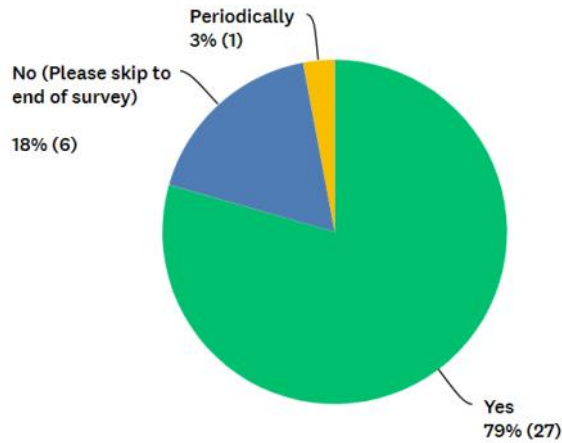


BPAP Distribution & Response: The question was distributed to 47 BPAB members and 34 executed the survey for a 72% response rate.

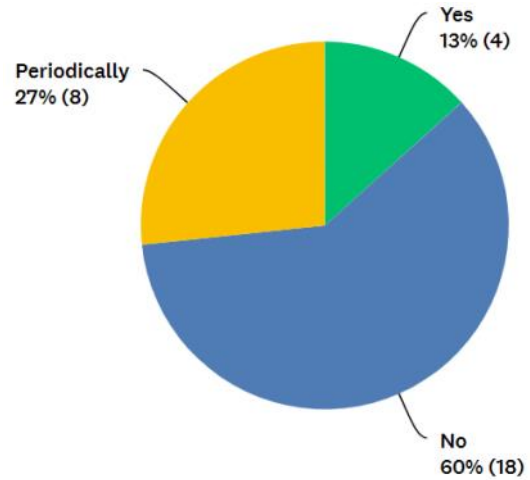
Following are results of questions asked, and additional comments, if any. [BACK TO TOP](#)

Does your EDO / City own real estate for economic development purposes?



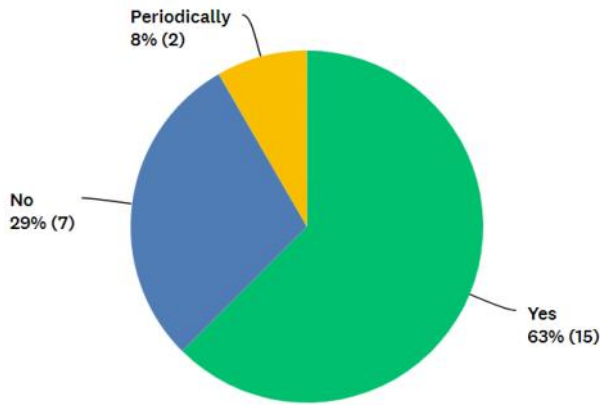
- We specifically bought commercial property to support the City Council's vision for downtown revitalization. Historically speaking, we have not bought land to hold/bank for business attraction, retention, or expansion. We do NOT have either the Type A or Type B sales tax for economic development, so our financial tools for speculative economic development, like buying and holding land, is limited.
- We developed an industrial park.
- We own two bldgs and all the available land in the business park.
- 160 / 290 acres of industrial, plus 15K sf office building
- I think it is a plus to own your own property and be able to use the cost of the land as an incentive.
- Real Estate is primary factor for our unusual success.

Do you use brokers to represent your properties?



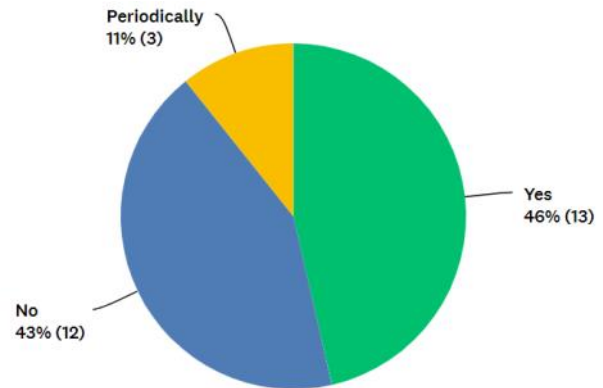
- We did pay brokers for bringing projects to the table.
- We often show and promote ourselves and it has been successful.
- We do not list with brokers, but will pay a commission if they bring a project.
- Our in-house City Attorney serves as our broker/agent to buy / sell properties.
- Not contractually but we work with brokers who have prospects interested in our properties.
- Depends on use. Manufacturing we do not. Commercial we have some in past.
- I have with little response. However, some of cities use the same broker and have had better results.
- It depends. There are certain properties that require further direction from a land use perspective, OR part of a larger assemblage that is in progress, and therefore not marketed via a broker. When marketed, we either post for bid OR market through a broker.
- Some properties we use brokers, others internal real estate staff, others we have gone to RFPs.

If yes, do you pay these brokers a commission?



