

West 54, LLC
1777 Fordham Boulevard, Suite 102
Chapel Hill, NC 27514
(919)967-2278

Meeting Outline

October 29, 2009
2:00 pm

First Meeting With Orange County Representatives
To Purchase 150.710 Acre Property
Located on Highway 54 West (6.2 miles from Carrboro)

Note: Site has been approved by Olver, Inc. Consulting Engineers for a transfer station
Via Gayle Wilson, Director, Orange County Solid Waste Management

Attendees: **Dennis & Lynda Howell – West 54, LLC Representatives**
Drew Howell – Developer and Son of Dennis & Lynda Howell
John Roberts, Orange County Attorney
Pam Jones, Orange County, Purchasing Director
Portia Hedgepeth – The Howell Company, Inc., Administrative Coordinator

Total Acreage: **8.009 acre site and 142.697 acre site**
Total = 150.710 acres. (To include a 500 foot buffer around the 147.8 acre site)
and 8.1 acre site includes a 600 ft. x 18 ft. road to station 15.5)

Sales Price: **\$3,171,000.00 (\$21,000.00/acre)-Includes \$100,000.00 for new**
road ROW to station 15.5 already in place)

Less Development Cost: **\$ 571,000.00 (Estimate to complete the road and 2 ponds)**

Net Sales Price to Orange County: **\$2,600,000.00 (Includes road to station 15.5)**

West 54, LLC Developer Plan Includes: *** 11 -12, 10 acre sites**
*** One, 12 acre Equestrian Site**
*** Two - 2 acre spring fed ponds**
*** Gravel road from Highway 54 thru property to Equestrian site**
*** \$550,000.00 (cost to build)**

Seller Requirements: **- No Tax Liability to Seller from Orange County for property.**

Options: **1) A Direct Sale for \$2,600,000.00 (\$17,251.68/acre)**
2) 1031 Exchange, Tax Free Exchange (Using W. H. Graham Bldg.
with value up to \$175,000 or other County property up to \$500,000.00
3) An Installment sale with \$2,000,000.00 Owner financing available
4) Friendly Condemnation with no tax liability to the Seller
5) A combination of options 1, 2, or 3.
6) 8 acre site to be used for storage facility for Orange Co. or others
7) Decision to purchase required 10 days after Board of Commissioners
Meeting, but prior to January 1, 2010.

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Orange County Purchase Options
For The 150.710 acres
Owned by West 54, LLC

- 1) **Straight Sale: 150.710 acres for \$2,600,000.00 (includes credit for developer cost)**
Orange County can trade 2 buildings on Churton Street, Hillsborough with a
\$2,000,000.00 payment by installment payments twice a year.

- 2) **Installment Sale:**
10 yr. note = \$65,000.00 – Annual Tax Liability
Payment = \$278,000.00 annually

20 yr. note = \$45,000.00 – Annual Tax Liability
Payment = \$196,000.00 annually

- 3) **Friendly Condemnation with no tax liability to the Seller – To include additional cost**
and Attorney fees—

Profit Center for Orange County Solid Waste Management

- 1) **Wood Chip & mulching**
- 2) **Recycling Center**
- 3) **Out Source Services**
- 4) **Storage Facility**