

**BUSINESS OF THE CITY COUNCIL
WINDSOR HEIGHTS, IOWA
AGENDA STATEMENT**


Item No. 9
For Meeting of 08.16.10

ITEM TITLE: Consideration of a resolution authorizing the mayor to enter a brokerage agreement with Ruhl and Ruhl for the marketing of city owned property along Hickman Road.

CONTACT PERSON: Marketa George Oliver, City Administrator

SUMMARY EXPLANATION

In June, the City Council approved a request for qualifications for brokers to solicit proposals on how to best market and sale the property the city owns on Hickman Road. Proposals have been submitted and reviewed by the Community & Economic Development Committee. The Committee recommends approving the Ruhl and Ruhl proposals, with the exception of various offers that have been received previously.

<input checked="" type="checkbox"/> Resolution _____ Ordinance _____ Contract _____ Other (Specify) _____
Funding Source _____ NA _____
APPROVED FOR SUBMITTAL _____ <div style="text-align: center;"> _____ City Administrator</div>

STAFF RECOMMENDATION:

COUNCIL ACTION:

RESOLUTION NO. 10-0816/

**A RESOLUTION AUTHORIZING THE MAYOR TO ENTER A BROKERAGE
AGREEMENT WITH RUHL AND RUHL FOR THE MARKETING OF CITY OWNED
PROPERTY ALONG HICKMAN ROAD**

WHEREAS, the City currently owns:

6300 Hickman Road (and parcel just south of 6300 Hickman Road)
6322 Hickman Road
6336 Hickman Road
6400 Hickman Road; and

WHEREAS, the City requested request for qualifications for brokers; and,

WHEREAS, the City's Community & Economic Development Committee reviewed the proposals and was pleased with the caliber of proposals; and

WHEREAS, recommends approval of the proposal submitted by Ruhl and Ruhl with the exception of current offers.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Windsor Heights, Iowa, that the City Council hereby authorizes the mayor to execute the documents necessary to enter into a brokerage agreement with Ruhl and Ruhl, per the proposal submitted in July, 2010.

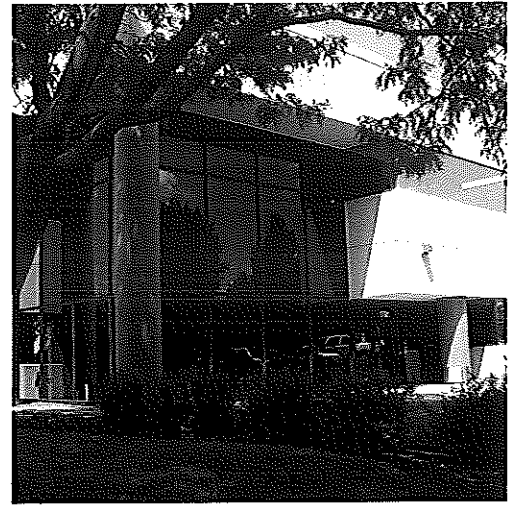
PASSED AND APPROVED THIS 16th DAY OF AUGUST, 2010.

David J. Sullivan, Mayor

ATTEST:

Marketa George Oliver, City Administrator/Clerk

EXECUTIVE SUMMARY



Please accept this letter as our response to the proposed development of 10.6 acres situated at the southwest corner of 63rd and Hickman Road in the City of Windsor Heights. This proposal reviews property recently acquired by the City of Windsor Heights shown on the attached map, located in Section III, "Subject Area Aerial." The suggested configuration is marked as lots 1, 2, 3 and 4. This proposal is based on the acquisition of the Bassman properties represented as Lot 4.

Windsor Heights has a prime, upscale residential area and it is our belief the area needs to remain residential in nature. The commercial use, on the corner of 63rd and Hickman Road, will compliment the area while servicing the residents with an additional area amenity. It is our recommendation Lots 1 and 2 be marketed as pharmacy, convenience store, and restaurant. These are based on the current market of properties where the land has been cleared and is development ready and may need to be adjusted.

One potential option for the development of Lots 3 and 4 is for the city to partner with a senior housing developer and construct a residential community and adjacent park to the benefit of the senior population in Windsor Heights. Current residents will be able to enjoy an easy transition all in the comfort of their own community they have grown to love.

When looking at a 2009 Market Summary Report the majority of the population at 63rd and Hickman are 55+ with a 2014 projection to grow to 25 percent. In a search for retirement facilities within a 2-mile radius, there are only 7 locations which are all located outside the city limits of Windsor Height. Currently, the only senior facility available to residents is "Windsor Place Senior Apartments" located on 63rd and School Street.

When the future facility is stabilized the property could be placed on the market and sold to an investor. The sale price would be set by the income stream at the point of stabilization of the project. In summary, developing the area to better accommodate aging residents allows the City of Windsor Heights to be a part of the decision making on the overall development of proposed site while retaining residents transitioning into assisted living.

Our team looks forward to the prospect of partnering with the City of Windsor Heights to develop this area. We are always available to further discuss the proposed plans or answer questions. We thank you for the consideration of NAI Ruhl & Ruhl Commercial Company.