



Council Request Update

January 11, 2018

Council Request: 17-196

Requested by: Mayor Pro Tem Rita Russell

Request: Request for the EMRF Brokerage Proposal Summaries

Assigned to: Utilities

Response: Please see attached response from Director of Utilities Tom Brennan

Council Request: 18-001

Requested by: Council

Request: Request for information pertaining to a dog attack on South Lincoln St.

Assigned to: Police Department

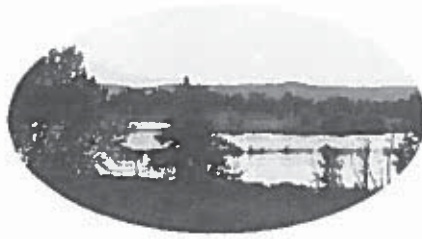
Response: Please see attached response from Code Enforcement Supervisor Dave Lewis



Englewood McLellan Reservoir Foundation

To: City Council Members
From: Tom Brennan, President EMRF
Date: January 5, 2018
Subject: CR-196 Please provide the EMRF Brokerage Proposal Summaries

City Council requested copies of the proposals received from the EMRF RFP for broker services. Additionally, questions were raised regarding the three LOIs received prior to retaining a broker and the costs associated with owning the properties. The requested information as well as answers to the questions raised are included with this memo.



Englewood McLellan Reservoir Foundation

To: Mayor Jefferson and City Council Members
From: Tom Brennan, President EMRF *TJB*
Date: March 21, 2017
Subject: Proposals for Marketing Services and Letters of Intent

At the March 6th Council Study Session members requested to review the proposals for marketing services and the Letters of Intent for EMRF parcels. I contacted the eight brokers who submitted proposals for their permission to release their proposals and three gave their consent. As for the three Letters of Intent, one firm gave their consent to release their offer. These documents and the Request for Proposal are included with this memo.



Englewood McLellan Reservoir Foundation

REQUEST FOR PROPOSAL

The Englewood McLellan Reservoir Foundation (EMRF) is requesting proposals for a licensed professional commercial real estate broker to represent the interest of the foundation in potential real estate transactions.

Background:

The City of Englewood purchased several properties in southwestern Arapahoe and northwestern Douglas County east of Santa Fe Drive in 1948 to secure water rights and for the construction of a water storage facility, McLellan Reservoir. In 1999, Englewood City Council authorized the transfer of certain parcels of property in Douglas County near McLellan Reservoir to EMRF for the purpose of facilitating the development of those properties.

Lease Agreement Summary:

Since inception, EMRF has entered into long-term leases of five parcels of McLellan property for the benefit of the City of Englewood. The leases have a lease term of 20 years, with extensions up to 65 years. A purchase option at the expiration of the first 20-year term, based on a fair market appraisal of the land in an unimproved, vacant condition is available with City Council approval. These lease terms will be the basis for all future leases.

Scope of Services:

The selected commercial broker will enter into a Professional Services Agreement with EMRF. The successful firm shall agree to provide the following:

1. Perform market analysis
2. Development of strategies for property listing and leasing
3. Marketing available parcels and negotiating lease terms
4. Coordinate real estate appraisals when necessary
5. Coordination of real estate transactions and closings
6. Coordination of public improvements with adjacent property owners
7. Attendance at EMRF meetings and consultation regarding leasing options and strategies

Broker Qualifications:

Respondents to this RFP must have the following qualifications:

1. Must be licensed and in good standing within the State of Colorado as a commercial real estate broker.
2. Must have an excellent reputation within the commercial real estate community
3. Must be knowledgeable in the local and regional commercial real estate market

Insurance Requirements:

The successful brokerage firm must be able to provide certificates of insurance for general liability and workers compensation according to the rates requested by EMRF.

Fee Schedule:

The proposed fee schedule shall include the following items:

1. A stated commission for the lease of real property
2. A stated commission for the sale of real property
3. If there are any other services not expressly stated within this RFP that will incur a cost to the successful brokerage firm, please indicate those services and the associated charges

The successful firm will be expected to honor their proposed fees for the term of the contract period.

Evaluation:

Form(s) will be evaluated based on an equal analysis of responsiveness to the seven items in the Scope of Services, qualifications and requirements, and cost effectiveness. Firm(s) may be asked to interview with EMRF board members prior to award.

Due Date:

All proposals for representing the Englewood McLellan Reservoir Foundation for real estate brokerage services shall be due by 5:00 p.m. on December 21, 2016. Proposals shall be delivered to the Utilities Department attention Tom Brennan, Director of Utilities, 1000 Englewood Parkway, Englewood. CO 80110.



KW Commercial Real Estate, LLC.
200 W. Plaza Dr. Suite 200
Highlands Ranch, CO 80126

December 20, 2016

Englewood McLellan Reservoir Foundation
1000 Englewood Parkway
Englewood, CO 80110

Attention: Tom Brennan

Dear Englewood McLellan Reservoir Foundation Members,

Enclosed is our response to the RFP to represent McLellan Reservoir Foundation's interests in the portfolio of commercial real estate. With our many years of experience in commercial real estate sales, purchases and leasing, we are very excited for the opportunity to support your needs today and for many years to come.

Please review the proposal and if you have any questions, feel free to contact Barry B. Bounds at (720) 221-1820 or David Winston at (720) 371-5395. We will be available for interviews and can supply references and additional information as required.

Sincerely,

Handwritten signature of Barry B. Bounds in black ink.

Barry B. Bounds
Managing Broker

Handwritten signature of David Winston in black ink.

David Winston
Broker



**PROPOSAL – Response to RFP
for
Foundation Englewood McLellan Reservoir**

RESPONSE TO THE RFP:

Barry Bounds, CCIM and Director and David Winston Associate both of KW Commercial Real Estate, LLC located at 200 West Plaza Drive Unit 200 Highlands Ranch CO 80129 in response to the request by the Englewood McLellan Reservoir Foundation for professional commercial real estate brokers to represent the interest of the foundation in potential real estate transactions.

BACKGROUND:

Barry Bounds is the Managing Broker of KW Commercial Real Estate, LLC. He is a CCIM and has over thirty-five years of commercial and investment real estate experiences in a variety of property types. He has an MS in Computer Science, and an MBA from the University of Denver and a BS in Business Administration from the University of North Colorado.

Mr Bounds is a member or has been a member of the following organizations:

Commercial Real Estate Marketing (CREM) Network – Founding member and current President

Denver Metro Commercial Association of REALTORS® (DMCAR) – Past Director

Colorado Association of REALTORS® (CAR)

National Association of REALTORS® (NAR)

Rocky Mountain Car Wash Association (RMCA) – Past Director

Southwest Car Wash Association

International Council of Shopping Centers (ICSC)

Keller Williams Agent Leadership Council (ALC)

KW Commercial Leadership Council (CLC)

Certified Commercial Investment Member (CCIM) Designee & Member of Colorado Wyoming CCIM Chapter

David Winston is an Associate with KW Commercial Real Estate, LLC. He practiced as a solicitor (Attorney) in London England for many years specializing in real estate transactions including representing both Landlords and Tenants in leasehold transactions and drafting and agreeing leases for all types of commercial properties. He has had over twenty-five years of experience in the Real Estate field.



