

**Present:** President Robert E Wirkner, Vice President Thomas R White, Commissioner Jeffrey L Ohler.

**IN THE MATTER OF  
PLEDGE OF ALLEGIANCE**

 1:02 PM

Commissioner Wirkner asked that everyone stand and recite the Pledge of Allegiance.

**IN THE MATTER OF  
BOARD MEETING ATTENDANCE**

 1:02 PM

Commissioner Wirkner questioned if everyone on the Board would be in attendance today. Everyone replied yes.

**IN THE MATTER OF  
ATWOOD**

 1:04 PM

Bryce Custer from NAI Spring appeared before the Board to discuss his proposal to become the realtor for the sale of the Atwood property. Commissioner Wirkner asked Mr. Custer if he could explain the \$10,000 marketing budget and the timeline. Mr. Custer advised the timeline he used was the one the Board gave him in the RFP. His recommendation is if the overall proposal makes sense and NAI is picked, everyone would sit down and discuss this timeline further. Commissioner Ohler advised everyone wants to give their best efforts in attracting the right buyers for this County. Commissioner Wirkner asked Mr. Custer if this timeline is practical. Mr. Custer advised he would prefer to push the bid opening to the middle of August. Commissioner White asked what the \$10,000 budget would be spent on. Mr. Custer advised the greatest resource is the media. This gives him a large network to work off. Mr. Custer gave examples of how he has used the media in the past. Mr. Custer advised NAI Spring's marketing is done nationwide. Mr. Custer advised he feels he could do it effectively and efficiently. Mr. Custer advised his heart belongs to Carroll County. As part of the marketing, there will be a complete package done on Atwood Lodge. Mr. Custer advised he will also be doing an Economic Profile for Carroll County and he would set up a website for Atwood Lodge also. Mr. Custer discussed some of the projects that NAI Spring has participated in. He advised they have been extremely successful in Carroll County. Mr. Custer advised he can do the marketing for \$10,000 because he already has his network in order. Mr. Custer advised he would be target marketing the Lodge by looking at hotels, resorts, lodge industries and destination places. Mr. Custer advised himself, Brian Spring, and Dan Spring would be working on this project. The individual that purchases Atwood should know what their numbers are and submit a sealed bid. He expressed a live auction is also an option. Commissioner Ohler asked Mr. Custer to speak about other purposes for which the Lodge could be used. Mr. Custer responded it could be a corporate headquarters for someone, but it is important whatever ends up there generates jobs for this County. Commissioner White asked how you know what price to ask when you market the Lodge. Mr. Custer advised they will not be asking a price. They will be receiving bids for the Lodge. They will come up with a number by calculating how much the land is worth with credits toward the Chalet and the 9-hole golf course. The strengths for this are the land along with the community. The weaknesses are the drive to anywhere and the rooms are obsolete, no property that touches Atwood Lake, but we do have access. The buyer needs to look at this without figuring the oil and gas industry into it. Commissioner Ohler advised that this property is very unique. Commissioner White advised this is not only an economic situation but also an emotional one for this County. Mr. Custer expressed his interest in being involved.

**IN THE MATTER OF  
ATWOOD**

 1:56 PM

Jack Davis and Mac Biggar from Hanna Commercial Real Estate appeared before the Board to discuss their proposal to become the realtor for the sale of the Atwood property. Mr. Biggar advised there are three types of auction processes: (1) open auction, (2) sealed bid, and (3) live auction, which could be an absolute or reserve auction. The buyer would much rather have an absolute auction instead of a reserve auction. At an absolute auction you sell and at a reserve auction you collect the bids and then decide if you want to sell it for one of the bids. Commissioner Ohler advised the Board cannot approve the sale or auction until they meet in session. Mr. Biggar advised the sales contract would state that the buyer's contract would be on hold until the next session. Mr. Biggar advised they do more of the larger projects out there. Mr. Biggar advised if there are only one or two bidders, it makes sense to have a sealed bid auction. Mr. Biggar advised Hanna would have more open houses and would know how many people show up and request information about the Lodge. Commissioner Ohler advised Hanna would test the waters and then come back and make a recommendation to the Board. Mr. Biggar advised yes. Commissioner Ohler asked how they switch gears in their marketing. Mr. Biggar advised from their databases and also by talking to people in this County and other counties. This project is going to need national exposure. Mr. Davis advised there are some ways to expose Atwood to people and that they have 7,000 agents, a television show and they belong to chain links of independent firms as well a commercial firm network. Mr. Biggar advised the property should be sold as a whole. Mr. Biggar advised the timeline would be July 14 for the auction. Commissioner Wirkner asked if the timeline included in the RFP was long enough. Mr. Biggar advised he believes that is enough time. To be effective you need a 4-6 week timeline. Commissioner Ohler advised if everyone agrees that more time is needed, the Board would be fine with that; the Board would rather have the best effort on this project. Mr. Davis advised this property requires a longer advertisement period. With a six week timeline, Hanna would be able to get more information to the buyers. Mr. Biggar advised the auction is more successful because more information will be supplied to the buyers. Mr. Davis advised there isn't another firm that offers due diligence packages to buyers. These packages give all information so the buyers understand what is going on. Commissioner White asked if it would benefit them if the Board moved the timeline to August for the auction. Commissioner Ohler asked what problems Hanna sees with this project. Mr. Biggar advised nothing, it is a great piece of property. Commissioner Wirkner asked what the strengths and weaknesses are of this property. Mr. Biggar advised a hotel/resort is always better if it is up and running and since this one is not that is a weakness. It is in very good condition and still maintained are some of the strengths. Mr. Davis asked if the Board has been approached about the 18-hole golf course. Commissioner White advised that is what the oil & gas money was to be used for. Commissioner Ohler advised when we took this project, selling wasn't even an option. The Board was depending on the oil & gas money, but that hasn't added up to what we were planning on. This was never going to cost the County's General Fund any money. Mr. Davis advised the longer timeframe would give them more time for a wider audience, due diligence package, open houses and tracking activity. Carol McIntire, Free Press Standard, asked what the marketing budget is. Mr. Davis advised that it is \$24,500. Mr. Biggar advised that Hanna Commercial Real Estate has been around for 75 years.

**IN THE MATTER OF  
NEWS MEDIA**

 2:41 PM

Carol McIntire, Free Press Standard editor/reporter, asked what the commission rate was for the three relators. Commissioner Wirkner advised that NAI Spring is at 6%, Hanna Commercial is 5% and Kiko Auctioneers is 8%.

**IN THE MATTER OF  
ADJOURN**

**Motion:** to adjourn, **Action:** Vote was recorded as follows: YEA: President Robert E Wirkner, Vice President Thomas R White and Commissioner Jeffrey L Ohler; NEY: None; ABSENT: None; ABSTAIN: None, **Moved by** Commissioner Jeffrey L Ohler, **Seconded by** Vice President Thomas R White.

Motion carried on unanimous vote.

 2:44 PM

/s/ Valerie S Mossor  
Valerie S Mossor, Assistant Clerk II  
(PREPARED BY)

We hereby certify the foregoing to be true and correct.  
/s/ Janice E. Leggett  
Janice E. Leggett, Clerk Supervisor

Carroll County Commissioners

/s/ Robert E Wirkner PRESIDENT  
Robert E Wirkner  
/s/ Thomas R White  
Thomas R White  
/s/ Jeffrey L Ohler  
Jeffrey L Ohler  
/s/ Robert E Wirkner PRESIDENT  
Robert E Wirkner