



Nathan Hansen, MAI
Senior Managing Director

Valbridge Property Advisors | Fargo
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Fargo, ND 58102
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October 3, 2025

Dustin Dassinger, City Administrator
City of Dickinson
38 1st Street West
Dickinson, ND 58601

Dear Mr. Dassinger,

On behalf of Valbridge Property Advisors, I am pleased to submit our proposal in response to the City of Dickinson's RFP for appraisal services. We appreciate the opportunity to be considered for this assignment.

Valbridge has been in continuous operation for 46 years, providing appraisal services in nearly half of the United States. Our extensive work with federal agencies, state governments, and municipalities equips us to meet the City of Dickinson's needs with accuracy and professionalism.

With 11 MAI-designated appraisers on staff, we are well-prepared to deliver timely, high-quality results. Valbridge is a certified small business and fully registered in SAM.gov. I will serve as the primary point of contact for this contract; I am licensed in five states, including North Dakota, and bring direct experience supporting government clients.

Thank you for considering our proposal. We look forward to the opportunity to serve the City of Dickinson.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Nathan Hansen', is written in a cursive style.

Nathan Hansen, MAI, ASA
Senior Managing Director
ND Certified General CG-219124



Qualifications

Nathan Hansen, MAI,
ASA Senior Managing
Director
Valbridge Property Advisors | Fargo | Minneapolis – St. Paul

Memberships & Affiliations

Appraisal Institute, Member

- MAI Designation

ASA/American Society of Appraisers, Member

- Accredited Senior Appraiser (ASA), Real Property

IRWA/International Right of Way Association

- Member

- ▶ The enclosed flyer within this proposal packet contains a more detailed summary of my professional qualifications and experience.

Project Approach/Scope of Work

Property 1

- Lot 1, Block 1, Prairie Meadows Subdivision
- PID: 2999-01000-0100
- ~13.29 acres vacant land west of Dickinson Middle School
- Value based on Highest and best use conclusion



Property 2

- Lot 2, Block 1, Museum Center Addition
- PID: 0791-01000-0200
- 46 West Museum Drive (~1.16 acres)
- Improved with the former Armory building and parking lot
- Highest and best use analysis (as-vacant vs. as-improved); value opinion will be based on the concluded HBU



Property 3

- Lot 1, Block 1, Museum Center Addition
- PID: 0791-01000-0100
- 66 West Museum Drive (~3.93 acres)
- Existing Law Enforcement Center site; improvements owned by County, land by City
- Appraisal will reflect land value only, ignoring existing improvements; assumes rezoning consistent with market demand



Scope of Work

- Report Type: Appraisal Report
- Value Type: Market Value
- Value Scenario: As is
- Interest Appraised: Fee Simple
- Components Appraised: Real estate only
- Valuation Approaches: All applicable approaches
- Intended User(s): City of Dickinson
- Intended Use: Support internal municipal decisions and potential sale/disposition
- Special Conditions: As outlined per property above

Fee and Timing

- Property 1: \$4,000
- Property 2: \$6,500
- Property 3: \$4,000
- **Total Fee: \$14,500**
- **Retainer:** None required. Payment due 30 upon receipt of appraisal reports.
- Completion within **8 weeks** of engagement



Summary of Professional Experience

The following are a few recent appraisal assignments our firm has completed that are similar and/or related to the property and required appraisal services that is the subject of this RFP.

2025

Subject Property: Vacant Land, Hastings, MN

Client: City of Hastings

Client Contact: Alex Menke, Economic Development Coordinator

Phone: 651-480-2379

Property/Appraisal Description: Subject property was two parcels of vacant land. First parcel is 3.94 acres possibly being sold by the City. The appraisal considered the potential for reclassification to commercial use. Second parcel, 1.32 acres. The property was zoned Public Institutional but guided for future commercial use. Purpose of appraisal was due diligence regarding possible disposition. Fee Simple, Market Value. As-Is.

Subject Property: Public Facility/Community Center, Maplewood, MN

Client: City of Maplewood

Client Contact: Danette Parr, City of Maplewood

Phone: 651-249-2310

Property/Appraisal Description: Subject property was YMCA of Maplewood consisting of community center building with an accessory industrial/storage building utilized by the City. Purpose of the report was to assist the City of Maplewood in real estate asset decision making. Subject was valued as-is, as currently improved; as vacant with the land available for the highest and best use of the site; and as vacant with the land available for office use.

