



## **MEMO**

**To:** NCRA Board of Directors

**From:** Executive Director Stogner

**Date:** March 8, 2017

**Subject:** **Agenda Item F.3 Discussion and Possible Action regarding Approval of Listing Agreement with Guillon Inc. for Sale or Lease of Excess Railroad Property North of Citrus Fair Dr. in Cloverdale**

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In April 2014, the NCRA Board entered into an Agreement with Guillon Inc. to act as NCRA's agent regarding the sale or lease of NCRA's excess railroad properties in Ukiah. In October 2014, the NCRA Board approved an exemption from its competitive bid policy to enter into a Project Management Agreement with Guillon Inc. to develop a master plan to assure maximum value for the sale or lease of excess railroad property in the City of Ukiah. Guillon Inc.'s master planning efforts have been exceptional and have resulted in the sale of 4.1 acres to the AOC, and a plan to improve 5 adjoining NCRA parcels. In addition, as called for in the Project Management Agreement, Guillon Inc. has taken steps to sell or lease 2 parcels of excess railroad property bordering Mason St., just North of the Depot property. For these reasons, staff believes Guillon Inc. is uniquely qualified to act as NCRA's exclusive listing agent with respect to 1.5 acres of excess railroad property immediately North of Citrus Fair Dr. in Cloverdale as depicted in the attached diagram.

### **Staff Recommendation:**

Approve the attached 'Vacant Land Listing Agreement' with Guillon Inc. which establishes the standard 6% broker commission for the sale of 1.5 acres of excess railroad property as depicted in the attached diagram.