

**Agenda**  
**Huron-Clinton Metropolitan Authority**  
**Board of Commissioners**  
**May 11, 2020 – 1:00 p.m.**

**VIA GoToMeetings**

<https://global.gotomeeting.com/join/974989013>

**Phone: +1 (312) 757-3121 / Access Code: 974-989-013#**

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1. Call to Order
2. Approval – Resolution Establishing Rules for Remote Meetings **pg. 1**
3. Chairman’s Statement
4. Public Participation
5. Approval – May 6, 2020 Special Meeting Minutes
6. Approval – May 11, 2020 Full Agenda

**Consent Agenda**

7. Approval – May 11, 2020 Consent Agenda
  - a. Approval – April Financial Statements
  - b. Approval – April Appropriation Adjustments **pg. 2**
  - c. Report – April Capital Project Fund **pg. 4**
  - d. Report – April Marketing Update **pg. 6**
  - e. Report – April Planning and Development Update **pg. 13**
  - f. Report – Permit Scanning Data Report **pg. 26**
  - g. Approval – Park Radio Upgrades **pg. 48**
  - h. Report – Purchases over \$10,000 **pg. 49**

**Regular Agenda**

8. **Reports**
  - A. *Financial Department***
    1. Report – April General Fund Financial Review **pg. 50**
  - B. *Planning Department***
    1. Approval – Potential Property Acquisition, Wolcott Mill Metropark **pg. 51**
  - C. *Administrative Department***
    1. Approval – Consumers Energy Easement, Kensington Metropark **pg. 120**
    2. Approval – Summer 2020 Event Cancellation Timeline **pg. 126**
  - D. *Engineering Department***
    1. Report – Committed Construction Projects **pg. 129**
    2. Report – Project Construction Updates **pg. 133**
9. Other Business
10. Staff Leadership Update
11. Commissioner Comments
12. Motion to Adjourn

The next regular Metroparks Board meeting will take place  
**Thursday, June 11, 2020 – 1:00 p.m.**  
Lake Erie Metropark – Pool Food Bar Area

**HURON-CLINTON METROPOLITAN AUTHORITY  
BOARD OF COMMISSIONERS  
RESOLUTION SUPPLEMENTING RESOLUTION 2020-10  
RESOLUTION CONTINUING RULES FOR REMOTE ATTENDANCE BY COMMISSIONERS AND MEMBERS  
OF THE PUBLIC AT REMOTE MEETINGS DUE TO CORONAVIRUS PANDEMIC**

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**Resolution No. 2020-13**

Motion made by: Commissioner \_\_\_\_\_

Supported by: Commissioner \_\_\_\_\_

**WHEREAS**, on April 9, 2020, the Board of Commissioners adopted Resolution No. 2020-10, establishing rules for remote attendance by Commissioners and members of the public at remote meetings due to the Coronavirus pandemic as authorized by the Governor's Executive Order No. 2020-15; and

**WHEREAS**, on April 14, 2020, the Governor issued Executive Order No. 2020-48 which rescinded Executive Order No. 2020-15, but extended the ability of public bodies to conduct remote public meetings under the same terms and conditions as originally authorized under Executive Order 2020-15, through May 12, 2020; and

**WHEREAS**, on May 6, 2020, the Governor issued Executive Order No. 2020-75 which rescinded Executive Order No. 2020-48, but extended the ability of public bodies to conduct remote public meetings under the same terms and conditions as originally authorized under Executive Order 2020-48, through June 30, 2020; and

**WHEREAS**, the Board of Commissioners desires to continue to authorize its members and members of the public to attend all meetings of the Board of Commissioners remotely under the rules established pursuant to Resolution No. 2020-10.

**NOW THEREFORE BE IT RESOLVED**, that:

1. The authorization for remote meetings and the rules established under Resolution No. 2020-10 are hereby ratified, confirmed and shall continue in full force and effect.
2. This Resolution shall be effective immediately and shall remain in effect until June 30, 2020, or so long as Executive Order 2020-75 is in effect, or so long as any subsequent executive order substantially similar to Executive Order 2020-75 is in effect, whichever is longer.
3. All resolutions and parts of resolutions insofar as they conflict with the provisions of this resolution by and the same hereby are rescinded.

AYES: \_\_\_\_\_

NAYS: \_\_\_\_\_

RESOLUTION DECLARED ADOPTED.

\_\_\_\_\_  
Shawn M. Athayde  
Recording Secretary

I hereby certify that the attached is a true and complete copy of a resolution adopted by the Board of Commissioners of the Huron-Clinton Metropolitan Authority, at a regular meeting held on the 11<sup>th</sup> day of May, 2020 and that public notice of said meeting was given pursuant to and in full compliance with the Open Meetings Act, Act No 267, Public Acts of Michigan, 1976, as temporarily modified by Governor Whitmer's Executive Order No. 2020-75 (COVID-19) and that minutes of the meeting were kept and will be or have been made available as required by said Act.

\_\_\_\_\_  
Shawn M. Athayde  
Recording Secretary



To: Board of Commissioners  
From: Rebecca Franchock, Chief of Finance  
Subject: Approval – April Appropriation Adjustments  
Date: May 6, 2020

**Action Requested: Motion to Approve**

That the Board of Commissioners approve the April 2020 Appropriation Adjustments as recommended by Chief of Finance Rebecca Franchock and staff.

**Background:** The Metroparks ERP system provides a work-flow process to facilitate departmental budget management. Requested transfers are initiated by department staff and routed to the appropriate department head/district park superintendent for review and approval. Finance provides a final review of the approved requests to verify that they do not negatively impact the Fund Balance.

For April, \$75,941 was transferred within and between the departments to move funds to the correct account. \$45,117 was transferred to the Capital Projects Fund for engineering wages, which were originally budgeted in the General Fund. In addition, there were various adjustments to taxes receivable, resulting in a net increase of \$16,428. The net impact on Fund Balance is a \$16,429 increase.

The result of these changes can be seen by Accounting Function and Location in the attached chart.

**Attachment: April Appropriation Adjustments**

**Huron-Clinton Metropolitan Authority**  
**April 2020 Appropriation Transfer Summary**

**Expense Accounts**

	Location	Expense Increase/ Revenue Decrease	Expense Decrease/ Revenue Increase	Difference
<b>Funding for Capital Project Fund</b>				
	Funding To/From General Fund	\$ 45,117	\$ -	\$ 45,117
	<b>Total</b>	<b>\$ 45,117</b>	<b>\$ -</b>	<b>\$ 45,117</b>
<b>Capital</b>				
	Administrative Engineering	\$ -	\$ 45,117	\$ (45,117)
	Lake St. Clair	-	1,115	(1,115)
	Kensington	-	5,000	(5,000)
	Hudson Mills	2,515	-	2,515
	Wolcott Mill	6,115	2,515	3,600
	<b>Total</b>	<b>\$ 8,630</b>	<b>\$ 53,747</b>	<b>\$ (45,117)</b>
<b>Major Maintenance</b>				
	Stony Creek	\$ 10,340		\$ 10,340
	<b>Total</b>	<b>\$ 10,340</b>	<b>\$ -</b>	<b>\$ 10,340</b>
<b>Operations</b>				
	Administrative Office	\$ 824	\$ 824	\$ -
	Hudson Mills	4,300	4,300	-
	Stony Creek	-	10,340	(10,340)
	Huron Meadows	6,730	6,730	-
	<b>Total</b>	<b>\$ 11,854</b>	<b>\$ 22,194</b>	<b>\$ (10,340)</b>
	<b>Total General Fund Transfers</b>	<b>\$ 75,941</b>	<b>\$ 75,941</b>	<b>\$ -</b>
<b>Capital Project Fund</b>				
	Funding To/From General Fund	\$ -	\$ 45,117	\$ (45,117)
	Lake St. Clair	1,789	-	1,789
	Kensington	8,828	-	8,828
	Lower Huron/Willow/Oakwoods	10,297	-	10,297
	Hudson Mills	1,060	-	1,060
	Stony Creek	21,917	-	21,917
	Lake Erie	1,226	-	1,226
	<b>Total</b>	<b>\$ 45,117</b>	<b>\$ 45,117</b>	<b>\$ -</b>
<b>Tax Adjustment</b>				
	Current	\$ -	\$ 3,337	\$ (3,337)
	Prior	-	13,092	(13,092)
	<b>Total</b>	<b>\$ -</b>	<b>\$ 16,429</b>	<b>\$ (16,429)</b>





To: Board of Commissioners  
From: Rebecca Franchock, Chief of Finance  
Subject: Report – Monthly Capital Project Fund  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners receive and file the Capital Project Fund report as submitted by Rebecca Franchock and staff.

**Background:** In 2018, the Board of Commissioners approved the creation of a capital project fund. To improve the information provided on specific capital improvement projects Finance is working on developing a monthly performance report.

The following columns of data are provided by project:

- Life-To-Date Total Project Budget
- Year-To-Date Total Project Expenditures
- Life-To-Date Total Project Expenditures
- Current Project Encumbrances (Funds committed through the purchase order process)
- Balance (Life-To-Date Budget less Life-To-Date Expenditures and Current Encumbrances)

**Project updates include:**

- A new Capital Project Fund project was identified, and staff time spent on, the Stony Creek 26 Mile Road Connector Path bringing the total number of projects to 49.
- 21 of the 49 capital improvement projects had staff time spent on them during the month.
- Significant work (\$109,000) was paid towards completion of the Oakwoods Nature Center Exhibit project.
- Both the Stony Creek Baypoint Beach and the Kensington Maple Beach Site Improvement projects also had significant funds spent in April (\$134,000 and \$170,000 respectively).