Subject Property: Land, Anoka MN

Client: City of Anoka

Client Contact: Ben Nelson, Assistant City Engineer

Phone: 763-576-2785 | bnelson@ci.anoka.mn.us

Property/Appraisal Description: Subject property was two parcels, both multifamily and commercial. Purpose of the appraisal was to assist the client in negotiations regarding the partial acquisition of the subject property. Fee Simple, Market Value, "Before" and "After" analyses reflecting the impact of proposed trail related easement(s).



Subject Property: Closed Restaurant Property, Grand Forks ND

Client: City of East Grand Forks

Client Contact: Reid Huttunen, City Administrator

Phone: 218-399-3388 | RHuttunen@egf.mn

Property/Appraisal Description: Subject property was a closed restaurant property on a 5.53 acre site. Purpose of appraisal was for internal decision-making regarding potential acquisition. Fee Simple, As-Is, Market Value.

Subject Property: Vacant Land, Anoka MN

Client: City of Anoka

Client Contact: Doug Borglund, Community Development Director, 763-576-2723

Property/Appraisal Description: Subject property was a 2.58 acre parcel that was being used as a parking lot. The City of Anoka planned to develop the subject site into an apartment community. Purpose of the appraisal was for the City's internal decision-making. As-Is, Fee Simple, Market Value.

Subject Property: Vacant Land, Anoka MN

Client: City of Anoka

Client Contact: Doug Borglund, Community Development Director, 763-576-2723

Property/Appraisal Description: Subject property was 21.88 acres zoned for low and medium density residential. Site was owned by the City of Anoka who intended to sell the subject site to a developer. Purpose of the appraisal was for the City's internal decision-making. As-Is, Fee Simple, Market Value.



Valbridge
PROPERTY ADVISORS

Professional References

Megan Rhoads
Lead Real Estate Specialist
Physical Development Division
P: 651-755-2770
megan.rhoads@co.dakota.mn.us

Shawn A. Zepper
Right of Way Specialist
Ramsey County Public Works
P: 651-266-7185
shawn.zepper@co.ramsey.mn.us

Alex Menke
Economic Development Coordinator
City of Hastings
P: 651-480-2379
amenke@hastingsmn.gov

Reid Hutton
City of East Grand Forks
O: 218-399-3388 | C: 701-520-2298
rhuttunen@egf.mn

Cyndy Boyce
Senior Real Estate Specialist
Real Estate Office, Metropolitan Council
P: 651-602-1521
cynthia.Boyce@metc.state.mn.us

Eric Van Oss
Economic Development Manager
City of Rosemount
C: 651-322-2059 | O: 651-423-4411
eric.vanoss@rosemountmn.gov

Proof of Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
6/25/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER The Canopy Group 200 S. Main St. Le Sueur MN 56058		CONTACT NAME: Molly Bunnell PHONE (A.C. No. Ext.): (507) 665-3364 FAX (A.C. No.): (507) 665-6510 EMAIL ADDRESS: mollyb@thecanopygroup.com															
INSURED Midstates Valuation, LLC 1515 Central Parkway Ste 120 Eagan MN 55121		<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A: FIDELITY & GUARANTY CO</td> <td>35386</td> </tr> <tr> <td>INSURER B: TRAVELERS PROPERTY CAS CO OF AMER</td> <td>25674</td> </tr> <tr> <td>INSURER C:</td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: FIDELITY & GUARANTY CO	35386	INSURER B: TRAVELERS PROPERTY CAS CO OF AMER	25674	INSURER C:		INSURER D:		INSURER E:		INSURER F:	
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COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INTR LTR	TYPE OF INSURANCE	ADDL INSD	SUBP WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIED PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOG OTHER:	Y	Y	BIP8W976125	07/01/2025	07/01/2026	EACH OCCURRENCE \$ 2,000,000 DAMAGES TO RENTED PREMISES (EA occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			BIP8W976125	07/01/2025	07/01/2026	COMBINED SINGLE LIMIT (EA accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 5,000			CUP8W979175	07/01/2025	07/01/2026	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000 PRDCT \$ 2,000,000
	WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in RI) (Yes - describe under DESCRIPTION OF OPERATIONS below)	Y/N	N/A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> EL EACH ACCIDENT \$ EL DISEASE - EA EMPLOYEE \$ EL DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Blanket Additional Insured applies to the General Liability when required by written contract. Blanket Waiver of Subrogation applies to the General Liability when required by written contract. Umbrella Follows Form.
Insight Realty Advisors is an additional insured.

CERTIFICATE HOLDER INSIGHT REALTY ADVISORS, LLC 1515 Central Parkway Suite 120 Eagan MN 55121	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Molly Bunnell
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