He has a Bachelor's degree in Law from the London School of Economics, part of the University of London.

Mr. Wilson is a member of:

Denver Metro Commercial Association of REALTORS® (DMCAR)

Commercial Real Estate Marketing (CREM) Network

Colorado Association of REALTORS® (CAR)

National Association of REALTORS® (NAR)

SCOPE of SERVICES:

Both Mr Bounds and Mr Winston have substantial experience and training in

1. performing market analysis
2. developing strategies for listings and leasing
3. Marketing and negotiating lease terms;
4. Coordinating appraisals
5. Coordination of transactions and closings
6. Coordination of public improvements with adjacent owner
7. Either or both are available to attend meetings whenever necessary

BROKER QUALIFICATIONS:

Mr. Bounds thirty-five years of Commercial Real Estate experience as owner, property manager and brokerage in Colorado. He has completed the CCIM designation and throughout his professional career, he has a profound and deep knowledge of the real estate market in Denver and the surrounding areas. He is a very well known and respected member of the commercial real estate community.

Mr. Winston, as a solicitor (attorney) in London England, estimates that he closed more than 2000 real estate transactions in the course of his career. He is well versed in negotiating lease terms and in managing and coordinating real estate transactions of all kinds. He has also appeared as an advocate before courts and tribunals and in front of local authority committees on planning (zoning) liquor licensing and other applications.

Both Mr. Bounds and Mr. Winston are licensed Real Estate Brokers in the State of Colorado.



INSURANCE REQUIREMENTS:

KW Commercial Real Estate LLC has Workers Compensation insurance, Errors and Omissions insurance and General Liability insurance. Upon our selection, KW Commercial will be able to provide the necessary policies and certificates.

FEES:

The selected commercial broker will enter into a Professional Services Agreement with EMRF. The successful firm shall agree to provide the following:

1. Perform market analysis (No charges)
2. Development of strategies for property listing and leasing (No Charge -Commissions covered costs)
3. Marketing available parcels and negotiating lease terms (No Charge -Commissions covered costs)
4. Coordinate real estate appraisals when necessary (No Charges)
5. Coordination of real estate transactions and closings (No Charge -Commissions covered costs)
6. Coordination of public improvements with adjacent property owners (\$100.00 per hour)
7. Attendance at EMRF meetings and consultation regarding leasing options and strategies @ \$100.00 per hour when meetings and consultation is not related to the actual sales and leasing brokerage duties
8. The commission in respect of each successful lease transaction will be 5% of the total base rent for the period of the lease of which 2.5% will be offered to the Lessee's Broker. If the Lessee does not have a broker, then the commission will be reduced to 4%
9. The commission in respect of each successful sale transaction will be 5% of the total sale price of which 2.5% will be offered to the Buyer's Broker. If the buyer does not have a broker, then the commission will be reduced to 4%
10. There will be no additional charges

We look forward to hearing from you.

Dated this 20th day of December 2016

Barry B. Bounds

David Winston



Information Package and Proposal for Marketing Services

Prepared for:



City of Englewood

December 21, 2016

Prepared by:
Cresa Denver



EXECUTIVE SUMMARY

The City of Englewood has recently requested a proposal to market the McLellan Reservoir Foundation parcels in Douglas County, CO. Comprised of multiple parcels, which taken together add up to approximately 30 acres, the Foundation sites are an exciting opportunity with a multitude of potential development angles and possibilities.

The intent of this information package is threefold:

- First, to demonstrate a grasp of the Property and metro Denver real estate market by our office (Cresa-Denver);
- Second, to introduce the real estate staff at the City of Englewood to Cresa-Denver and the proposed marketing team from Cresa-Denver; and,
- Third, to answer and respond to requests for information in the RFP about our proposed services, fee schedule, and qualifications.

Effective marketing of the property will be best accomplished with a **complete** information package that can be made available to the users and/or developers with interest in buying/leasing all of – or pieces of– the parcels. We have found that providing as much information as possible in marketing materials produces quicker decisions and better offers. Some of these pieces of information would include:

- Identifying the presence of utilities with all of the utility providers and City of Englewood's civil engineering team and how they may be delivered to the site;
- Collaboration with CDOT and municipal authorities relative to roadways, and ingress/egress to and from the Property;
- Collaboration with City/County of Douglas and Arapahoe Planning and Zoning with regard to what the highest and best use of the Property can be; and,
- Geotechnical, drainage/detention, planned/future area development, and other issues that would be important to a potential buyer or lessee.

We at Cresa-Denver thank you in advance for your consideration, and look forward to having a discussion about how to partner on the initial stages of this exciting project.

ABOUT THE PROPERTY

Located just north of C-470 and Highlands Ranch, the parcels are situated in an area with excellent demographics and where development is chewing up available acreage annually. The subject parcels are generally located on Lucent Blvd. between C-470 and County Line Road. They are surrounded primarily by car dealerships, multi-family, senior living, retail and office/warehouse developments. There is also an RTD light rail stop on the west side of the McLellan Reservoir at Mineral and Santa Fe. While much work will need to be done to coordinate roadway ingress/egress, utility and infrastructure development, and other entitlements, the Property is an exciting opportunity that we anticipate will draw interest from a large group of users and developers.

Development of the separate McLellan Foundation parcels will most likely involve multiple types of development. It is fairly easy to see expansion of local uses already standing in the area such as car dealerships, retail, hotels, and multi-family. The success of both Southpark Business Centers, Hiline Apartments, Mike Ward Dealerships, and retail centers off of Lucent bodes well for potential development of the same type. This is in line with what is taking place in most areas of Denver, as development has taken on a frantic pace over the past few years.

If selected as the successful broker to assist EMRF in the disposition of these parcels, our recommended first step will be to meet with the appropriate EMRF officials to obtain a deeper understanding of the property to be marketed. With this in hand, Cresa-Denver will perform an extensive market analysis showing competitive properties, comparable sales, and potential uses and associated sale/lease revenue streams generated from a variety of possible uses



ABOUT CRESA

Cresa (Commercial Real Estate Strategic Advisors) is a global organization dedicated to working exclusively with real estate users – tenants and business/property owners. Given the nature of most real estate transactions where one agent will represent the tenant/buyer and the other will represent the landlord/seller, there is enormous potential for conflict of interest when the agent representing the tenant/buyer is also trying to get listing business from the landlord/seller. Cresa strives to greatly minimize this conflict of interest. With over fifty offices in North America, Cresa is the largest 'tenant-rep' firm domestically.

Our approach whereby we work exclusively with real estate users is important in this contemplated relationship because we are not competing for developer business and will be able to represent EMRF "conflict-free".

As with each Cresa office, Cresa-Denver is locally owned, in this case by seven principals. This approach to ownership structure versus the 'top down' methodology employed by Cresa's largest competitors (CBRE, JLL) provides a much more entrepreneurial environment for the professionals working there. The principals at Cresa-Denver have over 100 years of collective real estate experience in multiple facets of the business.

Our "base" proposed team consists of Mike Statter and Matt Burton, whose professional profiles are included as an exhibit in this package. Upon our collaboration with EMRF at the outset of this assignment and the completion of the market analysis, Statter and Burton will determine what additional team members could add value to the successful marketing and disposition of the subject parcels. These additional team members would most likely come from different areas of expertise – given that different portions of the property stand to be developed with different 'highest and best' uses.

