

Robyn Tice

From: Don Kraher
Sent: Monday, February 22, 2021 11:15 AM
To: Jared Moore; Ann Hill; Sherri Myers; Jennifer Brahier; Casey Jones; Teniade Broughton; Delarian Wiggins
Cc: Elaine Mager; Sonja Gaines; Ericka Burnett; Robyn Tice; Melanie Kruszona
Subject: FW: Community Maritime Park Revenue
Attachments: Lots at Maritime Park.pdf

Please find attached information supplied by the Finance Director at the request of a fellow Council Member.

Respectfully,

Don Kraher
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City of Pensacola

From: Amy Lovoy <alovoy@cityofpensacola.com>
Sent: Thursday, February 18, 2021 2:45 PM
Cc: Melanie Kruszona <MKruszona@cityofpensacola.com>; Don Kraher <DKraher@cityofpensacola.com>; Elaine Mager <EMager@cityofpensacola.com>; Keith Wilkins <KWilkins@cityofpensacola.com>; Kerrith Fiddler <KFiddler@cityofpensacola.com>; Deana Stallworth <DeStallworth@cityofpensacola.com>; Laura Picklap <lpicklap@cityofpensacola.com>; Dick Barker Jr <RBarker@cityofpensacola.com>
Subject: RE: Community Maritime Park Revenue

Attached please find all of the revenues generated from each lot at the CMP from FY18 – FY21. I'm afraid the City only took over the finances from the CMPA in FY18. Please note that the amount listed for property taxes for lots 1 and 2 only represent the property taxes that came to the CRA (in other words just the City and County portion). It does not include the amounts for the School Board, the Library or the Water Management District.

Your memory is very correct. In 2015 Brantley & Associates was commissioned to provide assessments on the remaining undeveloped lots (3 – 9) at CMP to establish both the value of the lots if sold as well as the market lease rates if vacant. Also attached is a summary of their findings.

Lastly, there is a summary of all of the property taxes generated on Lots 1 and 2 at CMP.

I do have estimates of the revenues that would be generated for the City if Lots 4, 5 and 7 were developed since we have proposals from developers for those lots. However, since these are still in negotiation, the numbers will change drastically. As soon as we firm term sheets to bring forward, I will provide the revenues and cash flow to the City ASAP.

Please let me know if you need anything else.

Sent: Monday, February 15, 2021 11:46 AM

To: Amy Lovoy <alovoy@cityofpensacola.com>

Cc: Melanie Kruszona <MKruszona@cityofpensacola.com>; Don Kraher <DKraher@cityofpensacola.com>; Elaine Mager <EMager@cityofpensacola.com>

Subject: Community Maritime Park Revenue

Can you give me the income each developed parcel of the CMP has generated for the past 5 years? (Fewer years if that's too cumbersome.)

I would like a breakdown of property taxes, lease payments, etc. for each parcel - with a total for each year and for five years.

I know that the vacant parcels were appraised some years ago (2012?).

Would you be able to project an estimated lease fee on each remaining parcel based on that appraisal? (Lots 3, 4, 5, 6, 7, 8 and 9)

If there is any way you could give an estimate of what the lease plus property tax annual income would be if parcels were built out by the three companies that have plans for this, it would be very helpful as well.

I found this online from 2015 if that helps: Applying the rent and common area maintenance fee formula used on the Maritime Place and One51 Main parcels, (rent at 7.25 percent, fees at 0.75 percent of the 2012 appraised values of the property), rent and fees on Parcels 4, 7 and 8 should total \$514,400 a year. Property taxes due on those would total some \$800,000. (<https://www.studeri.org/blog/studer-proposal-takes-maritime-park-back-to-its-roots>)

I believe that some of the income goes to the city, some to the CRA, some to the school board and some to water improvement.

Can you give me an annual summary of CMP payments to each of these categories for the past 5 years and the total of the five years?

If I've missed asking for any other info that would be helpful, please feel free to supply that as well.