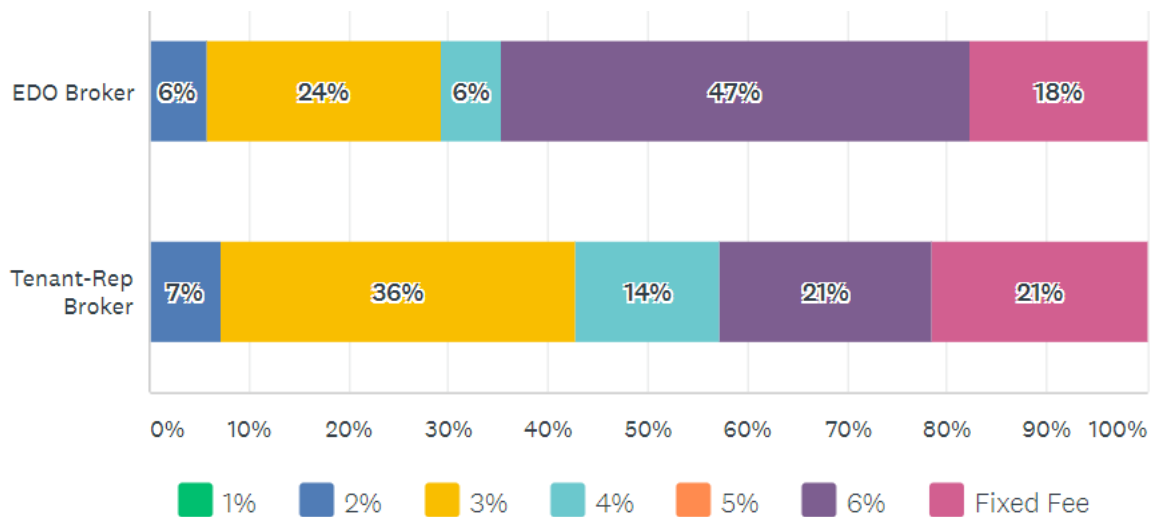
- In the PPP, the private partner paid the commission to the broker.
- If we're buying property, and the seller has an agent/broker with an executed listing/agreement to sell the property on behalf of the owner, we would pay that agent/broker a commission.
- We do not pay commission to brokers on all projects.
- We pay a commission if the buyer has a broker, but we do not have a broker.
- Each transaction commission is negotiable.
- We would typically put out a blanket offer of a commission to any real estate broker that brings us a deal that closes. We would not typically offer any real estate broker an exclusive listing. In the event the EDC makes an ED deal to the company, we would pay the broker a commission based on the face value of the land before the incentive.
- If we use them we pay standard commission otherwise they won't spend much time on it.
- If a broker brings a prospect that closes, they get paid the customary fee. I insist on it.
- If we sell, the EDC would expect to pay a commission.
- I have discovered you can negotiate the commission in several ways. If you give the land to the project, what's the commission? If you have nothing to do with the project, is the commission still paid? Pay for performance is an option.
- 3% to the seller's rep, 3% to the buyers rep if brokered both sides. 4% to the sellers rep if the buyer does not have representation, 3% to the buyers rep if seller doesn't have representation

Do you pay tenant-rep brokers a commission if they bring you a tenant / purchaser?



- Not usually and very unlikely. However, such a transaction is legal and, therefore, possible, depending upon the nature of the project.
- On a case-by-case basis and we limit it to 3% and payable at the end of each lease year. Broker must send us an invoice because we don't track them down to make payment.
- Those commissions are usually paid by the landlord.
- I insist on it wherever I work. Typically I would bring the buyer/tenant and forego the fee, but if they are acquired by a tenant rep broker and close, the broker gets paid.
- This does not apply at this time, but I have paid tenant-rep brokers in the past for bringing deals.
- Since we don't lease properties to tenants. If we did have that situation, then we would pay a commission
- We have used consultants/recruiter and have offered or paid fees and/or incentives.
- No more than 3%

What is your typical commission rate paid to these brokers?



- Our EDC has only done this a couple of times. We have paid between 4.5% to 6% for a project. However the practice of paying the fee is not a standard practice at this time.
- We would pay 3% on first million and 1.5% on the remaining balance.
- We don't use EDO Brokers, so the Fixed Fee is \$0. IF we were to pay a tenant-rep broker a commission for bringing us a tenant/purchaser, we would pay the market rate. I am presuming that a reasonable market rate may be 3%.
- We owned both raw land and lease space. Raw land commission was 6%. Lease space deals were a fixed fee by contract.
- 4-6% negotiable
- Has varied from 2-3% when applicable.
- Varies depending on the project
- We've offered 3% in the past and also 6%. Depended on the situation.
- They will ask for 6% but I will try to get it down to 4%. And it depends on how much work they do to close the deal.
- Depends on the negotiated rate. typically between 4 and 6.
- Usually based on footage occupied and job creation.
- I believe it is a fixed fee. I do not have the exact answer.