

City of Plainwell



Brad Keeler, Mayor
Lori Steele, Mayor Pro-Tem
Todd Overhuel, Council Member
Roger Keeney, Council Member
Randy Wisnaski, Council Member

Department of Administration Services
211 N. Main Street
Plainwell, Michigan 49080
Phone: 269-685-6821 Fax: 269-685-7282
Web Page Address: www.plainwell.org

"The Island City"

AGENDA

Plainwell City Council

Monday, April 24, 2023 - 7:00PM

Plainwell City Hall Council Chambers

1. **Call to Order**
2. **Invocation**
3. **Pledge of Allegiance**
4. **Roll Call**
5. **Approval of Minutes** – 04/10/2023 Regular Meeting
6. **General Public Comments**
7. **County Commissioner Report**
8. **Agenda Approval**
9. **Mayor's Report**
10. **Recommendations and Reports:**
 - A. Performance Resolution for Municipalities**

Council will consider re-confirming authority for the Director of Public Safety to apply to the Michigan Department of Transportation for the necessary permits to work within the State Highway Right of Way.
 - B. DPW – Mill Freight Elevator**

Council will consider approving a three-year certification for the mill freight elevator with Great Lakes Elevator in the amount of \$6,500.00.
 - C. DPW – Street Sweeping Removal**

Council will consider approving disposal fees to Kent County Landfill in an amount not to exceed \$7,500.00 for disposal of street sweeping debris.
 - D. Commercial Real Estate Services**

Council will consider approving an agreement with NAI Wisinski of West Michigan for marketing/sale of the 52 acres adjacent to the Industrial Park.
 - E. WR – Replacement Water Heater**

Council will consider approving a new Viessmann Vitocell 300 Water Heater in the amount of \$11,020.00.
11. **Communications:** The March 2023 Water Renewal Report.
12. **Accounts Payable - \$80,435.78**
13. **Public Comments**
14. **Staff Comments**
15. **Council Comments**
16. **Adjournment**

Agenda Subject to Change

Note: All public comment limited to two minutes, when recognized please rise and give your name and address.

The Island City
Plainwell is an equal opportunity provider and employer

MINUTES
Plainwell City Council
April 10, 2023

1. Mayor Keeler called the regular meeting to order at 7:00 PM in City Hall Council Chambers.
2. Scott Smail of Lighthouse Baptist Church gave the invocation.
3. Pledge of Allegiance was given by all present.
4. Roll Call: Present: Mayor Keeler, Mayor Pro Tem Steele, Councilmember Overhuel, Councilmember Keeney and Councilmember Wisnaski. Absent: None.
5. Approval of Minutes:
A motion by Steele, seconded by Overhuel, to accept and place on file the Council Minutes of the 03/27/2023 regular meeting. On a voice vote, all voted in favor. Motion passed.
6. Public Comment:
Mr. Richmond, a resident at 118 Mariette, lodged a complaint about large campfires at neighboring 140 N Sherwood which may exceed allowed limits. Public Safety Director Callahan took Mr. Richmond's complaint.
7. County Commissioner Report: None
8. **A motion by Steele, seconded by Overhuel, to approve the Agenda for the April 10, 2023 meeting as presented. On a voice vote, all voted in favor. Motion passed.**
9. Mayor's Report:
Mayor Keeler introduced Penny Soper, the city's new Utility Billing Specialist.
10. Recommendations and Reports:
 - A. Representatives from Consumers Energy reported receipt of an application from VDI Manufacturing which needs additional electric capacity to adequately operate its shop in the Industrial Park. Engineers at Consumers identified overhead lines which could be added to adequately supply the Industrial Park and planned expansion. The additional lines would encroach on city-owned land known as the Hickory Street Parcel, next to the substation at 350 Kenwood Street. The overhead lines would travel SouthEast from the substation down Kenwood, then NorthEast between 328 and 318 Kenwood across the railroad tracks into the Industrial Park. Consumers needs an easement from the City to cross the "Hickory Street Parcel", also known as parcel number 55-029-016-20. All other easements needed for the entire project have already been signed, and Consumers has already sent a mobile substation to serve the community while the upgrades are done at the permanent substation.
A motion by Wisnaski, seconded by Steele, to approve an easement for Consumers Energy for the electrical facility upgrades as presented. On a voice vote, all in favor. Motion passed.
 - B. Finance Director Kelley reminded Council about the bridge project scheduled for the summer on North Main and West Bridge. The Michigan Department of Transportation offered its contract confirming the 95% funding from federal and state sources with the 5% city match. The state requires positive confirmation, by resolution, of who can sign the contract.

A motion by Overhuel, seconded by Steele, to approve Construction Contract 23-2054 with the Michigan Department of Transportation for repairs to the West Bridge and North Main bridges and adopting Resolution 2023-14 authorizing Brian Kelley and Bob Nieuwenhuis to sign the contract on behalf of the city. On a roll call vote, all voted in favor. Motion passed.

- C. Community Development Siegel gave a brief update on the Dam project, noting the unplanned request by NOAA for PFAS testing of the sediment, with an additional request for more sites to be tested. GHD had worked up the Change Order for consideration.

A motion by Keeney, seconded by Wisnaski, to approve the change order for PFAS sediment sampling for the Plainwell Dam No 2 Project in the amount of \$69,850.00. On a roll call vote, all voted in favor. Motion passed.

- D. Community Development Siegel reported the planned Memorial Day Parade and that the special event permit requests the closure of M-89, which needs Council approval.

A motion by Steele, seconded by Overhuel, to approve Special Event Permit 23-07 for the May 29, 2023 Memorial Day Parade. On a voice vote, all voted in favor. Motion passed.

11. Communications:

- A. **A motion by Steele, seconded by Overhuel, to accept and place on file the March 2023 Investment and Fund Balance Reports, the draft minutes from the March 16, 2023 Parks & Trees Meeting and the March 2023 Public Safety Report. On a voice vote, all voted in favor. Motion passed.**

12. Accounts Payable:

A motion by Keeney, seconded by Wisnaski, that the bills be allowed and orders drawn in the amount of \$284,980.15 for payment of same. On a roll call vote, all voted in favor. Motion passed.

13. Public Comments: None

14. Staff Comments:

Personnel Coordinator Amanda Kersten reported reviewing applications for City Clerk.

Community Development Manager Siegel reported researching property rights for the former jail lot behind the old Fire Hall. She reported working with the broker to determine appraised value for mill land and farm land. She also noted that the lead paint chips had been removed for testing.

Superintendent Pond noted that the Dystor cover would be removed this week.

Superintendent Nieuwenhuis reported that the bids for the bridge project came in 0.23% off from engineering estimates.

15. **A motion by Steele, seconded by Overhuel, to adjourn to Closed Session at 7:35pm to review and consider the applicants who have requested confidentiality as permitted under Michigan Open Meetings Act MCL 15.268 Section 8 (f) for the position of Plainwell City Manager. On a roll call vote, all voted in favor. Motion passed.**

16. A motion by Keeney, seconded by Wisnaski, to return to the Regular Session at 8:33pm. On a roll call vote, all voted in favor. Motion passed.
17. A motion by Wisnaski, seconded by Steele, to offer interviews for the position of Plainwell City Manager to Candidates #26, #29, #31 and #33, and to conduct those interviews at a Public Meeting on Saturday, April 22, 2023 at 8:45am. On a roll call vote, all voted in favor. Motion passed.
18. Council Comments: None
19. Adjournment:
A motion by Steele, seconded by Overhuel, to adjourn the meeting at 8:37 PM. On a voice vote, all voted in favor. Motion passed.

Minutes respectfully
Submitted by,
Brian Kelley
City Clerk

MINUTES APPROVED BY CITY COUNCIL
April 24, 2023

Brian Kelley, City Clerk

PERFORMANCE RESOLUTION FOR MUNICIPALITIES

This Performance Resolution (Resolution) is required by the Michigan Department of Transportation for purposes of issuing to a Municipality an "Individual Permit for Use of State Highway Right of Way", and/or an "Annual Application and Permit for Miscellaneous Operations within State Highway Right of Way".

RESOLVED WHEREAS, the _____ City of Plainwell
(County, City, Village, Township, etc.)

hereinafter referred to as the "MUNICIPALITY," periodically applies to the Michigan Department of Transportation, hereinafter referred to as the "DEPARTMENT," for permits, referred to as "PERMIT," to construct, operate, use and/or maintain utilities or other facilities, or to conduct other activities, on, over, and under State Highway Right of Way at various locations within and adjacent to its corporate limits;

NOW THEREFORE, in consideration of the DEPARTMENT granting such PERMIT, the MUNICIPALITY agrees that:

1. Each party to this *Resolution* shall remain responsible for any claims arising out of their own acts and/or omissions during the performance of this *Resolution*, as provided by law. This *Resolution* is not intended to increase either party's liability for, or immunity from, tort claims, nor shall it be interpreted, as giving either party hereto a right of indemnification, either by Agreement or at law, for claims arising out of the performance of this Agreement.
2. If any of the work performed for the MUNICIPALITY is performed by a contractor, the MUNICIPALITY shall require its contractor to hold harmless, indemnify and defend in litigation, the State of Michigan, the DEPARTMENT and their agents and employee's, against any claims for damages to public or private property and for injuries to person arising out of the performance of the work, except for claims that result from the sole negligence or willful acts of the DEPARTMENT, until the contractor achieves final acceptance of the MUNICIPALITY Failure of the MUNICIPALITY to require its contractor to indemnify the DEPARTMENT, as set forth above, shall be considered a breach of its duties to the DEPARTMENT.
3. Any work performed for the MUNICIPALITY by a contractor or subcontractor will be solely as a contractor for the MUNICIPALITY and not as a contractor or agent of the DEPARTMENT. The DEPARTMENT shall not be subject to any obligations or liabilities by vendors and contractors of the MUNICIPALITY, or their subcontractors or any other person not a party to the PERMIT without the DEPARTMENT'S specific prior written consent and notwithstanding the issuance of the PERMIT. Any claims by any contractor or subcontractor will be the sole responsibility of the MUNICIPALITY.
4. The MUNICIPALITY shall take no unlawful action or conduct, which arises either directly or indirectly out of its obligations, responsibilities, and duties under the PERMIT which results in claims being asserted against or judgment being imposed against the State of Michigan, the Michigan Transportation Commission, the DEPARTMENT, and all officers, agents and employees thereof and those contracting governmental bodies performing permit activities for the DEPARTMENT and all officers, agents, and employees thereof, pursuant to a maintenance contract. In the event that the same occurs, for the purposes of the PERMIT, it will be considered as a breach of the PERMIT thereby giving the State of Michigan, the DEPARTMENT, and/or the Michigan Transportation Commission a right to seek and obtain any necessary relief or remedy, including, but not by way of limitation, a judgment for money damages.
5. The MUNICIPALITY will, by its own volition and/or request by the DEPARTMENT, promptly restore and/or correct physical or operating damages to any State Highway Right of Way resulting from the installation construction, operation and/or maintenance of the MUNICIPALITY'S facilities according to a PERMIT issued by the DEPARTMENT.

- 6. With respect to any activities authorized by a PERMIT, when the MUNICIPALITY requires insurance on its own or its contractor's behalf it shall also require that such policy include as named insured the State of Michigan, the Transportation Commission, the DEPARTMENT, and all officers, agents, and employees thereof and those governmental bodies performing permit activities for the DEPARTMENT and all officers, agents, and employees thereof, pursuant to a maintenance contract.
- 7. The incorporation by the DEPARTMENT of this *Resolution* as part of a PERMIT does not prevent the DEPARTMENT from requiring additional performance security or insurance before issuance of a PERMIT.
- 8. This *Resolution* shall continue in force from this date until cancelled by the MUNICIPALITY or the DEPARTMENT with no less than thirty (30) days prior written notice provided to the other party. It will not be cancelled or otherwise terminated by the MUNICIPALITY with regard to any PERMIT which has already been issued or activity which has already been undertaken.

BE IT FURTHER RESOLVED that the following position(s) are authorized to apply to the DEPARTMENT for the necessary permit to work within State Highway Right of Way on behalf of the MUNICIPALITY.

Title and/or Name:

Director of Public Safety

I HEREBY CERTIFY that the foregoing is a true copy of a resolution adopted by

the City Council
(Name of Board, etc.)

of the City of Plainwell of Allegan County
(Name of MUNICIPALITY) (County)

at a regular meeting held on the 24th day
of April A.D. 2023.

Signed

Brian Kelley

Title

City Clerk

Print Signed Name



"The Island City"

MEMORANDUM

211 N. Main Street
Plainwell, Michigan 49080
Phone: 269-685-6821
Fax: 269-685-7282

To: City Council
From: Robert Nieuwenhuis
Subject: Mill
Date: 4/17/2023

I am looking for approval to allow Great Lakes Elevator to complete the three-year certification of the freight elevator in the mill.

The mill elevator has been out of commission for a few years. Great Lakes was able to get this elevator back up and running unlike the last company we used. Elevators has a one year and a three-year certification required through the State of Michigan. We have a contract with Great Lakes elevator already, I just need approval for the \$6,500 to complete the certification that is due.

I recommend we allow Great Lakes Elevator to complete the three-year certification on the freight elevator in the mill.

Robert Nieuwenhuis



"The Island City"

MEMORANDUM

211 N. Main Street
Plainwell, Michigan 49080
Phone: 269-685-6821
Fax: 269-685-7282

To: City Council
From: Robert Nieuwenhuis
Subject: Solid Waste
Date: 4/18/2023

I am looking for approval to pay for debris brought to Kent County Landfill.

The debris we need to dispose of is from street sweeping the City streets. The debris is considered hazardous material and was tested to make sure the landfill will accept the debris. We are using H and K for the trucking of the debris to the landfill.

The estimated cost is \$7500. The material is in a large pile at the DPW and will be weighed at the landfill. The estimated number we have is hopefully close.

I recommend we use Kent County Landfill for disposal of the debris. The debris is collected a few times a year from street sweeping and will always need to be disposed of this way.

Robert Nieuwenhuis



"The Island City"

MEMORANDUM

211 N. Main Street
Plainwell, Michigan 49080
Phone: 269-685-6821
Fax: 269-685-7282

TO: Brian Kelley, Robert Nieuwenhuis, Interim City Managers
FROM: Denise Siegel, Community Development Manager
DATE: April 20, 2023
SUBJECT: Commercial Real Estate Services

ACTION RECOMMENDED: City Council considers an agreement with NAI Wisinski of West Michigan for Marketing/Sale of the 52 acers in the Industrial Park.

Cost: Commission Based
Sale Price determines commission ranging between 10% to 7%.

Background Information:

Three Companies were contacted to provide an opinion of the property values for both the Industrial property and the Mill Site.

Show Grand Rapids – No quote because he was interested in selling the property
Back Roads Appraisals – Charge was \$1,000 per site plus any other cost incurred, nor did he feel completely qualified for either of the properties.
NAI Wisniski of West Michigan- \$700 per site for the Broker's Opinion, free if we chose them to market/sell the property.

After our meeting with NAI and their presentation of their proposal, it was clear they had the experience, talent and skills to successfully market this property.

Attached:
Marketing Proposal



Broker Price Opinion &
Brokerage Services

Marketing Proposal

Prepared for: City of Plainwell
Denise Siegel, Community Development
Manager

Property: 830 Miller Road,
Plainwell, Michigan
And
The Plainwell Paper
Mill Vacant Land



Realizing Potential, Delivering Results.

