirements of the ADA.

AUXILIARY AND RELATED STUDIES

No environmental or impact studies, special market studies or analyses, special highest and best use studies or feasibility studies have been requested or made by the appraiser(s) unless otherwise specified in an agreement for services and so stated in the appraisal report.

DOLLAR VALUES AND PURCHASING POWER

The estimated market value set forth in the appraisal report and any cost figures utilized are applicable only as of the date of valuation of the appraisal report. All dollar amounts are based on the purchasing power and price of the dollar as of the date of value estimates.

ROUNDING

Some figures presented in this report were generated using computer models that make calculations based on numbers carried out to three or more decimal places. In the interest of simplicity, most numbers have been rounded. Thus, these figures may be subject to small rounding errors.

QUANTITATIVE ANALYSIS

Although this analysis employs various mathematical calculations to provide value indications, the final estimate is subjective and may be influenced by our experience and other factors not specifically set forth in this report.

VALUE CHANGE, DYNAMIC MARKET, ALTERATION OF ESTIMATE BY APPRAISER

All values shown in the appraisal report are projections based on our analysis as of the date of valuation of the appraisal. These values may not be valid in other time periods or as conditions change. Projected mathematical models set forth in the appraisal are based on estimates and assumptions which are inherently subject to uncertainty and variations related to exposure, time, promotional effort, terms, motivation, and other conditions. The appraiser(s) does not represent these models as indicative of results that will actually be achieved. The value estimates consider the productivity and relative attractiveness of a property only as of the date of valuation set forth in the report.

In cases of appraisals involving the capitalization of income benefits, the estimate of market value, investment value or value in use is a reflection of such benefits and of the appraiser's interpretation of income, yields and other factors derived from general and specific client and market information. Such estimates are as of the date of valuation of the report, and are subject to change as market conditions change.

This appraisal is an estimate of value based on analysis of information known to us at the time the appraisal was made. The appraiser(s) does not assume any responsibility for incorrect analysis because of incorrect or incomplete information. If new information of significance comes to light, the value given in this report is subject to change without notice. The appraisal report itself and the value estimates set forth therein are subject to change if either the physical or legal entity or the terms of financing are different from what is set forth in the report.



ECONOMIC AND SOCIAL TRENDS

The appraiser assumes no responsibility for economic, physical or demographic factors which may affect or alter the opinions in this report if said economic, physical or demographic factors were not present as of the date of value of this appraisal. The appraiser is not obligated to predict future political, economic or social trends.

EXCLUSIONS

Furnishings, equipment, other personal property and value associated with a specific business operation are excluded from the value estimate set forth in the report unless otherwise indicated. Only the real estate is included in the value estimates set forth in the report unless otherwise stated.

SUBSURFACE RIGHTS

No opinion is expressed as to the value of subsurface oil, gas or mineral rights or whether the property is subject to surface entry for the exploration or removal of such materials, except as is expressly stated.

PROPOSED IMPROVEMENTS, CONDITIONED VALUE

It is assumed in the appraisal report that all proposed improvements and/or repairs, either on-site or off-site, are completed in an excellent workmanlike manner in accord with plans, specifications or other information supplied to these appraisers and set forth in the appraisal report, unless otherwise explicitly stated in the appraisal. In the case of proposed construction, the appraisal is subject to change upon inspection of the property after construction is completed. The estimate of market value is as of the date specified in the report. Unless otherwise stated, the assumption is made that all improvements and/or repairs have been completed according to the plans and that the property is operating at levels projected in the report.

MANAGEMENT OF PROPERTY

It is assumed that the property which is the subject of the appraisal report will be under typically prudent and competent management which is neither inefficient nor superefficient.

FEE

The fee for any appraisal report, consultation, feasibility or other study is for services rendered and, unless otherwise stated in the service agreement, is not solely based upon the time spent on any assignment.

LEGAL EXPENSES

Any legal expenses incurred in defending or representing ourselves concerning this assignment will be the responsibility of the client.



CHANGES AND MODIFICATIONS

The appraiser(s) reserves the right, at the cost of the client, to alter statements, analyses, conclusions, or any value estimates in the appraisal if any new facts pertinent to the appraisal process are discovered which were unknown on the date of valuation of this report.

DISSEMINATION OF MATERIAL

Neither all nor any part of the contents of this report shall be disseminated to the general public through advertising or sales media, public relations media, new media or other public means of communication without the prior written consent and approval of the appraiser(s).

The acceptance and/or use of the Appraisal Report by the client or any third party constitutes acceptance of the Assumptions and Limiting Conditions set forth in the preceding paragraphs. The appraiser's liability extends only to the specified client, not to subsequent parties or users. The appraiser's liability is limited to the amount of the fee received for the services rendered.



**QUALIFICATIONS OF APPRAISER
CINDY LUND FOGEL**

Professional Designations

MAI – Member of the Appraisal Institute 2000

State Licensing and Certification

Nevada Certified General Appraiser
License #A.0002312-CG (Certified through 5/31/22) 1996

Offices Held

Board of Directors, Reno/Carson/Tahoe Chapter Appraisal Institute 2011/2012
President, Reno/Carson/Tahoe Chapter Appraisal Institute 2009/2010
Vice President, Reno/Carson/Tahoe Chapter Appraisal Institute 2008
Education Chair, Reno/Carson/Tahoe Chapter Appraisal Institute 2002
President, Reno/Carson/Tahoe Chapter Appraisal Institute 2001
Vice President, Reno/Carson/Tahoe Chapter Appraisal Institute 2000
Treasurer, Reno/Carson/Tahoe Chapter Appraisal Institute 1999
Secretary, Reno/Carson/Tahoe Chapter Appraisal Institute 1998

Occupational History

Johnson Perkins Griffin, LLC 03/2015 to Present
Real Estate Appraiser
Johnson - Perkins & Associates 1994 – 02/2015
Real Estate Appraiser
Johnson - Wright & Associates 1992 - 1994
Real Estate Appraiser
Stephen R. Johnson & Associates 1990 - 1992
Real Estate Appraiser

Admitted as Expert Witness

Washoe County Board of Equalization
Nevada State Board of Equalization

Appraisal Education & Technical Training

Real Estate 103 and 202 1986
Real Estate Financing 1986
American Institute of Real Estate Appraisers 1991
Course 1A-1 "Real Estate Appraisal Principles"
Course 1A-2 "Basic Valuation Procedures"
Course 1BA "Cap Theory & Tech, Part A" 1992
Course 1BB "Cap Theory & Tech, Part B"
Nevada Law (NRS 645C) 1993
Standards of Professional Practice Parts A & B 1993
Advanced Applications 1993
Report Writing and Valuation Analysis 1995
Case Studies in Law and Ethics 1998
Standards of Professional Practice, Part C 1998



**QUALIFICATIONS OF APPRAISER
CINDY LUND FOGEL**

Appraisal Education & Technical Training (Continued)

Advanced Income Capitalization	1999
Standards of Professional Practice, Part C	2000 & 2002
Appraisal Consulting: A Solutions Approach for Professionals	2002
Scope of Work Seminar	2003
The Road Less Traveled: Special Purpose Properties	2004
7-Hour National USPAP Update Course	2004
7-Hour National USPAP Update Course	2006
Cost Approach to Commercial Appraising	2006
Uniform Appraisal Standards/Federal Land Acquisitions	2007
7-Hour National USPAP Update Course	2007
7-Hour National USPAP Update Course	2008
Business Practices and Ethics	2008
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)	2009
7-Hour National USPAP Update Course	2010
Business Practices and Ethics	2010
Corridor Valuation & Yellow Book Issues and Divided Partial Interests	2010
7-Hour National USPAP Update Course	2012
State of Nevada Economic Overview, Brian Bonnenfant	2013
7-Hour National USPAP Update Course	2014
7-Hour National USPAP Update Course	2016
Eminent Domain & Condemnation	2016
Business Practices & Ethics	2016
7-Hour National USPAP Update Course	2018
Solving Land Valuation Puzzles	2018
2019 Northern Nevada Real Estate Overview	2019
7-Hour National USPAP Update Course	2020
Laws for Nevada Appraisers	2020
The Basics of Expert Witness for Commercial Appraisers	2020
Appraisal of Land Subject to Ground Leases	2020
Appraising Small Apartment Properties	2021

Appraisal Seminars

Appraising Airports and Airplane Hangars	2014
Online Data Verification Methods	2014
Online Advanced Internet Search Strategies	2014
Effective Rent and Seller Concessions in Market Value Appraisals	2013
Appraisal Curriculum Overview	2011
Diminution of Value and Severance Damages	2011
Qualitative Analysis: How and Why it is Important	2011
The Lending World in Crisis-What Clients Need	2011
Forecasting Revenue/Appraising Distressed Commercial Real Estate	2009
Valuation of Easements and Other Partial Interests	2009
Construction Defects and Cost Trends & Feasibility Analysis	2008
Valuation of Detrimental Conditions	2008
Spotlight on Common Errors & Confidentiality USPAP Issues	2008



**QUALIFICATIONS OF APPRAISER
CINDY LUND FOGEL**

Appraisal Seminars (Continued)

The Essentials, Current Issues & Misconceptions in Appraising	2007
Attacking & Defending an Appraisal in Litigation	2007
Analyzing Distressed Properties	2005
Appraisal Valuation Modeling	2004
Subdivision Valuation	2004

Formal Education

University of Nevada-Reno: Bachelor of Arts, College of Arts and Science	1989
Truckee Meadows Community College, Associate in Arts	1984
Sparks High School, Sparks, Nevada	1975

Types of Property Appraised

- Vacant Land
- Warehouses and Industrial Buildings
- Professional Office Buildings
- Commercial Buildings
- Apartment Complexes
- Subdivisions
- Aircraft Hangars
- Right-of-Way & Public Utility Easements

Representative Client List

- Regional Transportation Commission
- Truckee Meadows Water Authority
- Reno-Tahoe Airport Authority
- Carson City Airport Authority
- Minden-Tahoe Airport Authority
- University of Nevada, Reno
- Washoe County School District
- NV Energy
- Carson City
- Churchill County
- State of Nevada Division of State Lands
- V & T Railroad Commission
- Washoe County Community Services
- Alliance Trust Company
- Thomas Hall, Attorney
- Mark Wray, Attorney
- Robison Sharp Sullivan Brust, Attorneys
- City of Fallon, Nevada
- Town of Truckee, California
- Greater Nevada Credit Union
- Nevada State Bank
- Extensia Financial/Operating Engineers Federal Credit Union

January 18, 2022

Agenda Item 7

Possible action to approve the Owner-Agency Agreement and Commission Schedule with the Dickson Commercial Group, Inc. for purposes of listing and selling Parcels B (portion), E, F, and J of the New River Business Park. **(For possible action.)**



FALLON

Incorporated 1908

**STANDARD OWNER-AGENCY AGREEMENT
FOR SALE OF REAL PROPERTY**

1) BASIC PROVISIONS ("BASIC PROVISIONS").

