

BSP Fee Structure - Example using an increase to an existing lease

Year	2		
	Current Lease: Base Rent	Revised Lease: New Annual Rent	Gross Increase in Annual Rent
1	\$20,000	\$28,000	\$8,000
2	\$20,000	\$28,840	\$8,840
3	\$20,000	\$29,705	\$9,705
4	\$20,000	\$30,596	\$10,596
5	\$20,000	\$31,514	\$11,514
6	\$20,000	\$32,460	\$12,460
7	\$20,000	\$33,433	\$13,433
8	\$20,000	\$34,436	\$14,436
9	\$20,000	\$35,470	\$15,470
10	\$20,000	\$36,534	\$16,534
TOTAL	\$200,000	\$320,989	\$120,989

1	Initial Yr % Incr. in Rent	Annual Escalator in %	Lease Term in Years
\$20,000	40%	3.0%	10

Fill in data here

3		Incremental Increase	Percent Range	BSP Fee %	BSP Fee
Rental Increase	Increments				
\$200,000	\$240,000	\$40,000	0% -- 20%	0%	\$0
\$240,000	\$260,000	\$20,000	20% -- 30%	15%	\$3,000
\$260,000	\$280,000	\$20,000	30% -- 40%	20%	\$4,000
\$280,000	\$300,000	\$20,000	40% -- 50%	25%	\$5,000
\$300,000	\$320,989	\$20,989	50% -- above	30%	\$6,297
TOTAL					\$18,297

Year	4			75% of Increased Rent Eligible for BSP Fee	BSP Fee Earned	Client Net Rental Income
	Current Lease: Base Rent	Revised Lease: New Annual Rent	Gross Increase in Annual Rent			
1	\$20,000	\$28,000	\$8,000	\$6,000	\$6,000	\$22,000
2	\$20,000	\$28,840	\$8,840	\$6,630	\$6,630	\$22,210
3	\$20,000	\$29,705	\$9,705	\$7,279	\$5,667	\$24,039
4	\$20,000	\$30,596	\$10,596	\$7,947	\$0	\$30,596
5	\$20,000	\$31,514	\$11,514	\$8,636	\$0	\$31,514
6	\$20,000	\$32,460	\$12,460	\$9,345	\$0	\$32,460
7	\$20,000	\$33,433	\$13,433	\$10,075	\$0	\$33,433
8	\$20,000	\$34,436	\$14,436	\$10,827	\$0	\$34,436
9	\$20,000	\$35,470	\$15,470	\$11,602	\$0	\$35,470
10	\$20,000	\$36,534	\$16,534	\$12,400	\$0	\$36,534
TOTAL	\$200,000	\$320,989	\$120,989		\$18,297	\$302,692