

Resolution for Sale, Exclusive Negotiating Agreement for 315 & 335 Record Street *September 25, 2024*



Alignment with Strategic Plan



Fiscal Sustainability



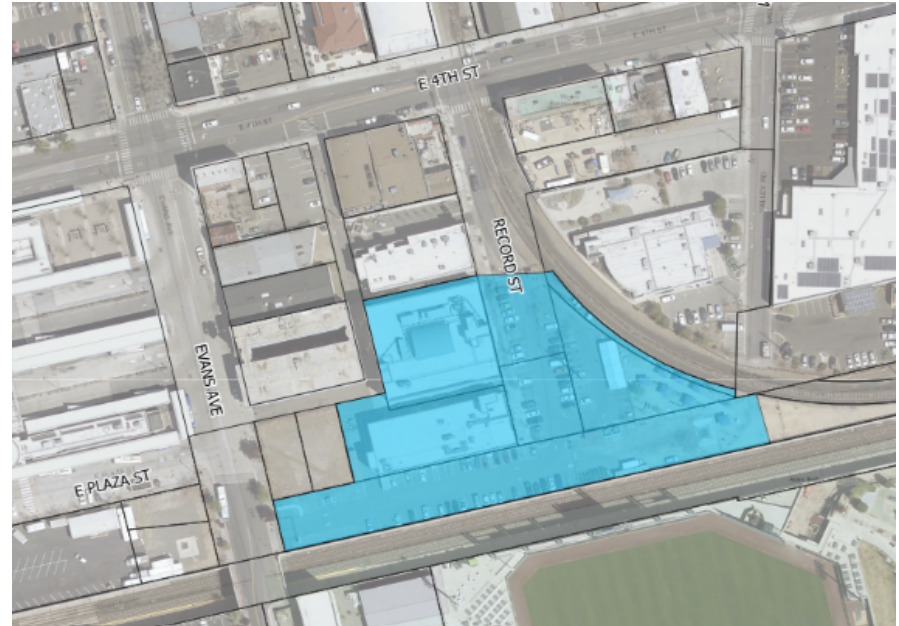
Economic & Community
Development

315/ 355 Record Street

June 4th – RFP released to all who may be interested and qualified

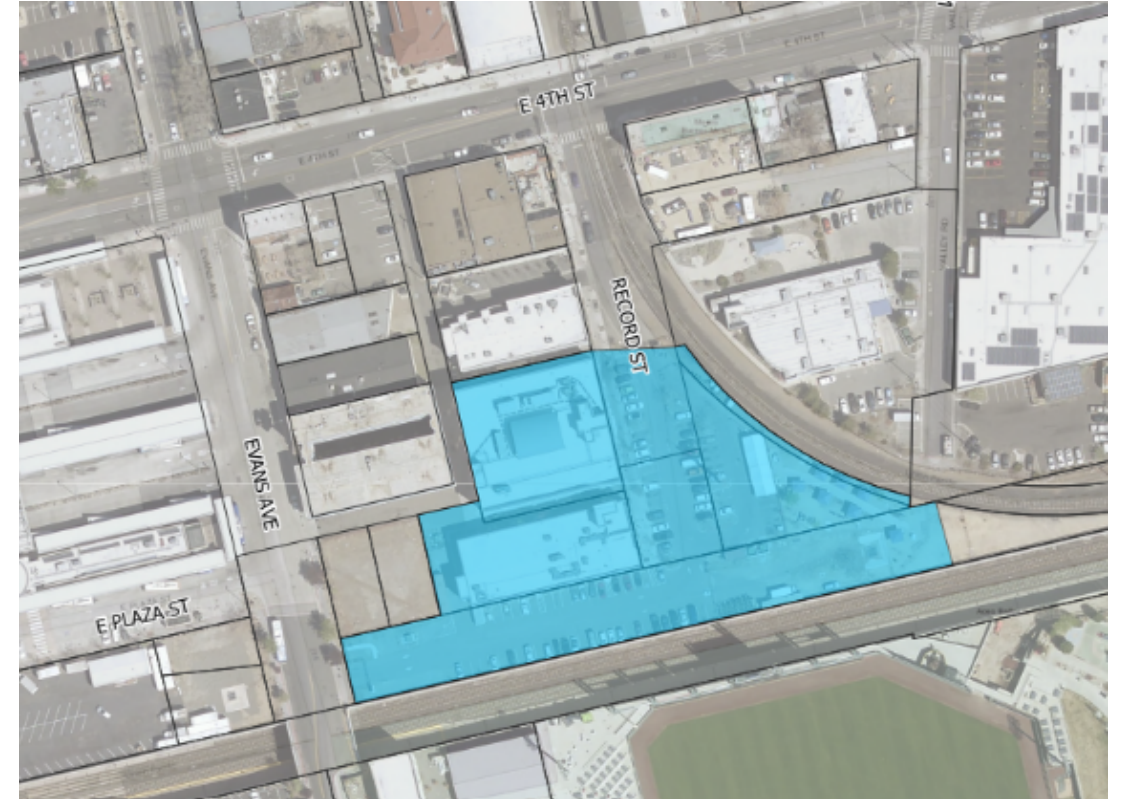
August 14th - Four proposals received

- Ulysses Development Group selected
- Staff to negotiate an Exclusive Negotiated Agreement



Appraisals

- Obtained Two Appraisals
 - Johnson, Perkins Griffin - \$3,350,000
 - John S. Wright & Associates - \$3,400,000
- Fair Market Value - \$3,375,000



How Does the City Sell Property?

1) Public Auction

2) NRS 268.063

a) City may sell, lease or dispose of property for the purpose of Redevelopment or Economic Development:

i) Without first offering it to the public

ii) For less than fair market value

b) Before doing so must:

i) Obtain Appraisals

ii) Adopt a Resolution finding that is it in the best interest of the public to sell the property.

c) Economic Development means:

i) New or expanded commercial enterprises

ii) Residential housing

Proposal



- Offer: \$3.4M Seller's Note
 - 136 Affordable Units @ 60% AMI
 - 2,000 sqft for CSA childcare
 - PM - FPI Management Group



ULYSSES - 315 RECORD STREET
RENO, NEVADA
RFP PACKAGE - ARCHITECTURAL CONCEPT SKETCH | KAR 224064 | DATE 07/19/2024



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RENO, NEVADA
RFP PACKAGE - CONCEPT SITE PLAN | KAR 224064 | DATE 07/19/2024



Exclusive Negotiated Agreement

- Purchase Price: \$3,375,000
- \$600k paid at Close of Escrow
- Closing Date: December 2025
- Seller note payment starts at COO @ 2% over 15 yrs
- Earnest Money
 - \$25k at ENA, \$75k at DDA.
- No less than 100 affordable units built
- Requesting City of Reno Volume Cap
- Demolition to occur within 6 months of close
- 5 years to complete construction

Recommended Motions:

- I move to approve the Resolution stating it is in the best interest of the public to sell the properties for an Economic Development project.
- I move to approve the Exclusive Negotiating Agreement with Ulysses Development Group and authorize the City Manager to finalize a Disposition and Development Agreement, and for the City Manager and Mayor to execute all documents to complete the disposition of the property.