

City Council – Action Request Form

Date: August 8, 2022

To: Mayor, Mayor Pro Tempore, and Members of City Council

From: Ben Rowe, Assistant City Manager
Ken Millett, Economic Development Director

Council Action Requested:

Resolution Authorizing the Sale of Certain City-Owned Land by Private Sale (N.C.G.S. 160A-279) to PACE of the Triad (Northeast Ward)

Strategic Focus Area: Economic Vitality and Diversity

Strategic Objective: Develop and Redevelop Commercial/Industrial Park Sites

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

This item was originally presented for Information to the Finance Committee in June.

In July, the City reacquired an ~18 acre parcel on the north side of the Motor Rd./Old Walkertown Rd. intersection. When combined with the adjacent property, the City now owns a ~31 acres suitable for commercial development. The property surrounds a Dollar General location that opened in 2020. An architect has been retained to develop a conceptual development plan for the combined acreage, and the City plans to issue a Request for Proposals for the sale and development of the property once it is completed.

PACE of the Triad (Program of All-inclusive Care for the Elderly) is a non-profit health and human services agency that provides community-based services to individuals aged 55 and over who need medical care and support to continue living at home. It currently serves residents in Guilford and Rockingham Counties. Services provided by the health center include physician and nursing services; physical, occupational, and speech therapies; personal care; activities and exercise; nutritional counseling; and social work support. PACE also provides transportation services to and from the center for those in need.

Committee Action:

Committee	Finance 8/8/22	Action	Approval
For	Unanimous	Against	

Remarks:

PACE is interested in expanding into Winston-Salem and has made an offer to purchase ~5 acres to construct a new Day Health Center. City staff have been negotiating with PACE on the sales terms, and an earnest money deposit of \$10,000 has been made. Staff recommend the following:

- Sales price of \$100,000 for approximately 5 acres (\$20,000 per acre).
- The City will cooperate with PACE for access to water and sewer.
- A due diligence period of 120 days begins as of the effective date of sales agreement.
- Deed restrictions will state if PACE fails to begin construction of the facility within two years after the closing, the property will revert to the City.
- Deed restrictions will state that the property must be used for the public purposes (i.e. community-based health services previously outlined).
- If PACE has the property rezoned and fails to purchase the property in accordance with the sales agreement, PACE will be responsible for returning the property to its prior zoning status (if applicable).

The sale is authorized by N.C.G.S. 160A-279, which sets forth the procedures for selling certain City-owned land to non-profit entities carrying out a public purpose.

The site being sold to PACE will be incorporated into the conceptual development plan of the combined ~31-acre parcel. The location of the facility on the attached map is approximate as it may shift in to order to accommodate the development of the entire site.

Staff also recommend that the proceeds from the sale be deposited in the Economic Development Project Fund for future investments in Economic Development Sites/Infrastructure serving the Motor Rd./Old Walkertown Rd. site.