April 17, 2023

Denise Siegel
City of Plainwell
Community Development Manager
Via Email: dsiegel@plainwell.org

Dear Denise:

Thank you for the opportunity to present the enclosed brokerage services proposal for the vacant land sites at the Plainwell Industrial Park and the historic Plainwell Paper Mill site. We are very excited to collaborate with the City of Plainwell on this project.

As you know, there are a lot of unknowns in the commercial real estate marketplace in a post-pandemic hangover climate. Inflation, rising interest rates, supply and cost challenges on the construction side of things, recession forecasts, etc., make it a challenging market to navigate for our clients.

While there are some definite challenges facing a potential sale of the assets, our team at NAI Wisinski of West Michigan is very bullish on our unique market and place in the region. We believe there is a buyer for every property. Hiring an innovative and aggressive brokerage services company will be imperative to moving land in a challenging market. Our company market share in both Kalamazoo and Grand Rapids will allow us to keep a steady pulse on buyer activity and bring the project to a successful disposition in the fastest amount of time possible.

After review of the materials, please let us know a good time to walk-through the proposal together. If everything looks in order, we can prepare a listing agreement for review right away.

Best regards,
NAI WISINSKI OF WEST MICHIGAN

Kara Schroer, CCIM
Senior Vice President
269 459 0435
karas@naiwwm.com

Bailey Witt
Associate
269 459 0433
baileyw@naiwwm.com

An aerial photograph of a town with a prominent water tower on the left. In the foreground, a large construction site is visible, featuring a dirt road, a large pile of earth, and a piece of heavy machinery. The town's buildings and residential areas are visible in the background, surrounded by trees.

A Unique Challenge & Great Opportunity.

The following package is provided as an introduction to NAI Wisinski Brokerage Services. It describes the company, our team, and explains our ability to enhance our clients' success.

Our objective is to facilitate your real estate needs through the use of the most recent technology and marketing tools along with our synergistic team atmosphere. Through the collaborative market knowledge, skills, and experience of our team members, we maximize client satisfaction by matching team members' strengths with client needs.

We aggressively satisfy our client needs locally. Additionally, NAI Wisinski is a member of the NAI Global worldwide network affiliated with more than 300 offices worldwide with over 5,100 commercial professionals. NAI Wisinski and NAI Global offer our clients greater coverage than any other commercial real estate organization in the world.

Please take a moment to review this package and discover how NAI Wisinski office services can benefit you. We welcome the opportunity to assist you with your commercial real estate projects.

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THE ASSET

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Section 2
VALUATION

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Section 3
MARKETING PROGRAM

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Section 4
YOUR TEAM

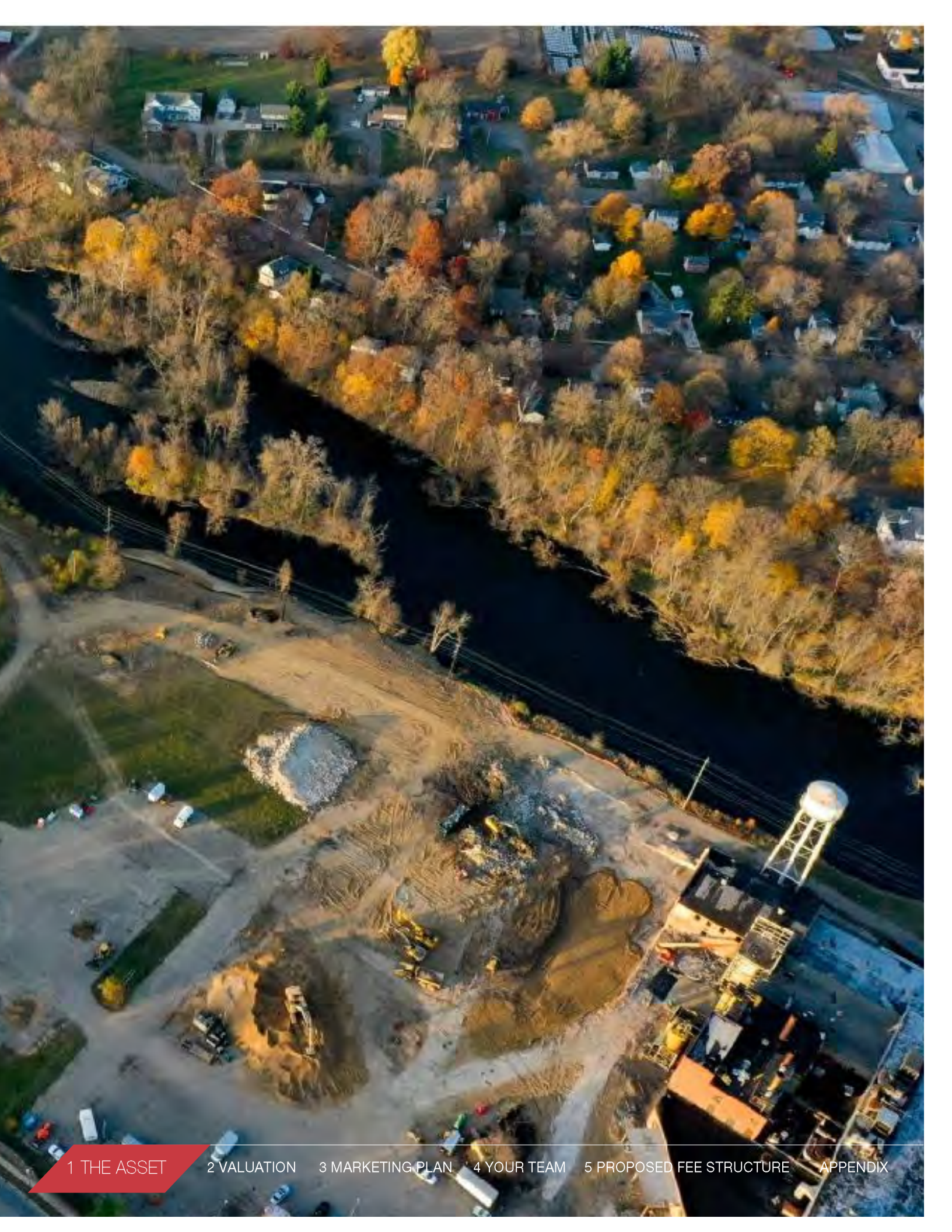
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Section 5
PROPOSED FEE STRUCTURE

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Appendix





SWOT ANALYSIS — The Paper Mill Plainwell, Michigan



Strengths

- 500 feet of linear frontage on Allegan Street / M-89 that extends 2,000 feet along the Kalamazoo River
- Future extension of the riverfront trail system would be attractive for residential development
- Redevelopment ready community
- Brownfield / Tax Increment Financing Area (TIF)

Weaknesses

- Understanding any environmental concerns that could affect the property for redevelopment
- Understanding the costs to install infrastructure

Opportunities

- City incentives

Threats

- Changing market conditions
- Rising interest rates, cost of construction, inflation, supply issues

Site Specifications

Parcel Number	55-030-076-05	2023 SEV	Exempt
Lot Dimensions	Irregular	2023 Taxable Value	Exempt
Acreage	+/- 8.17 Acres	2022 Winter Taxes	Exempt
Frontage	+/- 1,473' along Kalamazoo River	2022 Summer Taxes	Exempt
Major Arteries	US-131	Total Annual Taxes	Exempt
Municipality	City of Plainwell	Delinquent Taxes	Exempt
Zoning	R-1C		
Future Land Use			

Property Assessment

Site Specifications

Parcel Number	55-030-076-02	2023 SEV	Exempt
Lot Dimensions	506 x 610 x 363 x 163 x 519	2023 Taxable Value	Exempt
Acreage	+/- 6.77 Acres	2022 Winter Taxes	Exempt
Frontage	506'	2022 Summer Taxes	Exempt
Major Arteries	US-131	Total Annual Taxes	Exempt
Municipality	City of Plainwell	Delinquent Taxes	Exempt
Zoning	R-1C		
Future Land Use			

Property Assessment

Utilities

Electric	Not yet connected
Natural Gas	Not yet connected
Telephone	Not yet connected
Sanitary Systems	Not yet connected
Storm Sewer	Not yet connected
Water	Not yet connected

GIS Aerial—The Paper Mill



SWOT ANALYSIS —

830 Miller Road

Plainwell, Michigan



Strengths

- Redevelopment ready community
- Site size flexibility
- Industrial zoning
- Connectivity to existing industrial park
- Distance to Grand Rapids and Kalamazoo
- Level topography
- Signage on Miller Road, 8th Street and at the entrance of the Industrial Park on M-89

Weaknesses

- Distance to US-131 is approximately 2.5 miles
- Utilities / infrastructure not yet in-place, cost to install

Opportunities

- City incentives

Threats

- Changing market conditions
- Rising interest rates, cost of construction, inflation, supply issues

Site Specifications

Lot Dimensions	1,175' x 2,000'
Acreage	+/- 53.949 Acres
Frontage	1,175'
Major Arteries	US-131; 2.2 miles to US-131
Parcel Number	55-020-056-00
Municipality	City of Plainwell
Zoning	M-1
Future Land Use	Industrial

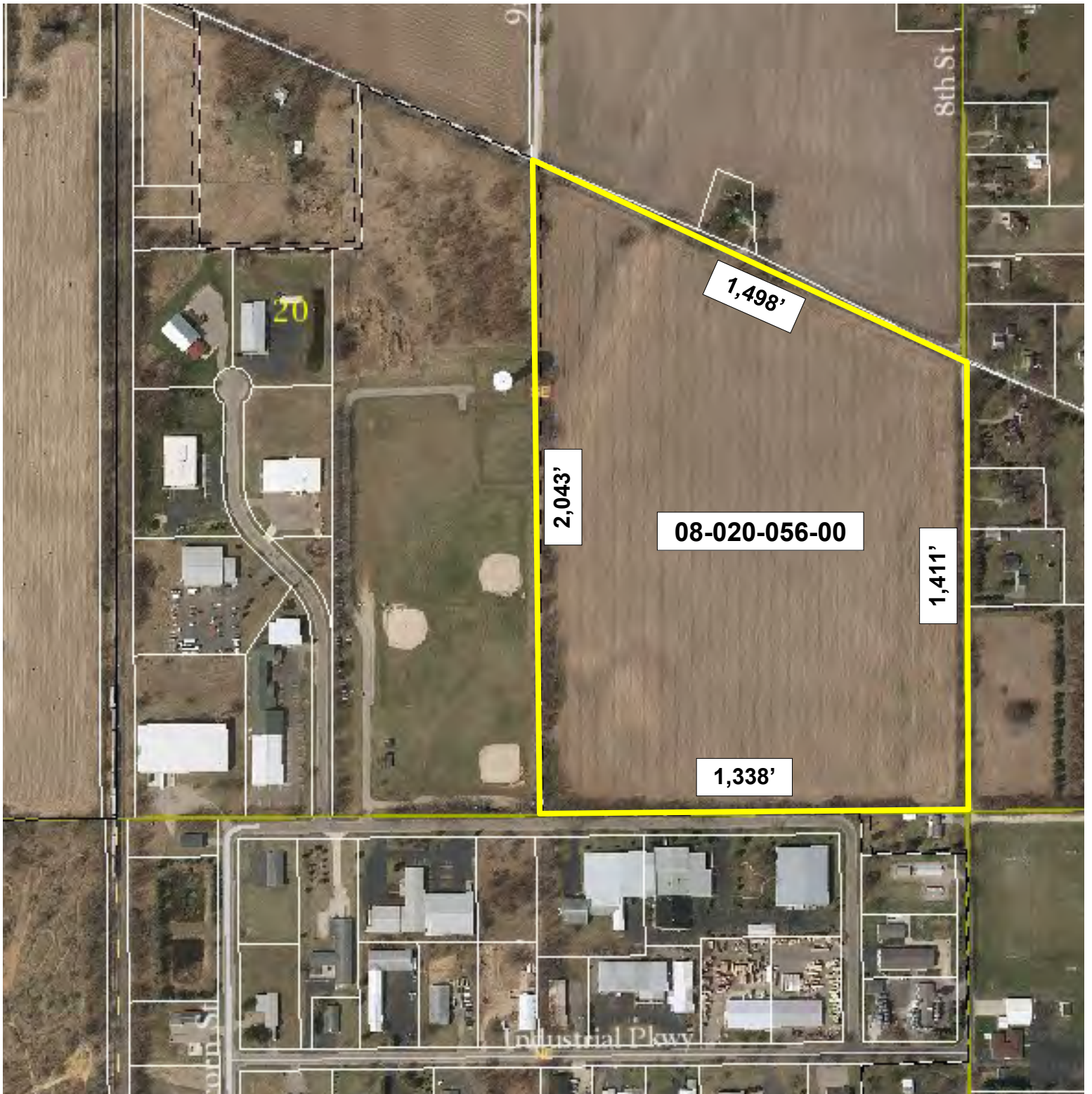
Property Assessment

2022 SEV	\$252,600
2022 Taxable Value	\$252,600
2022 Winter Taxes	\$2,595.01
2022 Summer Taxes	\$4,073.35
Total Annual Taxes	\$6,668.36
Delinquent Taxes	None

Utilities

Electric	Not yet connected
Natural Gas	Not yet connected
Telephone	Not yet connected
Sanitary Systems	Not yet connected
Storm Sewer	Not yet connected
Water	Not yet connected

GIS Aerial—Land Site





Opinion of Value Range

Prepared for

Plainwell Paper Mill Site

Prepared By

Plainwell, Michigan

Kara Schroer, CCIM , Vice President

Bailey Witt, Associate

Company

NAI Wisinski of West Michigan

Date

April 17, 2023

Phone

269 459 0435 / 269 459 0433

Email

karas@naiwwm.com / baileyw@naiwwm.com

Location Characteristics



	EXCELLENT	GOOD	FAIR	POOR
Accessibility		X		
Exterior Appearance		X		
Site Size		X		
Utilities			X	
Zoning		X		

Describe:	
Neighboring uses	Municipal, residential
Potential alternative uses	Multi-family / residential
Market conditions & trends	Stable
Amenities/advantages	Riverfront, downtown, city owned
Challenges	Environmental; financing conditions, construction costs
Estimated time on market for this type of property?	1 to 3 years

PAPER MILL COMPS

Property Address	2400 Lakeshore Drive Muskegon, Michigan	6711 W Q Ave Kalamazoo, Michigan	8297 S 10th Street Kalamazoo, Michigan	8113 S 8th St Kalamazoo, Michigan
Acres	122.63 Acres	25.54 Acres	20 Acres	8.45 Acres
Zoning	I-2	CBD & R-2	R-2	CBD
Sold Price	\$5,500,000	\$1,593,000	\$720,000	\$549,250
Sold Price per Acre	\$44,849	\$49,608	\$36,000	\$65,000
Sale Date	7/29/2016	4/7/2020	8/1/2019	8/12/2019
Comments	Sappi paper plant in Muskegon. Proposed use: Mixed use PUD (residential, condos, commercial). 5,263 feet of frontage along Muskegon Lake.	Multi-family development.	Multifamily site in Kalamazoo.	Mixed use site in Texas township.

Average Price per Acre: \$48,865 per Acre

Paper Mill Site

Estimated Value: Market Approach

For Sale: \$40,000 to \$65,000 per acre

Please review the following pages to support estimated value.

Similar properties for sale or lease will be compared over a per square foot basis with adjustments for differences in age, land, size, amenities, time of sale, location, etc.