- a) **Parties:** This Owner-Agency Agreement ("**Agreement**"), dated for reference purposes only is made by and between the City of Fallon whose address is 55 W Williams Ave, Fallon, NV 89406, ("**Owner**"), and Dickson Commercial Group, Inc, whose address is 333 Holcomb Ave #300, Reno, NV 89502, telephone number 775-850-3100 ("**Broker**"); Heidi Chisholm and Dennis Bradley, are the listing agents ("**Agent**").
- b) **Property/Premises:** The real property which is the subject of this Agreement is located in the City of Fallon, County of Churchill, State of Nevada, and generally described as: APN(s) 001-781-05, 001-781-09, 001-781-19 and 001-781-31 (portion) ("**Property**"). (See also Paragraph 3)
- c) **Term of Agreement:** The term of this Agreement shall commence on January 18, 2022, and expire at 5:00PM on January 18, 2025 ("**Term**"). In the event the Property is removed from the market due to the opening of an escrow or acceptance of an offer to purchase the Property during the Term, or any extension thereof, and the sale is not consummated for any reason then, in that event, the Term shall be extended for a period of time equal to the number of days that the escrow had been opened and/or the Property had been removed from the market, whichever is longer, provided that, in no event shall such extension(s) exceed one hundred eighty (180) calendar days in the aggregate.
- d) **Transaction:** The nature of the transaction concerning the Property for which Agent is employed ("**Transaction**") is a sale for the following sale price and terms:
 - i) Parcel 001-781-19: \$635,000.00
 - ii) Parcel 001-781-05: \$620,000.00
 - iii) Parcel 001-781-09: \$65,000.00
 - iv) Parcel 001-781-31 (portion): \$124,000.00
 - v) or other terms agreeable to the Owner.

2) EXCLUSIVE EMPLOYMENT AND RIGHTS.

- a) Owner hereby employs Agent as Owner's sole and exclusive agent to represent Owner in the Transaction and to find buyers ("Buyer") for the Property. Agent shall use reasonably diligent efforts to find such buyers. All negotiations and discussions for a Transaction shall be conducted

Owner's Initials



Agent's Initials



Agent's Initials

by Agent on behalf of Owner. Owner shall promptly disclose and refer to Agent all written or oral inquiries or contracts received by Owner from any source regarding a possible Transaction.

- b) Owner authorizes Agent to use all reasonable professional practices in marketing the Property, including but not limited to:
- i) Placing advertising signs on the Property;
 - ii) Listing the Property with any multiple-listing services, websites, and on the internet;
 - iii) Prepare and distribute brochures and place advertising in newspapers or trade journals;
 - iv) Distribute all information regarding the Property to other brokers, and to potential buyers. Owner shall identify as "confidential" any communication or information provided to Agent that Owner considers confidential and does not want disclosed. All other information provided by Owner may be disclosed as Agent may deem appropriate or necessary. Agent may publicize the terms of such Transaction.
 - v) Agent shall, at Agent's election, cooperate with other real estate brokers (collectively "Cooperating Broker").
 - vi) If Agent finds a prospective buyer for the Property, Agent may represent both parties if Owner agrees to dual representation in writing and signs a Consent to Act form. If a Cooperating agent finds such a Buyer, then Agent shall act as agent for Owner only, the Cooperating agent shall act as agent for the Buyer only. A Cooperating agent shall not be an agent or subagent of Owner or Agent.
 - vii) Owner and Agent acknowledge that it is a violation of law for either of them to refuse to display to or sell to any person because of person's race, color, religion, national origin, sex or physical disability. Owner and Agent agree that the Property will be offered in compliance with all applicable federal, state and local anti-discrimination laws and regulations.

3) **PROPERTY.**

- a) The term "Property" shall include all of the following which may be located on the Property and owned by Owner: permanent improvements, electrical distribution systems, power panels, buss ducting, conduits, disconnects, lighting fixtures, telephone distribution systems (lines, jacks and connections), space heaters, air conditioning equipment, air lines, carpets, window coverings, wall coverings, partitions, doors, suspended ceilings, and built-ins such as cabinets. If the Transaction is a sale, the term "Property" shall additionally include, to the extent owned by Owner, oil and mineral rights, leases and other agreements which will continue in effect after Owner's transfer of title to the Property.
- b) Agent shall have no responsibility for maintenance, repair, replacement, operation or security of the Property, all of which shall be Owner's sole responsibility. Unless caused by Agent's gross negligence, Agent shall not be liable for any loss, damage, or injury to person or property of Owner, any lessees of the Property, any buyer, prospective buyer, lessee, or prospective lessee.

Owner's Initials



Agent's Initials



Agent's Initials

4) **COMMISSION.**

- a) Owner shall pay Agent a commission in accordance with the commission schedule attached hereto ("**Commission Schedule**") for a Transaction, whether such Transaction is consummated as a result of the efforts of the Agent, Owner or other persons or entities. Such Agreed Commission is payable:
- i) When a buyer is procured who is ready, willing and able to buy the Property at the price and on the terms stated herein, or on any other price and terms agreeable to Owner, and when Owner approves buyer's intended use of the Property in accordance with the Covenants, Conditions, and Restrictions for the New River Business Park enacted by Resolution 04-15 and recorded in the Official Records of Churchill County as Document Number 369661;
 - ii) Owner breaches or repudiates any Sale Agreement, escrow instructions or other documents executed by Owner regarding the sale of the Property;
 - iii) The Property or any interest therein is voluntarily or involuntarily sold, conveyed, contributed or transferred;
 - iv) If Owner is a partnership, joint venture, limited liability company, corporation, trust or other entity, and any interest in Owner is voluntarily or involuntarily sold, contributed, conveyed or transferred to another person or entity that, as of the date hereof, does not have any ownership interest in Owner;
 - v) If the Owner:
 - (1) Removes or withdraws the Property from a Transaction or the market prior to the expiration of the Term;
 - (2) Acts as if the Property is not available for a Transaction during the Term;
 - (3) Treats the Property as not available for a Transaction during the Term;
 - (4) Breaches, terminates, cancels or repudiates this Agreement;
 - (5) Renders the Property unmarketable during the Term; or
 - (6) Changes the status of the Property's title, leases, agreements, physical condition or other aspects thereof, which such change adversely impacts the value, use, desirability or marketability of the Property.
 - vi) If the purchase agreement and/or escrow instructions to be entered into by and between Owner and a buyer of the Property shall provide that,
 - (1) Owner instructs the escrow holder to pay from Owner's proceeds accruing to the account of the Owner at the close of escrow the Agreed Commission to Agent;

Owner's Initials



Agent's Initials



Agent's Initials

- (2) No change shall be made by Owner or Buyer with respect to the time of, amount of, or the conditions to payment of the Agreed Commission, without Agent's written consent.
 - (3) If security, earnest money, or similar deposits made by a prospective purchaser procured by Agent are forfeited as a result of the prospective purchaser's breach of the contract to purchase the Property, in addition to any other rights of Agent pursuant to this Agreement, Agent shall be entitled to one-half (1/2) thereof, but not to exceed the total amount of the anticipated commission.
 - vii) To the extent permitted by applicable law, Agent is authorized to deduct its commissions from any deposits, payments or other funds, including sale proceeds paid by a purchaser in connection with a transaction contemplated by this Agreement, and Owner hereby irrevocably assigns said funds and proceeds to Agent to the extent necessary to pay said commissions. Agent is authorized to provide a copy of this Agreement to any escrow or closing agent working on such transaction, and such escrow or closing agent, is hereby instructed by Owner to pay Agent's commissions from any such funds or proceeds available. Owner shall remain liable for the entire amount of said commissions regardless of whether Agent exercises its rights under this paragraph.
- 5) **ALTERNATIVE TRANSACTION.** If the Transaction changes to any other Transaction, including, but not limited to, a sale, exchange, option to buy, right of first refusal, ground lease, lease, sublease or assignment of lease during the Term (collectively "**Alternative Transaction**"), then Agent, shall automatically be Owner's sole and exclusive Agent for such Alternative Transaction and represent Owner in such Alternative Transaction, under the terms and conditions of this Agreement. If, during the Term hereof, an Alternative Transaction is entered into, then Owner shall pay Agent the Agreed Commission.
- 6) **REGISTERED PERSONS.** Agent shall, within fifteen days after the expiration of the Term hereof, provide Owner, in writing, with the names of those persons or entities with whom Agent either directly or through another broker had negotiated during the term hereof ("**Registered Persons**"). Those persons or entities who submitted written offers or letters of intent shall, however, automatically deemed to be Registered Persons for the type of transaction which was the subject of such offer or letter of intent. If Agent fails to timely notify Owner of the existence of any other Registered Persons, then it shall be conclusively deemed that there are no other Registered Persons. Owner agrees pay Agent the Agreed Commission ,if, within one hundred and twenty calendar days after the expiration of the Term hereof, the Property is sold or leased, or Owner enters into a contract of sale or lease with a Registered Person, or negotiations continue, resume or commence and thereafter continue leading to a sale or lease of the Property to any Registered Person. Agent is authorized to continue negotiations with such persons or entities.