**Attachment: April 2020 Capital Project Fund Update**

**Capital Project Fund**  
**Period Ending April 30, 2020**

Project Code	Project Description	GL Account Number	Location	Category	Life to Date Budget	Year to Date Transactions	Life to Date Transactions	Life to Date Encumbrance	Balance	Project Status
50217.679	Nature Center Improvements-DNR Passport Grant Funded	80-5-102-880-88	Lake St Clair	Building	70,512.74	27,770.10	41,965.03	15,000.00	13,547.71	
50217.683	Pump Station No. 1 Replacement-SAW Grant	80-5-102-990-88	Lake St Clair	Other Improvements	430,031.46	(21,614.59)	351,860.56	45,087.90	33,083.00	
50219.688	Black Creek Marsh Wetland Filtration Enhancement	80-5-102-990-88	Lake St Clair	Other Improvements	253,000.00	0.00	0.00	0.00	253,000.00	
50220.692	Accessible Kayak Launch & Power Installation	80-5-102-990-88	Lake St Clair	Other Improvements	50,000.00	0.00	0.00	0.00	50,000.00	
50220.693	Backup Internet Fiber Installation	80-5-102-990-89	Lake St Clair	Infrastructure	40,000.00	0.00	0.00	0.00	40,000.00	
50220.694	Electrical Grid Replacement - Design in 2020	80-5-102-990-89	Lake St Clair	Infrastructure	1,000,000.00	0.00	0.00	0.00	1,000,000.00	
50417.1107	Maple Beach Site Improvements	80-5-104-538-88	Kensington	Other Improvements	936,520.26	183,910.29	295,304.84	638,215.42	3,000.00	
50418.1113	Nature Center Exhibits	80-5-104-880-88	Kensington	Other Improvements	30,897.88	0.00	30,897.88	0.00	-	Complete
50420.1118	Maple Beach - Universal Accessible Playground	80-5-104-538-89	Kensington	Infrastructure	526,022.64	1,022.64	1,022.64	0.00	525,000.00	
50420.1119	Hike-Bike Trail Reconstruction	80-5-104-990-89	Kensington	Infrastructure	432,419.40	3,997.40	3,997.40	0.00	428,422.00	
50420.1120	West Boat Launch - Accessible Kayak Launch	80-5-104-990.88	Kensington	Other Improvements	308,000.00	0.00	0.00	0.00	308,000.00	
50519.126	Iron Belle Trailhead	80-5-108-990-82	Dexter-Delhi	Land Improvements	88,560.28	662.70	5,007.28	39,428.00	44,125.00	
50520.127	Delhi Relocating Border to Border Trail	80-5-108-990-89	Dexter-Delhi	Infrastructure	100,000.00	0.00	0.00	0.00	100,000.00	
50520.128	Relocating Concessionaire Canoe Livery Building	80-5-108-990-84	Dexter-Delhi	Building	75,286.44	286.44	286.44	0.00	75,000.00	
50619.491	North Fishing Site Redevelopment	80-5-106-990-88	Lower huron	Other Improvements	304,737.97	4,644.23	15,937.97	0.00	288,800.00	
50620.492	Bemis Road Entrance Fiber Connectivity	80-5-106-990-89	Lower huron	Infrastructure	0.00	0.00	0.00	0.00	-	
50620.493	Backup Internet Fiber Installation	80-5-106-990-89	Lower huron	Infrastructure	205,000.00	0.00	0.00	0.00	205,000.00	
50620.494	Hike-Bike Trail Reconstruction	80-5-106-990-89	Lower huron	Infrastructure	310,934.29	4,514.29	4,514.29	0.00	306,420.00	
50820.216	Hike-Bike Trail Reconstruction	80-5-108-990-89	Hudson Mills	Infrastructure	268,105.08	2,947.08	2,947.08	0.00	265,158.00	
50820.217	Backup Internet Fiber Installation	80-5-108-990-89	Hudson Mills	Infrastructure	40,000.00	0.00	0.00	0.00	40,000.00	
50820.218	Rapids View Area Development	80-5-108-990-89	Hudson Mills	Infrastructure	453,800.00	0.00	0.00	0.00	453,800.00	
50820.219	Toll Booth Removal and Replacement	80-5-108-590-84	Hudson Mills	Building	80,000.00	0.00	0.00	0.00	80,000.00	
50917.542	Baypoint Beach Site Improvements	80-5-109-538-88	Stony Creek	Other Improvements	1,195,527.70	141,680.11	243,581.94	949,795.76	2,150.00	
50918.548	Shelden Trails Redevelopment	80-5-109-990-89	Stony Creek	Infrastructure	272,548.12	132.54	49,067.12	223,481.00	-	
50920.553	Boat Launch Parking Lot Reconstruction	80-5-109-540-88	Stony Creek	Other Improvements	1,239,665.09	33,778.91	45,612.59	1,083,345.35	110,707.15	
50920.554	Boat Launch Building Redevelopment	80-5-109-540-84	Stony Creek	Building	1,568,458.76	21,309.66	25,446.26	57,736.50	1,485,276.00	
50920.555	Development of Off Leash Dog Area	80-5-109-990-82	Stony Creek	Land Improvements	138,500.00	0.00	0.00	0.00	138,500.00	
50920.556	Backup Internet Fiber Installation	80-5-109-990-89	Stony Creek	Infrastructure	80,000.00	0.00	0.00	0.00	80,000.00	
50920.557	Shore Fishing Replace Vault Latrine	80-5-109-990-84	Stony Creek	Building	60,596.43	596.43	596.43	0.00	60,000.00	
50920.558	26 Mile Rd. Connector - Bike Path	80-5-109-990-89	Stony Creek	Infrastructure	66.27	66.27	66.27	0.00	-	
51017.311	Park Office Replacement	80-5-106-990-84	Willow	Building	2,148,753.82	23,165.97	112,736.32	9,267.50	2,026,750.00	
51017.313	Service Yard Stormwater Improvements-SAW Grant	80-5-106-990-89	Willow	Infrastructure	124,749.91	(3,609.01)	91,744.17	27,940.74	5,065.00	
51019.314	Golf Course Culvert Replacement	80-5-106-650-89	Willow	Infrastructure	300,197.55	34,606.48	41,351.43	33,846.12	225,000.00	
51020.315	Main Park Road Culvert Replacements near Acorn Knoll	80-5-106-990-89	Willow	Infrastructure	40,000.00	0.00	0.00	0.00	40,000.00	
51020.316	Administrative Office and Existing Maintenance Building - Gas Service Line	80-5-106-990-89	Willow	Infrastructure	200,000.00	0.00	0.00	0.00	200,000.00	
51020.317	Backup Internet Fiber Installation	80-5-106-990-89	Willow	Infrastructure	80,000.00	0.00	0.00	0.00	80,000.00	
51118.110	Nature Center Exhibit Design	80-5-106-880-88	Oakwoods	Other Improvements	603,900.00	296,271.02	402,377.02	169,977.23	31,545.75	
51119.111	Flat Rock Dam Boom Installation	80-5-106-990-88	Oakwoods	Other Improvements	30,830.83	8,205.40	11,392.83	6,644.50	12,793.50	
51120.113	Backup Internet Fiber Installation	80-5-106-990-89	Oakwoods	Infrastructure	40,000.00	0.00	0.00	0.00	40,000.00	
51120.114	Accessible Nature Trail Development	80-5-106-880-89	Oakwoods	Infrastructure	248,000.00	0.00	0.00	0.00	248,000.00	
51218.239	Shoreline and Fish Habitat Restoration	80-5-112-990-88	Lake Erie	Other Improvements	1,614,477.00	40,790.35	75,135.29	115,227.71	1,424,114.00	
51220.240	Boat Launch Fish Cleaning Station	80-5-112-990-88	Lake Erie	Other Improvements	45,000.00	0.00	0.00	0.00	45,000.00	
51220.241	Accessible Kayak Launch with Area Development	80-5-112-990-88	Lake Erie	Other Improvements	245,000.00	0.00	0.00	0.00	245,000.00	
51319.139	Mill Building Stabilization and Repairs	80-5-113-880-84	Wolcott	Building	100,000.00	0.00	17,272.00	5,668.00	77,060.00	
51319.140	Generator Hookup at Farm	80-5-113-881-89	Wolcott	Infrastructure	50,000.00	0.00	0.00	0.00	50,000.00	
51320.142	Phase Two - Animal Pen Fencing Replacement	80-5-113-881-88	Wolcott	Other Improvements	30,000.00	0.00	0.00	0.00	30,000.00	
51320.144	Farm to Mill Trail Connector	80-5-113-881-89	Wolcott	Infrastructure	1,000,000.00	0.00	0.00	0.00	1,000,000.00	
51520.159	Backup Internet Fiber Installation	80-5-115-990-89	Indian Springs	Infrastructure	40,000.00	0.00	0.00	0.00	40,000.00	
51620.093	Backup Internet Fiber Installation	80-5-116-990-89	Huron Meadows	Infrastructure	80,000.00	0.00	0.00	0.00	80,000.00	
Grants	50217.679R - Nature Center Building Improvement		Lake St Clair		(45,000.00)	0.00	0.00	0.00	(45,000.00)	
Grants	50219.688R - Black Creek Marsh Wetland Filtration Grant		Lake St Clair		(160,000.00)	0.00	0.00	0.00	(160,000.00)	
Grants	50420.1120R - Accessible Kayak Launch Grant		Kensington		(154,000.00)	0.00	0.00	0.00	(154,000.00)	
Grants	50520.128R - Relocate Concessionaire Building		Delhi		(5,000.00)	0.00	0.00	0.00	(5,000.00)	
Grants	50519.126R - Iron Belle Trailhead		Dexter-Huron		(38,742.00)	0.00	0.00	0.00	(38,742.00)	
Grants	50619.491R - North Fishing Site Accessibility Grant		Lower Huron		(144,400.00)	0.00	0.00	0.00	(144,400.00)	
Grants	50820.218R - Rapids View Area Development Grant		Hudson Mills		(226,900.00)	0.00	0.00	0.00	(226,900.00)	
Donations	50918.548R - Shelden Trail		Stony Creek		(50,000.00)	0.00	0.00	0.00	(50,000.00)	
Grants	50920.555R - Off Leash Dog Area Grant		Stony Creek		(50,000.00)	0.00	0.00	0.00	(50,000.00)	
Grants	51017.313R - Service Yard Stormwater Improvements-SAW		Willow		(55,759.94)	0.00	0.00	0.00	(55,759.94)	
Grants	51120.114R - Accessible Nature Trail Development Grant		Oakwoods		(124,000.00)	0.00	0.00	0.00	(124,000.00)	
Grants	51218.239R - Coastal Marsh Habitat & Trail Development		Lake Erie		(1,478,039.38)	0.00	0.00	0.00	(1,478,039.38)	
Grants	51220.241R - Kayak Launch Area Development Grant		Lake Erie		(122,500.00)	0.00	0.00	0.00	(122,500.00)	
					<b>\$ 14,925,533.60</b>	<b>\$ 802,567.73</b>	<b>\$ 1,870,121.08</b>	<b>\$ 3,420,661.73</b>	<b>\$ 9,634,975.79</b>	



To: Board of Commissioners  
From: Danielle Mauter, Chief of Marketing and Communications  
Subject: Report – April Marketing Update  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners receive and file April Marketing Report as recommended by Chief of Marketing and Communications Danielle Mauter and staff.

**Attachment: April Marketing Report**

# MONTHLY MARKETING REPORT

April 2020

Administrative Office  
13000 High Ridge Drive  
Brighton, MI 48814



[METROPARKS.COM](http://METROPARKS.COM)

## UPDATES ON GOALS

### 1. Increase awareness and understanding of the Metroparks brand and identity

Ongoing and measured through the increases in the other goals until such time a follow-up public poll is conducted.

### 2. Increase overall attendance by 30,000 vehicles over and above the 2019 car count goal

Last month's board packet showed increases in tolling revenue and car counts compared to this time in 2019. Additionally, the onset of the Covid-19 epidemic has led to unprecedented changes in tolling and attendance. Please see the board stats at the end of the packet for most up to date counts at this time.

### 3. Collaborate with Planning and Development and Information Technology departments to establish regular reporting and evaluation of marketing performance data

The marketing department campaign and project calendar has been shared with all department heads. As media buys are placed, the geographic zip code areas and dates they are placed in will be shared with Planning so that these areas can be incorporated into the scanning data reports for those date ranges. We were planning to look at compare previous years' attendance on those event dates in those zip codes to see if ad placements are impactful. However, shifts in programming and events will impact what we are able to compare and how we track and report on these attendances will be re-evaluated going forward into summer.

Work with the IT department continued to begin set up of future campaign pages and tracking of ad campaigns to these pages will take place.

### 4. Increase attendance at Interpretive Series programs by 30% over 2019 attendance

Unfortunately, the Covid-19 epidemic has resulted in cancelations of interpretive programs through at least June 5. It's anticipated that this will result in this goal not being met for the year, but we will instead calculate results at the end of the year based on the months in which we were able to deliver programs as scheduled.

5. **Increase Family reunions/picnics/events booked in the parks by at least 3-5 percent from \$373, 500 to at least \$384,705 - \$392,175 by end of 2020**

Promotions for shelter reservations started on Feb. 20 but were halted when the Covid-19 epidemic restrictions started being put into place. With the final date of restrictions being unclear at this time, we are not promoting reserving spaces for large gatherings. Once restrictions start lifting, we will resume promotions of these spaces if we are able to, but we will have missed the prime reservation season where the best opportunities to reach this goal would have been.

6. **Increase golf outings booked at Metroparks courses by 10 percent in 2020 with an average of at least 50 golfers per outing.**

With Covid-19 restriction delaying the start of golf at course and then impacting the normal play on the courses with restricting cart use, gathering and food service, we have shifted from promoting outings and leagues to promoting safe social distancing golf instead. We anticipate that this goal will not be met this year.

7. **Increase attendance at aquatic facilities through use of consistent messaging, special promotions, pop-up pricing and dynamic pricing**

We have put a pause on planned promotions for water facilities until it is more clear what water facilities operations will look like this summer. It is likely that we will not be promoting the special promotions and pricing as planned because it is anticipated to have some form of social distancing restrictions that will results in lower than normal attendance at aquatic facilities.

8. **Increase Instagram followers by 20 percent over the 2019 goal to 2,400 total**

Currently at 1941.

9. **Increase Facebook followers by 20 percent over 2019 goal from 14,000 to 16,800 followers by end of 2020**

Currently at 14,362.

10. **Increase average Facebook engagement by 100 percent**

Year to Date engagement through April 16 (our normal monthly reporting is the 15<sup>th</sup> of month prior to 16<sup>th</sup> of current month) is 10,878. Compared to 8,217 in this time period in 2019. One trend we are continuing to see is that with Covid-19 restrictions in place, people are spending more time online and on social media. To capitalize on that, we have increased our presence on social media as well as content on metroparks.com/virtual. We are scheduling more posts and trying new ideas. Our Interpretive Department has been a huge asset in making this possible. Marketing and Interpretive are working together to implement bird of the



week content, Facebook Live virtual tours and content, virtual programming videos, more content on stories, nature blog articles, a Dear Kevin component in the style of “Dear Abby” and continuing to send us photos and videos from the centers on the days they are there caring for animals. We also coordinated with the Planning and Development department as well as Interpretive to put together a social/digital campaign and challenge around Earth Day that included a social media bingo card and earth day activity photo submission piece. That campaign was well received and almost every post received at least some engagement.

Therefore, we are continuing to see engagement numbers skyrocket. Between March 15 – April 16 our engagement statistics on social have been as follows:

#### Facebook engagement

2020:6,610

2019: 2,448

#### Instagram engagement

2020:1,941

2019: 291

#### Twitter engagement

2020:196

2019: 30

Additionally, we have put more focus on YouTube as a platform for sharing all our new video content. There have been some learning hurdles as we navigate the best way to exchange files remotely between staff, complete and upload content, and keep our channel categorized as kid-friendly so our videos can appear on the tablets of children that we know are currently spending a lot more time on them with schools being closed. Those statistics, generally, are as follows. Even between January and now we have seen noticeable large jumps in views. We also did a deeper dive into some of the age demographics and minutes viewed while evaluating options for improving and moving forward with content of this nature.