Mr. Statter spent 15 years with Cassidy Turley in St. Louis before joining Cresa in 2013, and is well versed in multiple product types including land transactions (please refer to Mike's professional profile following this page). Statter has accomplished hundreds of commercial real estate transactions in his career spanning multiple product types including retail, office, industrial and investment. Most importantly, Mike has developed a unique expertise in land assignments, several of which are highlighted below. Matt Burton has been a broker Associate for 2 years now under Mr. Statter and collaborates with Mike on all transactions and marketing efforts.

A few of Mike's completed land transactions are highlighted as follows:

- **Pitman Farms** (see depiction following this page). This 56-acre parcel is located at the intersection of I-70 and I-64 west of St. Louis. That's the good news; the bad news is that there was no viable ingress/egress from the property at the time it was listed. Working with the property owner, Mike and his partner hired a civil engineering firm to design a road from the nearest I-70 exit, and then proceeded to put option agreements in place on the 12 homes that the path of the road was to traverse. Result – sale of the acreage + option agreements to a major healthcare provider at a healthy premium to what the property was originally listed for.



ABOUT CRESA

- **Ritchie Brothers Auctioneers** (see depiction following this page). Mike represented Ritchie Brothers in the acquisition of a 90-acre parcel right off I-64 in southern Illinois. The transaction included economic development incentives from the local municipality.
- **Weiss / Goode Farm** (see depiction following this page). This 600-acre parcel sits at the SW corner of the I-270 / I-255 intersection in southern Illinois, just across the river from St. Louis. Opus Development had the parcel under contract for over a year, and was making plans to build approximately 12 million SF of bulk warehouse. Eventually, Opus decided not to pursue development of the acreage. Mike assisted a wealthy local land-owner in the acquisition of the parcel once Opus had relinquished control of it.

PITMAN FARMS





RITCHIE BROS STL





WEISS / GOODE FARM





Name

Mike Statter, SIOR, CCIM
Sr. Vice President

Cresa Denver

1515 Arapahoe Street
Denver, CO 80202
303.228.0800 tel
303.228.0270 dd
314.330.5240 cell
mstatter@cresa.com

Experience

Industrial and Land Specialist
since 1999

Affiliations

- National Association of Realtors
- Commercial Investment Real Estate Institute (CIREI)
- Certified Commercial Investment Member (CCIM)
- Society of Office and Industrial Realtors (SIOR)

Mike's business experience is a unique blend of over 17 years of commercial real estate brokerage coupled with 20 years of successful business ownership and tenures in both private and corporate organizations. Mike has the ability to consult with his clients from a truly strategic perspective by understanding the demands on business owners and the drivers that result in profitable and successful operations. At Cresa Denver, Mike is focused on helping clients drive solutions in their industrial real estate settings.

Mike's business experience includes ownership in CMS Communications from 1985-1997. As a supplier of secondary market telecommunications equipment, CMS grew from a start-up to earn one of the top 50 spots in Inc. Magazine's fastest-growing national privately-held company list in 1991. Mike was an instrumental member of the CMS management team, overseeing both sales and operations functions in St. Louis.

Mike has worked in the real estate brokerage arena since 1999, first for 15 years with Cassidy Turley prior to his current tenure with Cresa Denver. During his real estate career, Mike has been directly involved with over six million square feet of industrial transactions and over 1,000 acres of land transactions for clients including Potter Electric Signal, FedEx, Eastern Metal Supply, and Ritchie Brothers Auctioneers. These assignments included asset acquisition and disposition, leasing, and build-to-suit ("BTS") transactions.

Education

- University of Northern Colorado – Bachelor's Degree in History and Psychology
- CLCLA of Los Angeles – Computer Science



Name Matt
Burton Industrial
Advisor

Experience
Industrial and Land Specialist
Since 2014

Cresa Denver
1515 Arapahoe Street
Denver, CO 80202
303.228.0800 tel
303.302.1625 dd
303.547.6678 cell
mburton@cresa.com

Matt's business experience stems from a strong mix of business development and customer relations. In his prior role, he was the lead on reconfiguring warehouse product flow within a large real estate portfolio and coming up with a plan of action to see product assembled and delivered in a timely manner. At Cresa Denver, Matt is focused on helping clients reduce overhead costs with their industrial real estate requirements.

In the real estate brokerage arena, Matt has worked for close to 2 years with Cresa Denver under Mike Statter, specializing in industrial and land transactions. During his time here, he has been involved in many real estate requirements from 5,000 SF of flex space all the way to a 205,000 SF build-to-suit. All of these assignments have involved consultation starting with strategic planning, site evaluation, city/county planning and zoning interface, incentives procurement, construction planning, and project execution.

Matt comes from a background of competitive athletics played at the highest level. As a former Division 1 Collegiate Baseball Player, he understands the time and effort it takes to get things done right in order to achieve a goal that not only he holds, but a team as well.

Education

- Missouri Valley College – Bachelor's Degree in Business Administration with a Management Concentration
- Kaplan University – Licensed Real Estate Broker in Denver, CO



MARKETING AND FEE STRUCTURE

Proposed Marketing Campaign and Fee Structure:

The role of a listing broker is to be sure that all prospects in the market for the subject parcels are cognizant of our listing. Accordingly, we will aggressively market the space and schedule as many showings as possible. We will embark on a guerrilla marketing plan focusing on all prospective buyers/tenants in the entire Denver-metro area. We will contact every Tenant and land owner in the immediate area and make sure they are aware of the opportunity at hand.

To support the City of Englewood in achieving its objectives, Cresa proposes to undertake the following scope of work on the City's behalf.

- **Market Analysis** – provide for EMRF review the following:
 - Sale and lease of comparable properties in the South Denver area;
 - Competitive properties, how they are priced, and their strengths and weaknesses; and,
 - Possible uses for the subject properties and their potential sale prices and/or revenue streams
- **Prospect Targeting** – Cresa will conduct several surveys of the south Denver commercial market to assess prospects.
- **Prospect Contact** – Once the above targets have been identified, Cresa will directly contact the companies in question to present the opportunity.
- **Database Listings** – Combined with direct market outreach, Cresa will list the subject space on local and national commercial real estate databases. These databases are accessed by hundreds of local companies and brokers as well as thousands of parties nationwide.
- **Direct Broker emailing** – Cresa maintains an extensive list of all local brokerages and will send to them, on a bi-weekly basis, an electronic brochure of the spaces availability.
- **Proposal Submissions and Letter of Intent Negotiation** – When interested parties are identified, Cresa will submit proposals to lease/purchase and negotiate letters of intent on behalf of, and at the direction of, City of Englewood.
- **Lease/Purchase Negotiation** – When terms for intent to lease/purchase are reached, Cresa will negotiate the contract/lease document on behalf and at the direction of City of Englewood.
- **Project Closeout** – Upon successful execution of a lease/purchase, Cresa will provide the City of Englewood with all relevant project documentation for its records.