7) **OWNER'S REPRESENTATIONS.**

- i) Owner represents and warrants as follows:

Owner's Initials

^{DS}
HC

Agent's Initials

^{DS}
DB

Agent's Initials

- (a) Each person executing this Agreement on behalf of Owner has the full right, power and authority to execute this Agreement as or on behalf of Owner;
- (b) Owner is the sole owner of the Property and/or has the full right, power and authority to execute and deliver this Agreement, to consummate a Transaction as provided herein, and to perform Owner's obligations hereunder;
- (c) Neither Owner nor the Property is the subject of a bankruptcy, insolvency, probate or conservatorship proceeding;
- (d) Owner has no knowledge that any lessee or sub-lessee of the Property, if any, is the subject of a bankruptcy, insolvency, probate or conservatorship proceeding;
- (e) There are no effective, valid or enforceable option rights, rights of refusal, rights of first offer or any other restrictions, impediments or limitations on Owner's right, ability and capacity to consummate a Transaction, except as disclosed in writing pursuant to Paragraph 3(ii).
- (f) Owner represents that no person or entity who has an ownership interest in the Property is a foreign person as defined in the Foreign Investment in Real Property Tax Act (commonly known as "FIRPTA").

8) **OWNER'S ACKNOWLEDGEMENTS.** Owner agrees to use its best efforts to cooperate with Agent in bringing about a sale of the Property to a prospective purchaser procured by Agent. Owner acknowledges that it has been advised by Agent to consult and retain experts to advise and represent it concerning the legal and tax effects of this Agreement and consummation of a Transaction or Alternative Transaction, as well as the condition and/or legality of the Property, including, but not limited to, the Property's improvements, equipment, soil, tenancies, title and environmental aspects. Agent shall have no obligation to investigate any such matters unless expressly otherwise agreed to in writing by Owner and Agent. Owner agrees to disclose to Agent and to prospective purchasers any and all information of which Owner has actual knowledge regarding present and future zoning and environmental matters affecting the Property and regarding the condition of the Property, including, but not limited to structural, mechanical and soils conditions, the presence and location of asbestos, PCB transformer, other toxic, hazardous or contaminated substances, and underground storage tanks in, on, or about the Property. Agent is authorized to disclose any such information to prospective purchasers. Owner further acknowledges that in determining the financial soundness of any prospective buyer or security offered, Owner will rely solely upon Owner's own investigation, notwithstanding Agent's assistance in gathering such information. Owner and its counsel will be responsible for determining the legal sufficiency of any purchase agreements or other documents utilized in or relating to any transaction contemplated by this Agreement.

9) **MISCELLANEOUS.**

Owner's Initials



Agent's Initials



Agent's Initials

- a) This Agreement shall not be construed either for or against Owner or Agent, but shall be interpreted, construed and enforced in accordance with the mutual intent of the parties, ascertainable from the language of this Agreement.
- b) If Owner fails to pay Agent any amount when due under this Agreement, then such amount shall bear interest at the rate of 15% per annum or the maximum rate allowed by law, whichever is less.
- c) In the event of litigation or arbitration between or among Owner, Agent, a Cooperating Broker, a buyer, or prospective buyer of the Property, or any of them, arising under or relating to this Agreement or the Property, the prevailing party shall be paid its attorney's fees and costs by the losing party. The term "Prevailing Party" shall include, without limitation, one who substantially obtains or defeats the relief sought, as the case may be, whether by compromise, settlement, judgment, or the abandonment by the other party of its claim or defense. The attorney's fees award shall not be computed in accordance with any court fee schedule but shall be in an amount to fully reimburse all attorneys' fees reasonably incurred in good faith.
- d) Owner agrees to indemnify, defend (with counsel reasonably acceptable to Agent), and hold Agent harmless from and against any claim or liability asserted against Agent as a result of the failure of Owner to make a full and complete disclosure pursuant to law or as a result of the fact that any of the representations made by Owner (see paragraph 7) were not true at the time that this Agreement was signed except for misrepresentations or omissions made by Agent.
- e) Owner hereby releases and relieves Agent, and waives Owner's entire right of recovery against Agent, for direct or consequential loss or damage arising out of or incident to the perils covered by insurance carried by Owner, whether or not due to the negligence or intentional act of Agent.
- f) In the event that the Transaction is not an outright sale, Owner agrees that if Agent is not paid the Agreed Commission provided for herein within thirty days of the date due, that Agent shall have a lien in the amount of such commission and may record a notice of such lien against the Property.
- g) In the event that the Property comes under the jurisdiction of a bankruptcy court, Owner shall immediately notify Agent of the same, and shall promptly take all steps necessary to obtain court approval of Agent's appointment, unless Agent shall elect to terminate this Agreement upon said notice.
- h) In the event that the Property becomes the subject of foreclosure proceedings prior to the expiration of this Agreement, then this Agreement shall be deemed suspended until such time as the Owner may reacquire the Property within the Term. If this Agreement is suspended pursuant to this paragraph, Agent shall be free to enter into a listing agreement with any receiver, the party

Owner's Initials



Agent's Initials



Agent's Initials

initiating the foreclosure, the party purchasing the Property at a foreclosure sale, or any other person having any interest in the Property.

- i) This Agreement may not be assigned, sold, or otherwise transferred to another agent or broker without the express written consent of Owner and Agent.
- j) This Agreement constitutes the entire agreement between Owner and Agent and supersedes all prior discussions, negotiations and agreements, whether oral or written. Owner or Agent each represent and warrant to the other that in entering into this Agreement, they are not relying upon any discussions, representations, understandings or agreements, other than the matters specifically stated herein. No amendment, alteration, cancellation or withdrawal of this Agreement shall be valid or binding unless made in writing and signed by both Owner and Agent. This Agreement shall be binding upon, and shall benefit, the heirs, successors of the parties. In the event any clause, provision, paragraph or term of this Agreement shall be deemed to be unenforceable or void based on any controlling state or federal law, the remaining provisions hereto, and each part, shall remain unaffected and shall continue in full force and effect.
- k) The parties hereto agree to comply with all applicable federal, state and local laws, regulations, codes, ordinances and administrative orders having jurisdiction over the parties, Property or the subject matter of this Agreement, including, but not limited to, the 1965 Civil Rights Act and all amendments thereof, the Foreign Investment In Real Property Tax Act, the Comprehensive Environmental Response Compensation and Liability Act, and The Americans With Disabilities Act. Owner and Agent agree that the Property will be offered in compliance with all applicable anti-discrimination laws.

10) MEDIATION AND ARBITRATION.

- a) ALL DISPUTES BETWEEN THE PARTIES TO THIS AGREEMENT ARISING UNDER THE TERMS OF THIS AGREEMENT OR INVOLVING THE CONSTRUCTION OR APPLICATION OF ANY OF THE TERMS, PROVISIONS, OR CONDITIONS OF THIS AGREEMENT, SHALL ON WRITTEN REQUEST BY EITHER PARTY SERVED ON THE OTHER, BE SUBMITTED FIRST TO MEDIATION AND THEN IF STILL UNRESOLVED FOR A PERIOD OF SIXTY (60) DAYS AFTER THE COMMENCEMENT OF THE MEDIATION, TO BINDING ARBITRATION AS PROVIDED HEREINAFTER. A DEMAND FOR MEDIATION SHALL BE MADE IN WRITING WITHIN THIRTY (30) DAYS FROM THE DATE A DISPUTE ARISES. IN NO EVENT SHALL ANY DEMAND FOR MEDIATION BE MADE AFTER SUCH CLAIM OR DISPUTE WOULD BE BARRED BY THE APPLICABLE NEVADA STATUTE OF LIMITATIONS, AS PROVIDED IN NEVADA REVISED STATUTES CHAPTER 11.
- b) THE PARTIES SHALL SELECT ONE (1) PERSON TO ACT AS MEDIATOR, WHO SHALL BE A LICENSED REAL ESTATE BROKER IN NEVADA OR AN ACTIVE AND LICENSED MEMBER OF THE STATE BAR OF NEVADA AND WHO IS EXPERIENCED IN THE ISSUE IN DISPUTE. IF THE PARTIES CANNOT AGREE WITHIN THIRTY (30) DAYS FOLLOWING THE WRITTEN DEMAND FOR MEDIATION FOR THE APPOINTMENT OF A MEDIATOR, THEN EITHER OR BOTH PARTIES MAY APPLY TO THE AMERICAN ARBITRATION ASSOCIATION FOR APPOINTMENT OF A MEDIATOR. THE MEDIATION SHALL BE CONDUCTED IN RENO, NEVADA AND THE MEDIATION SHALL COMMENCE WITHIN THIRTY (30) DAYS OF THE SELECTION OR APPOINTMENT OF THE MEDIATOR. THE COSTS OF THE MEDIATION SHALL BE SHARED EQUALLY.

Owner's Initials



Agent's Initials



Agent's Initials

- c) ANY CONTROVERSY ARISING UNDER OR RELATING TO THIS AGREEMENT WHICH IS NOT RESOLVED BY MEDIATION AS PROVIDED ABOVE SHALL BE DETERMINED BY BINDING ARBITRATION TO BE CONDUCTED BY THE AMERICAN ARBITRATION ASSOCIATION IN ACCORDANCE WITH ITS COMMERCIAL RULES. ARBITRATION HEARINGS SHALL BE HELD IN THE COUNTY WHERE THE PROPERTY IS LOCATED.
- d) NOTICE: BY INITIALING IN THE SPACE BELOW YOU ARE AGREEING TO HAVE ANY DISPUTE ARISING OUT OF THE MATTERS INCLUDED IN THE "MEDIATION AND ARBITRATION" PROVISION DECIDED BY NEUTRAL ARBITRATION AS PROVIDED BY NEVADA LAW AND YOU ARE GIVING UP ANY RIGHTS YOU MIGHT POSSESS TO HAVE THE DISPUTE LITIGATED IN A COURT OR JURY TRIAL. BY INITIALING IN THE SPACE BELOW YOU ARE GIVING UP YOUR JUDICIAL RIGHTS TO DISCOVERY AND APPEAL, UNLESS THOSE RIGHTS ARE SPECIFICALLY INCLUDED IN THE "MEDIATION AND ARBITRATION" PROVISION. IF YOU REFUSE TO SUBMIT TO ARBITRATION AFTER AGREEING TO THIS PROVISION, YOU MAY BE COMPELLED TO ARBITRATE UNDER THE AUTHORITY OF THE NEVADA CODE OF CIVIL PROCEDURE. YOUR AGREEMENT TO THIS MEDIATION AND ARBITRATION PROVISION IS VOLUNTARY.
- e) WE HAVE READ AND UNDERSTAND THE FOREGOING AND AGREE TO SUBMIT DISPUTES ARISING OUT OF THE MATTERS INCLUDED IN THIS: "MEDIATION AND ARBITRATION" PROVISION TO MEDIATION AND THEN NEUTRAL ARBITRATION.

