



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

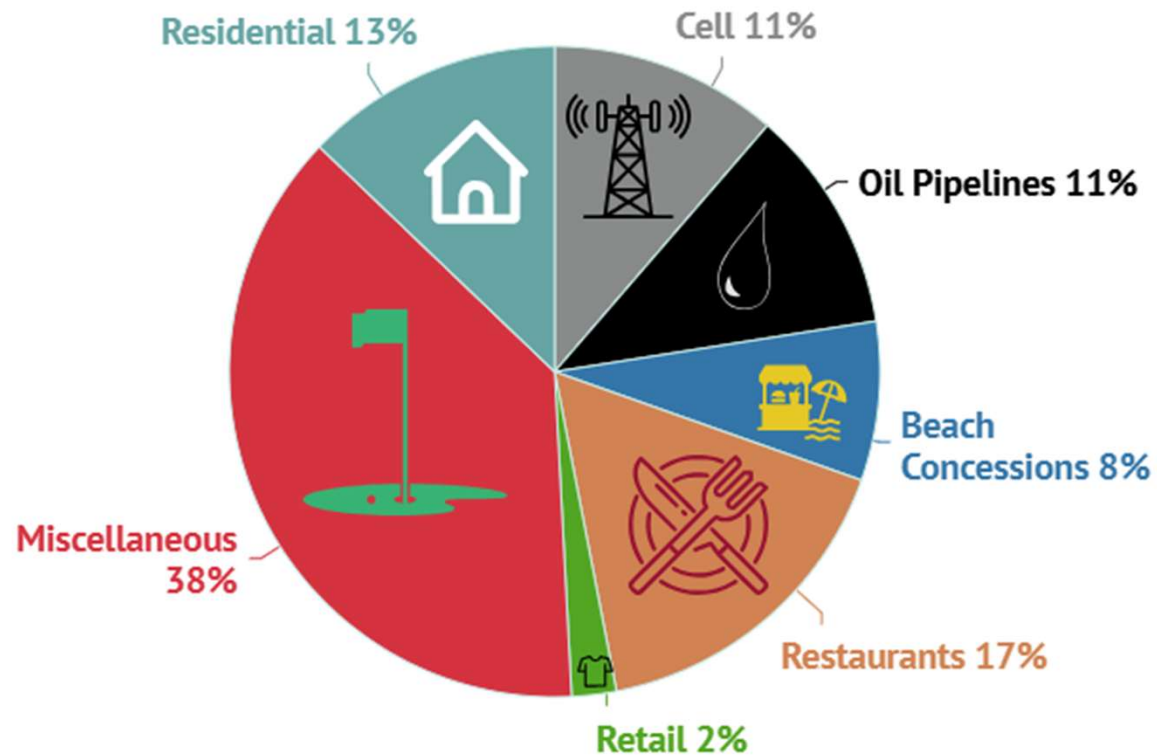


Annual Lease Portfolio Performance 2025

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



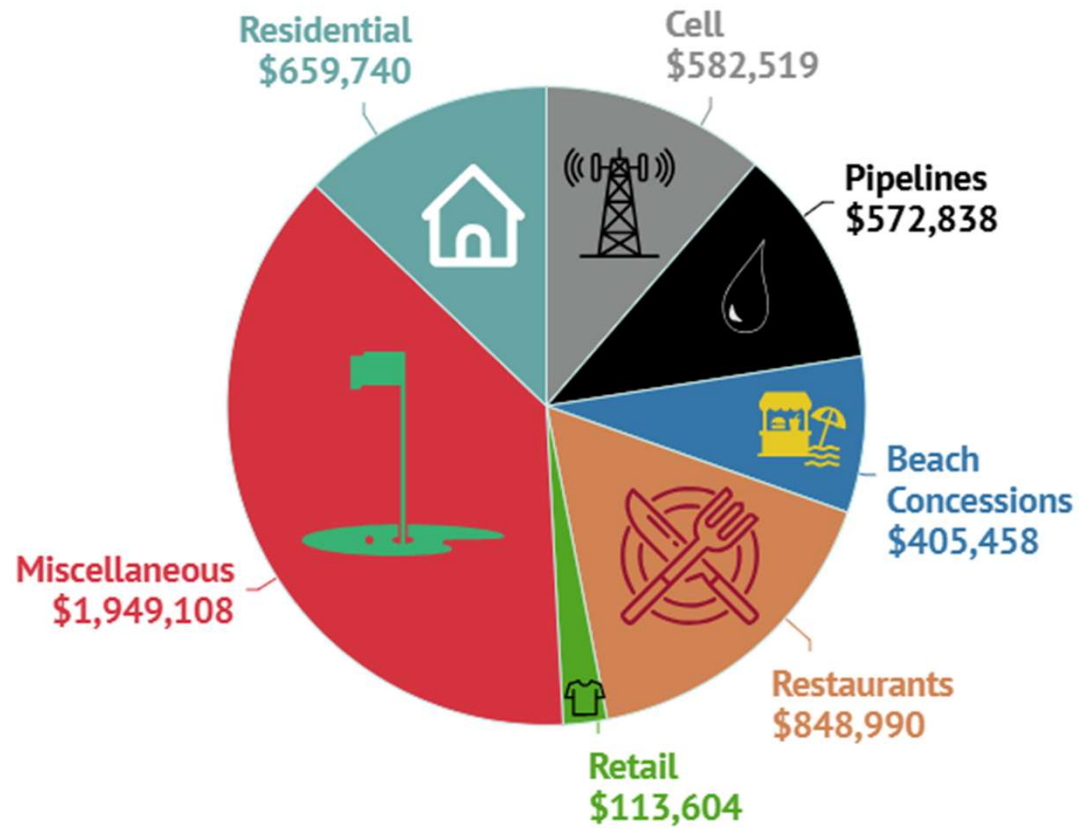