Commission structures for the project would include the following:

- 6% fee (split between tenant broker and Cresa) on the total net lease assumption for a ground lease up to the initial 20 years
- 6% fee (split between buyers broker and Cresa) for the purchase of any parcel(s).
- 4% fee to Cresa on either a ground lease or purchase without a procuring broker.



n^{AV}point
REAL ESTATE GROUP

Englewood McLellan Reservoir Foundation

Mr. Tom Brennan / EMRF Board

December 2016



Local Expertise. National Reach.



Table of Contents

Section i > Introduction	3
Section ii > The Team	5
Section iii > The Property	9
Section iv > Comparable Information	10
Section v > Submarket Statistics	12
Section vi > Pricing Recommendations	13
Section vii > Marketing Strategy Overview	14
Section viii > Memberships & Affiliations	17
Section ix > Why NavPoint Real Estate Group?	18
Section x > Recent Transactions/Current Projects	18
Section xi > Testimonials	20
Section xii > Marketing Fees	21



Section i > Introduction

December 21, 2016

Englewood McLellan Reservoir Foundation
Tom Brennan
Director of Utilities
1000 Englewood Pkwy
Englewood CO 80110

Dear Mr. Brennan,

We appreciate you allowing our team to prepare a comprehensive broker price opinion and proposal to market the land and assist with commercial real estate matters near the intersection of Lucent & G-470. The team at NavPoint Real Estate Group brings a strong track record of success in completing commercial real estate transactions in all property types. Our pro-active effort to find solutions for each and every project we undertake will bring strong results to your property in Littleton/Highlands Ranch.

Please find within this proposal a variety of market statistics relevant to your property illustrating current market conditions for Douglas County. This data allows us to form a clearer picture of where the market currently sits and where it is headed.

The key to a successful commercial real estate transaction is hiring the right firm to successfully and proactively market your property. At NavPoint Real Estate Group, we pride ourselves on our tireless work ethic, strong local market knowledge and extensive network of tenants, investors and users seeking to locate commercial real estate.

Our myriad of marketing efforts that include numerous commercial database exchanges, social media, print media, cold calling programs and much more have created extremely strong results for our clients throughout even the most challenging commercial real estate cycles.

Thank you again for the opportunity to present you a broker price opinion and proposal to market your property, we look forward to expeditiously providing you a successful outcome!

Sincerely,



Matt Call
Principal
NavPoint Real Estate Group
303956.5781 direct
720.420.7529 office
matt.call@navpointre.com

Heather Taylor
Partner / Brokerage Services
NavPoint Real Estate Group
720.217.1315 direct
720.420.7528 office
heather.taylor@navpointre.com

Ian Elfner
Brokerage Services
NavPoint Real Estate Group
414.559.6000 direct
720.376.6805 office
ian.elfner@navpointre.com





Section ii > The Team

A Team Approach

At NavPoint Real Estate Group, we pride ourselves on our team approach to every transaction. Our collective team will bring the local market knowledge and national reach that allows us to quickly locate a buyer or tenant for your property and execute a deal. The collaborative effort and expertise of our team differentiates us from many commercial real estate firms where each broker operates independently.

Your Team

All of your team members will be available throughout the marketing process to assist you. The NavPoint Administrative team will assist your team on an as-needed basis.

Matt Call

Principal

matt.call@navpointre.com

Heather Taylor

Partner - Brokerage Services

heather.taylor@navpointre.com

Ian Elfner

Brokerage Services

ian.elfner@navpointre.com





MATT CALL PRINCIPAL

Matt is the Founder and Principal of NavPoint Real Estate Group. Matt brings a wealth of commercial real estate Industry expertise, prior to forming NavPoint Matt was the Director of Commercial Real Estate services for a boutique firm servicing Colorado; he also spent time as a member of one of the top commercial real estate brokerage



teams at one of Denver's largest firms. Matt has extensive experience in all property types including Industrial, Office, Retail, Multi-Family, Land, Investment, and Golf/Hospitality Assets. Matt currently directs the sales, leasing and management of over 1,000,000 SF of commercial real estate throughout Colorado and the Southwest at NavPoint Real Estate Group.

Matt is also a Co-Founder and Principal of NavPoint Golf Group a subsidiary of NavPoint Real Estate Group which specializes in the brokerage, management, and development of golf course and golf community assets throughout the United States. Matt is a fourth

generation Colorado native having attended the University of Colorado in Boulder on a golf scholarship. Matt played for the Buffaloes golf team while earning his Degree in Political Science. Matt is a two time Colorado State Amateur Golf Champion ('98, '00) having also played in two Major Championships, the 1999 US Open and 2007 PGA Championship. Matt is a strong proponent of community involvement and is a Board member of the Castle Rock Economic Development Council, serves on the Board of the Denver Buff Club and the Board of Directors for Legacy Hospice. Matt makes his home in Douglas County with his wife and three daughters where they enjoy everything that is Colorado together!

Professional Recognitions / Affiliations

Licensed Real Estate Broker in the State of Colorado
Member of Denver Metropolitan Commercial Association of Realtors (DMCAR)
Member of Pikes Peak Association of Realtors (PPAR)
Member of International Council of Shopping Centers (ICSC)
Member of CU Real Estate Council
Member of Castle Rock Economic Development Council
Member of Colorado Springs Regional Business Alliance

HEATHER TAYLOR

NavPoint Real Estate Group
3740 Dacoro Lane, Suite 200
Castle Rock, CO 80109



PARTNER/BROKERAGE SERVICES



Heather is a Partner with NavPoint Real Estate Group having teamed up with Principal, Matt Call on myriad assignments since mid 2009. Heather is an expert in the leasing environment regularly completing nearly 100 deals annually. With a tireless work ethic and a desire to never let anything fall by the wayside Heather simply understands the transactional side of commercial real estate. Born and raised in Colorado, Heather began her commercial real estate career to pursue her true passion. Prior to commercial real estate, Heather had a very successful career in sales and owned her own company that advised and consulted with small businesses. Her experience includes developing business plans, creating financial forecasts, and assisting small businesses secure commercial financing. Heather's satisfaction comes from

helping her clients fulfill their dreams.

Heather also has strong resources for financing options for clients. Each bank or institution has different qualifications for the loans they accept and Heather's resources help the client get to the appropriate lender and get the deal done quicker. In this tough real estate market, Heather has learned that support throughout the deal is essential for closing deals from property selection to financing.

Professional Recognitions / Affiliations

Licensed Real Estate Broker in the State of Colorado

Member of Denver Metropolitan Commercial Association of Realtors (DMCAR)





IAN ELFNER BROKERAGE SERVICES



Ian joined NavPoint Real Estate Group in June of 2015. He primarily focuses on sales, leasing, and development of retail properties along the Front Range of Colorado. With 15+ years of experience, he has created a reputation for going out of his way to protect his clients' best interests and exceed their expectations. Currently, Ian is responsible for assisting all of his clients with every aspect of their real estate transactions, coordinating effective marketing efforts, and providing superior services on every transaction.

Ian has extensive experience with site selection analysis and strategic market planning for Tenants and Buyers of all types. Notable nationally branded clients include Culver's, IHOP, Firehouse Subs, Sprint, and The Joint...the chiropractic place, among others.

Ian also has significant past experience representing national, regional, and local landlords with developing and executing a plan and vision for their assets. Notable Landlords Ian has previously worked with include CNA Enterprises, Cornerstone Advisors, Pine Tree Commercial, and POB Montgomery.