11) **ADDITIONAL PROVISIONS:** Additional provisions of this Agreement are set forth in the following blank lines or in an addendum attached hereto and made a part hereof consisting of paragraphs through ____ (if there are no additional provisions write "NONE"): NONE

[Owner]
By: _____
City of Fallon

Its: _____
Date: _____

[Agent] DocuSigned by:
By: Heidi Chisholm
C7D2FBB4663A483
Dickson Commercial Group
Heidi Chisholm, Agent
S.0176954

1/10/2022
Date: _____

[Agent] DocuSigned by:
By: Dennis Bradley
25C7E04426B3436
Dickson Commercial Group
Dennis Bradley, Agent
BS.0144254

1/10/2022
Date: _____

Owner's Initials

Agent's Initials

Agent's Initials

COMMISSION SCHEDULE

FOR THE PROPERTY AT: Churchill County APN(s) 001-781-05, 001-781-09, 001-781-19 and 001-781-31 (portion)

SALES:

In the event that there is not a Cooperating Agent involved in the Transaction, then the Agent's Commission shall be 5 %. In the event that there is a Cooperating Agent involved in the Transaction then the Agent's commission shall be 5 % of the gross sales price, of which amount Dickson Commercial Group shall receive 2.5 % and the Cooperating Agent shall receive 2.5%, paid out of escrow only upon a successful closing. Gross sales price shall include any and all consideration received or receivable, in whatever form, including, but not limited to assumption or release of existing liabilities. This commission shall be paid when earned or at the close of escrow, or if there is no escrow, then upon recordation of the deed; provided, however, if the transaction involves an installment contract, then payment shall be made upon execution of such contract. In the event Owner contributes or conveys the Property or any interest therein to a joint venture, partnership, or other business entity, the commission shall be calculated on the fair market value of the Property, less the value of the interest in the Property retained by or transferred to Owner, as the case may be, and shall be paid at the time of contribution or transfer. If Owner is a partnership, corporation or other business entity, and an interest in the partnership, corporation or other business entity is transferred, whether by merger, outright purchase, or otherwise, in lieu of a sale of the Property, and applicable law does not prohibit the payment of a commission in connection with such sale or transfer, the commission shall be calculated on the fair market value of the Property, rather than the gross sales price, multiplied by the percentage of interest so transferred, and shall be paid at the time of the transfer.

The provisions hereof are subject to the terms and provisions of any Exclusive Sales Listing Agreement or other agreement to which this Schedule may be attached and which is executed by the parties hereto.

In the event Owner fails to make payments within the time limits set forth herein, then from the date due until paid the delinquent amount shall bear interest at the maximum rate permitted in the state in which the office of the Agent executing this Schedule is located. If Agent is required to institute legal action against Owner relating to this Schedule or any agreement of which it is a part, Agent shall be entitled to reasonable attorneys' fees and costs.

Owner hereby acknowledges receipt of a copy of this Schedule and agrees that it shall be binding upon its heirs, successors and assignees. In the event Owner sells or otherwise disposes of its interest in the Property, Owner shall remain liable for payment of the commissions provided for in this Schedule and any agreement of which it is a part, including, without limitation. The term "Owner" as used herein shall be deemed to include the owner of the property, a party under contract to acquire the Property, a tenant under a ground lease and a tenant of the Property wishing to effect a sublease, lease assignment, or lease cancellation.

COMMISSION SCHEDULE

[Owner]

By: _____

City of Fallon

Its: _____

Date:

[Agent]

By: _____

Dickson Commercial Group
Heidi Chisholm, Agent
S.0176954

1/10/2022

Date:

[Agent]

By: _____

Dickson Commercial Group
Dennis Bradley, Agent
BS.0144254

1/10/2022

Date:

Managers Initials: _____

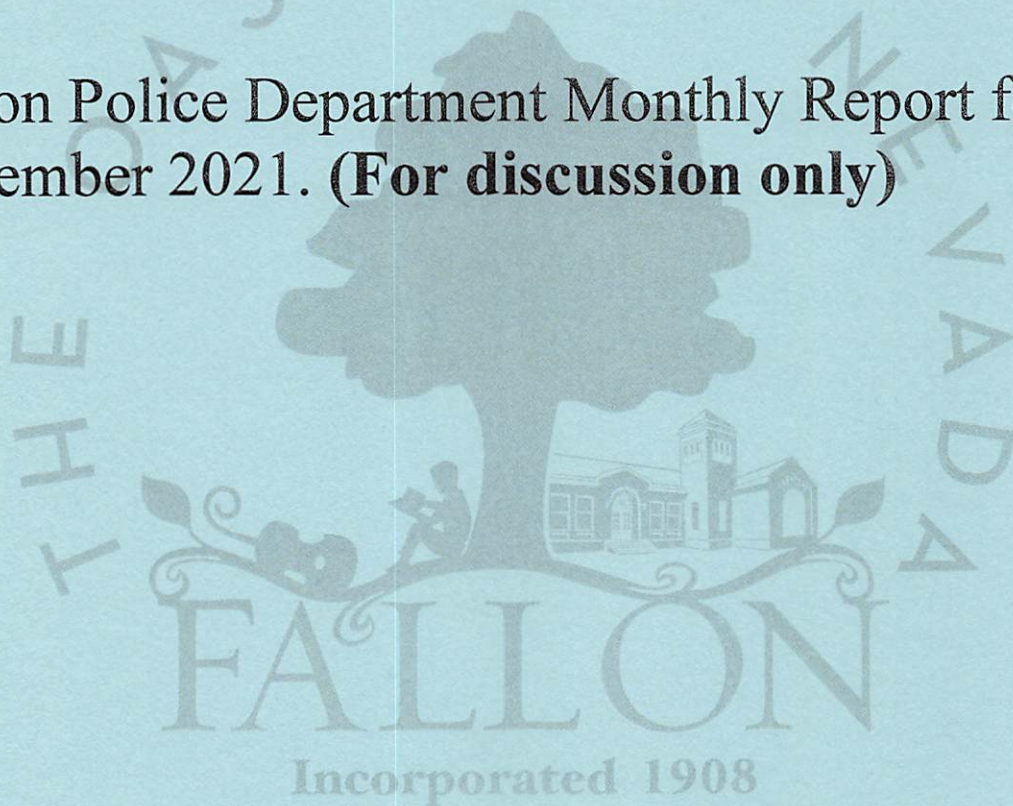
333 Holcomb Avenue
Suite 300
Reno, NV 89502

CONSULT YOUR ADVISORS – This document has legal consequences. No representation or recommendation is made by Agent as to the legal or tax consequences of this Agreement or the transaction(s) which it contemplates. These are questions for your attorney and financial advisors.

January 18, 2022

Agenda Item 8

Fallon Police Department Monthly Report for
December 2021. **(For discussion only)**



CITY OF FALLON
REQUEST FOR COUNCIL ACTION
AGENDA ITEM NO. 8

DATE SUBMITTED: 01/05/22

AGENDA DATE REQUESTED: 01/18/22

TO: Mayor and Council

FROM: Kristopher R. Alexander, Chief of Police

SUBJECT: Fallon Police Department Monthly Report for December 2021

TYPE OF ACTION REQUESTED: (Check One)

Resolution

Ordinance

Formal Action/Motion

Other (Specify) Review Only

RECOMMENDED COUNCIL ACTION: For review only

DISCUSSION/ANALYSIS: (Attachment, if necessary)

FISCAL IMPACT: None

FUNDING SOURCE:

EXPLANATION OF IMPACT:

ALTERNATIVES:

Prepared By: Emily Rasmussen 

Date 1/17/22

Reviewed By: Chief Kristopher Alexander 

Date 01/08/22

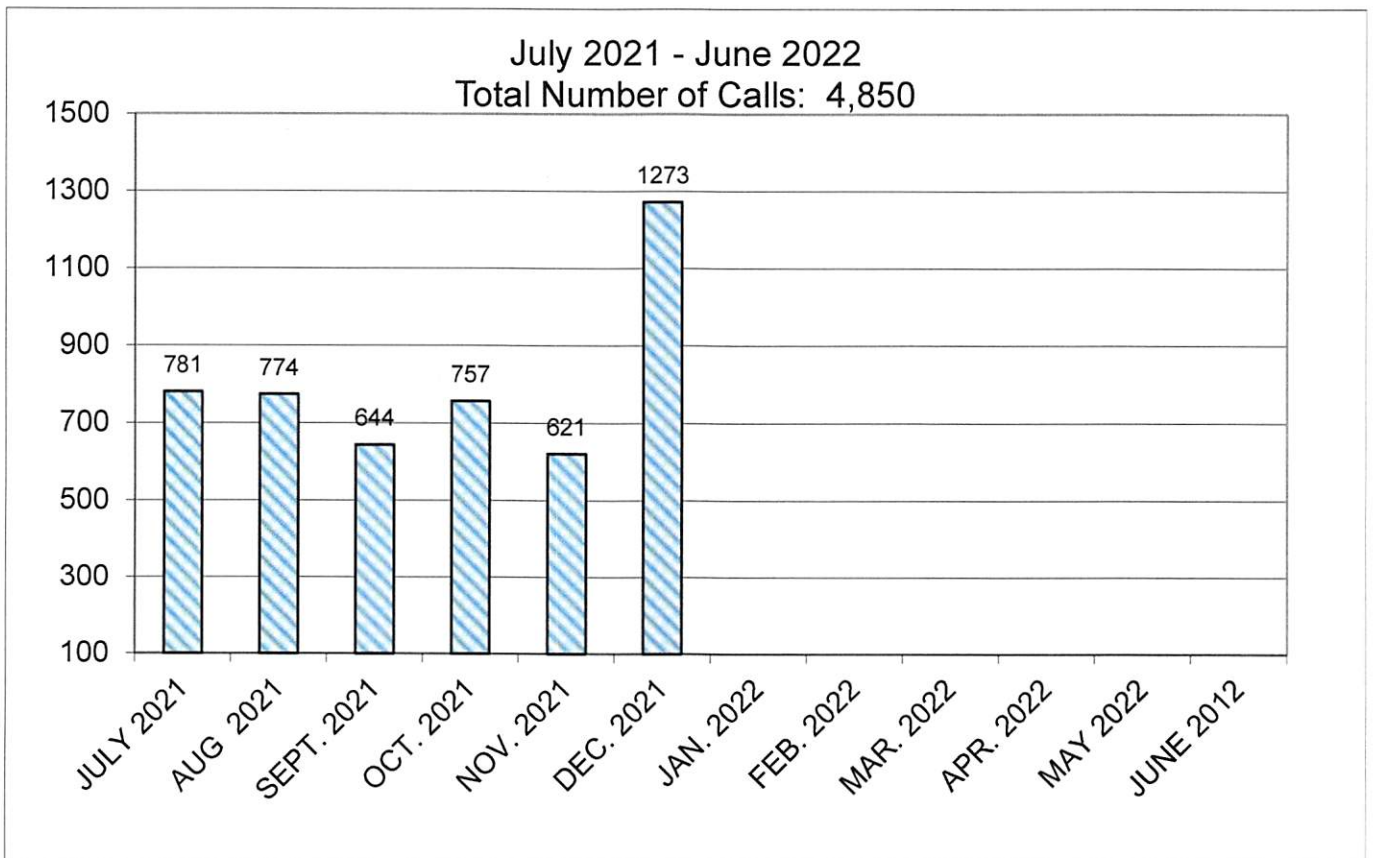
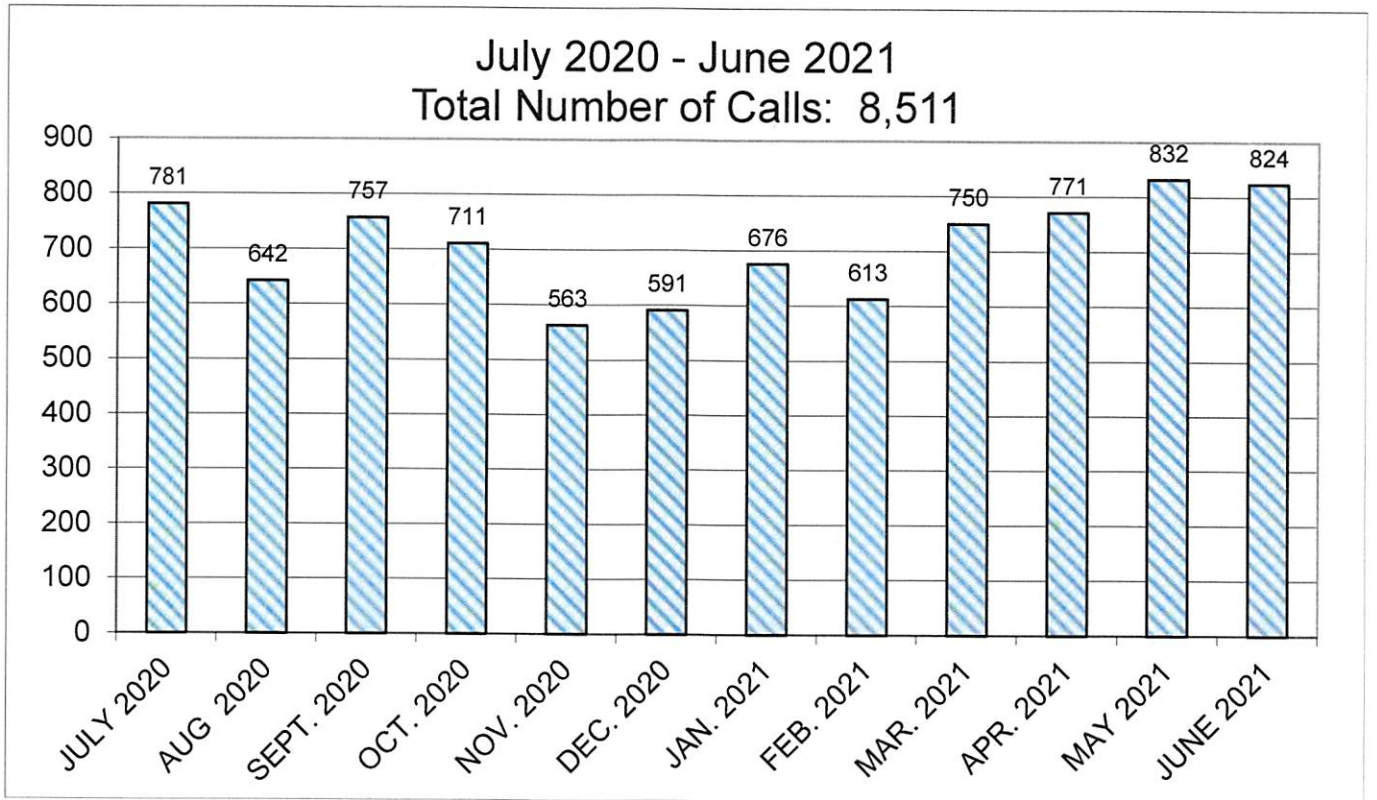
Presented by Kristopher Alexander

MONTHLY ACTIVITY REPORT



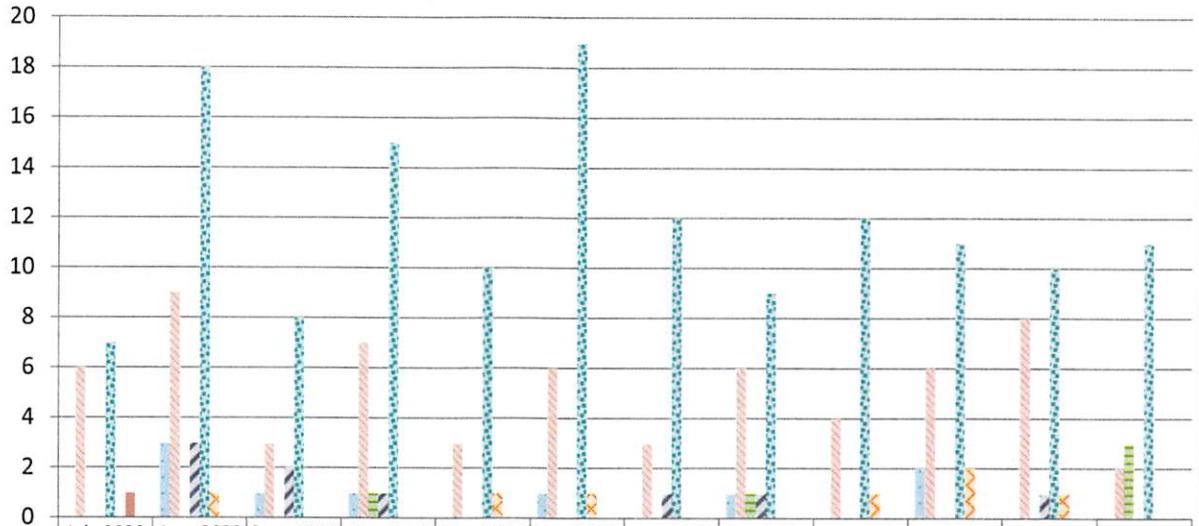
December 2021

Calls for Service / Total Incidents Reported



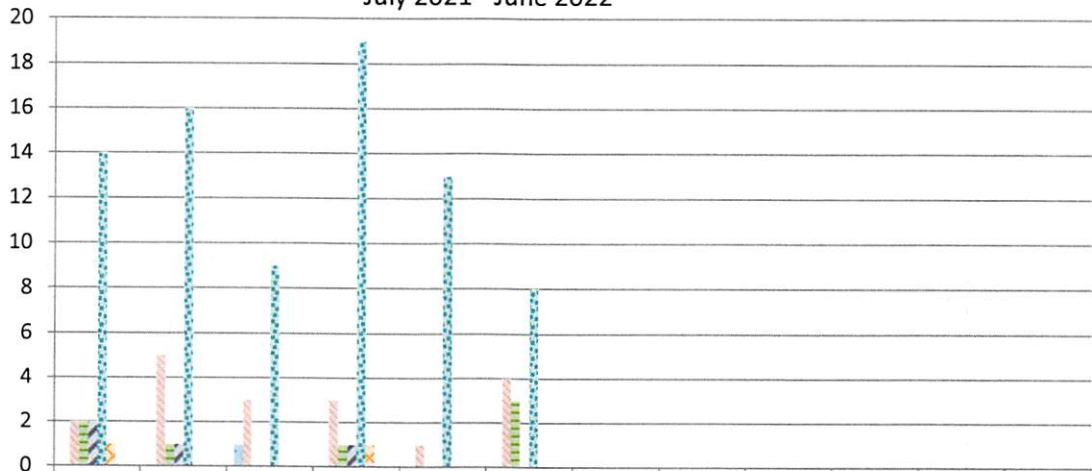
Crime Summary

July 2020 - June 2021



	July 2020	Aug. 2020	Sept. 2020	Oct. 2020	Nov. 2020	Dec. 2020	Jan. 2021	Feb. 2021	Mar. 2021	April 2021	May.2021	June 2021
Sex Offense	0	3	1	1	0	1	0	1	0	2	0	0
Domestic Battery	6	9	3	7	3	6	3	6	4	6	8	2
Battery Assaults	0	0	0	1	0	0	0	1	0	0	0	3
Stolen Vehicle	0	3	2	1	0	0	1	1	0	0	1	0
Larceny	7	18	8	15	10	19	12	9	12	11	10	11
Burglary	0	1	0	0	1	1	0	0	1	2	1	0
Robbery	1	0	0	0	0	0	0	0	0	0	0	0
Homicide	0	0	0	0	0	0	0	0	0	0	0	0

