



BROKER APPROVAL REQUEST

PRESENTED BY:

Carolyn Shellman

Chief Legal & Administrative Officer (CLAO)

September 24, 2018

Approval Requested

AGENDA

- **CONTEXT**
- **INCLUDED CAMPUSES**
- **REQUEST FOR APPROVAL**
- **NEXT STEPS**



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CONTEXT



Downtown Campus & Villita Assembly Bldg. (VAB)

- Complex transactions require marketing skills
- Need market reach to national & international levels
- Competitive process via RFP with 8 respondents
- Three outstanding finalists interviewed
- Recommendation developed for approval

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INCLUDED CAMPUSES



Broker responsible for marketing & development of offers for:

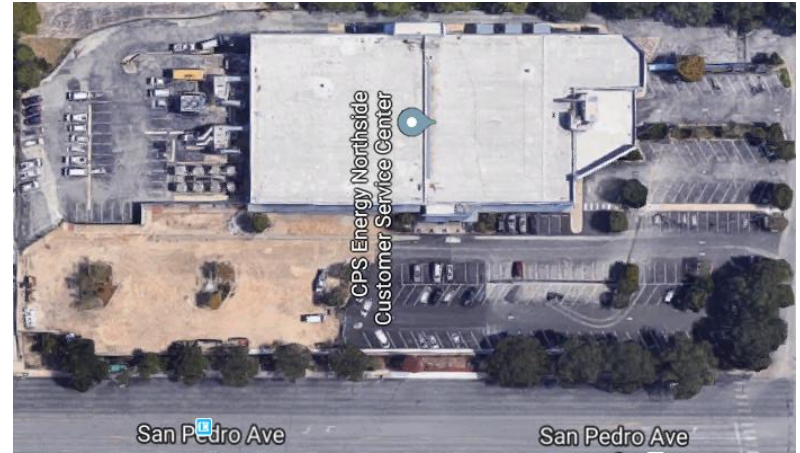
- Downtown campus (Main Office, Navarro, Tower Garage, Navarro Garage, Villita Assembly Building, Parking Lot 2)
- Northside Customer Service Center
- Jones Avenue (river-front portion not used by the San Antonio Museum of Art)

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REQUEST FOR APPROVAL

Request approval to select CBRE as Broker for properties tied to new HQ project

- Highly competitive market
- 24 month sales cycle is reasonable
- Marketing outreach to national & international investors for highest return



Northside Customer Service Center

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NEXT STEPS

- Execute a contract with CBRE
- Advertise properties to ensure the market is aware of their availability
- Provide progress reports to the Board
- Bring qualified offers to the Board for review and approval



Jones Avenue Property



Thank You