YouTube	January 1-January 16	January 1-February 16	January 1-March 16	January 1-April 16
Views YTD			225	3.25K
Subscribers Gained YTD			4	39
Subscribers Lost YTD			1	1
Subscribers YTD			3	38
Top Video YTD			Tour of Indain Springs EDC	Beavers Along The Trail
	Jan (Dec 15 2019-Jan 16)	February (Jan 15-Feb 16)	March (Feb 15-Mar 16)	April (Mar 15-Apr 16)
Views			81	3K
Subscribers Gained			0	35
Subscribers Lost			1	0
Subscribers			-1	35
			121	156
Top Video			LSC Owl Fest	Beavers Along The Trail

**11. Increase average Instagram engagement by 20 percent**

See above.

**12. Continue growing email subscriber list by 10 percent**

Our list is currently just over 87,000 subscribers and 1,687 people have signed up online for our emails in the past 30 days. We've seen a big spike in subscribers during this time. Part of this is due to sending sign-up emails to those who are purchasing annual passes online and partially it is due to encouraging people to sign up for ongoing updates on our Covid-19 precautions and changes.

**13. Maintain email open rate at industry benchmark**

Campaigns sent year-to-date average an open rate of 22%. The average click through rate is 5%.

**14. Increase earned media**

Continued working with Truscott Rossman and MHSA to send Covid-19 updates to legislators and the op editorial piece that ran in the Detroit News. Our recent press releases have been well received by media and we have fielded on average 2-3 calls per week from media over the last month. We are getting calls and working with the larger media names on a much more regular basis at this time. This includes having a story in Crains Business and the reporter being in weekly contact about updates to the story, the op-ed piece in Detroit News, questions from Detroit News reporters, our temporary closure piece being picked up by multiple media outlets including the Detroit Free Press and multiple mentions on Fox 2 news including a nice in person interview of Amy. We're seeing that our communications with media are becoming more effective and they are reaching out to us willingly on a more regular basis during this pandemic.

**15. Reduce reliance on, and cost of, stock imagery by using at least 90 percent owned images in marketing materials by end of 2020**

Ongoing efforts.

**16. Develop a more comprehensive understanding of the visitor experience of the Metroparks.**

Creation of visitor evaluation tools are in process, but delayed by the Covid-19 epidemic that shifted the time used on creating those to other efforts until programming can be resumed.

**17. Outreach and relationship building – The Metroparks marketing department will meet with at least one new group or organization per month (12 over the year). Additionally, the Metroparks staff, as a whole, will present or speak at 5 conferences over the course of 2020.**

This efforts have been mostly paused until some of the Covid-19 precautions start lifting and in-person meetings become easier and more possible to schedule.



**18. Improve the timing of projects within the marketing department**

The marketing department campaign and project calendar was shared with all department heads, interpretive supervisors, park managers and superintendents earlier this year. This was a request from several departments to have a better understanding of dates and project timing for things the department is working on.

Covid-19 restrictions have delayed the printing of our summer rack cards and impacted several of the campaigns that were planned from programming and events. It has also shifted our traditional spring and summer messaging to having a focus on social distancing while in the parks. Covid-19 continues to impact 2020 schedules and will shift the filming of additional summer commercials that we did have planned for the end of May this year. Planning and executing our summer advertising campaigns will be a continual monitor and shift process as we see the impacts Covid-19 had to operations, programs and events in the parks.

**19. Collaborate with the Planning and Development Department and park operations staff to promote new signature events and work towards smooth logistics, solid media partnerships, social media engagement and modest attendance success in 2020.**

Announcement and press release of these events has been delayed until 30 days prior to any event. This is to allow for Covid-19 monitoring and a final decision on whether an event will take place or not.

**20. Coordinate with Human Resources department and Chief of Diversity, Equity and Inclusion to create a campaign that noticeably increases qualified pre-season seasonal job applications.**

An ad and business feature in MI Makers was placed. This publication will be distributed to Southeast MI high school students, counselor offices, college admissions offices, etc.

Other intentions have been delayed as a result of Covid-19 restrictions.





To: Board of Commissioners  
From: Nina Kelly, Chief of Planning and Development  
Subject: Report – Planning and Development Monthly Update  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners receive and file the Planning and Development monthly update as recommended by Chief of Planning and Development Nina Kelly and staff.

**Background:** The monthly update for the Planning and Development department is attached for review.

**Attachment: Planning and Development Monthly Update**

# PLANNING AND DEVELOPMENT MONTHLY REPORT

May 2020






Administrative Office  
13000 High Ridge Drive  
Brighton, MI 48814



[METROPARKS.COM](https://www.metroparks.com)

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OTHER DEPARTMENT INPUT KEY	
	Natural Resources and Regulatory Compliance
	Planning and Development
	Diversity, Equity and Inclusion
	Interpretive Services and Community Outreach
	Engineering

# SYSTEM-WIDE

**Restoration** – Linear feet or acreage of project impact for shoreline protected or restored, wetlands protected or restored, floodplain protected or mitigated

**Invasive Species Management** – Linear feet or acreage of project impact treating invasive species

**Habitat and Wildlife Protected** – Linear feet or acreage of project impact for fish habitat, fish barriers removed or bypassed, species moved or avoided

**Partnerships** – Outside agency funding sources (total cost/sharing percentage)

**Volunteers** – Total number of volunteers/workdays

**Grant/Foundation Funding** – Total funding/match

**Visitor Counts** – Total number of visitors weekend/weekday









**Best practices education** – Project emphasizes educational and interpretational opportunities

**Estimated cost** – Total estimated or actual cost of project

**Accessibility** – Determine if facility or programs designed for accessibility (A) or if barriers (B) exist based on ADA checklist


**Staff time** – Total number of staff hours estimated

## Administrative






	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
DISTRICT-WIDE	Planning and Development monthly reports	Report		Monthly	Staff time	Report assembly
	Foundation administrative Tasks	Various		Ongoing	Grant/Foundation Funding	Administrative tasks
	Sign request processing/signage transition plans	Infrastructure/ Small Facilities		Ongoing	Actual Cost	Administrative tasks
	CAPRA accreditation preparation/initiation	Report	Various	Ongoing	Staff time	Self-Assessment preparation with Chapter Chairs
	Regional transportation/recreation opportunities	Various	Various	Ongoing	Staff time	RTA Providers Workgroup meeting attendance
	SEMTAT participation	Report		Ongoing	Staff time	Meeting attendance
	FAIR Play Coalition maint. and development	Various		Ongoing	Volunteers	Communication as needed
	Agency/org partnership maint. and development	Various	Various	Ongoing	Staff time	Meeting with Detroit Riverfront Conservancy and DIA regarding programming
	CAPRA Programming Ch. 6	Various		Ongoing	Staff time	Documentation assembly
	CAPRA Planning Ch. 2 documentation	Report		Ongoing	Staff time	Documentation assembly
	Tree/bench procedures	Various		Ongoing	Staff time	Instructional binders sent to each park office and documentation put onto shared drive and sharepoint






# SYSTEM-WIDE

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	Accessible picnic shelter layouts for parks	Plan		4 months	Staff time	No action

## HCMA Studies/Initiatives

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	Property Acquisition/Divestment Strategy Report	Plan		Ongoing	Staff time	Final report under leadership review
	Volunteer Development Plan	Plan		2 months	Staff time	Report draft in development
	Trail ambassador program	Report		4 months	Staff time	On pause due to COVID-19 restrictions
	ADA Transition Plan	Plan		Ongoing	Staff time	ADA webpage under development
	Visitor counts	Various		Ongoing	Staff time	First counter deployed at DHu, remaining two will be by the end of May, parking lot counts will begin by end of May in coordination with Operations staff at LSC and LHU.

## Grants/Fundraising




	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	REI Grant Rouge Park	Plan		Ongoing	Staff time	Grant submittal with Detroit Parks and Rec
	EGLE recycling grant	Plan		Ongoing	Staff time	Grant submittal with EGLE for recycling bin infrastructure system-wide
	Metroparks Police, Port Security Grant Program-FEMA	Plan		Ongoing	Staff time	Grant submittal involving LER and LSC (police patrol vessels), may include cybersecurity training for all parks

# SYSTEM-WIDE

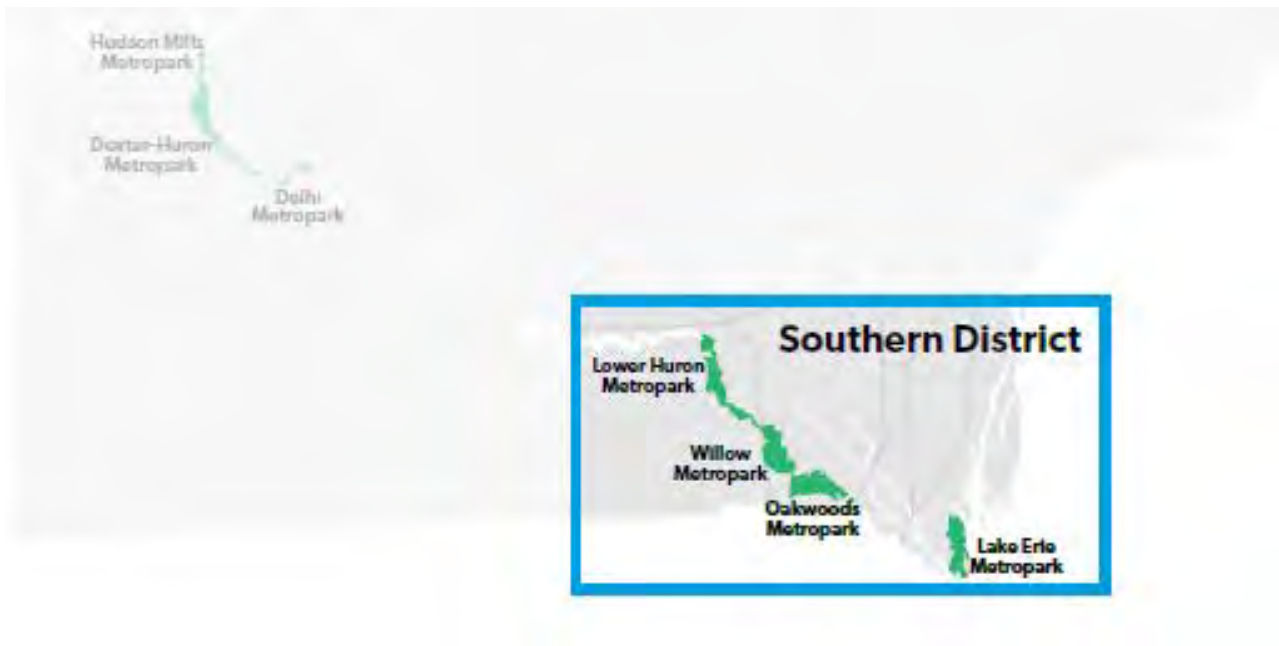
## Project Implementation/Oversight

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	Sustainability Plan projects coordination	Various		Ongoing	Various	Water Bottle Recycle Bins Ordered SCr, WMill by Purchasing Dept.
	Playground mulch bids	Small facilities		3 months	Staff time	Playground mulch bid awarded. Work to begin when Stay Home restrictions lifted

## Recreation Programming

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	Signature Events support/oversight	Various		On going	Staff time	Kids Summer Kick Off at Hudson Mills has been postponed until 2021, all other activities on hold until further notice
	DIA's Inside/Out program	Various		On going	Staff time	Programming
	Virtual programming	Various		On going	Staff time	Building virtual programming, installations delayed


# SOUTHERN DISTRICT



## Virtual Earth Day: Bingo

**METROPARKS EARTH DAY**

# BINGO

TURN OFF LIGHTS WHEN YOU LEAVE THE ROOM	TAKE A SHORT SHOWER AND USE BAR SOAP	MAKE THE SWITCH TO LED LIGHTING OR CFL LIGHT BULBS	SPRING CLEAN-UP, BY CREATING A DONATION PILE	USE A REUSABLE WATER BOTTLE
TURN DOWN THERMOSTAT ONE DEGREE	MAKE A HANGING PLANTER	MEND YOUR CLOTHES	INSTALL A RAIN BARREL	REMOVE AN INVASIVE SPECIES <small>(Such as garlic mustard)</small>
DO A LITTER CLEAN-UP IN YOUR NEIGHBORHOOD	USE A REUSABLE STRAW		PRACTICE COMPOSTING	TAKE A WALK OR GO ON A BIKE RIDE
HANG DRY YOUR LAUNDRY	SHOP LOCAL FOR GROCERIES	CREATE ZERO FOOD WASTE FOR ONE DAY	PLANT A TREE	CREATE AN UP-CYCLED ART PROJECT
FIND A MOMENT TO BE AWED BY NATURE	PLANT A FOOD GARDEN FOR YOU OR A PET	<small>FILL IN WHAT YOU DID TO HELP THE ENVIRONMENT</small>	OPEN A DOOR OR WINDOW	PRACTICE RECYCLING






