



Real Estate Division Centralization & Lease Program Update

Finance Commission
January 28th, 2026

Background/Introduction

- In June of 2025, Real Estate staff met with the Commission to speak about the on-going Real Estate centralization project
- Over the past six months we have made significant strides in the buildout of this new division and the cleanup of the financial system
- This presentation will provide an update on our division buildout efforts, give details of new and amended agreements, and highlight annual financial metrics



Key Milestones to Date

- On-going division buildout
- Established monthly reporting
- Operational improvements



Division Buildout Update

- Uniform file organization
- Master tracking spreadsheet
- Rent payment processing and tracking
- Late fee assessment
- Insurance documentation
- Recurring site inspections



Division Development Progress to Date

Completed

- JDE cleanup
- Master lease tracker (template)
- Daily rent payment log
- Real-time JDE reports
- Insurance verification
- Uniform lease files

In Progress

- Standard operating procedures
- Enforcement protocols
- Real Estate management software
- Data focused operation



Monthly Reporting

- “As of Integrated Invoices and Receipts Report” Auto generated
- “Recurring Lease Receipt Report” Staff generated
- “Delinquent Recurring Report” Staff generated

Proactive monthly reporting allows staff to engage with city assets on a data centered level



Operation Improvements: Cell Lease Program

Prior to 2021

- Rents far below Market
- Site control lacking
- One-sided terms benefiting providers
- No negotiating protocols
- No financial reporting
- No bench marking

Current Progress

- Developed cellular leasing model
- Partnered with industry professionals; valuation and operations
- Established base terms for contracting
- Rents at or above market

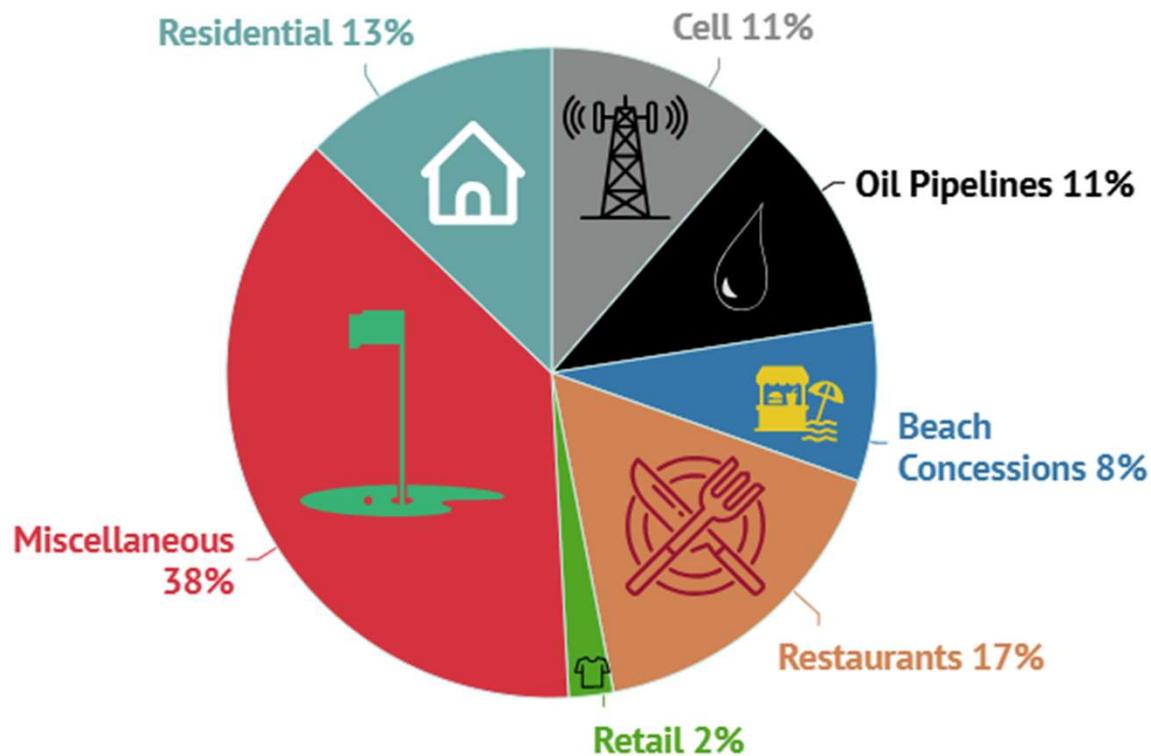


Annual Lease Portfolio Performance 2025

- Lease performance by assortment
- Annual comparison: 2024-2025
- Beach concessions comparison 2024-2025