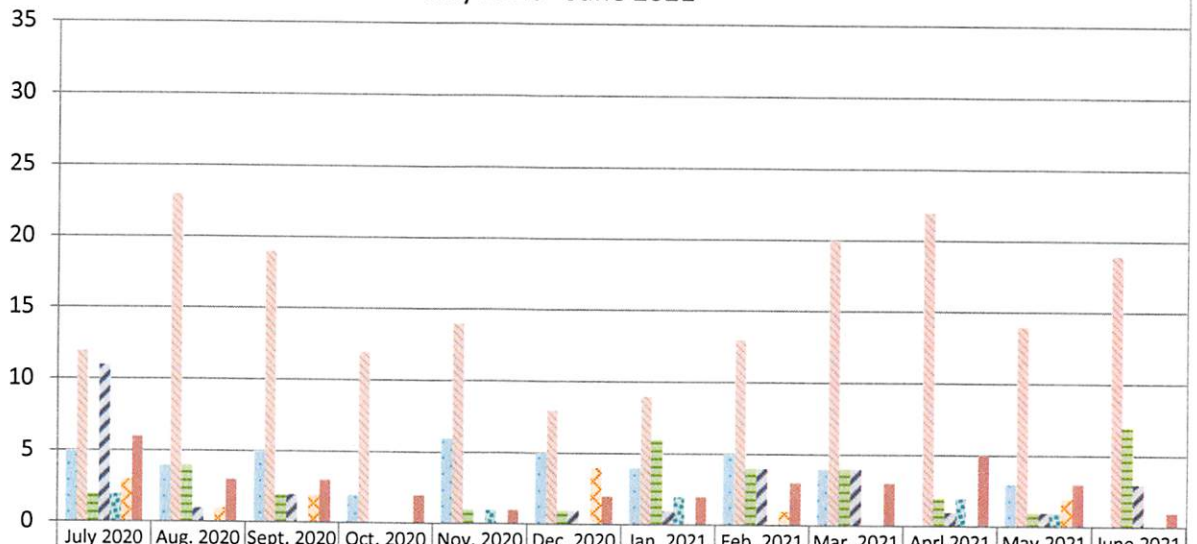
July 2021 - June 2022



	July 2021	Aug. 2021	Sept. 2021	Oct. 2021	Nov. 2021	Dec. 2021	Jan. 2022	Feb. 2022	Mar. 2022	April 2022	May.2022	June 2022
Sex Offense	0	0	1	0	0	0						
Domestic Battery	2	5	3	3	1	4						
Battery Assaults	2	1	0	1	0	3						
Stolen Vehicle	2	1	0	1	0	0						
Larceny	14	16	9	19	13	8						
Burglary	1	0	0	1	0	0						
Robbery	0	0	0	0	0	0						
Homicide	0	0	0	0	0	0						

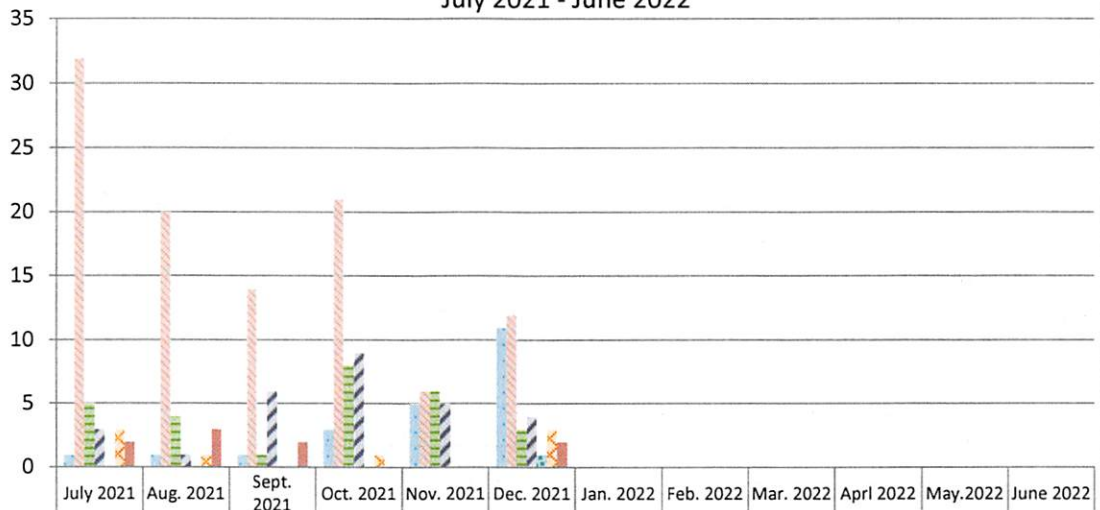
Arrest Summary

July 2020 - June 2021



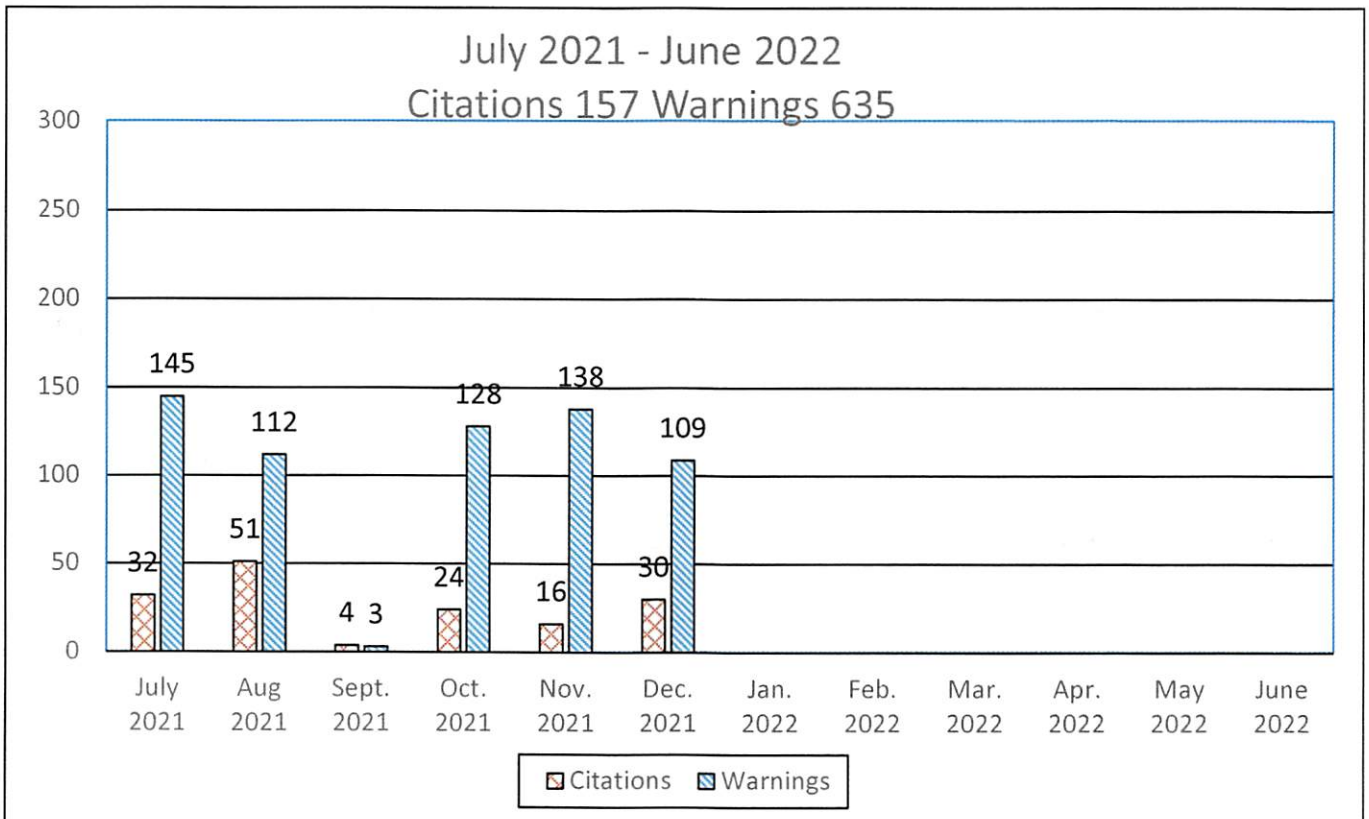
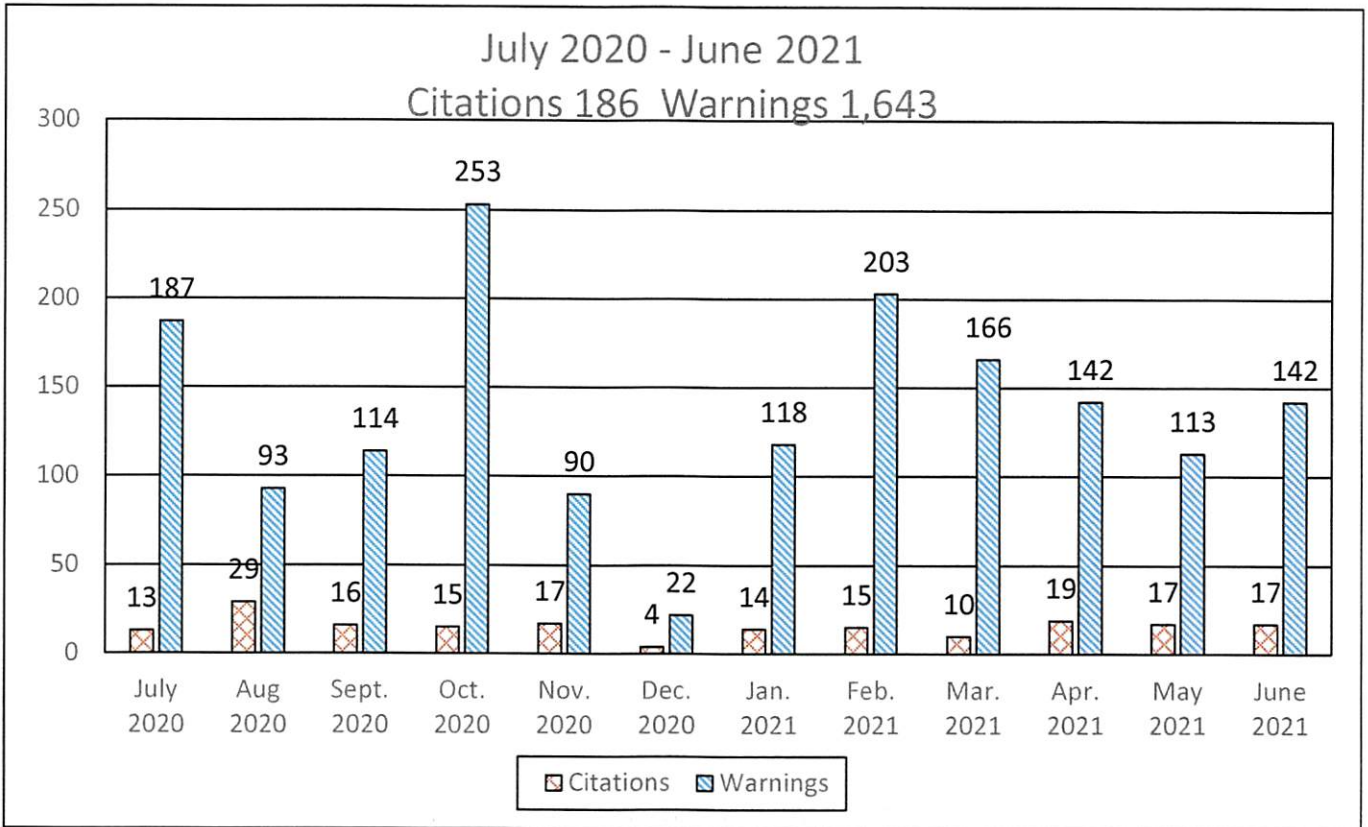
	July 2020	Aug. 2020	Sept. 2020	Oct. 2020	Nov. 2020	Dec. 2020	Jan. 2021	Feb. 2021	Mar. 2021	April 2021	May.2021	June 2021
Felony/GM	5	4	5	2	6	5	4	5	4	0	3	0
Misd.	12	23	19	12	14	8	9	13	20	22	14	19
DUI's	2	4	2	0	1	1	6	4	4	2	1	7
Juvenile Misd.	11	1	2	0	0	1	1	4	4	1	1	3
Juvenile Felony/GM	2	0	0	0	1	0	2	0	0	2	1	0
CPD's	3	1	2	0	0	4	0	1	0	0	2	0
Domestic Violence	6	3	3	2	1	2	2	3	3	5	3	1