Prior to joining NavPoint Real Estate Group, Ian worked as Commercial Real Estate Broker at Unique Properties, Fuller Real Estate, and CB Richard Ellis in Denver. In addition, he was employed by a Real Estate Investment Management firm based in Denver providing in-house Landlord representation for several regional and strip shopping centers throughout the United States. He was also the in-house site location specialist for a franchised Noodles & Company operation for the States of Missouri and Nebraska. Prior to moving to Colorado, Ian worked as a commercial broker for a CB Richard Ellis partner office in Milwaukee, WI.

Professional Recognitions / Affiliations

Licensed Real Estate Broker in the State of Colorado

Member of Denver Metropolitan Commercial Association of Realtors (DMCAR)

Member of International Council of Shopping Centers (ICSC)

Member of Colorado Restaurant Association (CRA)



Section iii > The Property

The Property **Englewood McLellan Reservoir Foundation** **(specific parcels TBD)**



City: Littleton/Highlands Ranch

County: Douglas

Acreage: TBD

Type: Vacant Land

Tax Rate: 9.5876%

Estimated 2016 Taxes: exempt



Section iv > Comparable Information

Available Properties

Available Properties for Sale and/or Lease

We have reviewed current available properties on the market. Please find below a summary of the ranges for vacant land properties in the area. More specifics to be provided upon receipt of detailed EMRF parcel information.

Subject Property			
Address	Location	Property Type	Available Land
Lucent & C-470	Littleton/ HR	Land	TBD

	Address	Size	For Sale or Lease
1	8055 W Bowles Ave, Littleton	.17	Lease
2	TBD Centennial Blvd, Highlands Ranch	6.00	Sale
3	SEC W Highlands Ranch Pkwy & Lucent, Highlands Ranch	1.00	Lease
4	SWC E County Line Rd & Yosemite St, Lone Tree	.09	Lease
5	Highlands Ranch Plaza, Highlands Ranch	5.5	Sale or Lease
	Highlands Ranch Town Center, Highlands Ranch	.69	Sale
6	Lucent Blvd @ Plaza Drive, Highlands Ranch	1.10	Sale



Sold/Leased Properties

Sold/Leased Properties

We have reviewed current sold or Leased properties on the. More specifics to be provided upon receipt of detailed EMRF parcel information.

	Address City	Size	Sold/Leased Date
1	5957 W 44 th Ave, Lakewood	1.56	April 2015
2	5957 W 44 th Ave Pad G, Lakewood	1.33	April 2015
3	11111 W 6 th Ave, Lakewood	.21	February 2014
4	4070 Colorado Blvd, Denver	.23	December 2015
5	NEC E Hampden Ave & S Yosemite St, Denver	1.26	February 2014
6	7815 Wadsworth Blvd, Arvada	.07	October 2016





Section v > Submarket Statistics

Radius	1 Mile	3 Mile	6 Mile
Population			
2021 Projection	7,862	96,565	248,107
2016 Estimate	7,065	87,842	227,913
2010 Census	6,180	78,409	207,938
Growth 2016 - 2021	10.97%	9.93%	8.86%
Growth 2010 - 2016	14.84%	12.03%	9.61%
Radius			
2016 Population by Occupation			
Real Estate & Finance	458 6.32%	5,848 6.43%	13,565 5.75%
Professional & Management	2,866 39.53%	34,677 38.12%	84,401 35.76%
Public Administration	175 2.41%	2,011 2.21%	4,742 2.01%
Education & Health	839 11.57%	9,762 10.73%	25,336 10.73%
Services	372 5.13%	4,822 5.30%	14,022 5.94%
Information	153 2.11%	2,451 2.69%	6,097 2.58%
Sales	972 13.41%	11,836 13.01%	32,460 13.75%
Transportation	135 1.86%	1,511 1.66%	4,118 1.74%
Retail	298 4.11%	4,683 5.13%	13,649 5.78%
Wholesale	103 1.42%	1,359 1.49%	3,783 1.60%
Manufacturing	306 4.22%	3,412 3.75%	9,338 3.98%
Production	94 1.30%	1,015 1.10%	5,828 2.47%
Construction	142 1.96%	2,189 2.41%	6,817 2.89%
Utilities	182 2.51%	1,484 1.63%	3,674 1.56%
Agriculture & Mining	44 0.61%	849 0.93%	1,879 0.80%
Farming, Fishing, Forestry	0 0.00%	0 0.00%	63 0.04%
Other Services	111 1.53%	2,187 2.40%	6,261 2.65%
2016 Worker Travel Time to Job			
<30 Minutes	2,320 66.63%	26,951 62.66%	70,367 61.96%
30-60 Minutes	826 23.78%	13,481 31.34%	38,481 32.12%
60+ Minutes	334 9.59%	2,582 6.00%	6,728 5.92%
2016 Households by HH Size			
1-Person Households	800 30.92%	6,670 22.36%	19,161 23.86%
2-Person Households	847 32.74%	10,068 33.78%	27,110 33.78%
3-Person Households	362 13.99%	4,980 16.71%	13,259 16.51%
4-Person Households	402 15.54%	5,227 17.53%	13,280 16.54%
5-Person Households	126 4.87%	2,025 6.79%	5,165 6.43%
6-Person Households	38 1.47%	600 2.01%	1,625 2.02%
7 or more Person Households	12 0.46%	239 0.80%	700 0.87%
2016 Average Household Size			
	2.49	2.69	2.89
Households			
2021 Projection	3,262	36,460	95,383
2016 Estimate	2,945	33,227	87,734
2010 Census	2,587	29,809	80,300
Growth 2016 - 2021	10.78%	9.73%	8.72%
Growth 2010 - 2016	13.84%	11.47%	9.26%

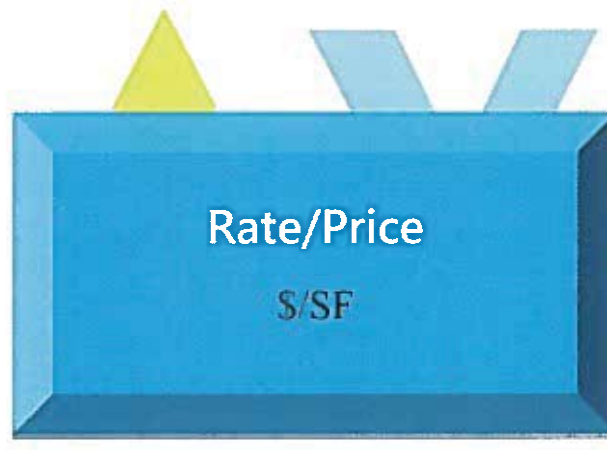


Section vi > Pricing Recommendations

More specifics to be provided upon receipt of detailed EMRF parcel information.

- >>
- >>
- >>
- >>
- >>
- >>

Based on these factors, we recommend that the property be positioned on the market with a price range of:



NOTICE: The preparer of this evaluation is not registered, licensed or certified as a real estate appraiser by the State of Colorado.