# SOUTHERN DISTRICT

## Grants/Fundraising

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	None at this time					

## Project Implementation/Oversight

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
LOWER HURON	LH N. Fishing Site LWCF grant administration	Large Facilities		Ongoing	Staff time	Design to begin later in 2020
	2019 LWCF Application- Oakwoods Accessible Nature Trail Grant Project	Large Facilities		Ongoing	Staff time	SHPO and PDESf submittals
	2019 LWCF Application- Lake Erie Accessible Boat/Kayak Launch Grant Project	Large Facilities		Ongoing	Staff time	SHPO and PDESf submittals





# WESTERN DISTRICT



Border to Border Trail Eco-Counter installed at Dexter-Huron Metropark

# WESTERN DISTRICT


## Administrative

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
DELHI	Border 2 Border trail design and implementation	Large Facilities		Ongoing	Estimated Cost	Coordination with Washtenaw County Parks and Recreation as needed
	Skips Livery relocation planning	Large Facilities		Ongoing	Consultant fee	Begin site plan approval process with Scio Township
KEN	Kensington CMS pipeline coordination	Large Facilities		Ongoing	Staff time	Public meeting led by Village of Milford and Consumers Energy (HCMA will attend)
KEN	Public art initiative for Maple Beach	Large Facilities		Ongoing	Staff time	Solicitation package development

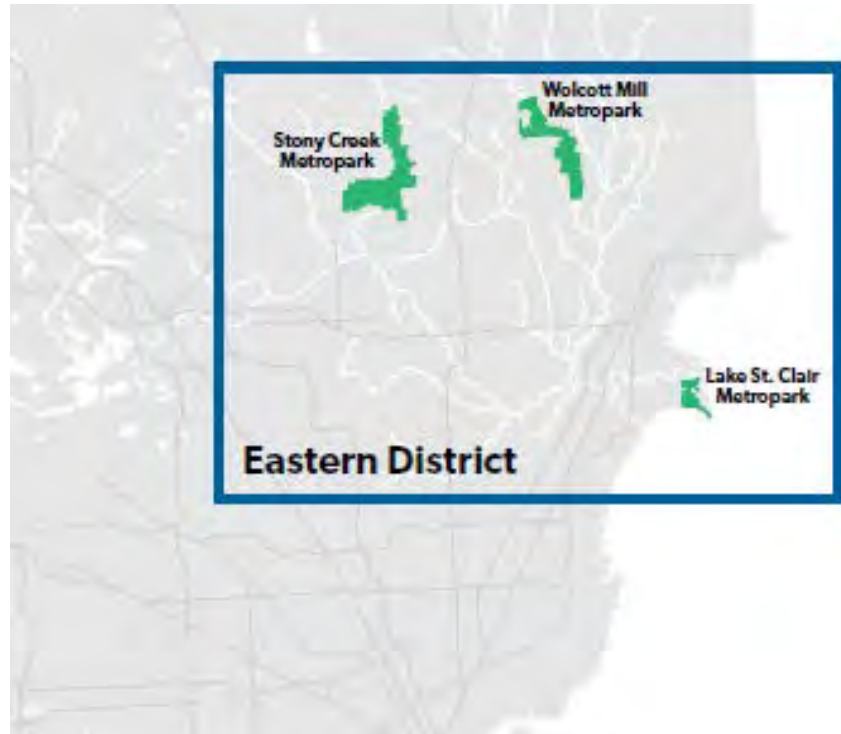
## Grants/Fundraising

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
	None at this time.					

## Project Implementation/Oversight

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
KEN	Maple Beach Playground	Large Facilities		6 months	Staff time	Site design and construction drawings complete; bidding to commence when Stay Home restrictions lifted

# EASTERN DISTRICT




# EASTERN DISTRICT





## Administrative

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
SCr	Recycle Bin Purchasing	Small Facilities		Ongoing	Staff Time	Recycle bins delivered for SCr and WMill

## Grants/Fundraising

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
WMill	AARP Community Challenge grant- Wolcott Accessible Wagon	Equipment, various		2 months	Grant/Foundation Funding	Deadline extended (COVID-19) from April 1 to May 15,2020

## Project Implementation/Oversight

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
LSC	LSC Nature Center-DNR Grant Admin	Large Facilities		Ongoing	Staff time	Interpretive services overseeing implementation.
	LSC Pool Bathhouse RFP	Large Facilities		Ongoing	Staff time	RFP draft under dept. review
SCr	Shelden Trails Grant Admin	Large Facilities		Ongoing	Staff time	Flowtrack contract approved, pre-construction meeting to be scheduled
	Shelden Trails Signage Plan	Small Facilities		3 months	Staff time	Coordination with Marketing Dept.

## Recreation Programming

	Description	Action Type	Dept. Input	Timing	Implementation Indicator	May 2020 Actions
LSC	Swimming pilot at Lake St. Clair	Large Facilities		Ongoing	Visitor counts	On hold until further guidance is received for COVID-19

# WHAT'S NEXT?

	Description	Action Type
SYSTEM WIDE	Get Out and Learn (GOAL)- DeRoy Testamentary	Staff time
	Get Out and Learn (GOAL)- Tuktawa Foundation	Staff time
	Picnic Table Shelter ADA Layouts Site Plan	Staff time
EASTERN DISTRICT	LSC Marina Facility Concept Plan	Staff time
WESTERN DISTRICT	Trail Counts/Parking Lot Count Reporting to partnership agencies (WCPARC, HWPI)	Staff time



To: Board of Commissioners  
From: Nina Kelly, Chief of Planning and Development  
Project Title: Report – Permit Scanning Data Analysis  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners receive and file the permit scanning report for the period from March 16 to April 15, 2020, as recommended by Chief of Planning and Development Nina Kelly and staff.

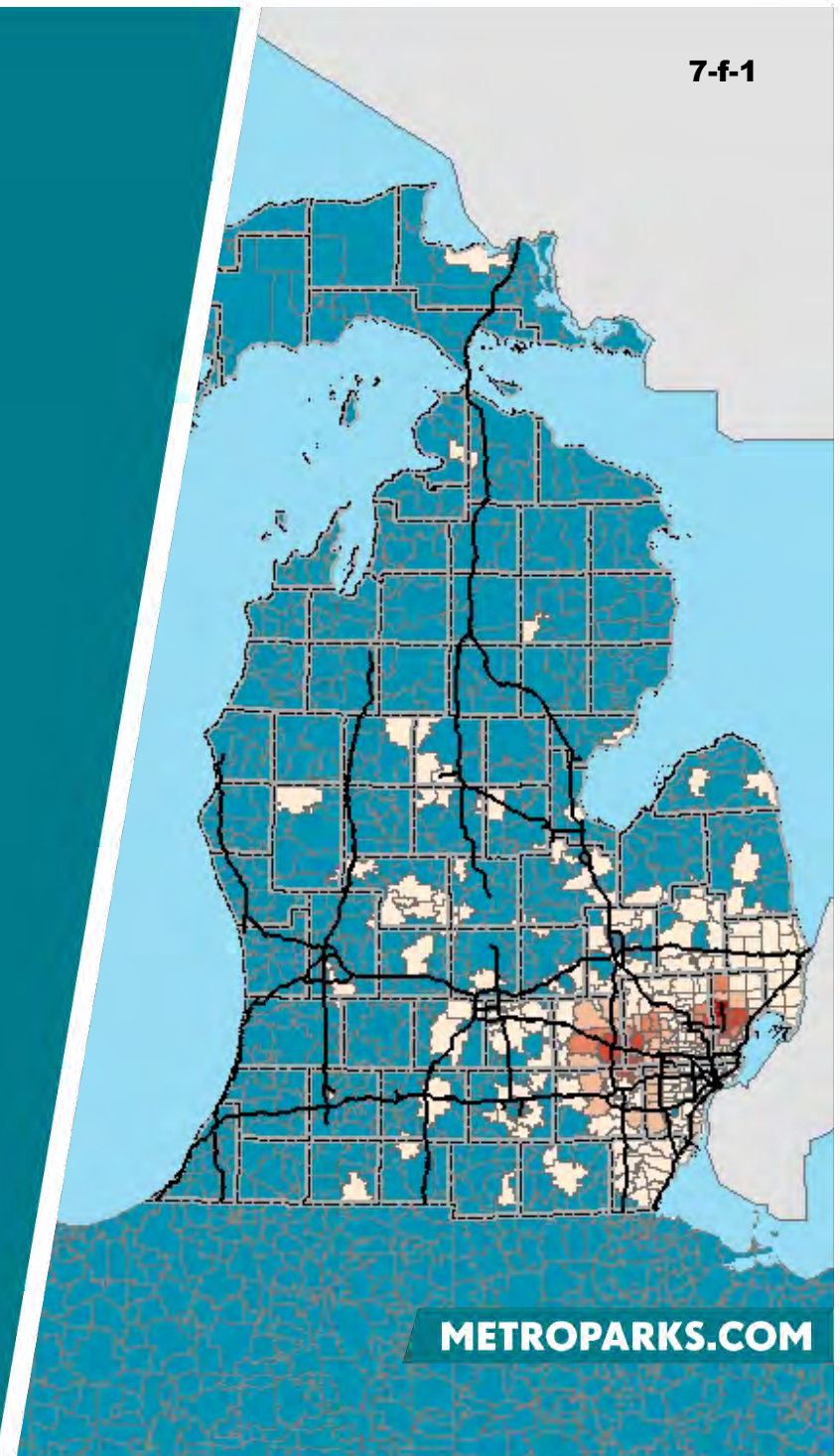
**Attachment: March 16 – April 15, 2020 Permit Scanning Data**



# SCANNING REPORT #4 APRIL 2020

March 16 – April 15

**Abstract:** This report was compiled using data downloaded from the Metroparks server recorded through barcode scanning of vehicle passes upon entry into the Metroparks. In some instances, revenue data, vehicle count data and U.S. Census data have been incorporated as well.







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## Data Caveats

There are several important data caveats to note for this reporting period:

- Some parks did not begin scanning returning annuals, until after the reporting period, data collected for these parks represents scanning only at the time of initial sale and will be noted throughout the report,
  - o Lower Huron
  - o Willow
  - o Lake Erie
  - o Delhi
  - o Dexter-Huron
  - o Huron Meadows
  - o Lake St. Clair
- Wolcott Mill does not have a scanner in the Farm Center tollbooth, nor at the Historic Center, Camp Rotary, or the North Branch Trails.
- Oakwoods does not have a scanner at the toll booth.
- Stony Creek suspended scanning on the following days due to having no toll attendant:
  - o 3/17-3/19
  - o 3/24-3/26
  - o 3/31-4/2
  - o 4/7-4/9
  - o 4/14-4/15

Therefore, data is missing from these parks in the aggregate graphs and maps and the park-specific maps included for these shows limited data.

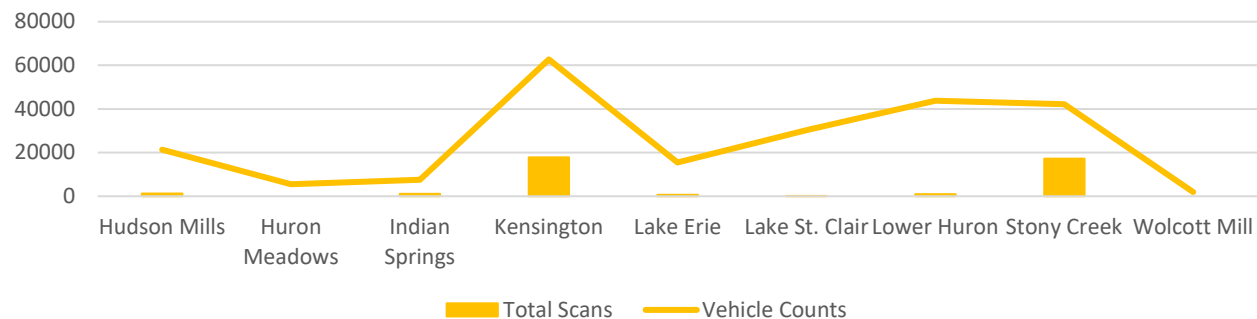
Additionally,

- 2019 Annual Passes were scanned 73 times during the reporting period.
- Free admission was granted to park visitors on Tuesdays, Wednesdays and Thursdays. No tollbooths were staffed on these days, and no scanning occurred.

# SYSTEM WIDE

Barcode Scanning Report | Reporting March 16 - April 15

## Vehicle Counts and Barcode Scanning Comparison



The graph and chart on this page show a comparison of Vehicle Counts and Barcode Scanning for parks where both are collected.

Vehicle counts (and the barcode scans compared on this page) are from the **calendar month of March 2020** (as opposed to the mid-month to mid-month reporting period).