Recommended Offering Price for This Property

For Sale:	<u>\$65,000 per Acre</u>	Longer Marketing Time
	\$50,000 per Acre	Less Marketing Time

Disclaimer

This is a market analysis, not an appraisal, and was prepared by a licensed real estate broker or associate broker, not a licensed appraiser. It has not been performed in accordance with the Uniform Standards of Professional Appraisal Practice, and has not been prepared by a registered, certified, or licensed appraiser. This content contained herein is not to be construed as an appraisal and may not be used as such for any such purpose. Neither the client, nor any third parties, may rely on this analysis for any tax purposes, estate work, litigation, lending or any other matter other than as permitted by applicable law in connection with the brokerage services provided by the broker.

The content contained herein has been given to us by sources we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it. All information should be verified prior to real estate transaction.

Paper Mill Site Summary

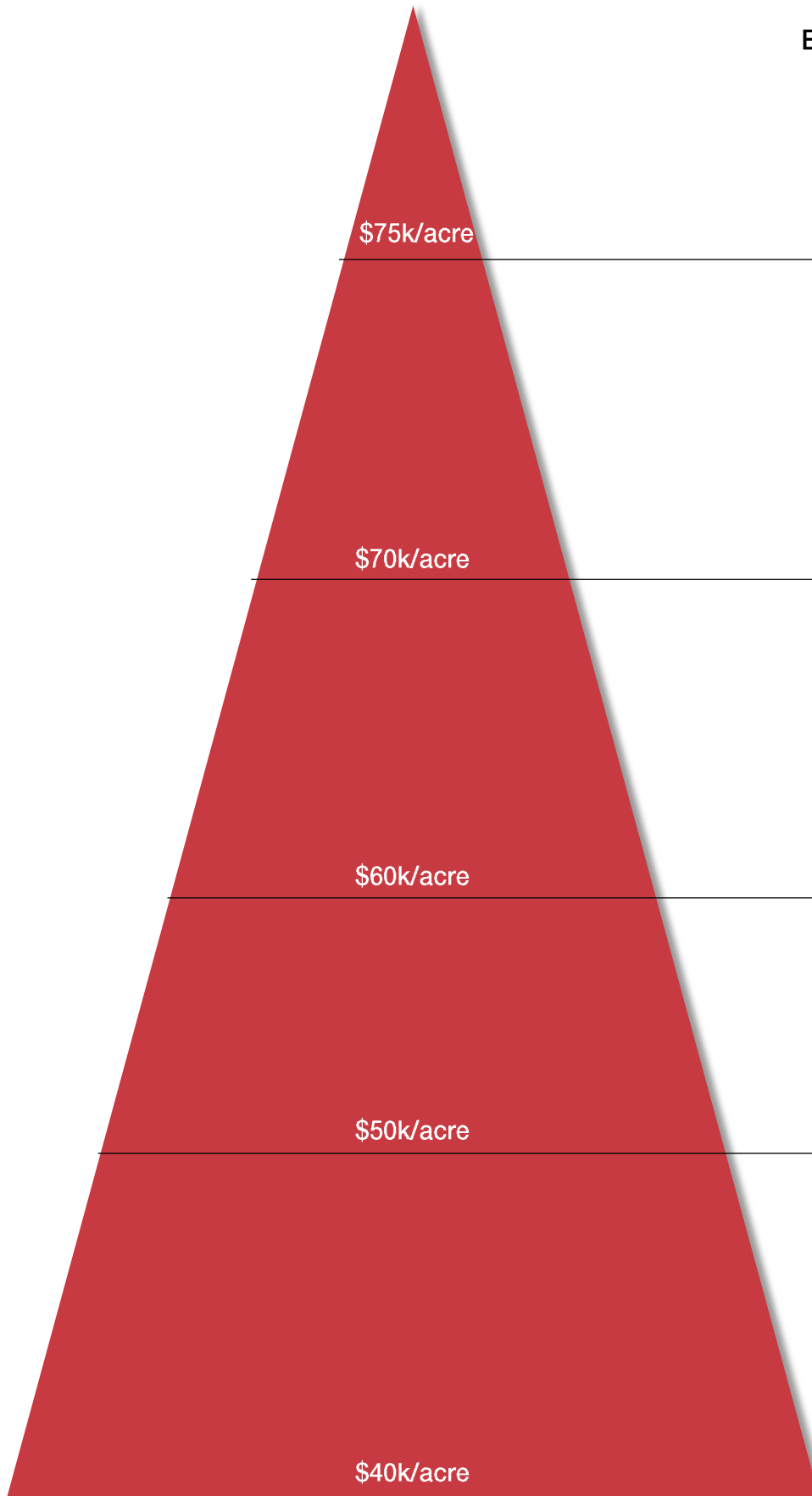
NAI Wisinski of West Michigan has been engaged by the City of Plainwell to evaluate the potential value of two parcels that are a part of the Plainwell Paper Mill site on the municipal campus in Downtown Plainwell. The two parcels are bordered by the Kalamazoo River on the north boundary lines, and the sites are well positioned for residential redevelopment. The City is looking to partner with a developer on this Redevelopment Ready Site to bring affordable housing to its community.

When marketing the property, the value will be dependent on a few important factors. One, what density (# of units per acre) the city zoning ordinance will allow at the site. The more units per acre, the more valuable the property. With rising construction costs and supply issues, developers seek density as an important way to achieve economies of scale on their proforma. This will be an important factor developers will take into consideration when evaluating sites. Two, it will be important to understand the environmental data on the property, including any due care plan that may impact development and costs. Three, infrastructure costs for the intended development.

Overall, the vacant parcels have great potential for redevelopment and offer a desirable setting for a residential or mixed use development. State incentives will play a big part in attracting the right developer with the necessary capital to complete a well-thought out project for the community. An aggressive and wide-reaching marketing plan to local, regional and national developers will be important to securing the right buyer.

Based on comparable sales for multi-family properties within the region, it is our opinion multi-family zoned property in an arms-length transaction with limited hurdles to development could sell between \$40,000 to \$65,000 an acre in this area of the market. Price will depend on the unknown factors outlined above (density, environmental, state incentives, etc.). It would be our recommendation to go to market in the mid-to-high end of the per acre range, leaving room for negotiation for some of these factors or other seller motivations like creating jobs and tax base.

Value Probability Triangle—Paper Mill



Buyer Assumptions:

5% - 15% of Prospects:

- Wants to be located in immediate area.
- Does not have time to build a new facility.
- Can not find a substitute property at a reduced price.
- Building criteria is almost exactly like the subject facility.

15% - 35% of Prospects:

- Wants to locate in immediate area.
- May not have time to build a new facility.
- May have a less desirable substitute property.
- Needs to remodel part of the existing facility improvements.
- Discounts price by remodeling costs.
- Balance of property fits needs.

35% - 50% of Prospects:

- May or may not want to locate in area.
- May or may not have time to build.
- May have a less desirable substitute property.
- Building criteria does not require all of the subject size.
- Must remodel part of facility.
- Discounts price by remodeling cost.
- Balance of property fits needs.

50% - 75% of Prospects:

- May or may not want to locate in area.
- Has time to build new facility.
- Can remodel other building to suit needs.
- Requires substantial remodeling to fit needs.
- Discounts purchase price.

75% - 100% of Prospects:

- May or may not want to locate in area.
- Has time to build new facility.
- Can remodel other building to suit needs.
- Must make substantial changes to building to meet needs and discounts price.
- May have a need for most of the facility but has budget limitations.
- If buyer does not buy this facility will buy building of lesser quality.
- Discounts purchase price.

Opinion of Value Range

Prepared for

Vacant land at Miller Road & 8th Street

Prepared By

Plainwell, Michigan

Kara Schroer, CCIM , Vice President

Bailey Witt, Associate

Company

NAI Wisinski of West Michigan

Date

April 17, 2023

Phone

269 459 0435 / 269 459 0433

Email

karas@naiwwm.com / baileyw@naiwwm.com

Location Characteristics



Commercial Corridor



Downtown



Highway/Interstate



Suburban



Remote/Rural



Industrial Park



Office Park

	EXCELLENT	GOOD	FAIR	POOR
Accessibility			X	
Exterior Appearance		X		
Site Size	X			
Utilities			X	
Zoning	X			

Describe:

Neighboring uses	Agricultural, industrial
Potential alternative uses	Industrial
Market conditions & trends	Stable
Amenities/advantages	Connected to existing park, topography
Challenges	Cost to install infrastructure
Estimated time on market for this type of property?	9 to 36 months

INDUSTRIAL LAND COMPS

Property Address	V/L Hov Aire Drive Three Rivers, Michigan	7190 Beatrice Drive Kalamazoo, Michigan	Part of 6110 Technology Ave. Kalamazoo, Michigan	289 & 361 Sparks St Comstock, Michigan	1000 Crandall Pkwy Lawrence, Michigan
Acres	8.93 Acres	15.96 Acres	5.50 Acres	3 Acres	6.41 Acres
Zoning	I-4	I-1	IR	LM	Industrial
Sold Price	\$113,280	\$686,280	\$240,000	\$120,000	\$223,650
Sold Price per Acre	\$12,685	\$43,000	\$43,636	\$40,000	\$34,891
Sale Date	9/12/2022	2/18/2021	1/26/2023	7/20/2022	3/29/2021
Comments	Sold to Cannabis. Going back on market. City owned. Similar comp. Located in Industrial Park.	Kalsec purchased. Super site to subject.	Two years on market. Well-located near I-94 and US-131. Superior comp.	Superior location/site. Located in Industrial Park. Close to I-94.	Located in Lawrence Industrial Park. Similar.

Property Address	1000 Crandall Pkwy Lawrence, Michigan	V/L Stadium Drive Kalamazoo, Michigan	V/L Red Arrow Highway Lake Township, Michigan	1000 Crandall Pkwy Lawrence, Michigan	8689 Krum Ave. Galesburg, Michigan
Acres	2.70 Acres	11.12 Acres	4.75 Acres	3.48 Acres	5.48 Acres
Zoning	Industrial	I-1	Industrial	Industrial	Light Manufacturing
Sold Price	\$67,500	\$265,000	\$93,000	\$120,600	\$150,000
Sold Price per Acre	\$24,972	\$23,831	\$19,571	\$34,675	\$27,372
Sale Date	6/18/2020	10/24/2019	9/24/2020	4/13/2020	4/30/2019
Comments	Located in Lawrence Industrial Park. Similar.	Price is based on net usable acreage. Similar comp.	Skinny parcel limits development potential. Inferior. Located in Industrial Park.	Located in Lawrence Industrial Park. Similar. Sold for Cannabis use.	Located in Industrial Park. Listing was on market for 4 years before sale. Close to I-94.

INDUSTRIAL LAND COMPS

Property Address	3883 Sky King Blvd Kalamazoo, Michigan	9131 Portage Industrial Drive Portage, Michigan	5315 Wynn Road Kalamazoo, Michigan	56601 Enterprise Drive Dowagiac, Michigan
Acres	3.25 Acres	2.62 Acres	3.07 Acres	3.64 Acres
Zoning	Industrial	I-2	M-1	Industrial
Sold Price	\$93,750	\$129,000	\$120,000	\$9,700
Sold Price per Acre	\$28,846	\$49,236	\$39,088	\$2,664.00
Sale Date	4/9/2018	3/1/2023	7/29/2021	5/29/2020
Comments	Industrial Park off Stadium Drive. Dated sale.	Recent sale in Portage Industrial Park. Sold at list price. Similar distance to highway.	4 Acres, industrial zoned piece near I-94. Superior location to subject site.	City owned-investment & jobs / tax base may be factored into selling price. Similar.

Average Price per Acre: \$26,529 per Acre

Industrial Land

Estimated Value: Market Approach

For Sale: \$25,000 to \$35,000 per acre (with infrastructure in-place)

Please review the following pages to support estimated value.

Similar properties for sale or lease will be compared over a per square foot basis with adjustments for differences in age, land, size, amenities, time of sale, location, etc.

Recommended Offering Price for This Property

For Sale:	<u>\$35,000 per Acre</u>	Longer Marketing Time
	\$25,000 per Acre	Less Marketing Time

Disclaimer

This is a market analysis, not an appraisal, and was prepared by a licensed real estate broker or associate broker, not a licensed appraiser. It has not been performed in accordance with the Uniform Standards of Professional Appraisal Practice, and has not been prepared by a registered, certified, or licensed appraiser. This content contained herein is not to be construed as an appraisal and may not be used as such for any such purpose. Neither the client, nor any third parties, may rely on this analysis for any tax purposes, estate work, litigation, lending or any other matter other than as permitted by applicable law in connection with the brokerage services provided by the broker.

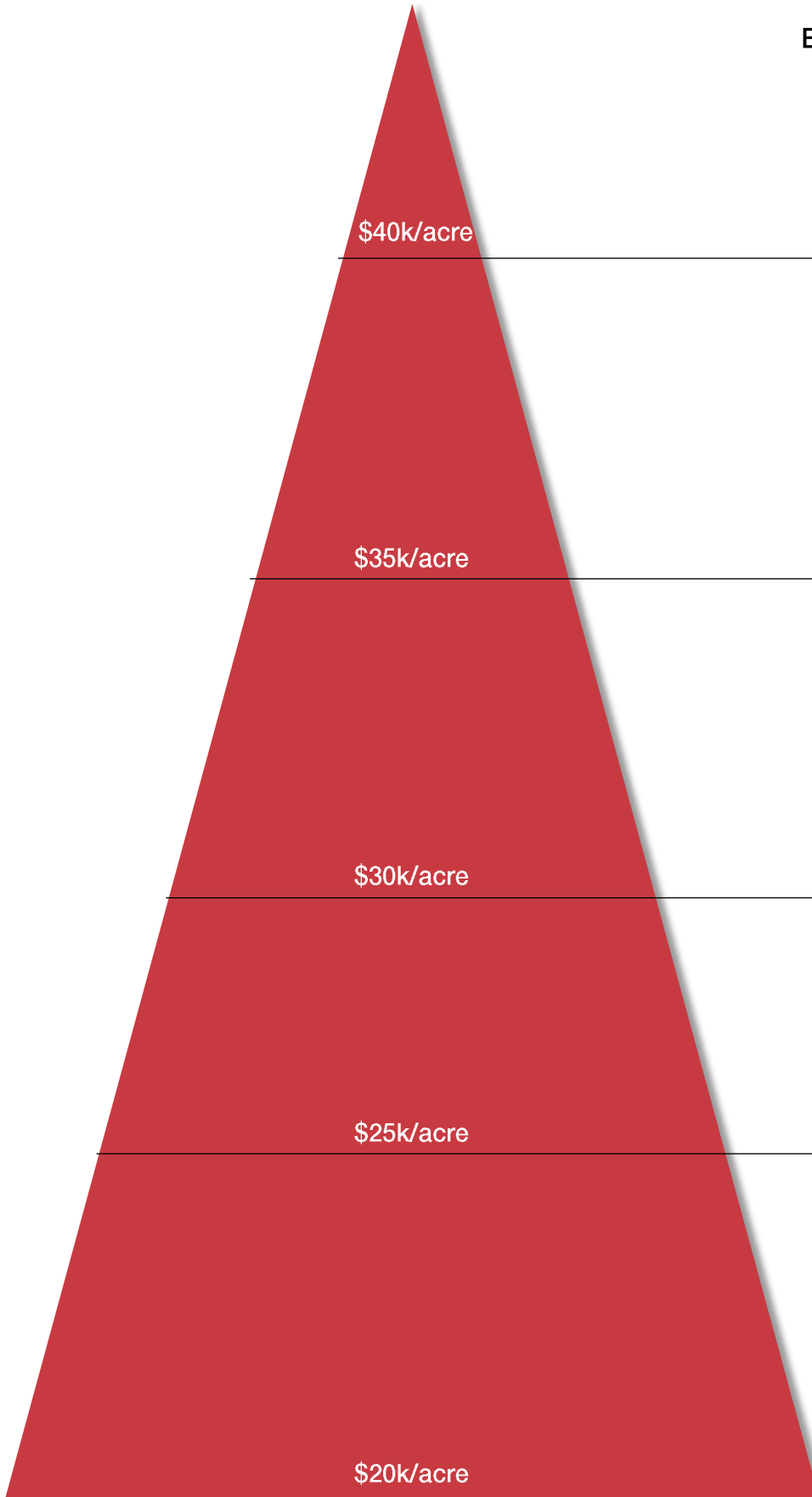
The content contained herein has been given to us by sources we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it. All information should be verified prior to real estate transaction.

