

**These Minutes are Subject To Formal Approval By The Wyoming  
Brownfield Redevelopment Authority At Its Next Regular Meeting**

WYOMING BROWNFIELD REDEVELOPMENT AUTHORITY  
MINUTES OF FEBRUARY 5, 2015

MEMBERS PRESENT: Brann, Cummings, Hager, Isakson, Leach, Morgan  
MEMBERS ABSENT: Koeze  
STAFF: Ballard, Holt  
OTHERS: Scott Smith, Dickenson-Wright, Stu Kingma, NAI Wisinki of  
West Michigan

Brann called the meeting to order at 3:33 p.m.

**Approval of Minutes**

Brann presented the minutes from the January 20, 2015 regular meeting. A motion was made by Morgan, seconded by Cummings to approve the minutes as amended. Motion carried unanimously.

**To Consider Authorization to Approve A Real Estate Listing Agreement for Site 36**

A sales agreement from NAI Wisinski of West Michigan was presented to the board for consideration of the approval for the real estate listing for Site 36. Holt explained to the committee that the City has been working with the Right Place on the marketing of Site 36. Recently, a suggestion was made regarding the possibility of partnering with a real estate broker that had national ties. After research, defining the parameters and discussion with several brokers, the decision was made to partner with Stu Kingma, from NAI Wisinski of West Michigan. Brann explained that he felt the board should have been part of the process from the beginning, but supported the idea and offered board support to Kingma. Holt explained updates will come on a regular basis via email to the committee. Kingma gave an introduction and background of his position and his understanding of the City of Wyoming's site goals and parameters. Smith explained it is a standard buy-sell agreement with the inclusion of the City's site goals and the clause if the Right Place finds a buyer, Kingma's commission would be reduced. Leach asked how the value of the land was determined. Kingma explained it was based on market value. Kingma explained he has a strong business partnership with the Right Place. Holt explained the Right Place has reviewed the agreement. Leach inquired about how the transaction would take place if the Right Place found a buyer. Holt explained if the Right Place brokers a deal, it will be a team effort with the City, Smith and the MEDC and Kingma's expertise will be sought as needed. Cummings inquired about Kingma's thoughts on the owner's site information included in the agenda packet. Kingma explained it is a guideline that will be used as a marketing framework tool. Morgan asked about the overlap of marketing ideas between NAI Wisinski and the Right Place. Kingma explained that it will be a partnership that includes the ability to reach different market areas. Morgan inquired about Kingma's marketing techniques. Kingma walked through his process of networking and business relationship building skills. Leach asked about the Board's responsibility in the process. Holt explained that if an agreement transpires, input will be sought from the Board throughout the process. Morgan made a motion to enter into a sales agreement with NAI Wisinski of West Michigan, seconded by Leach. Motion carried unanimously.

**Public Comments**

There were no public comments.

**Adjournment**

Brann adjourned the meeting at 4:18 p.m.

  

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Heidi A. Isakson, Secretary