Metropark	Total Scans	Vehicle Counts
Hudson Mills	1321	21316
Huron Meadows		5465
Indian Springs	1136	7497
Kensington	17802	62722
Lake Erie	608	15455
Lake St. Clair	121	30347
Lower Huron	985	43810
Stony Creek	17229	42146
Wolcott Mill		1930
<b>Total</b>	<b>39202</b>	<b>230688</b>



# SYSTEM WIDE

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Five County Pass Use

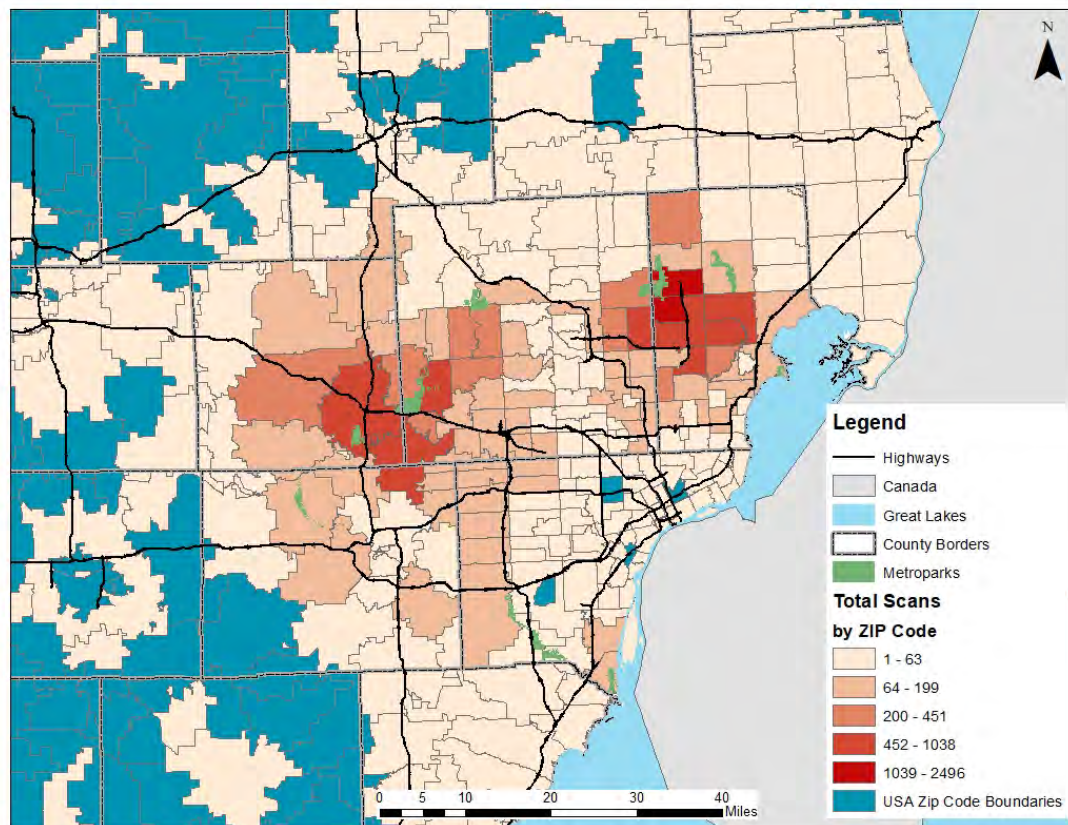
The map to the right shows the distribution of pass scans across the 5 counties.

There were **32,013** total scans during the one month reporting period. Of the total scans, **30,697** or **96%** were annual passes and **1316** or **4%** of scans represent daily passes. **17,773** unique annual passes were scanned through this period, meaning annual passes that were scanned during the reporting period, were scanned on average **1.7** times.

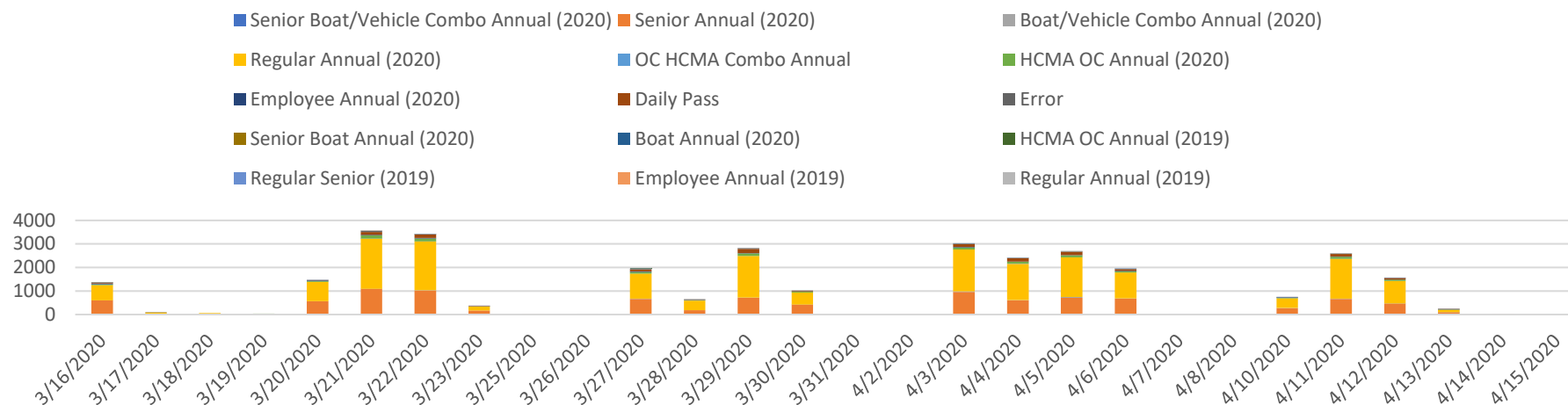
### 2019 Summer Recap:

There were **562,560** total scans during Summer 2019; an average of **140,640** per month.

**92%** were from annual passes and **8%** represented daily passes.



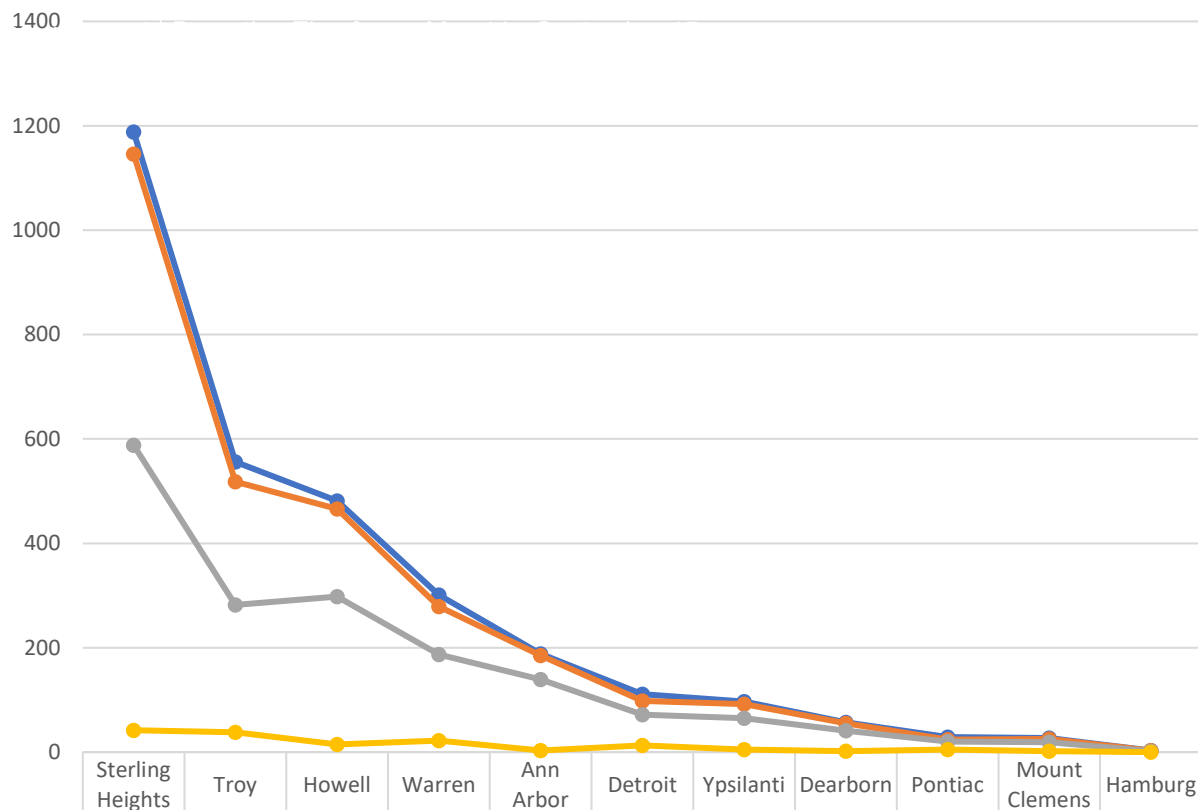
## Current Reporting Period Total Scans by Pass Type



# SYSTEM WIDE

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

Pass Use by Population Centers



COUNTY SEAT  
AND MAJOR  
CITY SCANS

3,038

TOTAL  
SCANS

32,013

9% of pass visits scanned with a valid zip code came from people living within major population centers and county seats in the 5 county Metroparks jurisdiction.

COUNTY SEAT  
AND MAJOR CITY  
POPULATION

135,008

TOTAL  
POPULATION

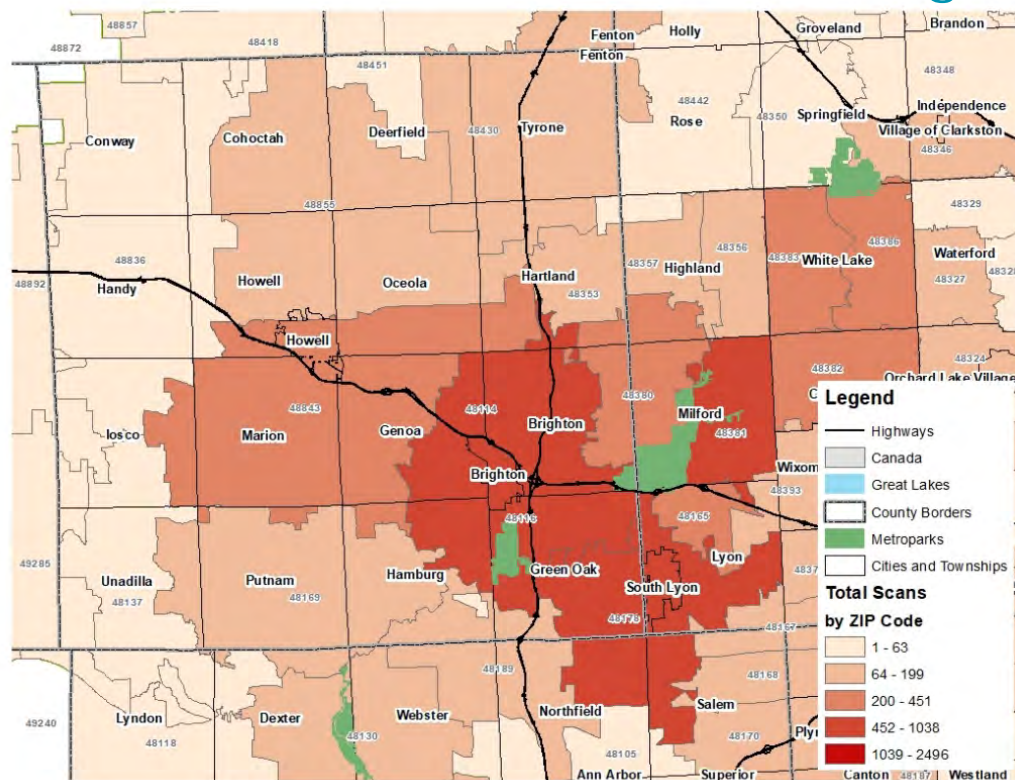
4,450,040

30% of the 5-county population resides in one of these county seats or population centers.