Industrial Land Summary

NAI Wisinski of West Michigan has been engaged by the City of Plainwell to evaluate the potential value of a 53-acre parcel of industrial land adjacent to the current industrial park in City of Plainwell. The City has requested NAI provide an opinion of value on the parcels based on the intent the parent parcel would be subdivided into 5 to 7 acre sites. Our valuation assumes that infrastructure would be in-place at time of sale (i.e. development road completed, and utilities available at the site).

Based on comparable sales for similar industrial properties within the region, it is our opinion in an arms-length transaction the parcels would sell between \$25,000 to \$35,000 an acre in this area of the market. It would be our recommendation to go to market at the high end of the per acre range, leaving room for negotiation or other seller motivations like creating jobs and tax base.

Value Probability Triangle – Industrial Land



Buyer Assumptions:

5% - 15% of Prospects:

- Wants to be located in immediate area.
- Does not have time to build a new facility.
- Can not find a substitute property at a reduced price.
- Building criteria is almost exactly like the subject facility.

15% - 35% of Prospects:

- Wants to locate in immediate area.
- May not have time to build a new facility.
- May have a less desirable substitute property.
- Needs to remodel part of the existing facility improvements.
- Discounts price by remodeling costs.
- Balance of property fits needs.

35% - 50% of Prospects:

- May or may not want to locate in area.
- May or may not have time to build.
- May have a less desirable substitute property.
- Building criteria does not require all of the subject size.
- Must remodel part of facility.
- Discounts price by remodeling cost.
- Balance of property fits needs.

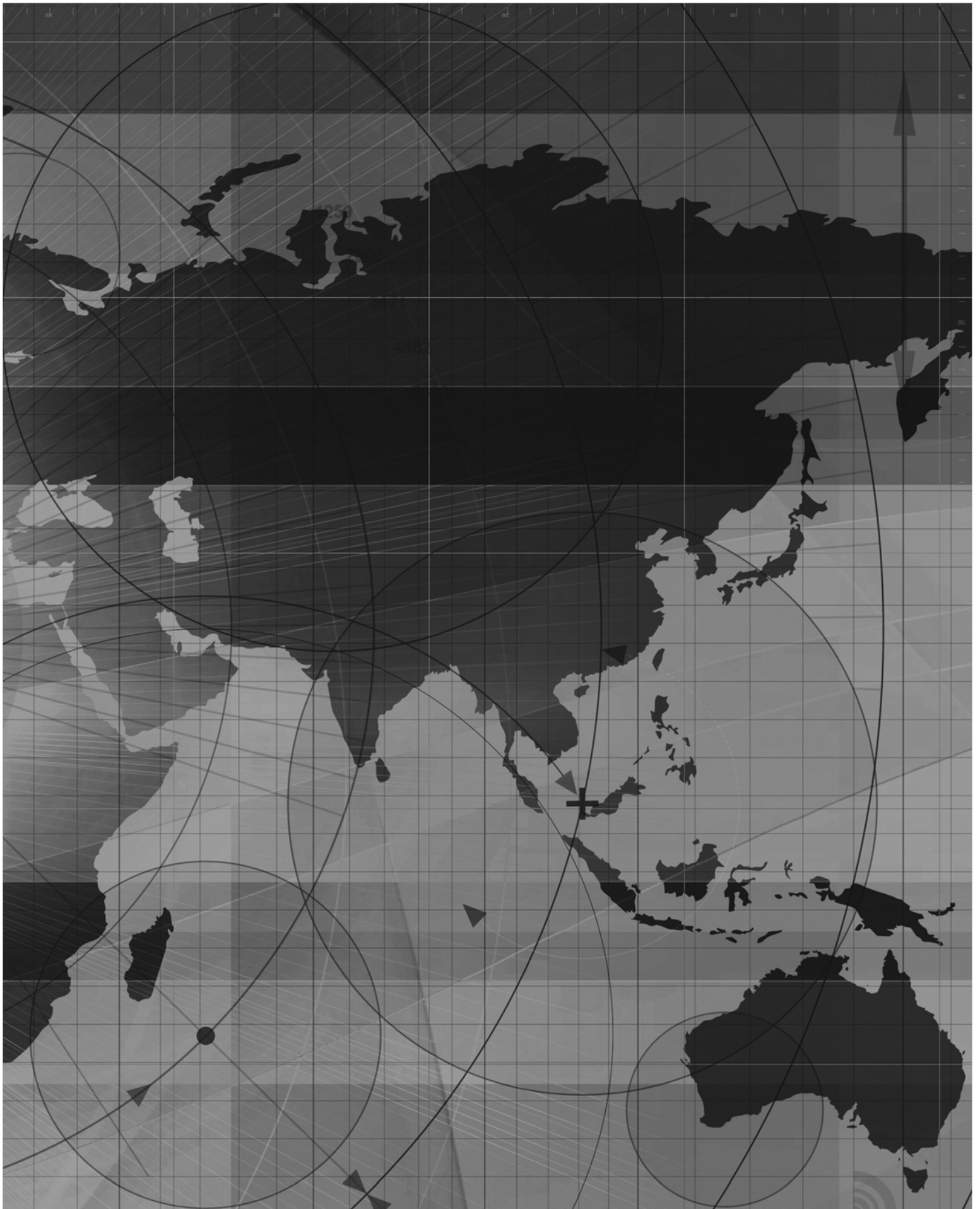
50% - 75% of Prospects:

- May or may not want to locate in area.
- Has time to build new facility.
- Can remodel other building to suit needs.
- Requires substantial remodeling to fit needs.
- Discounts purchase price.

75% - 100% of Prospects:

- May or may not want to locate in area.
- Has time to build new facility.
- Can remodel other building to suit needs.
- Must make substantial changes to building to meet needs and discounts price.
- May have a need for most of the facility but has budget limitations.
- If buyer does not buy this facility will buy building of lesser quality.
- Discounts purchase price.





1 THE ASSET

2 VALUATION

3 MARKETING PROGRAM

4 YOUR TEAM

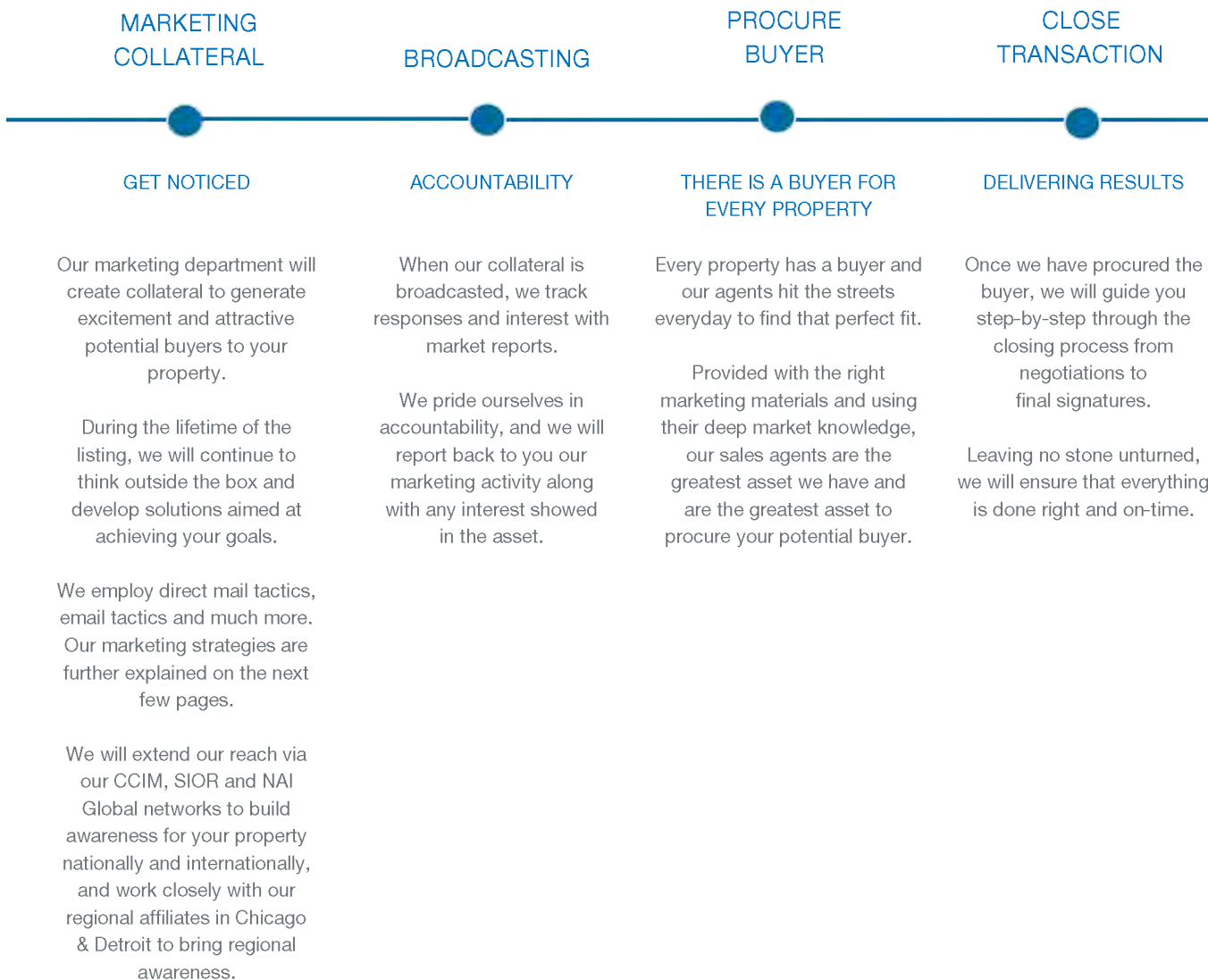
5 PROPOSED FEE STRUCTURE

APPENDIX

NAI WISINSKI BLUEPRINT



The Bottom Line:



communication. communication. communication.

PROPERTY MARKETING



SALESFORCE

It may seem obvious, but it is sometimes forgotten that the most powerful marketing tool we have is our sales agents. We keep our feet on the streets, meeting people directly, and are disciplined in making the necessary cold and warm telephone calls to find the right buyer for your property. Our agents take pride in the fact that we cooperate fully with other brokers, and split fees if other brokers bring us a buyer/tenant for your asset.



TARGET MARKETING

For every listing, we have the ability to pull prospect lists from multiple sources so our agents can target the most likely users for your property. We also utilize sophisticated contact management software that allows us to keep track of where companies are located, record their property requirements, and gauge interest. Our internal database has over 13,000 companies and over 20,000 contacts.



COMPANY WEBSITE

Properties can be searched and viewed directly from NAI Wisinski's and NAI Global's websites. We pay to advertise on well-known websites, and also pay for search engine ads to increase exposure to our site, and ultimately, your property.



PROPERTY FLYERS

Detailed and concise packages, which include property information and sale/lease information, are distributed to brokers, prospective buyers, and prospective tenants.



MOBILE APP

All of NAI Wisinski listings are made available on the NAI Wisinski of West Michigan mobile application for the iPhone or iPad. Our FREE app allows prospects to find properties via a map-based search, at which point they can view photos, property descriptions, contact information for the agent, and even get driving directions right from the app.



COSTAR & LOOPNET

Costar and LoopNet provide exposure to 1.5 million registered commercial real estate professionals (comprised of 45% brokers and 55% owners, investors and tenants).



DRONES/VIDEO PROPERTY TOURS

Drones are already revolutionizing the commercial real estate industry. With video fly-throughs of warehouses, distribution centers and large offices, along with aerial footage of parking lots, adjacent buildings, road access and more, the footage gives potential buyers or lessees a better idea of the space before planning a visit. This new cutting edge technology allows clients to showcase their property from a different approach. We have the ability to edit drone videography by adding music and customized bullet points throughout the clip.



CUSTOM SIGNAGE

Signs are a classic and effective way to attract potentially interested parties. Our team is sure to choose the signs which best suit the property and ensures they have the highest visibility possible.

RESEARCH & COMMUNICATIONS

QUARTERLY MARKET REPORTS

In-depth local knowledge is a critical component to navigating the dynamic commercial real estate market. This statistical data gathered from our primary, secondary, and tertiary markets, as well as their submarkets and micro-markets, combined with the experience of our service professionals, provides you with the insight and resources to make informed business decisions.



DIRECT MAIL

No matter the size of the listing, there is always a direct mail option. Our direct mail calendar consists of publication insertions, individual property postcards, and multiple property postcards.



E-MAIL MARKETING

Our E-blast campaigns are customized for specific properties or category type, and we have tailored email lists for each specialty group: Industrial, Retail, Office, Investment, and Multifamily. Reports are used to access the level of interest in a property as well as the positioning of the property in today's market. NAI Wisinski of West Michigan compares its metrics to industry averages to ensure the quality of its email databases and to constantly improve upon current email practices.

NAI Wisinski Averages:

- Open Rate: 28.34%
- Click Rate: 16.07%

Real Estate Industry Averages:

- Open Rate: 14%
- Open Rate: 5.49%

For Sale: Well Occupied Retail Center with National Tenants

Plaza at Manistee
1369-1417 Manistee Highway, Manistee, MI 49660
NAI Wisinski of West Michigan and JAI Erdman have been retained as the Exclusive Sales Agents to sell the Plaza at Manistee. Unlike any other, this is a rare opportunity and a well-located asset!

- Center is Occupied by Three National Credit Tenants: Peaches, Dorman's Sports and Dollar Tree
- Stable Cash Flowing Asset with Current Net Operating Income of Approximately \$273,000
- Attractive Assumptions: Financing, Non-Reserve Loan with 20 Year Amortization Period
- Well located with Strong Visibility Along US Highway 31 - a Regional Retail Corridor for the Surrounding Area
- Other Major Retailers in the Center include Family Fare Supermarket, Family Farm & Home, a Chevrolet Dealership, Walgreens, Advanced Auto Parts, O'Reilly Auto Parts, Sears HomeStore Store, Several National Chain Restaurants, and Several Banks
- Part of an Estate Sale
- Asking Price \$2,785,000 (\$44.91 psf)

For additional information, please contact:
Cameron Timmer
616.481.4100
ctimmer@naiwisinski.com

Russ Bond
616.784.8333

SOCIAL MEDIA

NAI Wisinski of West Michigan uses social media not just to help market properties, but to build credibility and relationships. We manage pages across multiple websites to share our information on the social media platform most conducive to each message.