Current
Revenues Generated from Lots
Community Maritime Park

Lot	Description	Actual 2018	Actual 2019	Actual 2020	Estimated 2021
1	Maritime One				
	Lease	46,221.96	46,221.96	46,221.96	46,222.00
	Property Tax	29,441.53	30,635.15	32,514.07	33,456.67
	CAM *	3,971.64	3,971.64	3,971.64	3,971.64
	Total Lot 1	\$79,635.13	\$80,828.75	\$82,707.67	\$83,650.31
2	Maritime Place				
	Lease	100,245.20	100,245.20	107,262.36	100,778.00
	Property Tax	97,734.89	100,698.50	105,107.82	108,901.36
	CAM *	10,370.28	10,370.28	11,096.16	14,300.00
	Total Lot 2	\$208,350.37	\$211,313.98	\$223,466.34	\$223,979.36
3					
	Option	0.00	5,371.60	3,305.60	1,239.60
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 3	\$0.00	\$5,371.60	\$3,305.60	\$1,239.60
4					
	Option	0.00	54,724.80	33,676.80	12,628.80
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 4	\$0.00	\$54,724.80	\$33,676.80	\$12,628.80
5					
	Option	0.00	35,799.40	22,030.40	8,261.40
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 5	\$0.00	\$35,799.40	\$22,030.40	\$8,261.40
6					
	Option	0.00	17,243.20	10,611.20	3,979.20
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 6	\$0.00	\$17,243.20	\$10,611.20	\$3,979.20
7					
	Option	0.00	34,499.40	21,230.40	7,961.40
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 7	\$0.00	\$34,499.40	\$21,230.40	\$7,961.40
8					
	Option	0.00	40,463.80	24,900.80	9,337.80
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 8	\$0.00	\$40,463.80	\$24,900.80	\$9,337.80
9					
	Option	0.00	8,096.40	4,982.40	1,868.40
	Property Tax	0.00	0.00	0.00	0.00
	Total Lot 9	\$0.00	\$8,096.40	\$4,982.40	\$1,868.40

* Common Area Maintenance

Brantley Appraisal Report
of Values on Lots at the Community Maritime Park

Lot	Acreage	Purchase Price	Low Risk Tenant			Moderate Risk Tenant			High Risk Tenant		
			30 Years Ground Rent	60 Years Ground Rent	90 Years Ground Rent	30 Years Ground Rent	60 Years Ground Rent	90 Years Ground Rent	30 Years Ground Rent	60 Years Ground Rent	90 Years Ground Rent
3	0.26	\$450,000	\$20,250	\$22,500	\$24,750	\$24,750	\$27,000	\$29,250	\$29,250	\$31,500	\$33,750
4	3.02	4,600,000	207,000	230,000	253,000	253,000	276,000	299,000	299,000	322,000	345,000
5	1.74	3,000,000	135,000	150,000	165,000	165,000	18,000	195,000	195,000	210,000	225,000
6	0.84	1,450,000	65,250	72,500	79,750	79,750	87,000	94,250	94,250	101,500	108,750
7	1.48	2,900,000	130,500	145,000	159,500	159,500	174,000	188,500	188,500	203,000	217,500
8	1.75	3,400,000	153,000	170,000	187,000	187,000	204,000	221,000	221,000	238,000	255,000
9	0.39	680,000	30,600	34,000	37,400	37,400	40,800	44,200	44,200	47,600	51,000

**Property Taxes Collected
at the Community Maritime Park**

Lot 1	2017	2018	2019	2020	2021
County	\$17,479.33	\$17,861.72	\$18,585.87	\$19,725.78	\$20,297.64
Schools	18,164.87	17,900.86	18,190.60	18,126.82	18,185.51
City	11,331.91	11,579.81	12,049.28	12,788.29	13,159.03
Water Management	96.69	95.30	94.95	97.48	95.41
Library	948.40	969.15	1,008.44	1,070.29	1,101.31
Total Lot 1	\$48,021.20	\$48,406.84	\$49,929.14	\$51,808.66	\$52,838.90

Lot 2					
County	\$59,039.23	\$59,294.23	\$61,092.21	\$63,767.27	\$66,068.76
Schools	61,354.76	59,424.18	58,400.70	58,240.09	59,193.77
City	38,275.34	38,440.66	39,606.29	41,340.55	42,832.60
Water Management	326.58	316.34	312.09	315.15	310.55
Library	3,203.37	3,217.20	3,314.76	3,459.90	3,584.78
Total Lot 1	\$162,199.28	\$160,692.61	\$162,726.05	\$167,122.96	\$171,990.46