# COUNTY LEVEL

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Livingston County



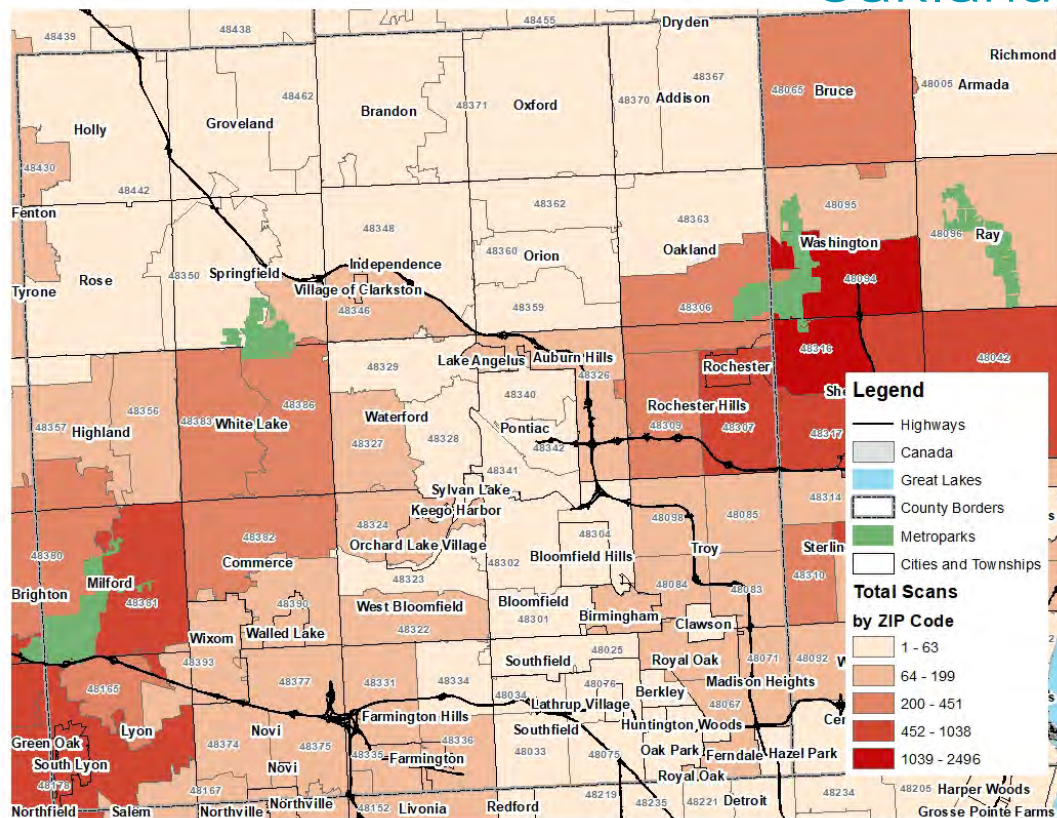
City	Total Scans	Annual Pass Scans	Unique Annual Pass Scans	Daily Passes
Brighton	4552	4519	1638	33
Cohoctah	23	23	4	0
Fowlerville	133	129	64	4
Gregory	97	93	65	4
Hamburg	12	12	7	0
Hartland	306	303	137	3
Howell	1665	1637	753	28
Lakeland	22	22	11	0
Oak Grove	3	3	1	0
Pinckney	602	597	359	5
<b>Grand Total</b>	<b>7415</b>	<b>7338</b>	<b>3034</b>	<b>77</b>



# COUNTY LEVEL

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Oakland County



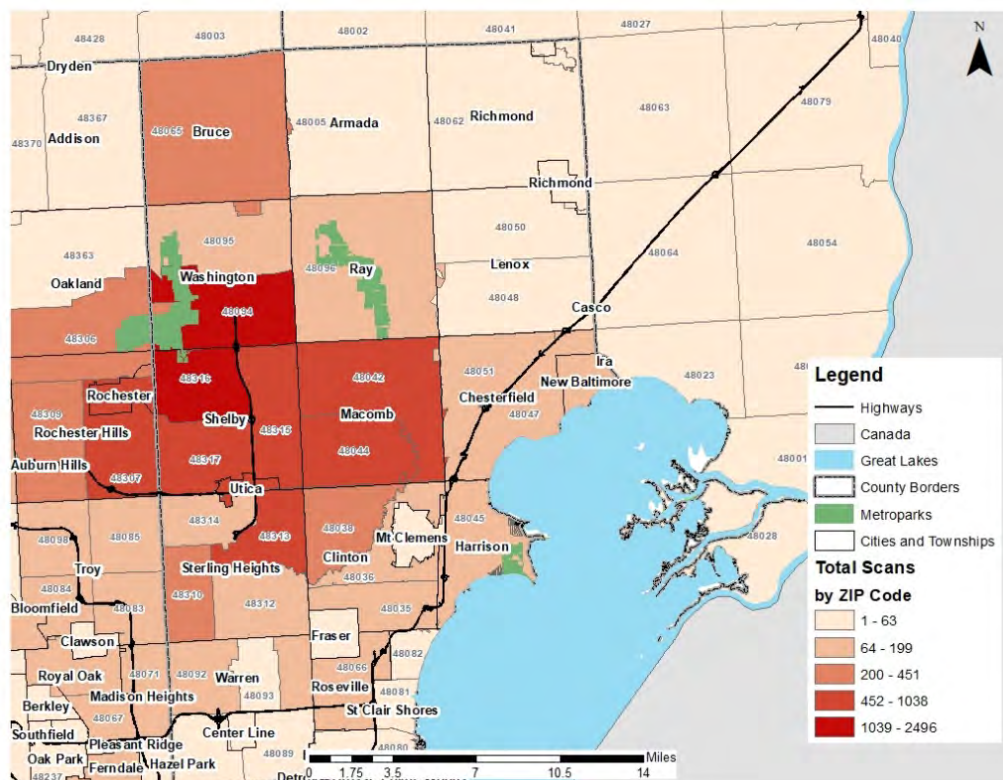
City	Total Scans	Annual Pass Scans	Unique Annual Passes	Daily Passes
Auburn Hills	431	422	196	9
Berkley	143	130	89	13
Birmingham	184	176	88	8
Bloomfield Hills	410	389	170	21
Clarkston	395	389	208	6
Clawson	125	121	66	4
Commerce Township	1010	986	430	24
Davisburg	142	141	96	1
Drayton Plains	9	9	1	0

Farmington	1116	1095	541	21
Ferndale	203	184	109	19
Franklin	114	110	57	4
Hazel Park	73	65	44	8
Highland	1197	1178	460	19
Holly	141	135	61	6
Huntington Woods	75	72	45	3
Keego Harbor	34	34	18	0
Lake Orion	252	244	118	8
Lakeville	3	3	1	0
Leonard	83	80	30	3
Madison Heights	220	212	112	8
Milford	4503	4466	1565	37
New Hudson	1364	1357	419	7
Novi	1359	1347	582	12
Oak Park	71	68	44	3
Oakland	126	123	58	3
Ortonville	47	46	24	1
Oxford	91	86	48	5
Pleasant Ridge	48	48	20	0
Pontiac	99	92	47	7
Rochester	4050	3979	1520	71
Royal Oak	692	661	347	31
South Lyon	3512	3493	1200	19
Southfield	214	205	118	9
Troy	1403	1335	562	68
Union Lake	12	12	6	0
Walled Lake	518	509	229	9
Waterford	672	656	336	16
West Bloomfield	731	710	301	21
White Lake	1526	1498	712	28
Wixom	469	459	223	10
Grand Total	27867	27325	11247	542

# COUNTY LEVEL

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Macomb County



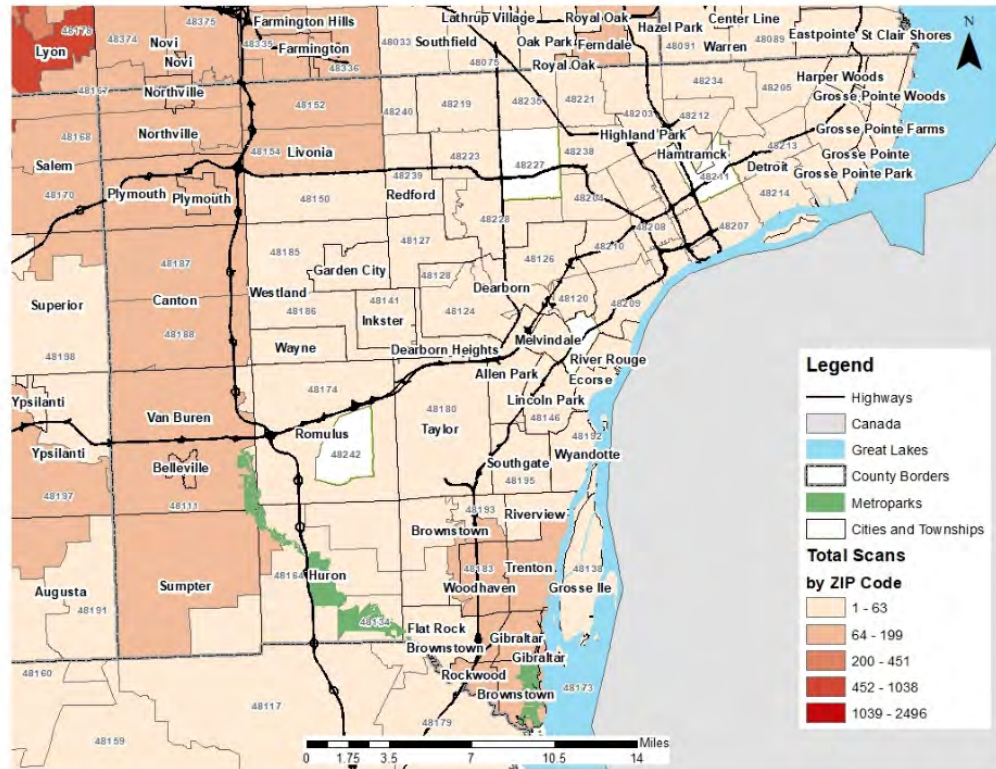
City	Total Scans	Annual Pass Scans	Unique Annual Pass Scans	Daily Passes
Armada	81	81	36	0
Center Line	54	50	24	4
Clinton Township	1141	1102	593	39
Eastpointe	76	73	52	3
Fraser	115	104	58	11
Harrison Township	315	309	222	6
Macomb	2833	2757	1152	76
Mount Clemens	98	94	69	4
New Baltimore	633	605	318	28
New Haven	72	66	39	6
Ray	174	171	66	3
Richmond	48	47	28	1
Romeo	660	650	297	10
Roseville	246	234	140	12
Saint Clair Shores	391	375	236	16
Sterling Heights	3109	3042	1153	67
Utica	9067	8900	2964	167
Warren	730	691	385	39
Washington	4185	4113	1358	72
<b>Grand Total</b>	<b>24028</b>	<b>23464</b>	<b>9158</b>	<b>564</b>



# COUNTY LEVEL

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Wayne County



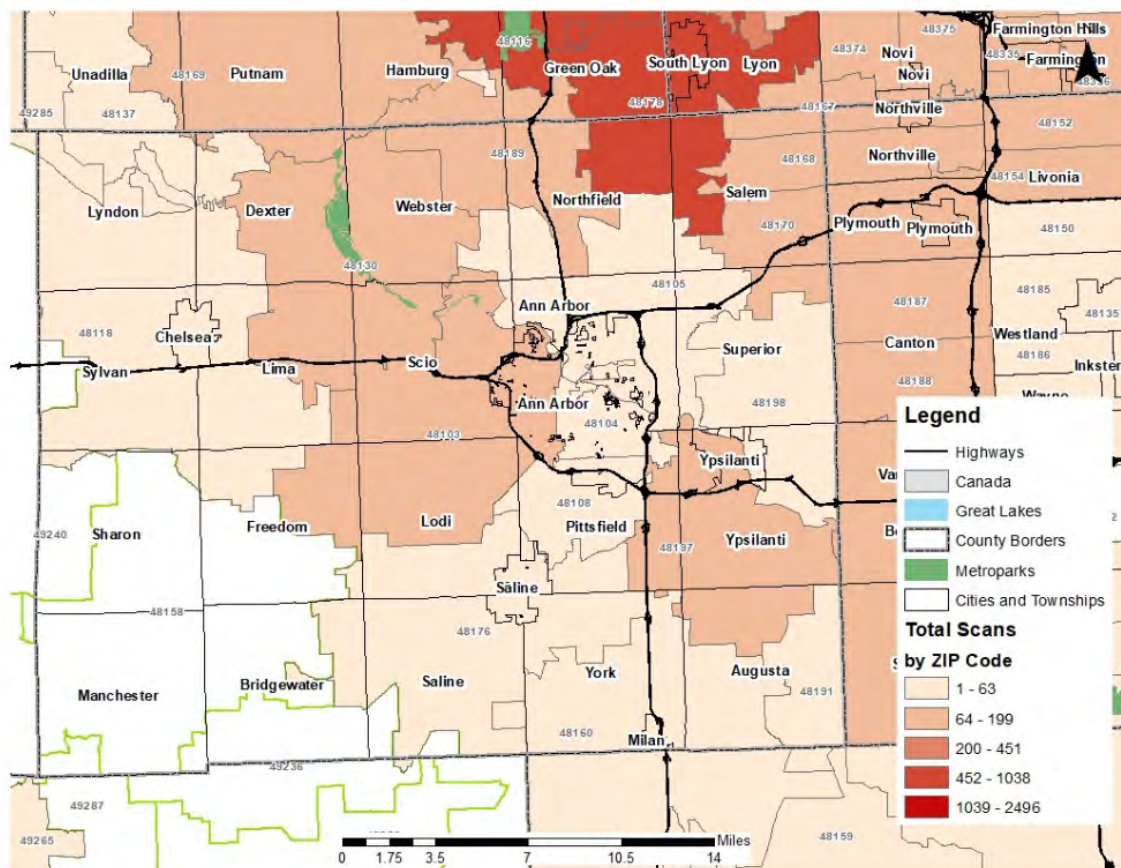
Hamtramck	33	32	20	1
Harper Woods	29	28	20	1
Highland Park	8	7	6	1
Inkster	19	19	16	0
Lincoln Park	81	81	70	0
Livonia	781	757	425	24
Melvindale	19	19	16	0
New Boston	396	395	307	1
Northville	708	693	346	15
Plymouth	341	331	192	10
Redford	164	159	95	5
River Rouge	1	1	1	0
Riverview	78	77	67	1
Rockwood	372	372	358	0
Romulus	230	225	184	5
Southgate	158	156	137	2
Taylor	217	214	167	3
Trenton	434	431	378	3
Wayne	61	61	47	0
Westland	294	286	201	8
Wyandotte	155	153	128	2
<b>Grand Total</b>	<b>7431</b>	<b>7267</b>	<b>5220</b>	<b>164</b>