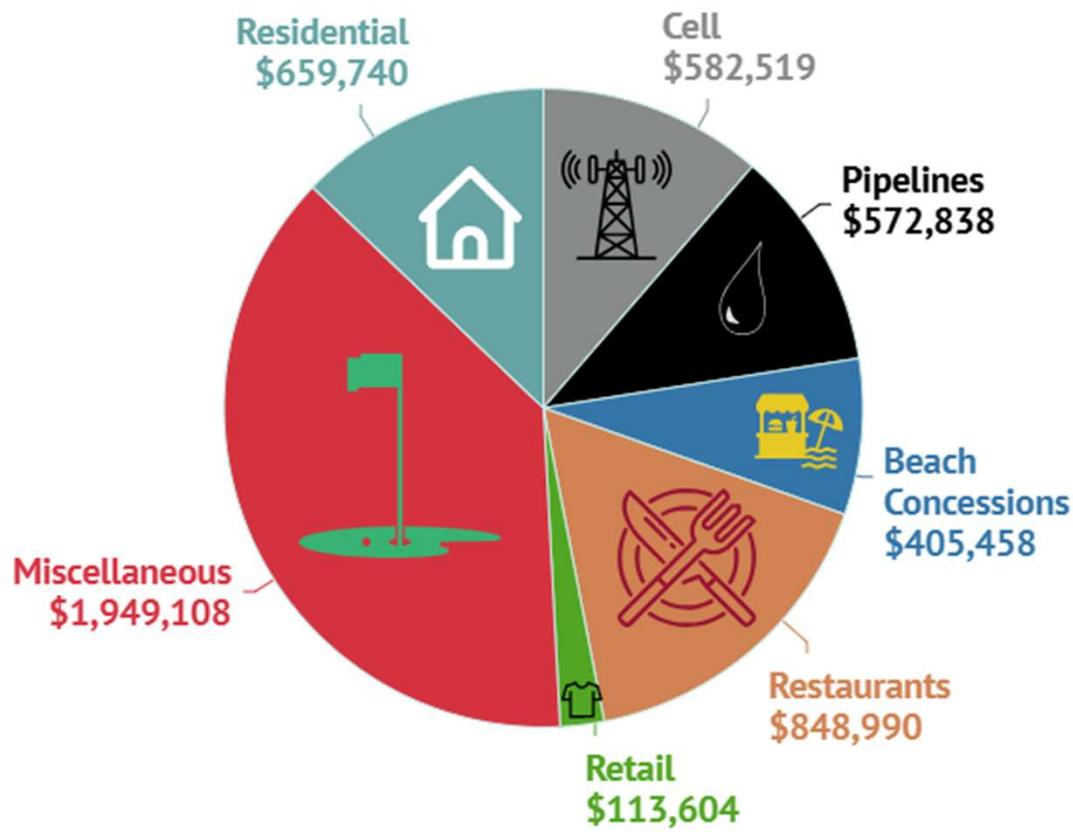
2025 Lease Portfolio as Percent



**Does not include all of December rent collected*



2025 Lease Portfolio in Dollars

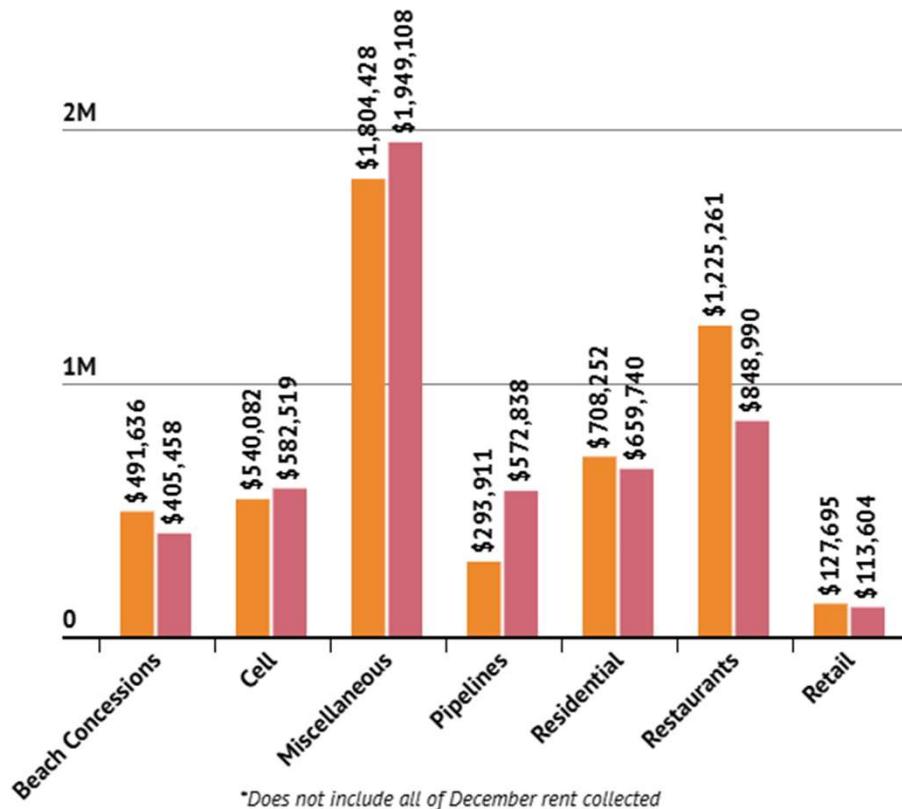


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2024 vs 2025 Collected Lease Revenue by Assortment