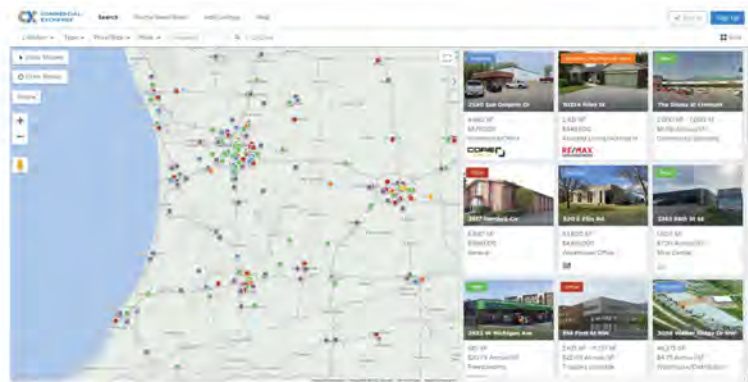


MULTIPLE LISTING SERVICES

MOODY'S ANALYTICS | CATYLIST | COMMERCIAL EXCHANGE MULTIPLE LISTING SERVICE (MLS)

Immediate broadcast to local agents on Moody's Analytic's MLS. This provides its members with a sophisticated multiple-listing service (MLS) of over 114,933 available listings and 259,868 properties including commercial, industrial, office, retail, vacant land, investment real estate, build-to-suit and business opportunities in Michigan alone. The MLS covers listings nationwide.

MOODY'S
ANALYTICS



GREATER KALAMAZOO ASSOC. OF REALTORS® (FLEX MLS)

Immediate broadcast to GKAR's 600 REALTOR and Business Partner members. Affiliated with the National Association of REALTORS®. MLS access with FlexMLS to areas of Ann Arbor, Gladwin, Lansing, Central & Northern Michigan and Traverse City. Site partners include: Realtor.com, Southwest Michigan First, Region 5, and Michigan Economic Development Corporation.



DRONE PHOTOGRAPHY



NETWORKS

NAI GLOBAL PLATFORM

Our internal marketing platform through NAI Global provides fast, effective exposure for your property listing to over 7,000 NAI brokers around the world. It also helps find potential users for your property by having the ability to seek out relationships that other brokers might have.



OTHER REALTOR NETWORKS

Through our Society of Industrial and Office Realtor (SIOR) network and our Certified Commercial Investment Member (CCIM) network, we can broadcast your asset to other brokers around the country that are part of these top performing organizations.



Additionally, NAI Wisinski has the ability to target investors through the use of Real Capital Markets (RCM). RCM has a database of over 9,000 investors and NAI Wisinski can track interest levels based on who views and downloads property information.



OTHER OPTIONS

Our marketing team can also create an enhanced custom marketing plan for your property. Your brokerage team can explain the advantages and disadvantages of any of these platforms and, if needed, can help develop this added marketing strategy. Additional marketing platforms may be at an added cost but can include:

- Advertising
- Print
- Online
- Radio
- Billboard
- 3D tours
- Video tours
- Concept renderings
- Open houses
- Custom property website

MEET OUR MARKETING TEAM



SAVANNAH DEGRAAF
Marketing Director

Savannah joined NAI Wisinski of West Michigan in May 2016. She is responsible for creating and maintaining marketing materials with coherent style that reinforces brand recognition.



BAILEY WITT
Marketing Assistant

Bailey has 12 years of residential and commercial real estate experience. Bailey provides support with various marketing projects as well as administrative support at our Kalamazoo, MI office.



Meet Your Team



KARA SCHROER, CCIM

Senior Vice President

Kara Schroer is a Senior Vice President with NAI Wisinski of West Michigan and has been working in the commercial real estate industry since 2004. Her primary focus is on the sale & leasing of an array of real estate product types in the West Michigan marketplace. Kara provides streamlined real estate services to her clients through sales, leasing, buyer/tenant representation, site selection, market research & analytic consulting to assist her clients in making the right decision to achieve their objectives and maximize their return on investment. Kara's core value is integrity with a focus on a productive and meaningful relationship with her clients.

With 18-years of industry experience, Kara has closed a variety of real estate transactions during her tenure in brokerage services. Kara's long list of experience in the industry includes deals across all property types, ranging from a doggie daycare lease to a multi-million dollar industrial sale with a variety of transactions between the two. She is not afraid to dig into the details to make sure the deal is done correctly and to ensure her clients are making a safe investment. Her extensive knowledge in the office, healthcare, and land specialty groups have been instrumental to bringing significant value to her clients.



BAILEY WITT

Associate

Bailey has fifteen years of residential and commercial real estate experience. She joins NAI Wisinski from Bradley Company where she was responsible for managing transactions and prospects, coordinating the office marketing efforts along with daily administrative duties. She provided a variety of specialized tasks related to the transaction requirements for her respected brokerage team and the company as a whole. Bailey is a licensed real estate salesperson, which has given her an administrative edge, and has yielded higher levels of productivity.

Prior to working at Bradley Company, Bailey worked for Prudential Preferred , Realtors (now known as Berkshire Hathaway Home Services) for four (4) years where she oversaw administrative support to management & corporate staff, as well as assisting with new sales associate orientation & training, creating marketing materials and handling special event planning. Before Prudential, Bailey spent time as a settlement services professional at Metropolitan Title Company.

See appendix for full bio

OFFICE TEAM

Rod Alderink
Dane Davis
Joshua Jacobs
Jason Makowski
Jodi Milks, CCIM
Paul Oosterbaan
Kara Schroer, CCIM
Doug Taatjes, CCIM, SIOR
Hillary Taatjes Woznick
Mary Anne Wisinski-Rosely, CCIM, SIOR

INDUSTRIAL TEAM

Jim Badalucco, SIOR
Joel Burgess
Dane Davis
Joshua Jacobs
Stu Kingma, SIOR
Kurt Kunst, CCIM, SIOR
Robert Lotzar
Jodi Milks, CCIM
Chris Prins, SIOR
Kara Schroer, CCIM
Dave Smies, CCIM, SIOR
Doug Taatjes, CCIM, SIOR
Chad Versluis, SIOR

RETAIL TEAM

Rod Alderink
Dane Davis
Joshua Jacobs
Todd Leinberger, MBA
Robert Lotzar
Jodi Milks, CCIM
Scott Nurski, MBA
Paul Oosterbaan
Kara Schroer, CCIM
Doug Taatjes, CCIM, SIOR
Hillary Taatjes Woznick
Bill Tyson

Experience & Credentials

NAI Wisinski of West Michigan was formed in the Spring of 2011 when NAI West Michigan merged with The Wisinski Group. This merger brought together two successful, reputable companies to form what is now the largest independently owned commercial real estate firm in West Michigan. Our focus is simple: building client relationships for life. We do this by utilizing the rich diversity of skills and specialties of our agents and staff, actively listening to our clients, offering market appropriate advice, providing access to the industry's most current and proven technologies, and delivering the best possible service to each and every client. NAI Wisinski employs 15 staff who serve as management and brokerage support for our 32 agents and property management team.

KEY TEAM MEMBERS

Client Contact	Denise Siegel Community Development Manager	
Team Leads	Kara Schroer , CCIM Senior Vice President	Bailey Witt Associate
Support	Savannah DeGraaf Marketing Director	Lauren Hybels Marketing Assistant
Support	Tom Kilgore, CPM Principal, Property Management	Steve Johnson Tax Appeal Specialist

While these team members will be working directly on your assignment or are leaders in their disciplines, we have nearly 50 associates and staff - all of whom we consider to be "key".

BY THE NUMBERS

52 REAL ESTATE PROFESSIONALS

6 CCIM DESIGNEES

2 LOCATIONS IN WEST MICHIGAN

8 SIOR DESIGNEES

2 PROPERTY MANAGERS

Property Management

The mission of NAI Wisinski of West Michigan Property Management is to assist its clients in meeting their real estate investment objectives by employing sound financial and physical management practices. The company's principles see each management contract as an agreement not between a business and its clients, but between partners that wish to create a close and mutually beneficial long-term relationship. This will help to provide greater long-term profits through referrals and long term contracts.

Professional property management is critical to ensuring the longevity and vitality of your commercial real estate investment. NAI Wisinski of West Michigan provides active management and integrated resources to preserve and enhance the value of each of your company's real estate assets.

We devise and implement a plan that increases cash flow and return on your investment, ultimately creating additional value for you. This goal may seem obvious, but it is a continuing challenge for investors everywhere. NAI Wisinski of West Michigan Property Managers begin with the fundamentals of property management, then think well beyond the obvious to deliver innovative and actionable solutions for your assets.

Services

The following is a summary of the services NAI Wisinski of West Michigan provides under a full service property management agreement.

Banking A local bank account(s) will be established for the property based in property requirements.

Collection Services We will collect rents from tenants on a monthly basis and deposit all funds in a timely manner.

Financial Management Provide accurate bookkeeping by utilizing state of the art property management software.

Accounts Payable We will review all invoices for services ordered in connection with operating and maintaining the property and pay such invoices as they become due.

Contract Management We will negotiate and enter into contracts required in the ordinary course of business for the operation and maintenance of the property such as snow plowing, lawn care, pest control and HVAC maintenance.

Licenses We will maintain all applicable licenses and permits in connection with the operation and management of the property.

Maintenance Provide prompt response to maintenance needs and 24 hour response to emergency needs.

Reporting Provide tailored computerized reports.

Tenant Relations Our service is enhanced by building long lasting relationships with tenants. Tenants appreciate our attentive "hands on" approach to management.

Lease Administration We will track critical dates and enforce all lease terms.

Meet our Team



Debra Akins



Michelle Kenny,
CMCA, AMS



Tom Kilgore, CPM®



Abby Terpstra



Stephanie Seube



Bethany Wanroy



Nikki White

Tax Appeal Services

Your property will be automatically reviewed by Steve Johnson, our Tax Appeal Specialist, to determine if a case can be built in your favor to lower your property taxes. If so, we will begin the appeals process. Steve is a Property Tax Consultant with GSA Property Tax Consultants and is affiliated with NAI Wisinski of West Michigan. GSA has been successfully appealing property taxes in Michigan for over 25 years. They have demonstrated superior market knowledge and aggressive negotiating techniques. Their staff consists Michigan State certified Assessors, Personal Property Examiners, Auditors, and a legal staff well-versed in property tax law, municipal tax appeals, and all stages of Michigan Tax Tribunal and State Tax Commission procedures. As a result, their efforts have produced exceptional outcomes by saving millions of dollars in taxes for our clients.

Keeping You Informed

During the appeal process, Steve will keep you informed of your case status while continually gathering information to support your property value. He has established a good rapport with many assessing offices throughout Michigan and oversees every step of the appeal process to ensure timely responses and accurate information.

Specialties

- Commercial Properties
- Industrial Properties
- Apartment Complexes
- Office Buildings
- Retail Properties
- Business Personal Property
- Property Tax Research
- Fair and Equitable Results
- Litigation Support



Steve Johnson

Tax Appeal Specialist



322 E. Stockbridge Ave., Kalamazoo

90,182 SF; 2 buildings sold to City of Kalamazoo
\$2,000,000 | Sold 9/24/2021



4250 Commercial Ave., Portage

30,750 SF; Office/warehouse
\$2,650,000 | Sold 3/8/2023



4600 W. Dickman Road, Battle Creek

170,126 SF; Industrial sale
\$5,900,000 | Sold 2/4/2022



415 N. Paul Street, Dowagiac

54,470 SF; Industrial sale
\$1,400,000 | Sold 3/23/2022



5960 S. Sprinkle Road, Portage

35,000 SF; Office/warehouse
\$1,600,000 | Sold 1/14/2022



5136 Lovers Lane, Portage

19,188 SF; Investment sale
\$2,050,000 | Sold 2/9/2017



Vacant land—Beatrice Dr., Kalamazoo

8.84 Acres Sold 7/2/2022 \$820,000
 15.96 Acres Sold 2/18/2021 \$686,280
 38.24 Acres Sold 12/30/2020 \$1,200,000
 2.6 Acres Sold 4/2/2021 \$195,000



Three Rivers Industrial Parks

6.78 Acres Sold 10/11/2018 \$33,217
 6 Acres Sold 2/4/2022 \$60,000
 6.37 Acres Sold 5/5/2022 \$63,700
 9.47 Acres Sold 9/8/2022 \$113,280
 14 Acres Sold 12/22/2021 \$112,000



Vacant land 9th Street, Kalamazoo

+/- 4.31 Acres
 \$656,240 | Sold 3/2/2022



2845 Capital Avenue SW, Battle Creek

38,577 SF; Investment sale
 Pending Sale



555 Crosstown Parkway, Kalamazoo

90,182 SF; Investment sale
 \$6,250,000 | Sold 2/28/2023

Client Testimonials



I had the pleasure of working with Kara Schroer during my recent commercial real estate purchase. She walked with me through every step of the process. As a first time buyer, there was a lot of new information to learn and be aware of. Through Kara's experience and breadth of knowledge, I felt supported and well able to make an informed decision. She was available and responsive to my questions and very timely with her responses. I would highly recommend her to anyone in need of an exceptional Realtor!"

Zach Dugger | Owner/CEO of Braintrust Behavioral Health, LLC



Kara, I initially stopped in to see Janice (on my way to lunch--it was impulse) and look at the building again because you sent me an e-mail with the sales brochure. So while my previous relationship with the owners was helpful, it would never have happened if you hadn't e-mailed me the brochure. That got me to look at the space again. I wanted to mention that.

E-mail from Prospective Tenant for NAI Office Listing | Resulted in Closed Lease Transation



Hello, your receptionist told me that you were Kara's supervisor. Kara assisted us in selling our building on Dickman Road and now has coordinated the sublease on Beckley. I have recently worked with another agent on a separate, much simpler transation in another market. That lease had many issues and every aspect was much more difficult than my dealings with Kara. This simply reinforced my original belief that Kara's work on our two separate, much more complex deals, was outstanding. On many occasions she went above and beyond the call of duty and I wanted you to know that it was a pleasure working with such a professional.

Bob Tee | SPX Flow



Again, I can't say thank you enough for your kindness and amazing help through this process. I will recommend you any chance I have to do so.

Shelley Woertink | Pediatric Counseling Center, LLC



Kara is a professional go-getter. From day one she gave us personalized service, answered questions, gave sought after advice and performed above and beyond our expectations. Kara is an asset to anyone who has the benefit of her services and to NAI Wisinski. You can't do better than Kara Schroer.

Janice Stifler | Continental Companies



I have had the pleasure of partnering with Kara Schroer of NAI Wisinski for our commercial real estate needs here at Arbor Financial for more than three years. I can state without hesitation that I have been nothing short of impressed with Kara and the results she commands. With a friendly and professional approach and strong knowledge of the markets, Kara combines her extensive understanding of the processes and pertinent documents with a true willingness to go above and beyond to ensure those of us inexperienced in this area are able to drive our strategic vision with confidence. It is a pleasure working with Kara and I am happy to enthusiastically recommend her for the wide range of real estate services she provides.

Tammy Phelps | Vice President Operations, Arbor Financial Credit Union



This was our first attempt at finding a new space for our business and team and we had no clue on how to proceed. We met with Kara Schroer and she worked with us by interviewing us on our needs, wants and locations that would work for us. It seemed Kara worked endlessly to find places that would work for us by sending us different properties and taking us on visits to potentials where we thought it may be the one. Finally a space that looked promising popped up. We were interested in it and she started the process of connecting with the selling agent and showing us the property. We liked the space and location and the potential it had for us and our company. Little did we know the trials we would need to go through to make this our own. The property was in probate and the owners next of kin were not the most receptive to us and the value placed on the property. Kara went the extra mile at every turn and even going with us to Detroit to sit in on the probate hearing and watch me squirm on the witness stand. She helped us go through all the paperwork in minute detail and making sure each "I" was dotted and "T" crossed. She really looked out for us and I am very happy and pleased with all that she did for us. I would recommend Kara or anyone from the NAI team who wants to do it right. Their team looks out for you and is genuinely concerned for all aspects of the transaction.

Bill Wisser | President, Omega Computer Services, LC

From West Michigan to all corners of the world.