July 2021 - June 2022

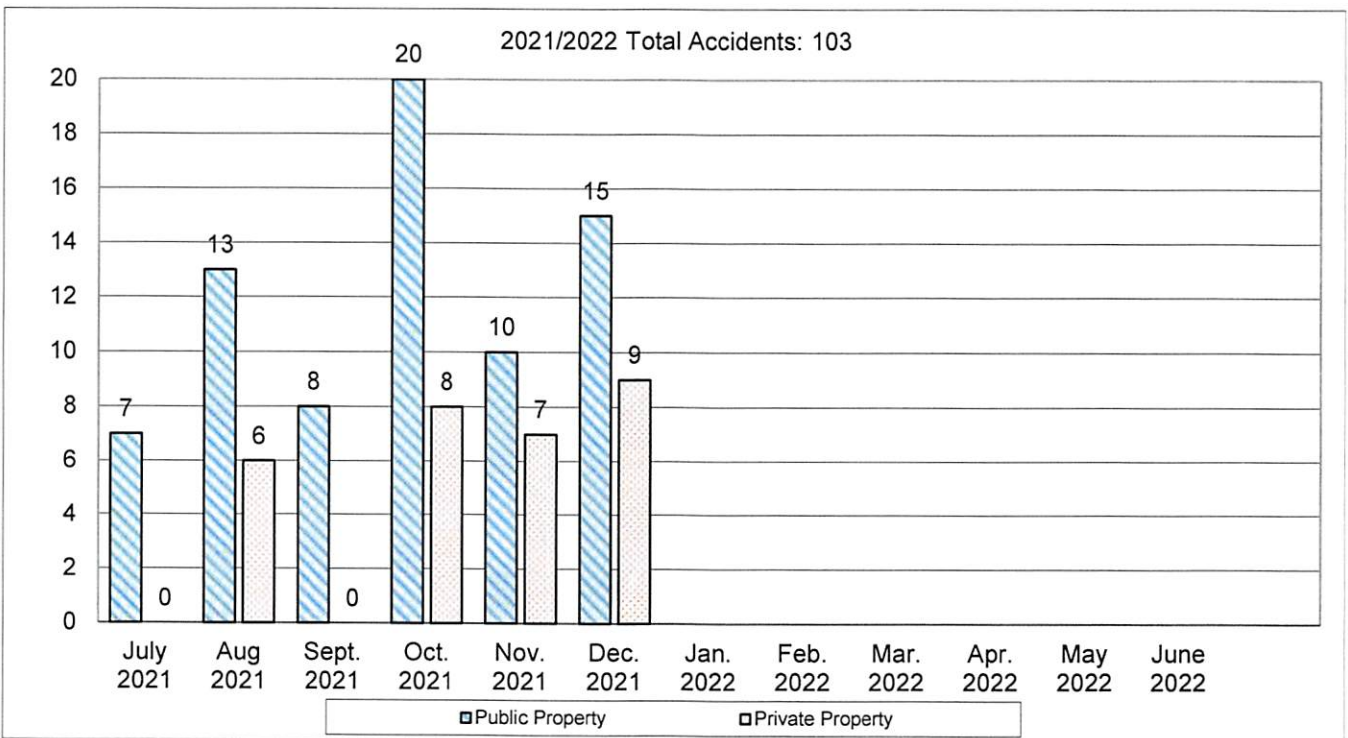
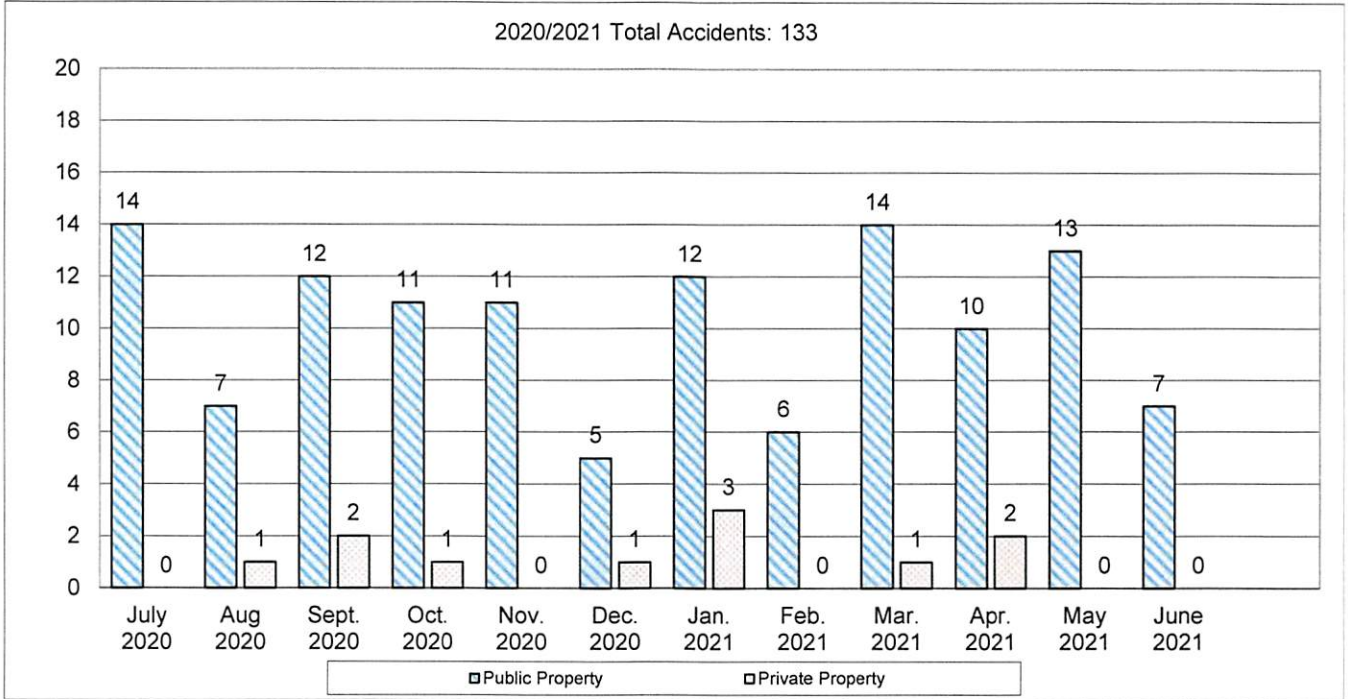


	July 2021	Aug. 2021	Sept. 2021	Oct. 2021	Nov. 2021	Dec. 2021	Jan. 2022	Feb. 2022	Mar. 2022	April 2022	May.2022	June 2022
Felony/GM	1	1	1	3	5	11						
Misd.	32	20	14	21	6	12						
DUI's	5	4	1	8	6	3						
Juvenile Misd.	3	1	6	9	5	4						
Juvenile Felony/GM	0	0	0	0	0	1						
CPC's	3	1	0	1	0	3						
Domestic Violence	2	3	2	0	0	2						