2025 Lease Portfolio as Percent



**Does not include all of December rent collected*



2025 Lease Portfolio in Dollars

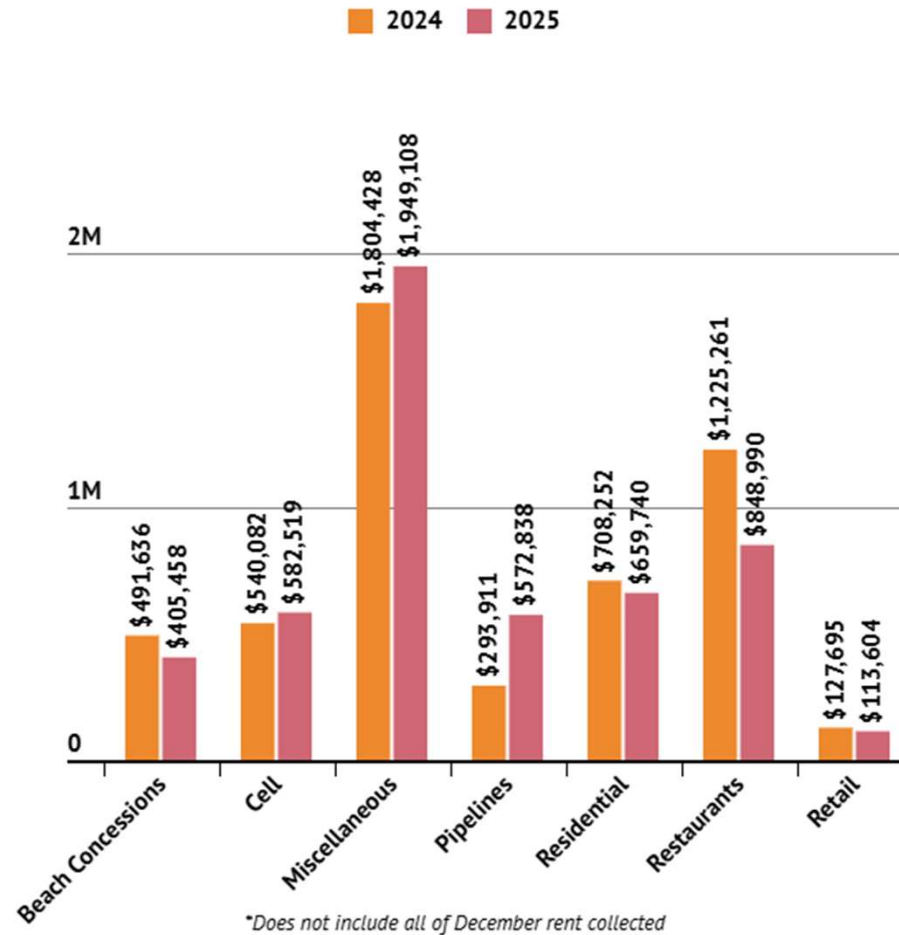


TOTAL RENT COLLECTED 2025 = \$5,132,257