Section vii > Marketing Strategy Overview

Our Approach

The marketing approach of a real estate firm is absolutely paramount to successfully selling and leasing commercial real estate. At NavPoint, we utilize a variety of marketing methods to ensure that every property we work on is exposed to the widest audience possible by ensuring the property receives maximum web exposure augmented by strong marketing collateral and selected print advertising. The diversity in our marketing methods drives activity and closes transactions quickly.

Marketing Collateral

Within the NavPoint team is a full-time, in-house marketing director that ensures the collateral for your property tells a compelling and cohesive story. Our Marketing Director will tailor all of the marketing materials to your property within the specific local market where your property is located. The clean and detailed collateral that is developed for your property will create a compelling story for all prospects.

- >> High quality, professionally designed multi-page brochure and collateral material
- >> Various high-resolution digital photographs of property
- >> Professionally designed E-tour of property positioned on NavPoint Real Estate Group and other websites
- >> Consistency from brochure to website in how property is presented to a variety of potential tenants
- >> Comprehensive market analytics to accompany sales material
- >> Collective collateral material will convey a compelling story about your property

Maximum Exposure

Our goal is to expose your property to the widest range of potential of prospects while ensuring we maintain a relevant audience throughout the marketing process.

- >> Professionally designed and printed oversized postcard mailers to prospects on an as-needed basis
- >> Placement in all commercial database exchanges including, but not limited to, Xceligent, Loopnet, CoStar, CIMLS.com, Officespace.com, Catalyst, Commercialsource.com, Globalbroker.com, CommercialSearch.com, Commercial IQ, RoFo, LinkedIn, PropBot, Sibdu, Oodle Classifieds, Lycos Classifieds, Vast Classifieds, CityFeet and USBizTrader
- >> Pro-active use of database email exchanges to create maximum exposure of your property to the brokerage community
- >> Professional design and prime placement on navpointre.com
- >> Aggressive phone call programs to the NavPoint network of tenants, investors, buyers, and users
- >> Face-to-Face brochure distribution throughout and beyond local market
- >> Access to NavPoint's internal network of developers/investors



Local, Regional, National, and Global Exposure for Your Project

Below is a sample of the web based resources our team utilizes to maximize exposure for projects like yours. These sites include; Xceligent, Loopnet, CoStar, CIMLS, Commercialsource.com, Catalyst, Officespace.com, Globalbroker.com, navpointre.com, CommercialSearch.com, Google, Yahoo, Commercial IQ, RoFo, LinkedIn, PropBot, Sibdu, Oodle Classifieds, Lycos Classifieds, Vast Classifieds and USBizTrader.





NavPoint Marketing Material Samples



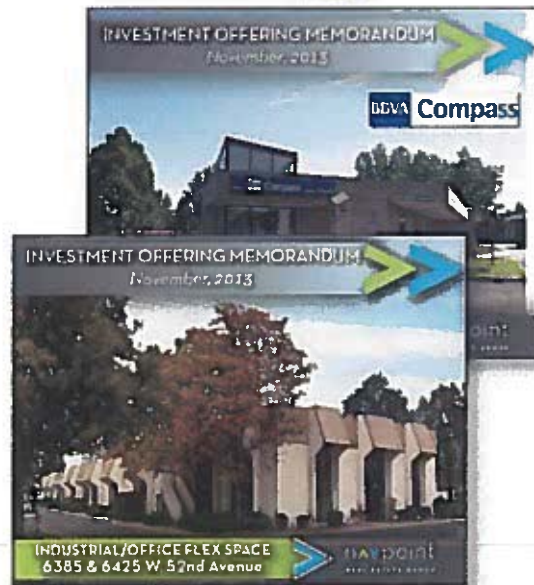
Post Cards



Brochures



E-Mail Blasts



Investment Offering Memorandums



Section viii > Memberships & Affiliations

At NavPoint Real Estate Group we have made an investment of time and resources to ensure we have the most effective memberships and accreditations to allow maximum leverage for our clients. We maintain memberships, accreditations and affiliations with the following groups:





Section ix > Why NavPoint Real Estate Group?

WE WORK THE TRANSACTION; where others fail to dig in to difficult and often time consuming components of an investment transaction, our team will relish stewarding every aspect of the deal through to closing.







A CONTINUOUS SENSE OF URGENCY; we never ever rest until we have exceeded our client's expectations, this means a team that will expeditiously package an asset, seek offers, negotiate and proceed to closing while managing the deal in a very hands-on manner.

OUR SIZE: The size of our firm allows us to give you, our client, hands on focused attention from the inception through closing of the transaction.

ASK OUR PREVIOUS CLIENTS "Why NavPoint?"

Section x> Recent Transactions/Current Projects By the NavPoint Team



	Property Stats	Sale Price	CAP Rate	Sale Date
	Retail 21,938 SF Pueblo	\$2,388,625	7.80%	2016
	Retail 10,200 SF Castle Rock	\$2,200,000	9.0%	2016
	Retail 6,733 SF Pueblo	\$975,000	N/A	2016
	Office 30,000 SF Centennial	\$3,900,000	7.0%	2014
	Office 64,000 SF Englewood	\$6,500,000	9.7%	2014
	Office/Retail 60,000 SF Colorado Springs	\$7,450,000	8.25%	2015



Section xi > Testimonials

“Matt and Heather recently handled the transaction of a retail property we acquired in Westminster. Matt, Heather, and the entire NavPoint team went the extra mile throughout the transaction to ensure our needs were immediately attended to and our questions answered. We were very pleased with their professionalism and effort and will certainly engage them in the future.”

Naseem Amari-Six NSA, LLC

“The NavPoint team of Matt and Heather recently handled our acquisition of a retail center via a 1031 exchange in Parker, Colorado. Matt and his team were on top of every detail and always easy to reach. We appreciated their constant sense of urgency which allowed us to work through a variety of lender issues and successfully close the transaction. I look forward to continuing to work with the NavPoint team in the future.”

Atul Amin - Apex Capital

“NavPoint Real Estate Group recently assisted me in the acquisition of a NNN leased investment property. I was very pleased with the responsiveness of the NavPoint team in finalizing lease details with my new tenant and ensuring all other transactions particulars were taken care of ahead of closing. I would certainly recommend NavPoint for any net lease real estate needs “

Gary Guilford – TP Enterprises, LLC

“I can honestly say that you are one of the hardest-working realty companies I've come across. You optimistically keep on trying, long after others have thrown in the towel. You know the market well, give good advice when required and keep us informed of current efforts and results.”

E. Sam Fishman, M.D. - General Manager, "Panacea Partners"

“I recently engaged NavPoint Real Estate Group to market and sell my office building; we encountered several external obstacles and roadblocks throughout the marketing process. I couldn't be more pleased with the way Matt and Heather guided me through these issues always bringing solutions and ideas to advance the deal toward the closing table. The NavPoint team is truly a group of high integrity individuals who know how to get deals done. We closed my office building sale and I know it would not have happened without Matt and Heather, I would highly recommend NavPoint Real Estate Group to any commercial real estate owner looking for a solutions oriented team!”

