



*Las Vegas*

Agenda Item No.: 53.

**AGENDA SUMMARY PAGE  
CITY COUNCIL MEETING OF: MAY 18, 2011**

**DEPARTMENT: ECONOMIC AND URBAN DEVELOPMENT**

**DIRECTOR: WILLIAM ARENT**

Consent  Discussion

**SUBJECT:**

Discussion and possible action regarding an Exclusive Negotiation Agreement between Laurich Properties, Inc., and the City of Las Vegas for the development of a neighborhood shopping center consisting of a grocery market, retail bank and automotive retail use on approximately 4.4 acres of vacant commercial land located within the city-owned business park commonly known as Las Vegas Fairplex Park, generally located at the southwest corner of West Lake Mead Boulevard and Martin Luther King Boulevard (a portion of APN 139-21-313-005 and 009) - Ward 5 (Barlow)

**Fiscal Impact**

**No Impact**

**Augmentation Required**

**Budget Funds Available**

**Amount:**

**Funding Source:**

**Dept./Division:**

**PURPOSE/BACKGROUND:**

The Developer approached city staff regarding the purchase of the property to develop a neighborhood shopping center and to permit the city to negotiate exclusively with the Developer regarding a Disposition and Development Agreement. The purchase price of \$1,183,525 is based on current appraised value.

**RECOMMENDATION:**

Approval.

**BACKUP DOCUMENTATION:**

1. Exclusive Negotiation Agreement
2. Site Photos

Motion made by RICKI Y. BARLOW to Approve

Passed For: 7; Against: 0; Abstain: 0; Did Not Vote: 0; Excused: 0

RICKI Y. BARLOW, LOIS TARKANIAN, STEVE WOLFSON, OSCAR B. GOODMAN, GARY REESE, STEVEN D. ROSS, STAVROS S. ANTHONY; (Against-None); (Abstain-None); (Did Not Vote-None); (Excused-None)

Minutes:

BILL ARENT, Director of Economic and Urban Development, stated that the site is located behind the McDonalds on the southwest corner of Martin Luther King Boulevard and Lake Mead Boulevard. The purchase price of \$1,183,525 is based on current appraised value for a portion of

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the site. The six-month agreement allows the developer to pursue the retail development and locate the appropriate stores that fit in the neighborhood. The Office of Economic and Urban Development and the City are active in promoting retail development throughout the City through many means, one of which is the International Council of Shopping Centers (ICSC) convention to be held in Las Vegas this month. He thanked COUNCILMAN BARLOW for his leadership in supporting the City's efforts at the ICSC, as well as JULIE QUISENBERRY, Real Estate Specialist.

HANK GORDON, Laurich Properties, Inc., 7777 North Buffalo Drive, explained that originally he entered into an ENA for a small portion of the property trying to entice a bank to come onto the property but they wanted a grocery market. However, Dollar General Market is looking to expand their operation to the Las Vegas area. They have taken two Rite Aid stores and have committed to develop a larger store than they normally have. He is currently negotiating a Letter of Intent for a lease and he is optimistic it will go through. He believes there is a need in this area for automotive retail and will be pursuing.

MR. ARENT stressed this is not the final agreement but is a result of MR. GORDON'S efforts and his relationship with the retail community, in particular Dollar General. Staff felt comfortable sharing the plan with the Council and showing the long-term vision. Staff will bring back the final development agreement with the schedule and employment opportunities. Staff recommended approval.

COUNCILMAN BARLOW thanked staff for working closely with him and noted that more development is taking place in this particular area, such as the new health center and Fire Station 106. The proposed retail component is something the community has been waiting for a long time, and looks forward to working with MR. GORDON for the final results. During the ICSC convention, he will meet with prospect tenants.