2024 2025



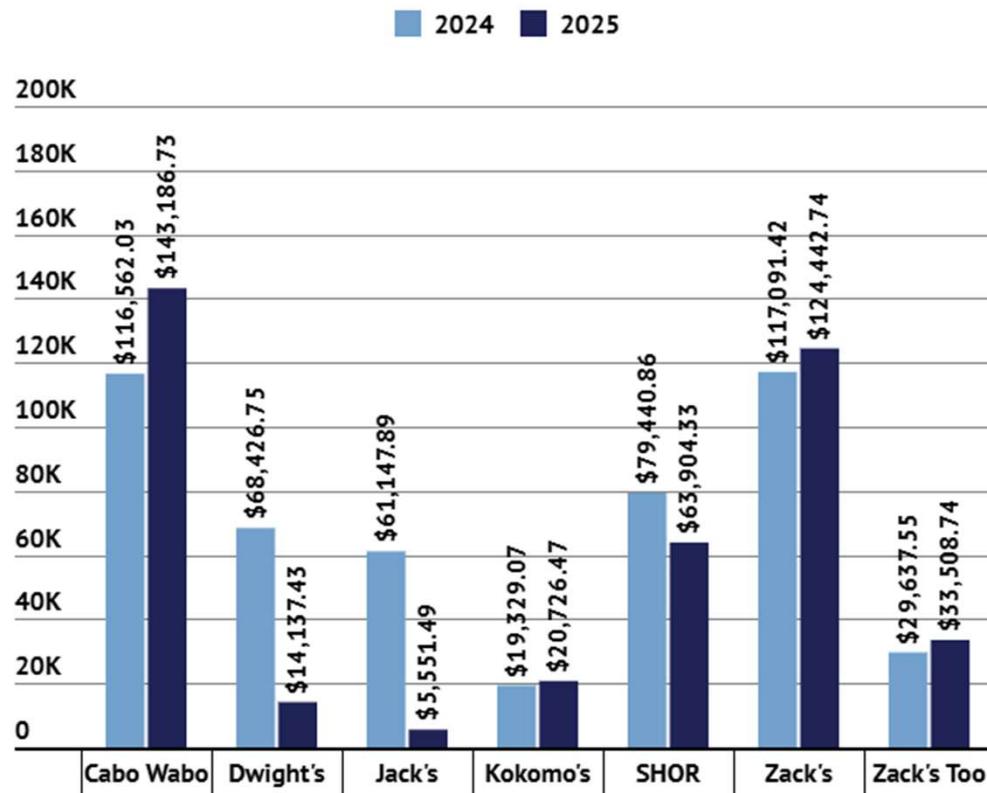
2024 vs 2025 Collected Lease Revenue by Assortment Chart Data Table

| Lease Type | 2024 | 2025 |
|-------------------|-------------|-------------|
| Beach Concessions | \$491,636 | \$405,458 |
| Cell | \$540,082 | \$582,519 |
| Miscellaneous | \$1,804,428 | \$1,949,108 |
| Pipelines | \$293,911 | \$572,838 |
| Residential | \$708,252 | \$659,740 |
| Restaurants | \$1,225,261 | \$848,990 |
| Retail | \$127,695 | \$113,604 |

**Does not include all of December rent collected*



2024 vs 2025 Collected Lease Revenue Beach Concessions



**Does not include all of December rent collected*



2024 vs 2025 Collected Lease Revenue Beach Concessions Chart Data Table

| Beach Concession | 2024 | 2025 |
|------------------|-----------|-----------|
| Cabo Wabo | \$116,562 | \$143,187 |
| Dwight's | \$68,427 | \$14,137 |
| Jack's | \$61,148 | \$5,551 |
| Kokomo's | \$19,329 | \$20,726 |
| SHOR | \$79,441 | \$63,904 |
| Zack's | \$117,091 | \$124,443 |
| Zack's Too | \$29,638 | \$33,509 |

**Does not include all of December rent collected*



New or Amended Agreements

- T-Mobile Central Library Roof (Amendment)



T-Mobile Central Library – Amendment

- Rent increased from \$2,246 to \$3,600 per month upon execution (60% increase)
- Escalations: 4% per year
- \$5,000 onetime administrative fee
- Term: Adds 5 five-year renewal option to current agreement
- All other terms remain unchanged



Future Priorities/Goals

- Recurring division initiatives
 - Develop standard operating procedures
 - Critical date tracking calendars
 - Enforcement protocols
- Continued focus on data collection and analysis



Questions?