City	Total Scans	Annual Pass Scans	Unique Annual Pass Scans	Daily Passes
Allen Park	136	134	106	2
Belleville	803	792	651	11
Canton	490	479	311	11
Dearborn	241	239	165	2
Dearborn Heights	108	106	85	2
Detroit	339	318	194	21
Ecorse	5	5	5	0
Flat Rock	328	324	276	4
Garden City	93	91	66	2
Grosse Ile	90	90	78	0
Grosse Pointe	219	192	126	27

# COUNTY LEVEL

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Washtenaw County



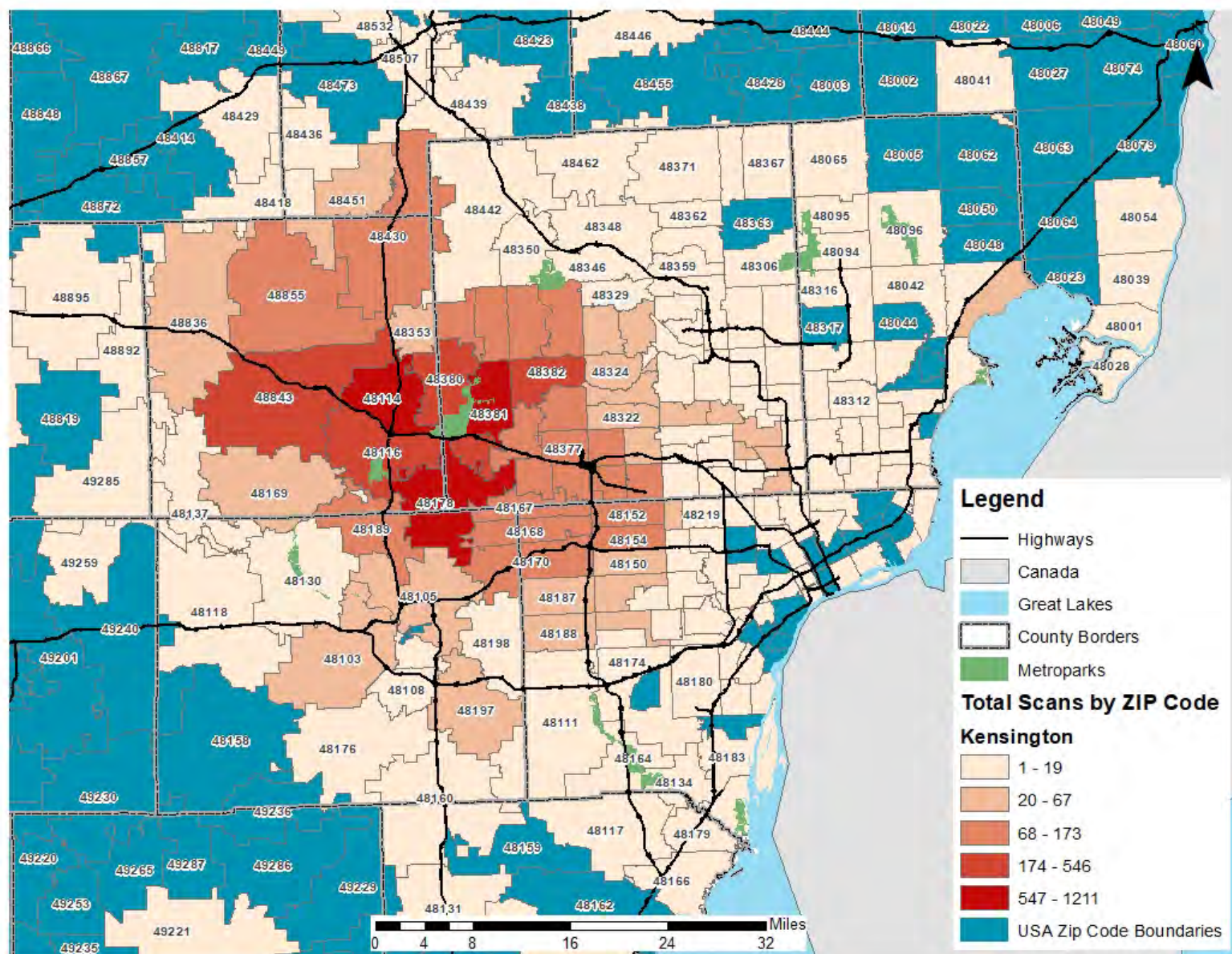
City	Total Scans	Annual Pass Scans	Unique Annual Pass Scans	Daily Passes
Ann Arbor	1412	1391	899	21
Bridgewater	8	7	7	1
Chelsea	173	170	123	3
Dexter	1012	1003	682	9
Manchester	31	31	21	0
Salem	19	19	15	0
Saline	120	117	82	3
Whitmore Lake	449	441	219	8
Whittaker	5	5	5	0
Willis	19	17	15	2
Ypsilanti	347	337	218	10
<b>Grand Total</b>	<b>3595</b>	<b>3538</b>	<b>2279</b>	<b>57</b>



