



REAL ESTATE COMMITTEE MEETING

Brian Strack, Committee Chair
Grif Chalfant, Director
Peter Bilson, Director
George Bentley, Director
Randy Weiner, Director
Raymond C. Buday, Director
James Gant-Fausett, Director
Hall Rigdon, Director

Monday, July 29, 2013

City Hall, 2nd Floor Conference Rm.

NEW BUSINESS:

Presiding: Brian Strack

Present: George Bentley, James Fausett, Peter Bilson, Hall Rigdon, Grif Chalfant and Ray Buday

Also Present:

Beth Sessoms, Acting Executive Director

Teresa Sabree, Redevelopment Project Manager

CALL TO ORDER:

Chairman Strack called the meeting to order at 6:05 p.m.

- Review and Discussion of MRC real estate brokerage services -

Beth Sessoms opened discussion of real estate broker selection. The Committee briefly asked about the status of the MRC's line of credit, the appraisal value of the Hedges site and any action or decisions made by the Bank of North Georgia regarding future loan renewals. Sessoms indicated the Chairman of the Board will be providing each of them with an update. Following discussion, Sessoms presented three proposals from the Jordan Company, Batson-Cook Realty, LLC and McWhirter Realty Partners.

The Committee reviewed a summary of the proposals including company history, broker experience and fees to be paid to the broker upon sale of the property. Sessoms provided additional information on each broker's experience as well as some of their current sites and clients. Discussion followed regarding potential conflicts of interest for each proposer, developer interest in other redevelopment sites and local real estate market activity. Committee members inquired about MRC finances including the LOC balance and monthly payment amount, cash assets and monthly revenue. Discussion followed regarding the proposals including each broker's ability to meet the needs of the MRC and their knowledge of the MRC's site acquisition cost and debt on the property. Discussion

focused on the experience of Batson-Cook and their representation of the owners of the Marietta Walk site.

Action: *A motion was made by Director Bentley and seconded by Director Chalfant to invite Batson-Cook to present their proposal to the Real Estate Committee as well as their marketing approach and vision for the Hedges site. The motion was approved unanimously.*

Following interview(s) of real estate brokers the Committee will make a recommendation to the full board for selection.

-MRC Property update –

B. Sessoms presented a purchase offer from the City of Marietta to acquire MRC owned property located at 409 N. Marietta Parkway. Discussion followed regarding the property's appraisal value, the MRC's acquisition cost and need to acquire city owned property abutting the Hedges site. The Committee considered making a counter offer to the city.

Action: *A motion was made by Director Strack and seconded by Director Bentley to recommend to the Board of Directors to provide a counter offer for the 409 N. Marietta Parkway property. The motion was approved unanimously. The motion will be presented to the full board for approval at a Special Called meeting.*

On behalf of Chairman Francis, B. Sessoms requested the Committee to consider the purchase of bank owned property at 67/69 Hedges Street. B. Sessoms has had discussions with the bank's representative regarding MRC acquisition and the bank has requested an offer letter.

Action: *A motion was made by Director Strack and seconded by Director Chalfant to make a recommendation to the full board to make an offer to acquire 67/69 Hedges Street.*

B. Sessoms asked the Committee to keep in consideration the three year option agreement for 63 West Dixie Avenue expiring October 28, 2014.

T. Sabree updated the Committee on cost associated with renovation and leasing of vacant properties and the status of rent collections. All properties identified for renovation and leasing are now rented. Discussion followed regarding renovation investment payback and future revenue from rent.

ADJOURN

The meeting adjourned at 7:25 p.m.