



# Real Estate Division Policies & Fees

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City Council – December 7<sup>th</sup> & December 14<sup>th</sup> 2021



# ORDINANCE



An Ordinance amending Title 15 (Public Services) of the El Paso City Code to add a new Chapter 15.24 (acquisition, use and disposition of City property) to authorize the establishment of policies & fees for the use, purchase, and disposition of City property.

# Why is this important?



- Visionary Initiative 25 by 2025
- Goal 6.6 – Ensure financial stability and accountability through sound financial management, budgeting and reporting
  - Identify potential new revenue streams:
    - Sell land more efficiently
    - Manage our leases more efficiently
- Goal 1.1 – Stabilize and expand El Paso's tax base
  - Activate targeted (re)development (2.0):
    - Disposition of City-owned properties

# RESOLUTION



Amending the Budget Resolution to enact the following new fees:

Fee Description	FY 2021 Proposed Fees
Application Fee-Purchase/Sale	\$1,000
Consideration - Purchase/Sale	Market Value as determined by Real Estate Policies.
Due Diligence	Actual cost charged by contractors.
Application Fee- Rights of Entry	\$500
Consideration - Rights of Entry	\$0
Application Fee - Easements	\$1,000
Consideration - Easement	Market Value as determined by Real Estate Policies.
Application Fee - Leases	\$1,000
Consideration - Lease	Market Value as determined by Real Estate Policies.
Agreement Amendments	\$200
Consent to Assignments	\$200
Release	\$200
Termination of Agreements	\$200
Application Fee - Special Event	\$500
Consideration - Special Event	Market Value as determined by Real Estate Policies.

## BASIS FOR FEES

- Best Practices
- Cost Recovery
  - No gifts of public funds
  - Alignment with GASB 87

## CONSIDERATION FOR FEES

- Forecast of Staff Time
- Benchmarked with other governmental entities
- Vetted by OMB & Legal

# Benchmark



	COEP	EPIA	AUSTIN*	SAN ANTONIO	DALLAS	EP COUNTY**	TXDOT***
Purchase & Sale	\$ 1,000.00	N/A	None	\$ 1,300.00	\$ 5,000.00	Vary	\$300 - \$1600
Rights of Entry	\$ 500.00	\$ -	\$ 355.00	\$ 1,300.00	\$ 2,500.00	Vary	\$300 - \$1600
Easements	\$ 1,000.00	\$ -	\$ 1,040.00	\$ 1,000.00	\$ 2,500.00	Vary	N/A
Leases	\$ 1,000.00	\$ -	\$ 643.00	\$ 815.00	\$ 2,500.00	None	N/A
Amendments	\$ 200.00	\$ -	\$ 143.00	\$ 500.00	\$ 1,935.00	None	\$300 - \$1600
Assignments	\$ 200.00	\$ -	\$ -	\$ 500.00	\$ 750.00	None	None
Releases	\$ 200.00	\$ -	\$ 1,040.00	\$ 815.00	\$ 800.00	None	\$ -
Terminations	\$ 200.00	\$ -	\$ -	\$ -	\$ 425.00	None	\$ -
Special Events	\$ 500.00	\$ -	\$200 - \$1500	\$ 500.00	\$ 700.00	Parks Only	None

\* City of Austin's policy is not to dispose of property. Events fees vary based on size and complexity of event.

\*\*EP County fees vary. Per Director of Planning & Development Dept. the County follows the NEPA process to determine fees.

\*\*\*TXDOT charges a percentage of the transaction as a service fee with a minimum charge of \$300 and a maximum charge of \$1600



# Timeline of Events

**December 1<sup>st</sup> – 3<sup>rd</sup>**

- Individual briefings with Council Representatives

**December 7<sup>th</sup>**

- Introduction of Ordinance amending Title 15 of City Code

**December 14<sup>th</sup>**

- Second reading of ordinance
- Resolution amending Budget Resolution



## Mission

Deliver exceptional services to support a high quality of life and place for our community



## Vision

Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government



## Values

Integrity, Respect, Excellence, Accountability, People