NAI Wisinski of West Michigan is the privately-owned West Michigan area representative of NAI Global. NAI Global's strength is national and international, and NAI Wisinski's strength and focus is local and regional. Working together, our reach is unparalleled. Allow us to demonstrate our capabilities and commitment to your assignment.

Locations by Country

North America

Canada
United States
Mexico

Latin America & The Caribbean

Argentina
Bahamas
Brazil
Chile
Costa Rica
Jamaica
Panama
Peru
Venezuela

Asia Pacific

Australia
China
India
Indonesia
Japan

Europe, Africa & The Middle East

Austria
Belgium
Bulgaria
Czech Republic
Denmark
Finland
France
Germany
Greece
Iceland
Israel
Kazakhstan
Kuwait
Latvia
Norway
Qatar
Republic of Serbia
Romania
Russian Federation

Global Services

Corporate Services

Acquisition/Disposition
Leasing Agency/Landlord Representation
Tenant Representation
Appraisal & Valuation

Investment Services

Portfolio Review
Market Analysis

Advisory & Consulting Services

Property Management
Acquisition/Disposition
Capital Markets
Build-to-Suit
Project Management
Feasibility Analysis
Lease Administration
Lease Audit
Tax Appeal
Title/Escrow/Survey
Global Supply Chain & Logistics

Asset Services

Asset Management
Corporate Facilities Management
Property Management
Build-to-Suit/ Construction Management
Green/LEED™ Consultation



NAI Global is Strategic & innovative

We are an international real estate services organization with the institutional strength of one of the world's leading property investment companies.

Our experts are strategic and innovative, working collaboratively to realize maximum potential and generate creative solutions for our clients worldwide.

Our collaborative services platform provides an expansive, yet nimble and responsive structure enabling us to efficiently deliver superior results.

United States Locations







Results Delivered. That's Priceless.

Premium service at an economic price.

Our proposed commission structure is based on performance and provides incredible value to you. Our team is confident with this rate because we have every intention of reaching our performance goals. Our in-house marketing staff provides excellent support and creates top-quality materials to efficiently and effectively implement our marketing strategy. Our marketing platform is best-in-class and exceeds the competition's platform at no extra cost.

Commission Scale*

Sales Price	Commission Rate
\$350,000 and up	7%
\$300,000 to \$349,999	8%
\$250,000 to \$299,999	9%
\$0 to \$249,999	10%

Minimum Fee | Two-Year Listing Term:

- 10+ Acres: \$15,000
- 5 to 9 Acres: \$10,000
- Less than 5 acres: \$7,500

Modification of fees may be possible subject to conversation and on a case-by-case basis.

You will not be charged any additional marketing fees by NAI Wisinski. All our costs will be covered by the commissions received on the sale of the properties.

Fees for Other Services

Property Management	Should our Property Management services be needed for any of the buildings, our team of Certified Property Managers® will perform a property-by-property analysis to determine our fee.
Tax Appeal	Our analysis of your property is at no extra cost to you. Only if we are successful in appealing your property taxes will you be charged a tax appeal fee. Our standard fee is 37.5% of awarded amount.





KARA SCHROER, CCIM

Senior Vice President

SCOPE OF SERVICE EXPERIENCE

Kara Schroer is a Commercial Real Estate Specialist with NAI Wisinski of West Michigan and has been working in the commercial real estate industry since 2004. Her primary focus is on the sale & leasing of an array of real estate product types in the West Michigan marketplace. Kara provides streamlined real estate services to her clients through sales, leasing, buyer/tenant representation, site selection, market research & analytic consulting to assist her clients in making the right decision to achieve their objectives and maximize their return on investment. Kara's core value is integrity with a focus on a productive and meaningful relationship with her clients.

With 19-years of industry experience, Kara has closed a variety of real estate transactions during her tenure in brokerage services. Kara's long list of experience in the industry includes deals across all property types, ranging from a doggie daycare lease to a multi-million dollar industrial sale with a variety of transactions between the two. She is not afraid to dig into the details to make sure the deal is done correctly and to ensure her clients are making a safe investment. Her extensive knowledge in the office, healthcare, and land specialty groups have been instrumental to bringing significant value to her clients.

PROFESSIONAL AFFILIATIONS

Commercial Alliance of Realtors (CAR)

Certified Commercial Investment Member (CCIM)

Greater Kalamazoo Association of REALTORS (GKAR)

International Council of Shopping Centers (ICSC)

Licensed Real Estate Broker, IN

Licensed Real Estate Salesperson, MI

Michigan Association of Realtors (MAR)

National Association of Realtors (NAR)

COMMUNITY INVOLVEMENT

2020-Present Immaculate Conception School Trust Board

2020-Present Immaculate Conception Annual Fund Co-chair

EDUCATION

Saint Mary's College, Notre Dame, IN

- Bachelor of Arts in Economics

Certified Commercial Investment Member (CCIM)

- Kara is one of only 5% of Commercial Realtors to earn the prestigious CCIM designation that exemplify the real estate industry's highest professional & ethical standards.

HONORS & AWARDS

2022 Costar Power Broker Award, Largest Office Lease Award—West Michigan

2018 Commercial Alliance of REALTORS, Largest Retail Lease

2017 Costar Power Broker Award, Retail Lease

2016 Costar Power Broker Award, Industrial Lease

2010 Recipient, Charlotte Board of Realtors Silver Deal Makers Award

2006 "The Advantages of Political Affiliation: Dependent & Independent Small-Island Profiles" published research paper along with former professor, Dr. Jerome L. McElroy of Saint Mary's College, in The Round Table Journal

2007 CBRE, Inc. Rookie of the Year Award—Charlotte, North Carolina

PRIOR EMPLOYMENT

NAI Wisinski of West Michigan—Commercial Real Estate Specialist 2014-Present

Bradley Company—Senior Broker 2012-2014

Grubb Properties (Acquired Colony Development) - Senior Broker 2011-2012

Colony Development Partners—Director of Leasing 2010-2011, Leasing Agent 2008-2010

CBRE—Market Research Coordinator 2004-2008



BAILEY WITT

Licensed Brokerage Assistant

SCOPE OF SERVICE EXPERIENCE

Bailey has fifteen years of residential and commercial real estate experience. She joins NAI Wisinski from Bradley Company where she was responsible for managing transactions and prospects, coordinating the office marketing efforts along with daily administrative duties. She provided a variety of specialized tasks related to the transaction requirements for her respected brokerage team and the company as a whole. Bailey is a licensed real estate salesperson, which has given her an administrative edge, and has yielded higher levels of productivity.

Prior to working at Bradley Company, Bailey worked for Prudential Preferred, Realtors (now known as Berkshire Hathaway Home Services) for four (4) years where she oversaw administrative support to management & corporate staff, as well as assisting with new sales associate orientation & training, creating marketing materials and handling special event planning. Before Prudential, Bailey spent time as a settlement services professional at Metropolitan Title Company.

PROFESSIONAL AFFILIATIONS

Michigan Association of REALTORS® (MAR)

National Association of REALTORS® (NAR)

Greater Kalamazoo Association of REALTORS® (GKAR)

Commercial Alliance of REALTORS® (CAR)

Licensed Real Estate Sales Person

EDUCATION

Northwood University, Bachelor of Business Administration
May 2009

PRIOR EMPLOYMENT

NAI Wisinski of West Michigan—Licensed Salesperson & Brokerage Assistant 2014-Present

Bradley Company
Transaction Coordinator 2013-2014

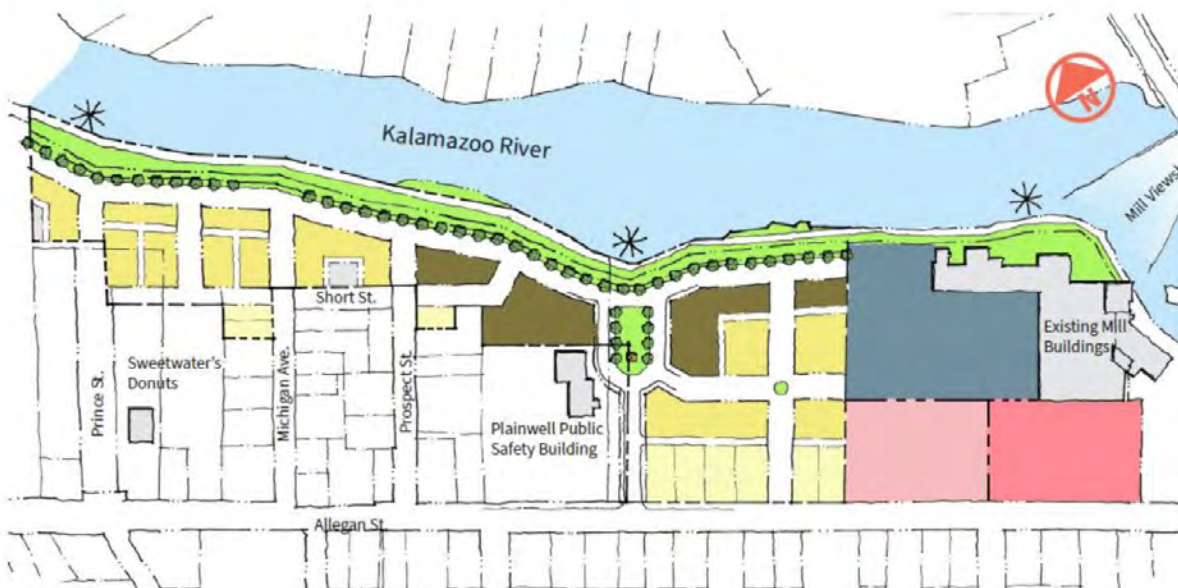
Prudential Preferred, REALTORS® (Now Berkshire Hathaway Home Services)

Agent Services Leader 2011-2014
Agent Services Representative 2009-2011

Metropolitan Title Company
Settlement Services Professional 2006-2008



36-Acre Preferred Development Plan





5136 LOVERS LANE
PORTAGE, MICHIGAN

BACKGROUND

In 2002, the principals of Carl Walker Engineering purchased a 20,000 SF multi-tenant office building in Portage, Michigan. This asset was purchased to both house their corporate headquarters and to service as an investment vehicle for the members of a newly formed LLC, 2D3M Properties. The investment paid off handsomely with a succession of mid-to-long term tenants until 2015.



THE CHALLENGE

The challenge facing the Landlord in 2015 was the possibility of having a building nearly 50% vacant at a time when the Owners were considering selling due to nearing retirement age. In fact, they were provided an offer to purchase by a local real estate developer. The offer came with some very unattractive terms including a Land-Contract provision with little money down and Carl Walker having to dramatically extend their lease term. Additionally, the offer called for a seller credit to buyer for several items which would have actually resulted in the **Seller owing the Buyer money at closing**. It was at this point 2G3M contact NAI Wisinski of West Michigan to review the situation.

THE RESULT

The team at NAI Wisinski of West Michigan met with the ownership, listened to their concerns/goals, and then spent time reviewing the existing leases, financial statements and building floor plans. The team recommended not selling the building until stronger and longer-term tenants were in place and extending the owners lease to better align with their goals (both the goals for the ownership as well as Carl Walker Engineering). The NAI Team then went to work filling the building with three quality regional and national tenants with decent terms on the leases that would be attractive to prospective investors. Within 9 months, the leasing team had successfully brought the building to full occupancy. In order to get there, the strategy required a slight adjustment in the floor-plans which made for more leasable suites and the addition of monument signage along Lovers Lane, which was an attractive amenity for the prospective tenant base. The end result was a fully-leased building with credit quality tenants on more attractive lease terms with credit quality tenants than what previously existed when 2G3M received their original offer from the local developer. This translated into a higher valuation for the asset.

”

“The due diligence process went quickly and smoothly and within six weeks we closed on the building sale.”

-Gary L. Cudney

THE OUTCOME

After fully-leasing the building, the team found an investor, represented by a broker from their Grand Rapids office, to purchase the building at a much more attractive terms than the Seller’s original offer for the local developer. In fact, this sale was consummated at almost exactly twice what 2G3M paid for the building in 2002. Finally, the new owner hired NAI Wisinski of West Michigan to handle the property management for the building and as the largest tenant in the building they are very pleased with the professional services of NAI Wisinski’s property management division.

CLIENT’S THOUGHTS

2G3M Properties, LLC greatly benefited from NAI’s efforts to successfully bring in three new tenants into our owner occupied building, bringing it to 100% occupancy. About that time we were also considering selling it, and NAI brought a potential buyer to us who was a great fit. The due diligence process went quickly and smoothly and within six weeks we closed on the building sale. Now, NAI is the building manager for the new owner and they are doing an excellent job taking care of the building and the tenants!

-Gary L. Cudney, P.E.

Senior Vice-President Carl Walker



**Wisinski of
West Michigan**

NAI Wisinski of West Michigan - Grand Rapids
100 Grandville Ave SW, Suite 100
Grand Rapids, MI 49503
tel 616 776 0100

NAI Wisinski of West Michigan - Kalamazoo
1803 Whites Rd, Suite 2
Kalamazoo, MI 49008
tel 269 353 0311



Brad Keeler, Mayor
Lori Steele, Mayor Pro-Tem
Roger Kenney, Council Member
Todd Overhuel, Council Member
Randy Wisnaski, Council Member
www.plainwell.org

Bryan D. Pond, Superintendent
129 Fairlane Street
Plainwell, Michigan 49080
Phone: 269-685-5153
Fax: 269-685-1994
Email: BPond@plainwell.org

TO: Interim City Manager's
FROM: Bryan Pond, Superintendent
DATE: 4/21/23
SUBJECT: Request for Purchase of New Water Heater

Our current water heater is a A.O. Smith brand, and was purchased in 2006. This boiler is powered by 480 V electrical. The water heater is maintaining 50 degrees and has shorted out two of the three heating elements. At seventeen years of age it should be replaced due to age, and the cost of electrical to operate it.

Our current building boiler is made to have a hot water tank heat exchanger next to it to provide hot water at a very low cost due to the high efficiency of the boiler.

I have received pricing for the recommended "Viessmann Vitocell 300" tank with heat exchanger tubes which is the designed tank for this system. The tank is stainless steel and has an expected life of 30-40 yrs.

During the boiler inspection another maintenance issue arose with the "Hydro-Separator" on the boiler which needs to be replaced. This unit provides protects the boiler from sediment buildup in the hot water.

Pricing is as follows:

Nieborer Heating and Cooling Viessmann" water heater	\$9,790
Necessary Replacement of Separator	<u>\$1,230</u>
	Total \$11,020
A.O. Smith 480V electric, alike replacement of existing	\$6,699
A.O. Smith Commercial Gas Water Heater	\$9,985

With council approval I would like to purchase the Viessmann heater for \$11,020, from Nieborer Heating and Cooling. The funds for this purchase are available in line item 590-540-775.

PROPOSAL

CUSTOMER COPY

Nieboer Heating & Cooling, Inc.
620 Commerce Lane - Parchment, MI. 49004
(269) 381-7430 (phone)
(269)381-2264 (fax)
www.nieboerheating.com

Submitted to: *City of Plainwell*
129 Fairlane
Plainwell, MI 49080

Job location:

We are quoting you on the replacement of the water heater. We will remove and dispose of the existing unit and set the new water heater in the same location. We will provide all necessary piping, pump tank sensor, electrical, and we will replace the existing mixing valve.

- Viessmann Vitocell 300, EVIB119, 119-gallon dual coil tank; tank and coils are 316ti (stainless steel with titanium): **\$9,790.00**
- Replacement of "tailpiece" and O rings on supply side of boiler between heat exchanger and system supply. We will also install new air vent on hydro- separator, purge hydro separator and test water in system to determine whether eater treatment is appropriate: **\$1,230.00**
- Comment: Leave boiler normal room temperature at 99 degrees

This proposal is valid for 30 days

These prices include all labor, materials, tax and permits. One year warranty on all labor. Five-year warranty on all Viessmann equipment and parts.