**Does not include all of December rent collected*



2024 vs 2025 Collected Lease Revenue by Assortment



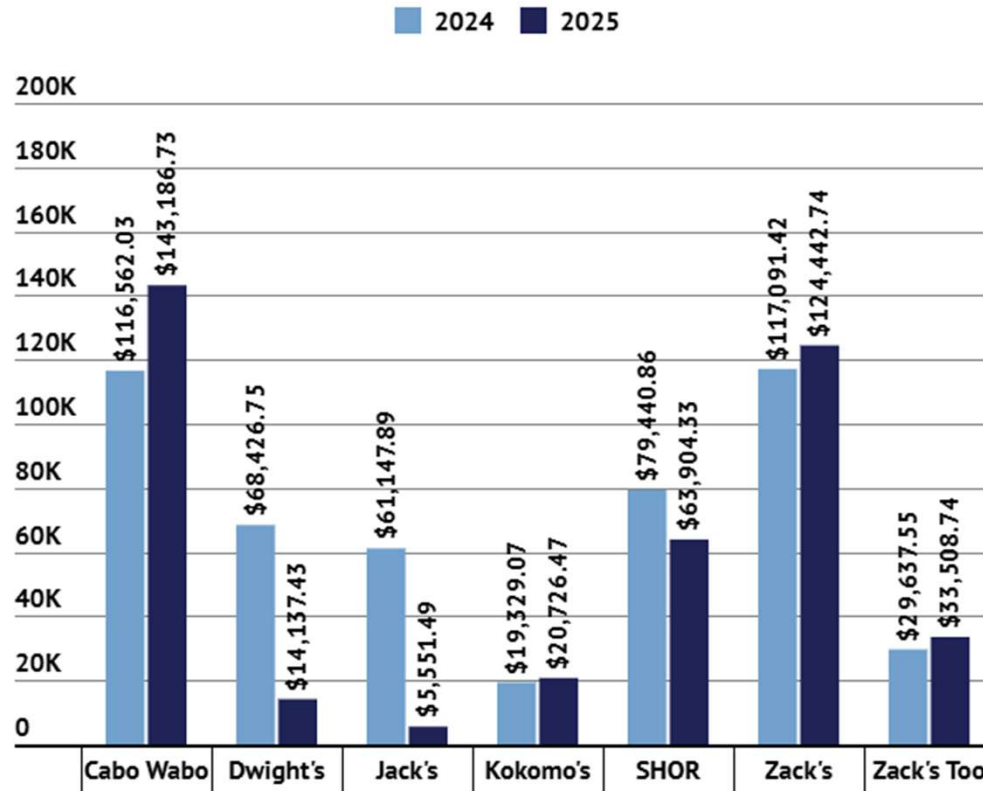
2024 vs 2025 Collected Lease Revenue by Assortment Chart Data Table

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?