Mark C. Williams Esq. – Manager of Wilcox Professional Building, LLC

“Upon the behalf of Dr. Hart and myself, we would like to extend our special appreciation for your professional assistance in his office development process. In growing areas as Castle Rock, difficulty is often encountered in locating and negotiation arrangements for suitable office space. Your professional expertise and performance are commendable. Very importantly, you listened to our needs and requirements. Then, you set forth the actions to successfully identify and coordinate the office space that fulfilled our requirements. Office space requirements are unique to every medical specialty, and you certainly dedicated your talent to our search for the solution to these unique factors. Thank you! I hope that I have the privilege of working with you again!”

Dick Jackson - CEO - The Professional Health Care Group



Section xii > Marketing Fees

LEASE

NavPoint Real Estate Group will charge a 3% fee on the total net lease consideration for years 1–5 and 1.5% years 6–10 for the lease term upon the successful execution of a lease for the property for a direct deal, and 5% for 1–5 and 3% for 6–10 with a cooperating broker involved, 50% of said fee will be due upon mutual execution of the lease agreement and 50% will be due upon tenant occupancy.

SALE

3% direct and 5% with a cooperating broker involved due upon the successful sale of the property.

Thank you for the opportunity to present our price opinion and marketing proposal. We look forward to the potential opportunity to work with you.





ST. CHARLES TOWN COMPANY

September 30, 2016

Englewood McLellan Reservoir Foundation
Board of Directors
Mr. Tom Brennan
1000 Englewood Parkway
Englewood, CO 80110
Via email to: tbrennan@englewoodgov.org

Re: Letter of Intent to acquire Lots 1 & 3 on east & west side of Lucent Blvd – Highlands Ranch, CO 80129

Dear Mr. Brennan,

St. Charles Town Company, LLC, (the “Buyer”), with right to assign, is pleased to submit this proposal to the Englewood McLellan Reservoir Foundation (the “Seller”) for the acquisition of two parcels of land located at Lucent Boulevard and Plum Valley Lane in Highlands Ranch, Colorado 80129 as more fully described in the attached Exhibit A (the “Property”). Buyer and Seller are hereinafter referred to as the “Parties”.

Buyer’s proposal is to enter into exclusive negotiations to acquire the Property with the intent of constructing approximately 220 units of mixed income multifamily rental housing (the “Project”). Improvements for the entire site are expected to occur over a twenty month period in one phase. Financing for the Property will be provided through construction and permanent financing, developer equity, federal low income housing tax credits, deferred developer fees, and soft financing available to the Buyer. The Buyer intends to finance the Project utilizing private activity bonds and is an expert in this type of financing, with multiple nearby projects utilizing this structure either under construction or in the development pipeline.

The Buyer is confident in a mixed income multifamily rental execution and has immediate capacity to move forward on architecture and financing with a consultant team that is currently in place, so timing of a transaction closing is predictable. As outlined herein, the Buyer requests only adequate time to process entitlement approvals with Douglas County in accordance with requirements of the Highlands Ranch Metro District.

This Letter of Intent outlines the general terms and conditions of the proposed transaction. The Parties agree to use good faith efforts to execute contract documents outlining specific terms of the land acquisition (the “Contract”) within thirty (30) days of the mutual execution hereof, which shall more fully document the agreement between the Parties.



Letter of Intent dated Friday, September 30, 2016

The following is an outline of our proposed terms:

ACQUISITION OPTION #1: The Buyer shall enter into a long term land lease with the Seller for a term of not less than 99 years (the "Original Term"). The annual lease rate shall be \$125,000.00 and Buyer, or its assign, shall be responsible for the payment of all ongoing property taxes and development impact fees, as well as all ongoing maintenance of the Property and any improvements that are to be constructed thereon. Buyer further desires a purchase option at the conclusion of the first twenty (20) years of the lease term, to be negotiated in contract documents to be entered into by the Parties.

ACQUISITION OPTION #2: The purchase price for the Property shall be \$2,201,958.00 (the "Purchase Price"), payable at closing. The Purchase Price shall include any existing water and sewer taps, electrical service, natural gas service, or storm water connections which may currently be in place on the Property. The Purchase Price represents a value of \$8.00 per square foot for Lot 3, PA 84 and \$5.00 per square foot for Lot 1, PA 84. Please note that Lot 1, PA 84 has significant physical limitations and high barriers for new development due to its grading, location, access, etc.

EARNEST MONEY DEPOSIT: \$50,000.00, or as may be increased per the terms hereof (the "Deposit"), to be held in escrow by Land Title Guarantee Company (the "Title Company"). The Deposit, which shall be refundable during the Due Diligence Period (defined below), shall be credited toward the Purchase Price at closing if Seller decides to move forward with Acquisition Option #2. Buyer shall not be required to deposit any earnest money if Seller decides to move forward with Acquisition Option #1.

SELLER'S DELIVERIES: Within ten (10) business days of the mutual execution hereof, Seller shall deliver to Buyer copies of any of the following records in Seller's possession (the "Seller's Deliveries"):

- All architectural plans and specifications for the buildings and additions which may have been drafted in the past.
- All surveys and site redevelopment plans for the Property controlled by the Seller, whether approved by the City or not.
- All zoning applications and utility plans for the Property.
- All plans for public improvements including streets, sidewalks, landscaping, and stormwater detention/quality.
- Any applications or ordinances for improvement,

Letter of Intent dated Friday, September 30, 2016

maintenance, business or tax increment districts in which the Property may be included.

- Operating statements or expense summaries including utility, maintenance, insurance, and tax expense for the Property for the last two years.
- Certificates of occupancy, engineering or technical reports, and all other licenses associated with the Property.
- Any existing leases on the Property.
- All Property contracts for operation and maintenance.
- Special improvement, TIF, BID, and other similar public and private districts which the Property is currently subject to or is proposed to be subject to.
- All written notices of violations with respect to the Property.
- Copies of any preliminary title commitments or in place title policies.
- All environmental studies and hazardous materials reports and geotechnical or soil studies and reports.
- All estimates for hazardous material removal and demolition, if applicable.

DUE DILIGENCE:

Buyer shall have two hundred seventy (270) days from the mutual execution of the Contract (the "Due Diligence Period") to review the physical Property and the Seller's Deliveries, to obtain preliminary planning and entitlement approvals, and to investigate the feasibility of financing the acquisition of the Property. Buyer shall have the right to access the Property with reasonable notice to Seller in order to conduct tests and inspections pertaining to the Property as reasonably required by Buyer.

In the event that Seller is unable to provide the Buyer, in Buyer's sole and absolute discretion, the Seller's Deliveries during the Due Diligence Period, then Buyer may terminate the Contract.

In the event that Buyer is unable to satisfy, in Buyer's sole and absolute discretion, its due diligence requirements during the Due Diligence Period, then Buyer may terminate the Contract.

Buyer shall have two (2) options to extend the Due Diligence Period

Letter of Intent dated Friday, September 30, 2016

by sixty (60) days per extension. Should the Seller move forward with Acquisition Option #2, each extension option, if exercised, shall require that Buyer increase the Deposit by \$25,000.00 for each such extension. The extension options may be exercised by Buyer by providing written notice to Seller prior to the then-scheduled expiration of the Due Diligence Period.

TITLE MATTERS: Should the Seller pursue Acquisition Option #2, within ten (10) business days of the mutual execution of the Contract, Seller shall provide to Buyer a Title Commitment from the Title Company whereby the Title Company will agree to issue a title policy to Buyer at Closing in the amount of the Purchase Price. Seller shall pay for and provide Buyer with an ALTA Survey certified to Buyer, Seller and Title Company which shall delete the standard exceptions in the title policy to be issued.