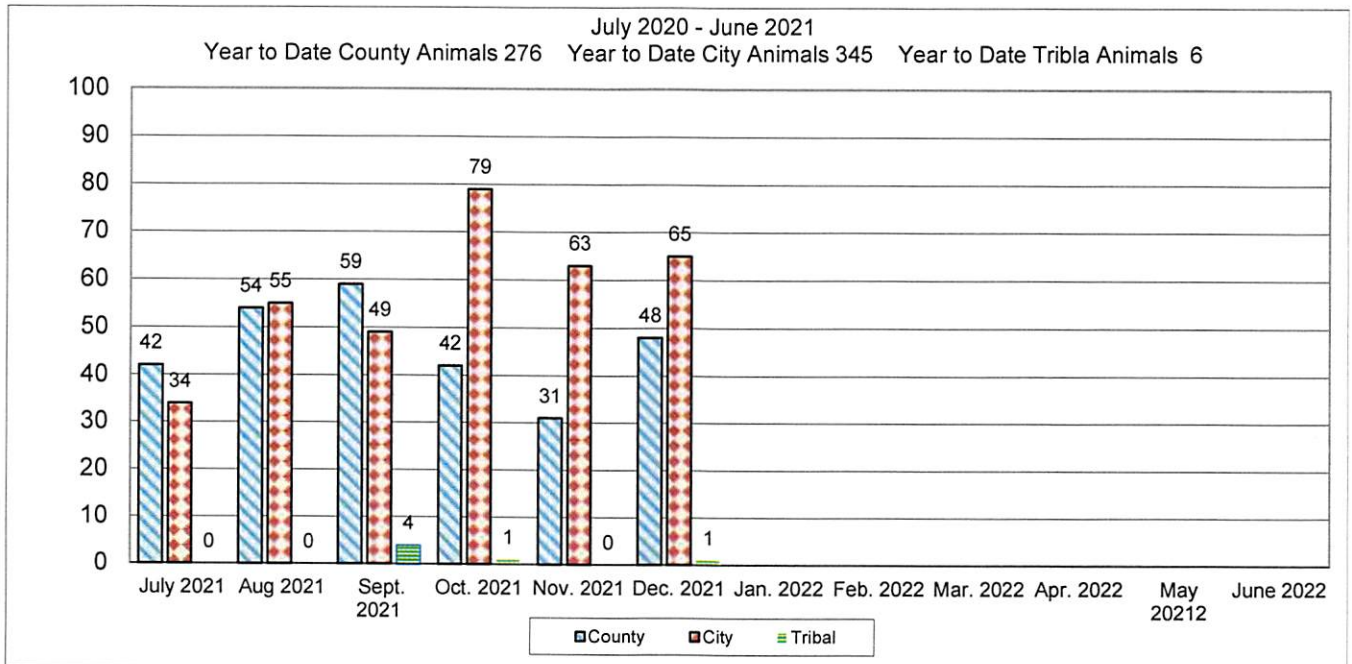
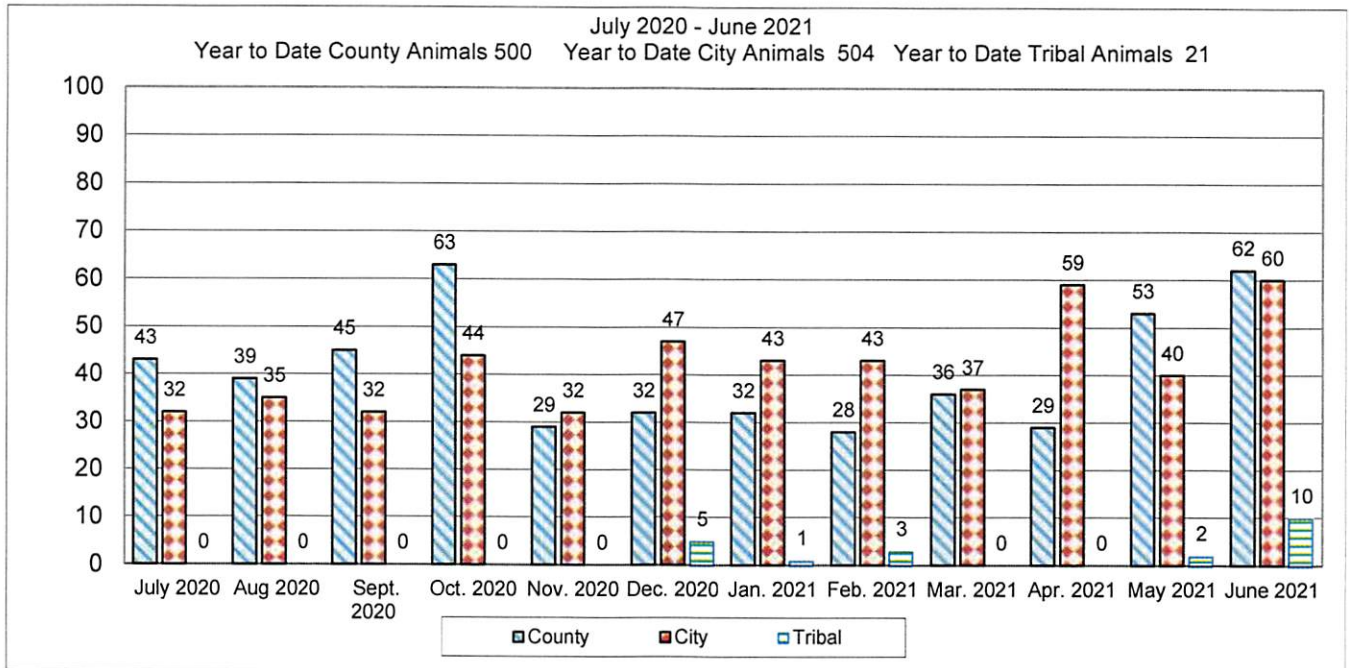
Moving Citations Traffic Warnings



Traffic Accidents



Animal Shelter Service



Fallon Police Department
Citizen Survey Results
November 2021

When you contacted the Police Department, how satisfied were you with the ability of the dispatcher or employee that assisted you?

VERY SATISFIED	SATISFIED	DISSATISFIED	NO OPINION
6			1

Where you satisfied with the courtesy and concern shown by the dispatcher or employee?

VERY SATISFIED	SATISFIED	DISSATISFIED	NO OPINION
7			

Are you satisfied with the Police Department's response time?

VERY SATISFIED	SATISFIED	DISSATISFIED	NO OPINION
5			2

Regarding your most recent contact, please rate the Officer in the following areas:

Officer name (s) Ofc. Woolf, Ofc. Bloomfield and Ofc. Jacobs

Dispatcher (s) Dispatcher Calkins

	VERY SATISFIED	SATISFIED	DISSATISFIED	NO OPINION
Concern	6			1
Courtesy	6			1
Knowledge	6			1
Problem Solving Ability	5			2
Professional Conduct	6			1

Overall, how satisfied are you with the Fallon Police Department?

VERY SATISFIED	SATISFIED	DISSATISFIED	NO OPINION
6			1

Fallon Police Department
December 2021

Citizen Survey Comments

- As a 70-year-old female resident, the police officers have shown great compassion and understanding.
- Dispatcher and Officer were very quick and courteous.
- Both staff performed their jobs with excellence. I'm a new foster mom and officer Chris really put my mind at ease and helped me understand what my foster son is going through. He's very troubled and has emotional issues and I feel the officer helped me breath and feel ok in a stressful situation. Thanks Officer Chris.
- For some time now, the Police Department has been and is ran very smoothly.
- I called the Police Department because someone was in my neighbors car. I tried calling her and with no answer. My car has been broken into two times. Turns out it was my neighbor in her vehicle. Thank you for your response, you have always been so good to us.
- I was very impressed with how fast the officers arrived and how they kept everything calm and peaceful.

**Fallon Police Department
Activities / Special Events
December 2021**

ASSISTANCE

During the month of December, we provided lodging assistance to one person.

INDOCTRINATION

During the month of December there was no indoctrination as NAS Fallon.

VOLUNTEERS IN POLICE SERVICES

December 2021 the Fallon Police VIPS volunteered ninety-four (94) hours to the agency. These duties included Helping Hands, Domestic Violence Meetings, Christmas Tree Lighting and The Serpa Assignment.

OTHER PUBLIC RELATIONS

During November officers conducted special detail for the following:

- On December 3rd, Detective Goodrick conducted robbery training at the Churchill County Federal Credit Union.
- On December 3rd, Officers provided foot patrol at the Christmas Tree Lighting.
- On December 5th, Captain Frandsen, Detective Goodrick, Executive Secretary Rasmussen, PSA Fecht and Sergeant John Riley participated in the Annual First Responders Food Drive. The police department collected 10,040 pounds of food and won the competition.
- On December 8th, Officer Jacobs provided a tour of the police department to a preschool class.
- On December 10th, Officer Bloomfield and Officer Groom provided traffic control on Maine Street for a fountain dying for the Churchill County Middle School boys' basketball teams.
- On December 11th, Officer Bloomfield assist Santa and his Elves take photographs at City Hall.

- On December 14th, Sergeant Perez and Officer Jacobs provided traffic control on South Maine Street for a fountain dying for the Oasis Academy basketball team.
- On December 22nd, Chief Alexander, Captain Wenger, Executive Secretary Rasmussen, and Sergeant John Riley served lunch at the Pennington Life Center for the annual Christmas Dinner.
- On December 22nd, Officer Bernard went Christmas Caroling
- On December 29th, Sergeant Babiarz was waived down by a citizen whose son wanted to meet a police officer. The child got a tour of his patrol vehicle.

BREAKDOWN OF ARRESTS

During the month of December, The Police Department had thirty-six (36) total arrests:

- Of the eleven (11) felony arrests, six (6) of the arrests were on felony warrants and two (2) arrests were on Parole and Probation violations.
- Of the total twelve (12) misdemeanor arrests, all twelve (12) were misdemeanor warrant arrests.

BREAKDOWN OF THEFT REPORTS

During the month of December, the Police Department took seven (7) Theft reports:

- One (1) report was for a stolen wallet
- One (1) report was for stolen packages from doorstep
- One (1) report was for a stolen bicycle
- One (1) report was for a stolen generator
- One (1) report was stolen goods from Walmart
- One (1) report was for a stolen purse
- One (1) report was for a stolen catalytic converter.