WE PROPOSE hereby to furnish materials and labor-complete in accordance with above specifications for the sum of

\$ _____ **TERMS: 40% down with balance due upon completion.**

Authorized signature Robert Nieboer (DT) Date: April 14, 2023
(Robert Nieboer, Co-owner)

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. Owner to carry necessary insurance. Our workers are fully covered by Workman's Compensation Insurance.

ACCEPTANCE OF PROPOSAL: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Authorized Signature

Date of acceptance



A.O. Smith DRE-120 119 Gallon 12 kW 480V 3 Element Commercial Electrical Water Heater



CLICK TO EXPAND

Read more

\$6,699.95

Inventory for this item is running low. Order Today! Ships within 2 business days

SELECT PHASE CONFIGURATION: 3 PHASE

3 Phase

1 Add To Cart



Need Some Help? Speak to our friendly customer service. 1-800-359-1334 Email Us

Description

This A.O. Smith DRE-120 119 Gallon 12 kW 480V 3 Element Commercial Electrical Water Heater is a genuine OEM product. It is brand new in the original A.O. Smith factory packaging and is guaranteed to function properly. Please see below for important warranty information.

PLEASE NOTE: This unit can be configured as 1 phase or 3 phase. We require a Phase selection before ordering. Please contact us if you have any questions.



🔍 Hover image to zoom



100 Gallon - 199,000 BTU Cyclone Mxi Commercial Gas Water Heater

Brand: **AO Smith** SKU: **BTH-199** 🔴🔴🔴🔴 (17) Q&A: (0)

− + **\$9,985.00** each

ADD TO CART

In Stock Get 21 **Wed, Apr 26 - Fri, Apr 28**

[More Available](#) [Inventory Details](#)

MANUALS (3)

[Product Overview](#)

[Brochure](#)

[Submittal Sheet](#)

[Replacement Parts List](#)

[Install Instructions](#)

Lift Gate

This product weighs 523 lbs. and may require the use of a lift gate. If you do require a lift gate at your delivery, you'll have the option to add this FREE of charge when you checkout.

Free Shipping This item ships free

Easy Returns No restocking fee for 90 days

Product Highlights

Natural Gas

100 Gallons

75.5" Height

27-3/4" Diameter

ABS, CPVC, PVC

120v

Water Renewal

Superintendent: Bryan Pond

March 2023



Significant Department Actions and Results

The annual (IPP) Industrial Pre-Treatment report was filed with EGLE, no concerns to report.

The annual Mercury report was submitted to EGLE, sample analysis revealed no changes were required to our program.

Both plant digesters were cleaned, the last time these were cleaned was 2013.

The inspector from EGLE did an inspection for our Bio-solids program, and is only requiring some minor changes.

Pending Items (including CIP) FY 22/23

New non clog pumps for 12th St lift station (2)

Clean Dystor, last cleaned 2005 & digesters last cleaned 2013

New Dystor Cover Installed

Expenditure Summary/Issues

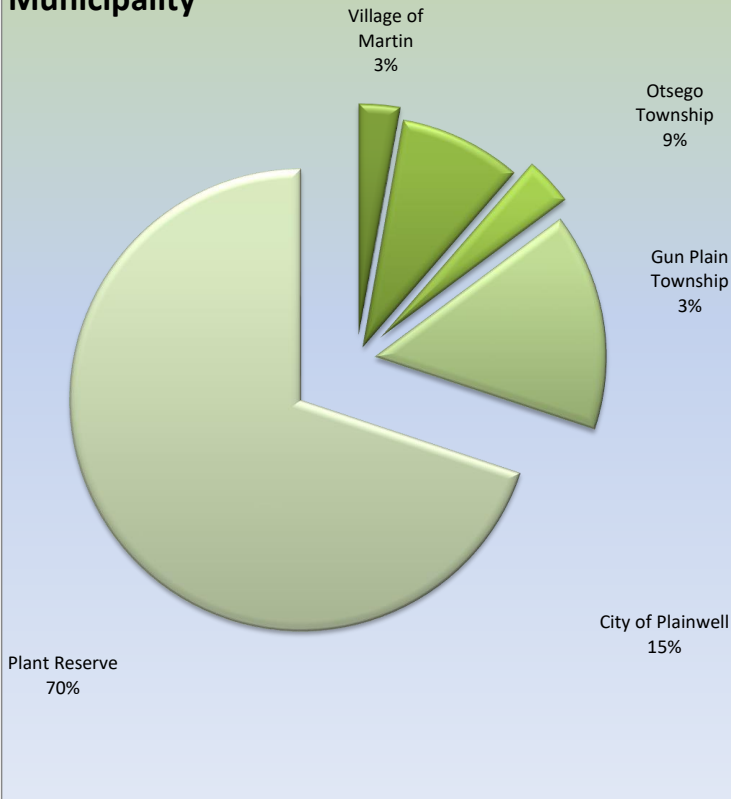
		<u>(budgeted)</u>	(completed)
New non clog pumps for 12th St lift station (2)	\$16,750	\$33,500	complete
Clean Dystor, last cleaned 2005 & digesters last cleaned 2013		\$20,000	complete
New Dystor Cover Installed		\$318,000	due 4-23

Monthly Flow Data

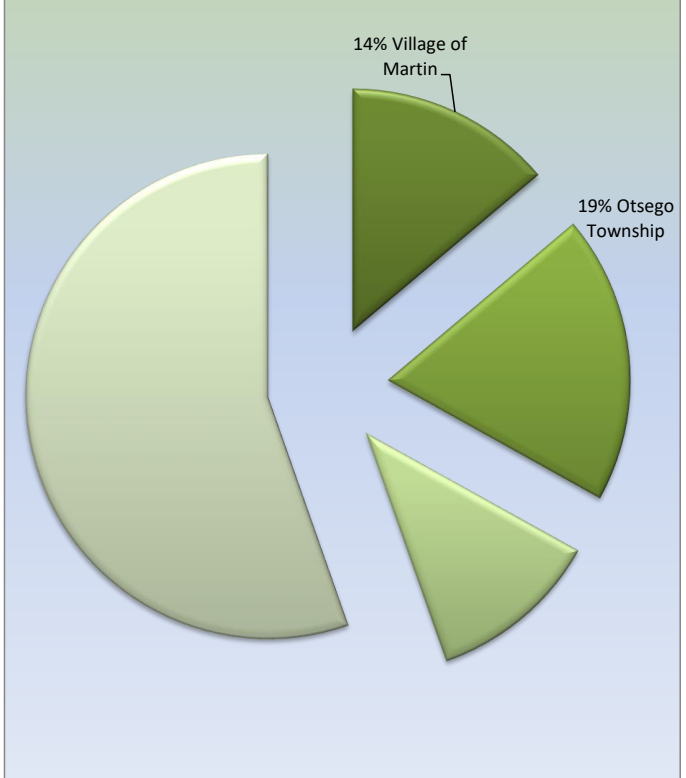
Our permitted volume of treatment is 1,300,000 gallons per day. The table and graph below shows the breakdown of average monthly flow from our customer communities, the percent ownership of our customer communities.

	Total Gallons	Permitted Daily Flow Gallons	Reserve	Ownership of Plant Capacity
Village of Martin	775,680			
Gun River MH Park	354,000			
US 131 Motor Sports Park	0			
Total:	1,129,680			
AVG. DAILY:	40,346	180,000	78%	14%
Otsego Township	Total: 3,457,065			
	AVG. DAILY: 123,467	250,000	51%	19%
Gun Plain Township	Total: 919,000			
North Point Church	2,000			
North 10th Street	274,718			
Gores Addition	175,000			
AVG. DAILY	48,954	150,000	67%	12%
City of Plainwell	Total: 6174104			
	AVG. DAILY: 199164.65	720,000	72%	55%
Avg. Daily Plant Flow from entire service district	0.38			

Monthly % of Flow Per Municipality



Ownership of Plant Capacity



State Required Reporting Compatible Pollutants

MI State Requirement	City Benchmark	Monthly Avg. Reported/MDEQ
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Carbonaceous Biochemical oxygen demand (CBOD-5):

25 mg/l	15	18.19
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This test measures the amount of oxygen consumed by bacteria during the decomposition of organic materials. Organic materials from wastewater treatment facility act as a food source for bacteria.

TOTAL SUSPENDED SOLIDS (TSS):

30 mg/l	15	14
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Includes all particles suspended in water which will not pass through a filter. As levels of TSS increase, a water body begins to lose its ability to support a diversity of aquatic life.

PHOSPHORUS (P):

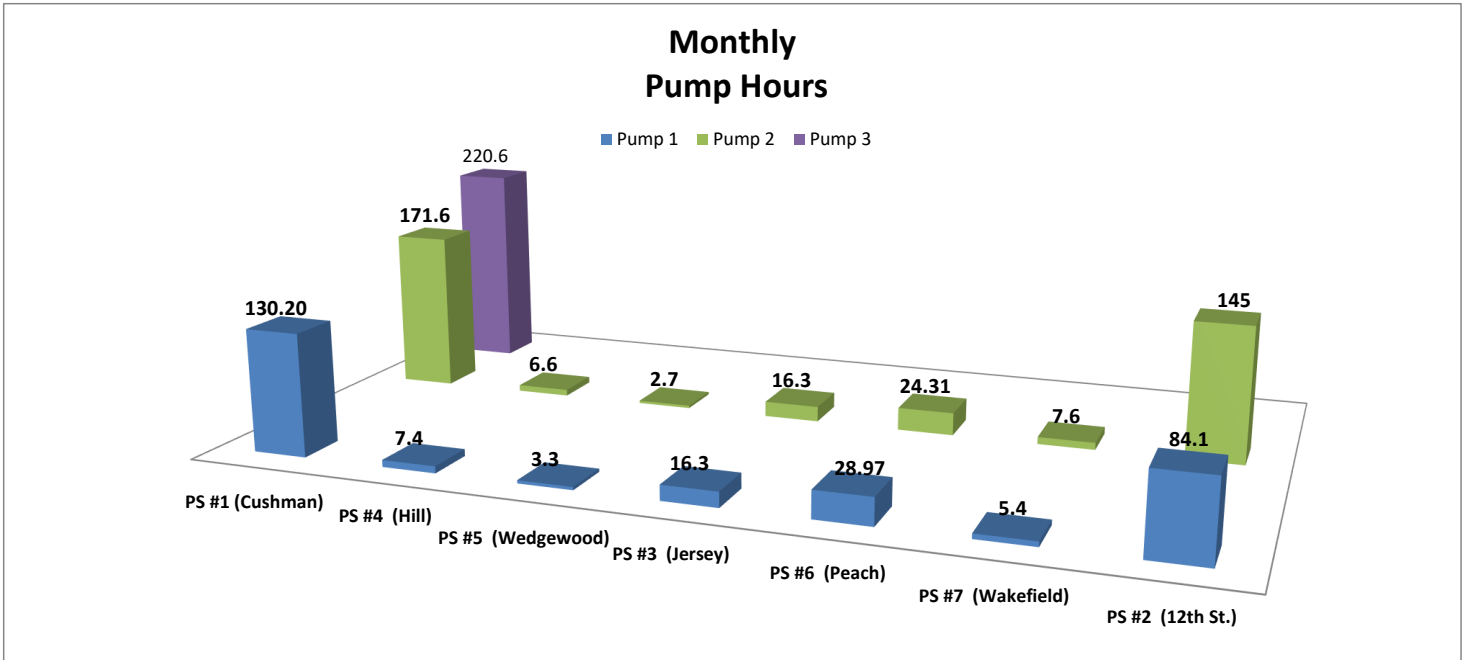
1.0 mg/l	0.45	0.30
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Controlling phosphorous discharges is a key factor in preventing eutrophication of surface waters. Eutrophication is caused by water enrichment of inorganic plant nutrients. Eutrophication negatively effects water bodies due to increases in algal blooming, causing excessive plant growth which depletes dissolved oxygen in the river which is necessary for aquatic life to survive.

Total Coliform (COLI):

200counts/ml	50	2
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A group of bacteria found in soil, on vegetation and in large numbers in the intestine of warm-blooded animals, including humans. Water is not a natural medium for coliform organisms and their presence in water is indicative of some type of contamination.



Pumps convey the waste where gravity sewers cannot, run times are a indicator of how the station is operating and being maintained.

04/20/2023

INVOICE APPROVAL BY INVOICE REPORT FOR CITY OF PLAINWELL
INVOICE ENTRY DATES 04/07/2023 - 04/20/2023
BOTH JOURNALIZED AND UNJOURNALIZED
BOTH OPEN AND PAID

Vendor Code	Vendor Name	Description	Amount
000002	AT&T		
	269685195704-	AIRPORT PHONE SERVICE 3/14 - 4/13/2023	60.01
TOTAL FOR: AT&T			60.01

000004	PLAINWELL AUTO SUPPLY INC		
	684923	DPW - HOSE/HOSE FITTINGS #62 DR	251.67
	685065	DPW - FUEL FILTER TRUCK #19	119.94
	685273	DPW - FUEL FILTER CAP TRUCK 19 AS	54.09
	685305	DPW - O RINGS TRUCK 19 AS	1.57
	685398	DPW - FUEL FILTER CAP TRUCK 19 AS	45.29
	685406	DPW - FUEL FILTER CAP WARRANTY/CREDIT 7 SENSOR TR	(15.20)
	685636	DPS - ANTIFREEZE WELCHER	5.99
	685877	DPW - DISCONNECT SWITCH/BATTERY MNT CHARGER/C/	107.57
	685883	DPW - WELDING CABLE/BATTERY CABLE LUG SMALL ROL	30.93
TOTAL FOR: PLAINWELL AUTO SUPPLY INC			601.85

000009	CONSUMERS ENERGY		
	2023.3	CITY WIDE ELECTRIC SERVICE MARCH 2023	16,875.31
TOTAL FOR: CONSUMERS ENERGY			16,875.31

000010	RIDDERMAN & SONS OIL CO INC		
	40234	AIRPORT FUEL APRIL 2023	104.73
TOTAL FOR: RIDDERMAN & SONS OIL CO INC			104.73

000014	MICHIGAN GAS UTILIITIES CORP		
	4541577700	WR - 12TH ST LIFT STATION GAS SERVICE 3/10 - 4/10/202	41.02
	4542977626	DPW GAS SERVICE 3/13 - 4/12/2023	491.99
	4542988077	CITY HALL GAS SERVICE 3/13 - 4/12/2023	93.06
	4543306274	WR GAS SERVICE 3/13 - 4/12/2023	2,166.74
	4543551463	DPS GAS SERVICE 3/13 - 4/12/2023	477.25
	4543751401	CRISPE HOUSE GAS SERVICE 3/13 - 4/12/2023	496.99
	4543792606	WR CUSHMAN ST LIFT GAS SERVICE 3/13 - 4/12/2023	53.10
	4544617319	DPW BACK BARN GAS SERVICE 3/10 - 4/12/2023	297.85
	4545790105	WR - CHEM ROOM GAS SERVICE 3/14 - 4/13/2023	126.72
TOTAL FOR: MICHIGAN GAS UTILIITIES CORP			4,244.72

000035	APPLIED INNOVATION		
	2193638	CITY HALL COPIER CHARGES 3/13 - 4/12/2023	258.51
	2195862	DPW/WR COPIER CHARGES 3/16 - 4/15/2023	115.60