CLOSING: Closing or lease execution shall occur within thirty (30) days after the expiration of the Due Diligence Period (the "Closing Date"), unless extended per the terms hereof or as otherwise agreed to in writing by the Parties.

Buyer shall have one (1) option to extend the Closing Date by thirty (30) days. The extension option may be exercised by Buyer by providing written notice to Seller at least five (5) days prior to the then-scheduled Closing Date.

EXCLUSIVITY: Upon mutual execution of this Letter of Intent, Seller agrees that it will not solicit, accept or entertain any other offers to purchase the Property until the Buyer and Seller either execute the Contract or terminate their negotiations pursuant to this Letter of Intent.

CONFIDENTIALITY: The Parties hereby acknowledge the confidential nature of the proposed transaction, and agree not to disclose the terms of this Letter of Intent to any third party.

OTHER TERMS AND CONDITIONS: Any other terms and conditions shall be per the mutual agreement of the Parties, and shall be set forth in the Contract.

Letter of Intent dated Friday, September 30, 2016

This Letter of Intent is for discussion purposes only, and should not be construed as containing all the terms and conditions that would be contained in the Contract. Nothing contained herein shall be considered complete or binding upon the Parties unless and until the Contract has been fully executed.

If these terms and conditions are acceptable, please acknowledge your agreement by signing below. This Letter of Intent shall automatically become void if not executed and returned to Buyer on or before October 31, 2016.

Sincerely,

ST. CHARLES TOWN COMPANY, LLC

Agreed to and accepted this ____ day of _____, 2016.

SELLER:

Englewood McLellan Reservoir Foundation

By:
Its:

BUYER:

St. Charles Town Company, LLC

By: Charles H. Woolley, II
Its: Manager

Letter of Intent dated Friday, September 30, 2016

EXHIBIT A The Property

The Property (Per Douglas County Assessor's Office)

Parcel #1 – Lot 3

Description: LOT 3 HIGHLANDS RANCH 153 4.898 AM/L

Parcel #: 2229-042-03-001

Land Acreage: 4.898

Building Square Feet: 0

Parcel #2 – Lot 1

Description: LOT 1 HIGHLANDS RANCH 155 2.702 AM/L

Parcel #: 2229-042-04-001

Land Acreage: 2.702

Building Square Feet: 0

Map of the existing Property



CITY OF ENGLEWOOD, COLORADO

**Englewood McLellan Reservoir Foundation, Inc.
Statements of Revenues, Expenses and Changes in Fund Net Position
For the Years Ended December 31,**

	2016	2015	2014	2013	2012	2011	2010
Operating revenues							
Charges for services	\$ 1,169,217	\$ 926,955	\$ 726,416	\$ 686,792	\$ 597,694	\$ 425,159	\$ 105,125
Operating expenses							
Professional services	-	8,836	36,429	37,779	87,558	34,366	66,605
Insurance	14,853	11,076	9,566	8,680	6,541	7,580	8,224
Legal	37,055	34,335	18,398	44,118	13,414	31,065	10,864
General administrative and office	2,474	1,381	1,590	994	1,283	444	3,124
Total operating expenses	54,382	55,628	65,983	91,571	108,796	73,455	88,817
Operating income (loss)	1,114,835	871,327	660,433	595,221	488,898	351,704	16,308
Nonoperating revenues (expenses)							
Net investment income	3,337	21	262	(31)	320	1,115	1,546
Proceeds from sale of assets	-	-	-	-	-	-	-
Contribution (to)/from primary government	(350,193)	(873,347)	(684,683)	(573,526)	(551,295)	(425,159)	(105,125)
Loss on sale of assets	-	-	-	-	-	-	-
Other, net	-	-	-	645	-	-	25,000
Total nonoperating revenues (expenses)	(346,856)	(873,326)	(684,421)	(572,912)	(550,975)	(424,044)	(78,579)
Change in net position	767,979	(1,999)	(23,988)	22,309	(62,077)	(72,340)	(62,271)
Net position - beginning	5,710,813	5,712,812	5,736,800	5,714,491	5,776,568	5,848,908	5,911,179
Net position - ending	\$ 6,478,792	\$ 5,710,813	\$ 5,712,812	\$ 5,736,800	\$ 5,714,491	\$ 5,776,568	\$ 5,848,908

These financial statements are included in the City of Englewood's yearly audited Comprehensive Annual Financial Report (CAFR).



TO: Chief John Collins
FROM: Code Enforcement Supervisor David Lewis
DATE: January 11th, 2018
SUBJECT: Council Request 18-001

CR18-001

Requested by: Council: A request for information pertaining to a dog attack on January 5th, 2018 in the 4000 Block of South Lincoln St.

On Friday January 5th, 2018 at approximately 3:45 PM Code Enforcement was dispatched to a dog bite incident on the 4000 Block of South Lincoln Street. A large breed dog along with 2 small breed dogs escaped a residential property located on the block. An adult caretaker of an Englewood Citizen was walking a small breed dog on the same block. The large breed dog that was "at large" bit the small breed dog, that was being walked, multiple times and with extreme force to cause serious bodily injury. The injuries to the small breed dog were so significant that the animal was euthanized at a licensed veterinarian facility. One of the "at large" small breed dogs bit the caregiver dog walker on the right hand. The injuries to the caregiver include pain, swelling and the skin was broken. The caregiver sought medical attention for the dog bite. According to a witness, all three "at large" dogs ran back to a home located on the block and were put into a vehicle by the subject dog owner leaving the scene.

Multiple attempts by the Police department and the Code Enforcement Division were unsuccessful on the day of the incident up until January 10th, 2018.

On January 10th, 2018 an attorney representing the subject dog owner contacted Code Enforcement to arrange for a meeting with the subject dog owner along with an inspection of the dogs that were involved in the incident on January 5th, 2018.

On January 11th, 2018 at approximately 9:30 AM Code Enforcement and the Police Department met with the subject dog owner and the attorney at a property located in the 4000 Block of South Lincoln St. The 2 small breed dogs were presented for inspection along with medical records for all three dogs that were "at large" on the date of the incident. All three dogs involved in the incident have current valid rabies vaccinations. The large breed dog was not on the property and was taken out of

state. The subject dog owner and the attorney agreed to have the large breed dog brought back to Colorado for inspection by January 16th, 2018 or the subject dog owner would face an additional criminal charge of:

7-6A-5 Interfere With Municipal Officers

Summons 27028M was issued to the subject dog owner for the following municipal code violations:

7-1A-3 Dog Running At Large (3 counts)

7-1A-2 Dangerous Behavior (2 counts)

7-1A-11A1 Failing to make an animal available for examination

The small breed dog that bit the caregiver was placed on an in home 10 day bite hold quarantine and was not impounded since it did not cause serious bodily injury to a person or animal.

This case is still open pending the inspection of the large breed dog involved in the incident. Additional action regarding the large breed dog that caused serious bodily injury to another dog is pending.

Code Enforcement and the Police Department have no prior history with the subject dog owner or the dogs.