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October 12, 2016

Mr. Jamie Verbrugge
City Manager, City of Bloomington
1800 W Old Shakopee Road
Bloomington, MN 55431

Re: Southgate Mobile Home Park
Neutral Third Party

Dear Mr. Jamie Verbrugge;

I am writing to confirm my interest in providing Neutral Third Party assistance as defined in MS 327C.095 subd 4, the State Manufactured Home Park Closure statute for the Southgate MHP.

My business, Wilson Development Services, LLC is a 35-year-old, licensed, real estate brokerage providing acquisition and relocation services to public agencies, non-profits, and developers throughout Minnesota. We are known for our ability to handle the most challenging projects and for reaching fair and reasonable settlements out of court.

I have been in the community development and acquisition relocation business for 46 years. I serve as "expert witness" in acquisition, relocation, and minimum compensation court cases. I am a frequent seminar leader in multiple areas of the acquisition and relocation industry.

We have extensive experience with the closure of manufactured home parks. We have closed parks or portion of parks in Austin, Hopkins, Oakdale, Worthington, St. Peter, and Waite Park, all in compliance with the Federal/State URA. We have never had a relocation appeal for any of these displacements.

We were recently approved as a Neutral Third Party for a park in LeSauk Township (Sartell) and St. Anthony Village.

Our experience and expertise with manufactured home parks goes well beyond rules and regulations. The closure of a park is a people process with multiple parties. We are well known and trusted by advocate groups such as All Parks Alliance for Change (APAC) and Housing Justice Center. We work with Margaret Kaplan, Community Development Director at the MHFA, and administrator of the Relocation Trust Fund.

I am a fierce advocate for tenant and individual rights. We insist on full compliance with all applicable laws by all parties at the table. We are accustomed to working in situations rooted in controversy and heightened tensions. Our approach is to establish a working relationship with people based upon respect and full understanding of each person's perspective. We are problem solvers.

Thank you for the opportunity to offer our assistance to your project.

Sincerely,

A handwritten signature in blue ink, appearing to read "Daniel H. Wilson". The signature is fluid and cursive, with the first name "Daniel" being the most prominent part.

Daniel H. Wilson
Principal