

III

Res. No. 53 - 22 - 23. By Alderpersons Mitchell and Filicky-Peneski.  
August 15, 2022.

A RESOLUTION approving the City of Sheboygan SouthPointe Enterprise Campus Real Estate Sales Commission Policy.

RESOLVED: That the Common Council hereby approves the City of Sheboygan SouthPointe Enterprise Campus Real Estate Sales Commission Policy, a copy of which is attached hereto.

FJP

\_\_\_\_\_  
\_\_\_\_\_

I HEREBY CERTIFY that the foregoing Resolution was duly passed by the Common Council of the City of Sheboygan, Wisconsin, on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

Dated \_\_\_\_\_ 20\_\_\_\_. \_\_\_\_\_, City Clerk

Approved \_\_\_\_\_ 20\_\_\_\_. \_\_\_\_\_, Mayor

**CITY OF SHEBOYGAN  
SOUTHPOINTE ENTERPRISE CAMPUS  
REAL ESTATE SALES COMMISSION POLICY**

City of Sheboygan staff are authorized to enter into real estate brokerage agreements that pay a commission of up to 6% of the sale price of the subject property to an eligible real estate broker licensed to conduct business within the State of Wisconsin (herein referred to as an "Agent") for successfully securing a client buyer of available vacant land in the SouthPointe Enterprise Campus, subject to the following conditions:

- (1) The Agent shall have submitted to the City an accepted written Offer to Purchase.
- (2) The Agent and City shall have signed and returned a SouthPointe Enterprise Campus Sales Commission Agreement that contains substantially the same language as this policy, prior to any land transaction negotiations. Said Agreement shall be in effect for one year, or until the effective date of a city council resolution terminating this real estate commission payment policy, whichever is earlier.
- (3) The Agent's client shall not have already communicated with the City prior to contacting and/or securing the Agent's services.
- (4) Agents are required to communicate and coordinate client activities through the City of Sheboygan Department of City Development for the purposes of coordinating permitting, zoning and/or Offer to Purchase conditions, as well as securing publicly financed business development incentives. Agents understand and accept that the City of Sheboygan will continue to market the subject property, independent and/or in conjunction with other public or private entities.
- (5) The business must conform to the City's Zoning Ordinance and any and all Protective Covenants applicable to the property to be sold.
- (6) The full commission amount will be provided to the Agent during the successful subject property closing.

- (7) The City reserves the right to adjust Sheboygan Business Center property sales prices used in determining the commission for good and sufficient reasons, as determined by the City. Such adjustment would likely occur if the sale price is significantly different than recent comparable property sales.
- (8) All commissions must comply with the City of Sheboygan Purchasing Policy. Any commissions not in compliance because they are in an amount greater than the authority granted by said policy are subject to approval by the City of Sheboygan Common Council.

**CITY OF SHEBOYGAN  
SOUTHPOINTE ENTERPRISE CAMPUS  
REAL ESTATE SALES COMMISSION AGREEMENT**

The City of Sheboygan hereby agrees to pay a commission of up to 6% of the sale price of the subject property to \_\_\_\_\_, ("Agent") for successfully securing a client buyer of available vacant land in the SouthPointe Enterprise Campus. Agent certifies that Agent is an eligible real estate broker licensed to conduct business within the State of Wisconsin. This Agreement is subject to the following conditions:

- (1) The Agent shall have submitted to the City an accepted written Offer to Purchase.
- (2) The Agent and City shall have signed and returned this Agreement, which contains substantially the same language as the City of Sheboygan's SouthPointe Enterprise Campus Real Estate Sales Commission policy, prior to any land transaction negotiations. Said Agreement shall be in effect for one year, or until the effective date of a city council resolution terminating this real estate commission payment policy, whichever is earlier.
- (3) The Agent's client shall not have already communicated with the City prior to contacting and/or securing the Agent's services.
- (4) Agents are required to communicate and coordinate client activities through the City of Sheboygan Department of City Development for the purposes of coordinating permitting, zoning and/or Offer to Purchase conditions, as well as securing publicly financed business development incentives. Agents understand and accept that the City of Sheboygan will continue to market the subject property, independent and/or in conjunction with other public or private entities.
- (5) The business must conform to the City's Zoning Ordinance and any and all Protective Covenants applicable to the property to be sold.
- (6) The full commission amount will be provided to the Agent during the successful subject property closing.

- (7) The City reserves the right to adjust SouthPointe Enterprise Campus property sales prices used in determining the commission for good and sufficient reasons, as determined by the City. Such adjustment would likely occur if the sale price is significantly different than recent comparable property sales.
- (8) All commissions must comply with the City of Sheboygan Purchasing Policy. Any commissions not in compliance because they are in an amount greater than the authority granted by said policy are subject to approval by the City of Sheboygan Common Council.

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Agent Name & WI  
Real Estate License # \_\_\_\_\_  
Print name here: \_\_\_\_\_

\_\_\_\_\_  
Date

\_\_\_\_\_  
City Administrator  
Print name here: \_\_\_\_\_

\_\_\_\_\_  
Date