TOTAL FOR: APPLIED INNOVATION			374.11
000059	GOIN POSTAL LLC		
	16903	DPS - FIRE GEAR SHIPPING MB	251.12
	17366	DPS - FIRE GEAR SHIPPING	53.11
	17480	DPS - FIRE GEAR SHIPPING	44.74
TOTAL FOR: GOIN POSTAL LLC			348.97
000079	ALLEGAN COUNTY NEWS		
	7227	ADMIN - AMED SECTION 52-3 ON 3/9	230.00
TOTAL FOR: ALLEGAN COUNTY NEWS			230.00
000134	HAROLD ZIEGLER FORD		
	328341	DPS - INSPECTION/SERVICE/TUNE UP CAR #6	587.40
TOTAL FOR: HAROLD ZIEGLER FORD			587.40
000138	AMERICAN OFFICE SOLUTIONS		
	33809954	DPS COPIER LEASE & USAGE APRIL 2023	169.59
TOTAL FOR: AMERICAN OFFICE SOLUTIONS			169.59
000153	FLEIS & VANDENBRINK INC		
	65339	WR - PROFESSIONAL SERVICES WRP/IPP 2126 - 4/1 BP	330.00
	65395	DPW - GIS/GPS TRAINING AND GUIDES	1,234.00
TOTAL FOR: FLEIS & VANDENBRINK INC			1,564.00
000332	ALLEGAN COUNTY REGISTER OF DEEDS		
	2023.4	ADMIN - PROCESSING FEE/TRANSFER TAX PARCEL 55029	30.00
TOTAL FOR: ALLEGAN COUNTY REGISTER OF DEEDS			30.00
000370	STATE SYSTEMS RADIO INC		
	2023033012	DPW - ANTENNA'S FOR DPW TURCKS	195.00
TOTAL FOR: STATE SYSTEMS RADIO INC			195.00
000609	MIDWAY CHEVROLET		
	03233	DPS - REPLACE FRONT STRUTS/WHEEL ALIGN/OIL SERVIC	1,521.88
TOTAL FOR: MIDWAY CHEVROLET			1,521.88
000802	MICHIGAN STATE FIREMAN'S ASSN		
	5036	DPS - FIRE & EMERGENCY SERVICES INSTRUCTOR 3RD ED	74.95
TOTAL FOR: MICHIGAN STATE FIREMAN'S ASSN			74.95
000941	WEST MICHIGAN CRIMINAL JUSTICE TC		
	5172	DPS - RED DOT SIGHT PISTOL INSTRUCTOR ROBERTS	600.00
	5245	DPS - SPRING 2023 MCOLES DISTRIBUTION KC	510.49
TOTAL FOR: WEST MICHIGAN CRIMINAL JUSTICE TC			1,110.49
000947	WYOMING ASPHALT PAVING INC.		

2023-011		DPW - POT HOLE REPAIRS	426.72
TOTAL FOR: WYOMING ASPHALT PAVING INC.			426.72
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000991	SAFETY SERVICES INC		
	109422	DPW - SAFETY GLASSES JF	61.18
TOTAL FOR: SAFETY SERVICES INC			61.18
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001043	BS&A SOFTWARE		
	147084	ANNUAL SERVICE/SUPPORT FOR WORK ORDER/TAX SYST	1,015.00
TOTAL FOR: BS&A SOFTWARE			1,015.00
<hr/>			
001413	NCL OF WISCONSIN		
	485738	WR - LAB TESTING SUPPLIES BP	827.89
TOTAL FOR: NCL OF WISCONSIN			827.89
<hr/>			
001536	WASHWELL-STADIUM DRIVE GROUP-SOAP		
	3353	DPS - DRYCLEANING MARCH 2023	40.00
TOTAL FOR: WASHWELL-STADIUM DRIVE GROUP-SOAP			40.00
<hr/>			
001711	DETROIT SALT COMPANY		
	SI23-19690	DPW - 2ND DELIVERY ROAD SALT	3,533.71
TOTAL FOR: DETROIT SALT COMPANY			3,533.71
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001780	BRINK WOOD PRODUCTS		
	130760	DPW - PLAYGROUND MULCH FOR PARKS CP	2,376.15
TOTAL FOR: BRINK WOOD PRODUCTS			2,376.15
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002091	ABONMARCHE CONSULTANTS, INC.		
	145546	GRANT ADMIN SERVICES SOUTHWRIGHT APT THRU 3/31	600.00
TOTAL FOR: ABONMARCHE CONSULTANTS, INC.			600.00
<hr/>			
002116	CHARTER COMMUNICATIONS		
	0005188040123	DPW/WR INTERNET SERVICE APRIL 2023	149.98
	0054103040523	CITY HALL INTERNET/PHONE/TV 4/5 - 5/4/2023	387.07
TOTAL FOR: CHARTER COMMUNICATIONS			537.05
<hr/>			
002149	DONNIE'S AUTO REPAIR		
	2023.3.30	DPS - COILS/PLUGS CAR#1	481.92
	2023.4.10	DPS - BRAKES/ROTORS CAR#1	536.56
TOTAL FOR: DONNIE'S AUTO REPAIR			1,018.48
<hr/>			
002246	ELHORN ENGINEERING CO.		
	296615	DPW - SCALE/PUMPS & INSTSALL CP	3,882.00
TOTAL FOR: ELHORN ENGINEERING CO.			3,882.00
<hr/>			
002368	ORTON, TOOMAN, HALE, MCKOWN & KIEL		
	MAR-23	DPS - PROFESSIONAL SERVICES MARCH 2023	425.00

TOTAL FOR: ORTON, TOOMAN, HALE, MCKOWN & KIEL			425.00
002371	RENEWED EARTH INC		
	31270	DPW - COMPOST SITE MNGT APRIL 2023	1,250.00
TOTAL FOR: RENEWED EARTH INC			1,250.00
002442	HOPKINS PROPANE COMPANY		
	174132	PROPANE @ AIRPORT 310.1 GALLONS	743.93
TOTAL FOR: HOPKINS PROPANE COMPANY			743.93
002650	FUEL MANAGEMENT SYSTEM		
	191453	DPS FUEL FOR POLICE VEHICLES 4/1 - 4/15/2023	791.09
TOTAL FOR: FUEL MANAGEMENT SYSTEM			791.09
002703	CONTINENTAL LINEN SERVICES INC		
	3544667	DPW - RUGS	43.02
	3544668	WR RUGS	19.68
	3550482	DPS - RUGS	28.45
	3556315	CITY HALL RUGS	30.88
	3562173	DPS - RUGS	28.45
TOTAL FOR: CONTINENTAL LINEN SERVICES INC			150.48
002740	STATE OF MICHIGAN		
	551-61360	DPS - SOR FEES MARCH 2023	150.00
TOTAL FOR: STATE OF MICHIGAN			150.00
002787	ESPER ELECTRIC		
	30089	WR -12TH ST LIFT STATION WORK BP	1,955.00
	30177	WR - PUMP SERVICE/REPAIR BP	325.00
TOTAL FOR: ESPER ELECTRIC			2,280.00
002866	MILLASSIST SERVICES INC		
	11946 12508	WR - FABRICATION OF VALVE COUPLING BP	1,043.00
TOTAL FOR: MILLASSIST SERVICES INC			1,043.00
003067	HELPNET		
	145-3337	EMPLOYEE ASSISTANCE PROGRAM APRIL - JUNE 2023	299.88
TOTAL FOR: HELPNET			299.88
004221	R.W. LAPINE INC		
	48637	WR - RELIEF VALVE MAIN BLDG WATER HEATER BP	345.90
	50081329	WR - BOILER TUBES/VALVES BP	6,966.00
	50081355	WR - EXHAUST FAN BP	625.00
TOTAL FOR: R.W. LAPINE INC			7,936.90
004796	SILVERSCRIPT INSURANCE COMPANY		
	2023.04TOWN	RETIREE PRESCRIPTION COVERAGE APRIL 2023 - TOWN	30.60

	2023.04WHIT	RETIREE PRESCRIPTION COVERAGE APRIL 2023 - WHITNE	30.60
TOTAL FOR: SILVERSCRIPT INSURANCE COMPANY			61.20
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004812	FISH WINDOW CLEANING		
	2647-122840	DPS WINDOW CLEANING APRIL 2023	182.00
	2647-122978	WR - WINDOW CLEANING BP	81.00
TOTAL FOR: FISH WINDOW CLEANING			263.00
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004814	WILLIAMS & WORKS		
	96221	ADMIN - PROFESSIONAL SERVICES PLANNING/ZONING M	108.00
TOTAL FOR: WILLIAMS & WORKS			108.00
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004837	MUNIWEB		
	55015	ADMIN - WEBSITE HOSTING/SUPPORT/ PARK UPDATE M	1,462.50
TOTAL FOR: MUNIWEB			1,462.50
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004852	PACE ANALYTICAL SERVICES LLC		
	2350213110	WR - SAMPLE TESTING BP	330.80
TOTAL FOR: PACE ANALYTICAL SERVICES LLC			330.80
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004855	PLAINWELL ACE HARDWARE		
	12991	DPW - MISC DRILL BITS FOR DPS AB	23.97
	12992	DPW - SELF-DRILL 1/4X1 EXCHANGE 1/4X1/2 AB	0.00
	13004	DPW - ROOFING NAILS FOR DPS AB	16.77
	13019	DPW - CAUTION TAPE RIVERWALK FLOOD AREAS DR	12.99
	13020	WR - PAINTERS TAPE (4) BP	27.96
	13039	DPW - QUIKRETE FOR ISLAND AVE SINKHOLE REPAIR	59.16
	13044	WR - BATTERIES/DUSTER/HOSE BARB BP	28.57
	13048	DPW - SHOVEL (2) AB	79.98
	13051	DPW - MORTAR MIX QUIKRETE AB	23.96
TOTAL FOR: PLAINWELL ACE HARDWARE			273.36
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004886	REPUBLIC SERVICES		
	0249-007832790	CITY WIDE RECYCLING SERVICE APRIL 2023	4,494.44
TOTAL FOR: REPUBLIC SERVICES			4,494.44
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004902	BLOOM SLUGGETT PC		
	23736	ADMIN - PROFESSIONAL SERVICES MARCH 2023	5,705.00
TOTAL FOR: BLOOM SLUGGETT PC			5,705.00
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005012	UNITED BANK		
	2023.04.12	ACH FEE - PAYROLL DIRECT DEPOSIT	7.00
	2023.04.14	ACH FEE - UB PAYMENT UPLOAD	7.00
TOTAL FOR: UNITED BANK			14.00
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005015	CHECKALT-KLIK		
	202250	ELOCKBOX FEES MARCH 2023	143.49

TOTAL FOR: CHECKALT-KLIK 143.49

005047 STAPLES, INC.
3534650484 DPW OFFICE SUPPLIES CP 118.52

TOTAL FOR: STAPLES, INC. 118.52

005110 ALS GROUP USA, CORP
4120-99376197 WR - TOXICITY TESTING BP 700.00

TOTAL FOR: ALS GROUP USA, CORP 700.00

005147 DIVERSIFIED NATIONAL TITLE AGENCY
22-7821 KALAMAZOO RIVER PROJECT TITLE INVOICE 9,250.00

TOTAL FOR: DIVERSIFIED NATIONAL TITLE AGENCY 9,250.00

CBEFT HUNTINGTON NATIONAL BANK
2023.03 MARCH 2023 HUNTINGTON BANK SERVICE CHARGE 30.00

TOTAL FOR: HUNTINGTON NATIONAL BANK 30.00

TOTAL - ALL VENDORS 80,435.78

INVOICE AUTHORIZATION

Person Compiling Report

I verify that to the best of my knowledge the attached invoice listing is accurate and the procedures in place to compile this invoice listing has been followed.

Insert Signature:

Roxanne Branch
Digitally signed by Roxanne Branch
Date: 2023.04.20 13:30:50 -04'00'

Brian Kelley, Finance Director/Treasurer

I verify that I have reviewed the expenditures attributed to my department and to the best of my knowledge the attached invoice listing is accurate and complies with the City's purchasing policy.

Insert Signature:

Brian Kelley
Digitally signed by Brian Kelley
Date: 2023.04.21 17:55:01 -04'00'

Bryan Pond, Water Renewal Plant Supt.

I verify that I have reviewed the expenditures attributed to my department and to the best of my knowledge the attached invoice listing is accurate and complies with the City's purchasing policy.

Insert Signature:

Bryan Pond
Digitally signed by Bryan Pond
Date: 2023.04.21 07:39:28 -04'00'

Kevin Callahan, Public Safety Director

I verify that I have reviewed the expenditures attributed to my department and to the best of my knowledge the attached invoice listing is accurate and complies with the City's purchasing policy.

Insert Signature:

Bob Nieuwenhuis, Public Works Supt.

I verify that I have reviewed the expenditures attributed to my department and to the best of my knowledge the attached invoice listing is accurate and complies with the City's purchasing policy.

Insert Signature:

Robert Nieuwenhuis
Digitally signed by Robert Nieuwenhuis
Date: 2023.04.21 08:21:32 -04'00'

Vacant, City Manager

I verify that I have reviewed the expenditures attributed to my department and to the best of my knowledge the attached invoice listing is accurate and complies with the City's purchasing policy.

Insert Signature:

Reports & Communications:

A. Performance Resolution for Municipalities

In December 2022, Council adopted Resolution 2023-05 authorizing the Director of Public Safety to liaison with the State of Michigan for M-89 road closures. The state now requires a specific “performance resolution” naming the city’s authorized representative for any permit work being done on the “state highway right of way.”

Recommended action: Consider re-confirming authority for the Director of Public Safety to apply to the Michigan Department of Transportation for the necessary permits to work within the State Highway Right of Way.

B. DPW – Mill Freight Elevator

Great Lakes Elevator is the city’s contractor for elevator maintenance. The freight elevator needs a three-year certification, which will assist in development of the mill.

Recommended action: Consider approving a project with Great Lakes Elevator for three-year certification for the freight elevator in the mill in the amount of \$6,500.00.

C. DPW – Street Sweeping Removal

Street sweeping debris has accumulated at the DPW facility for some time. The product has been tested and can be deposited at the Kent County Landfill. The debris will be transported by H&K Trucking for an approximate cost of \$4,000.00. The cost of the landfill has been estimated based on the weight of the debris being hauled out.

Recommended action: Consider approving disposal fees to Kent County Landfill in an amount not to exceed \$7,500.00 for disposal of street sweeping debris.

D. Commercial Real Estate Services

The city solicited quotes from three (3) companies for commercial real estate marketing services for the property adjacent to the Industrial Park. The city recommends NAI Wisinski of West Michigan based on evaluation of the proposal. The firm also provided a quote for the Mill Property, but the recommendation before Council is only for the land adjacent to the Industrial Park.

Recommended action: Consider approving an agreement with NAI Wisinski of West Michigan for marketing/sale of the 52 acres adjacent to the Industrial Park.

E. WR – Replacement Water Heater

The water heater at the Renewal Plant has reached the end of its useful life. Three (3) bids were received for replacement. The recommended replacement is much more energy efficient and offers a longer useful life than the electric or gas model replacements.

Recommended action: Consider approving a new Viessmann Vitocell 300 water heater.

Reminder of Upcoming Meetings

- May 3, 2023 – Plainwell Planning Commission – 6:30pm
- **May 8, 2023 – Plainwell City Council – 7:00pm**
- May 9, 2023 – Plainwell DDA/BRA/TIFA – 7:30am
- May 11, 2023 – Plainwell Parks & Trees – 5:00pm

Non-Agenda Items / Materials Transmitted

- None