# PARK SPECIFIC

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Kensington

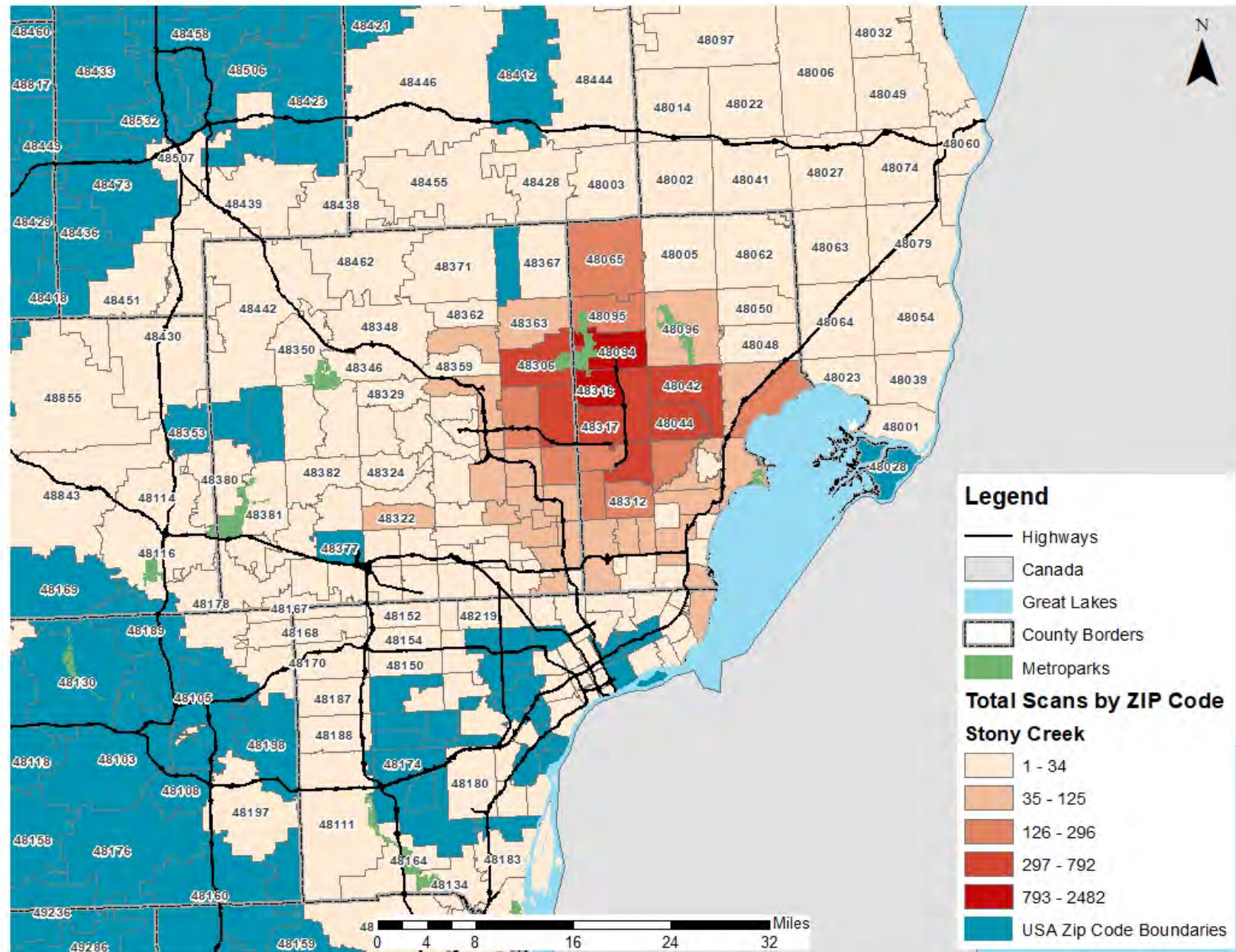




# PARK SPECIFIC

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Stony Creek

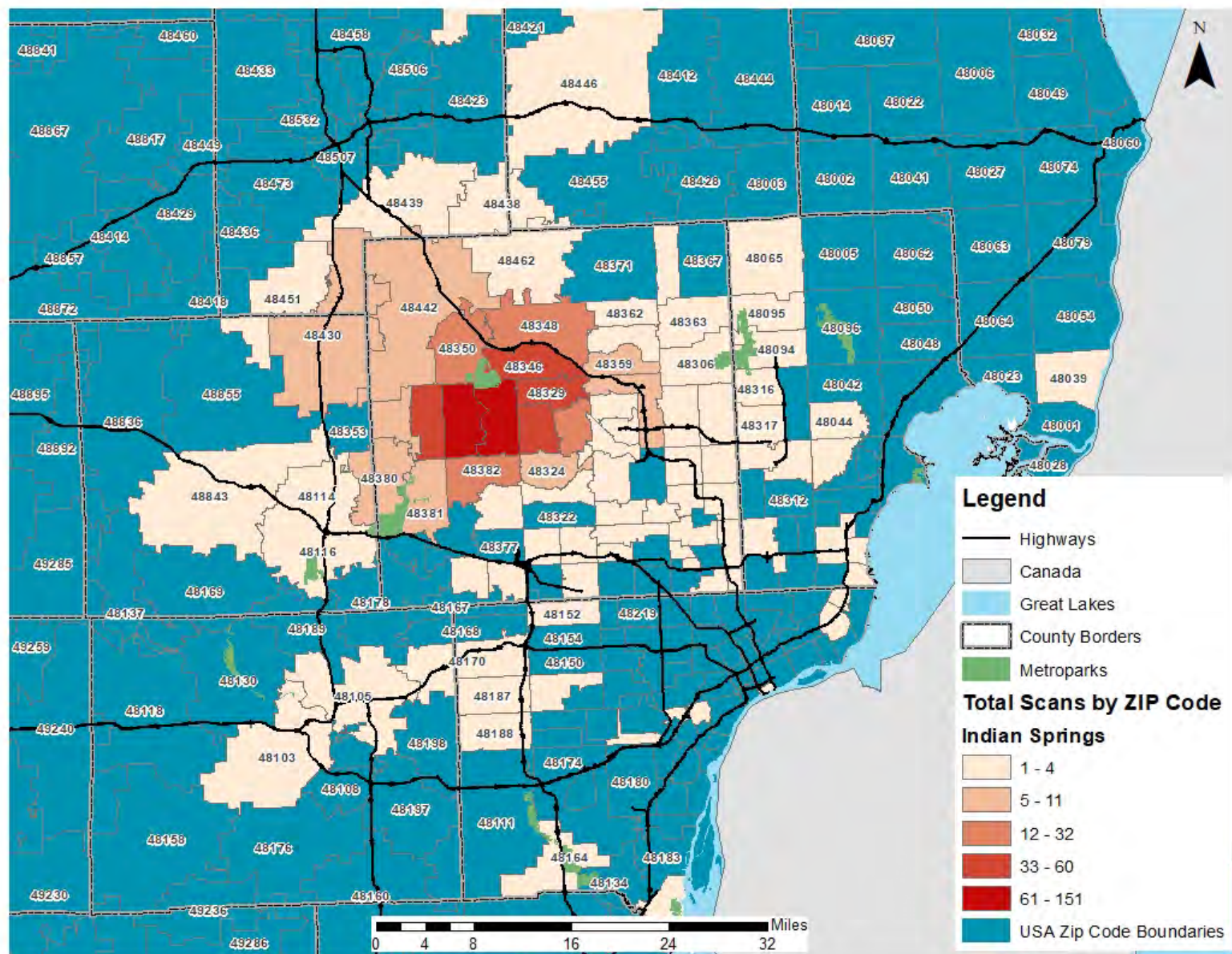




# PARK SPECIFIC

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

## Indian Springs



# PARK SPECIFIC

Barcode Scanning Report | Reporting Timeframe March 16 - April 15

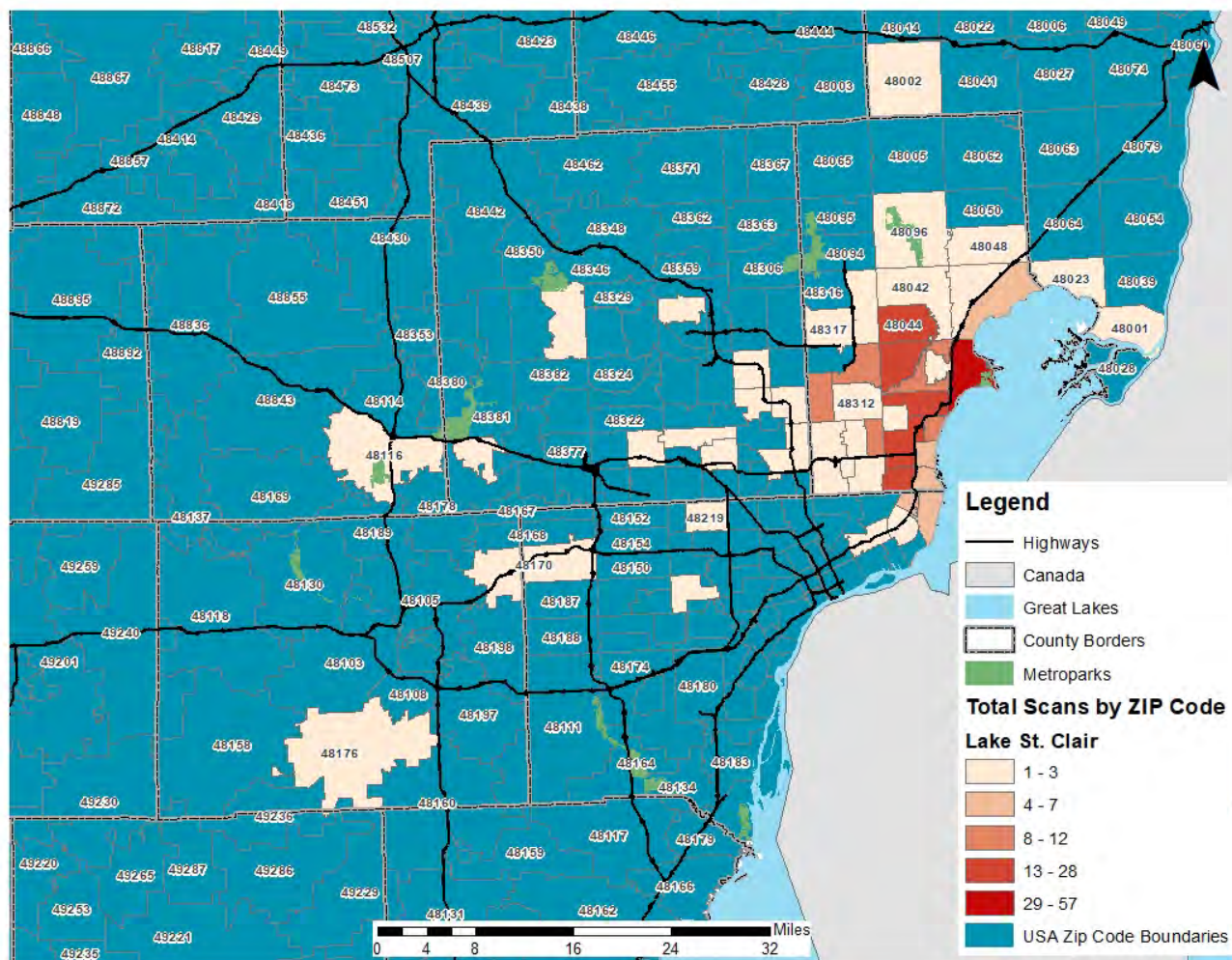
## Lake St. Clair

### Note:

The map to the right as well as the park-specific maps on the following pages represent limited data collected through barcode scanning from March 16<sup>th</sup> through April 15<sup>th</sup>, 2020.

These parks collected minimal scan data during this period through scanning passes at point of purchase. Returning Annuals were not scanned ("returning annuals" meaning people who would enter the park with their pass already purchase/windshield scanning).

Scanning of "returning annuals," and all passes, system-wide, began in earnest on April 24<sup>th</sup>, 2020.

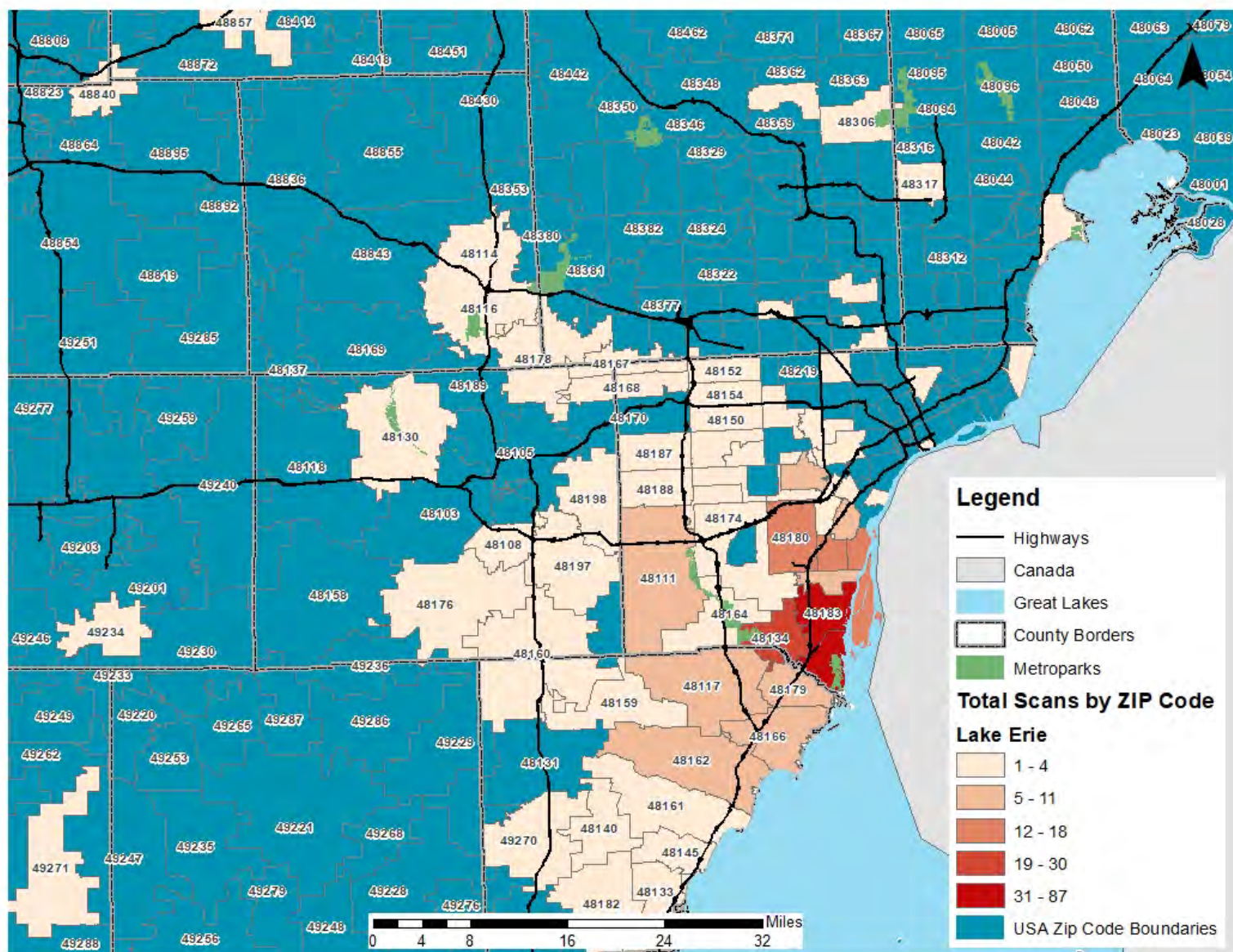




# Park Specific

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Lake Erie Metropark

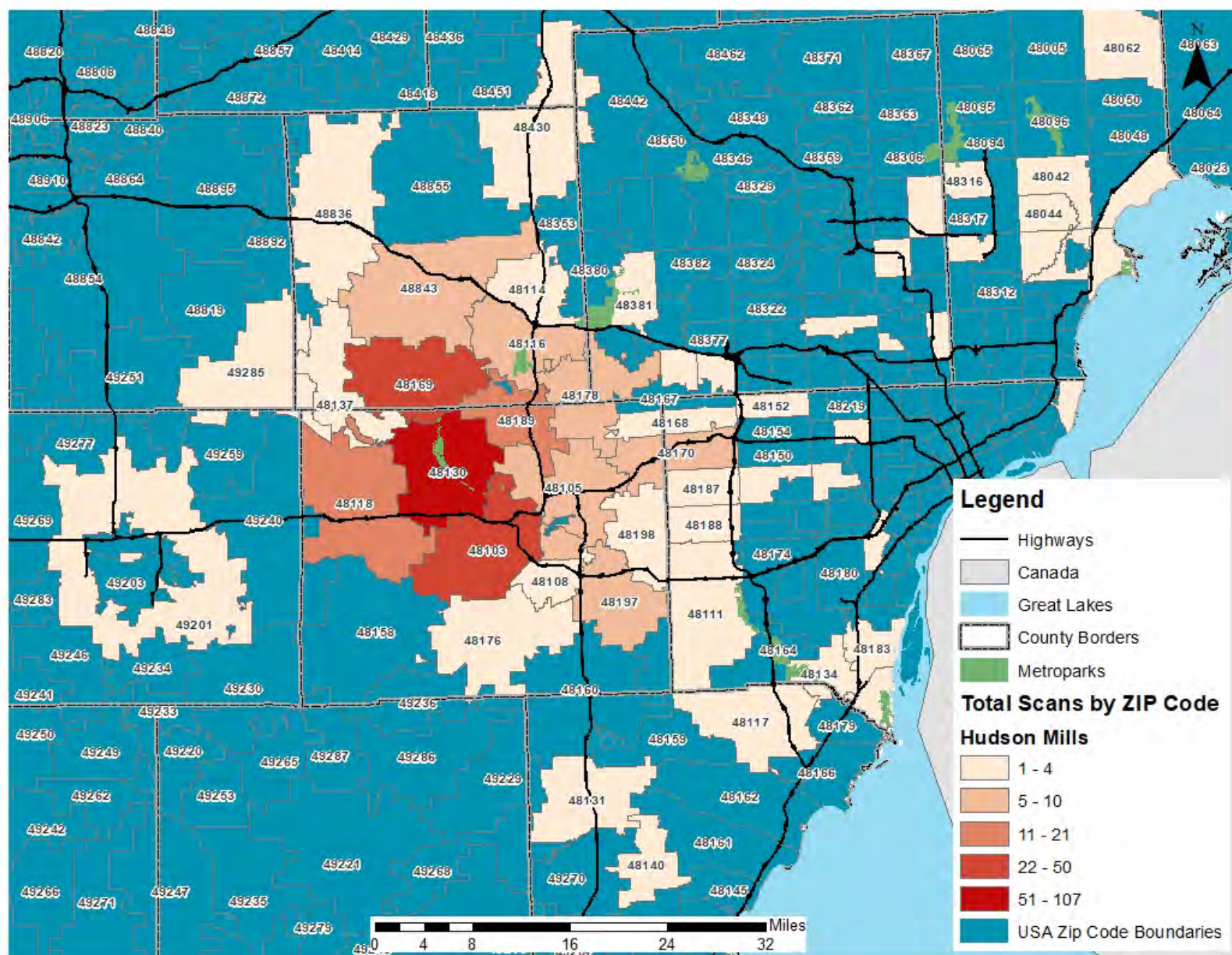




# Park Specific

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Hudson Mills

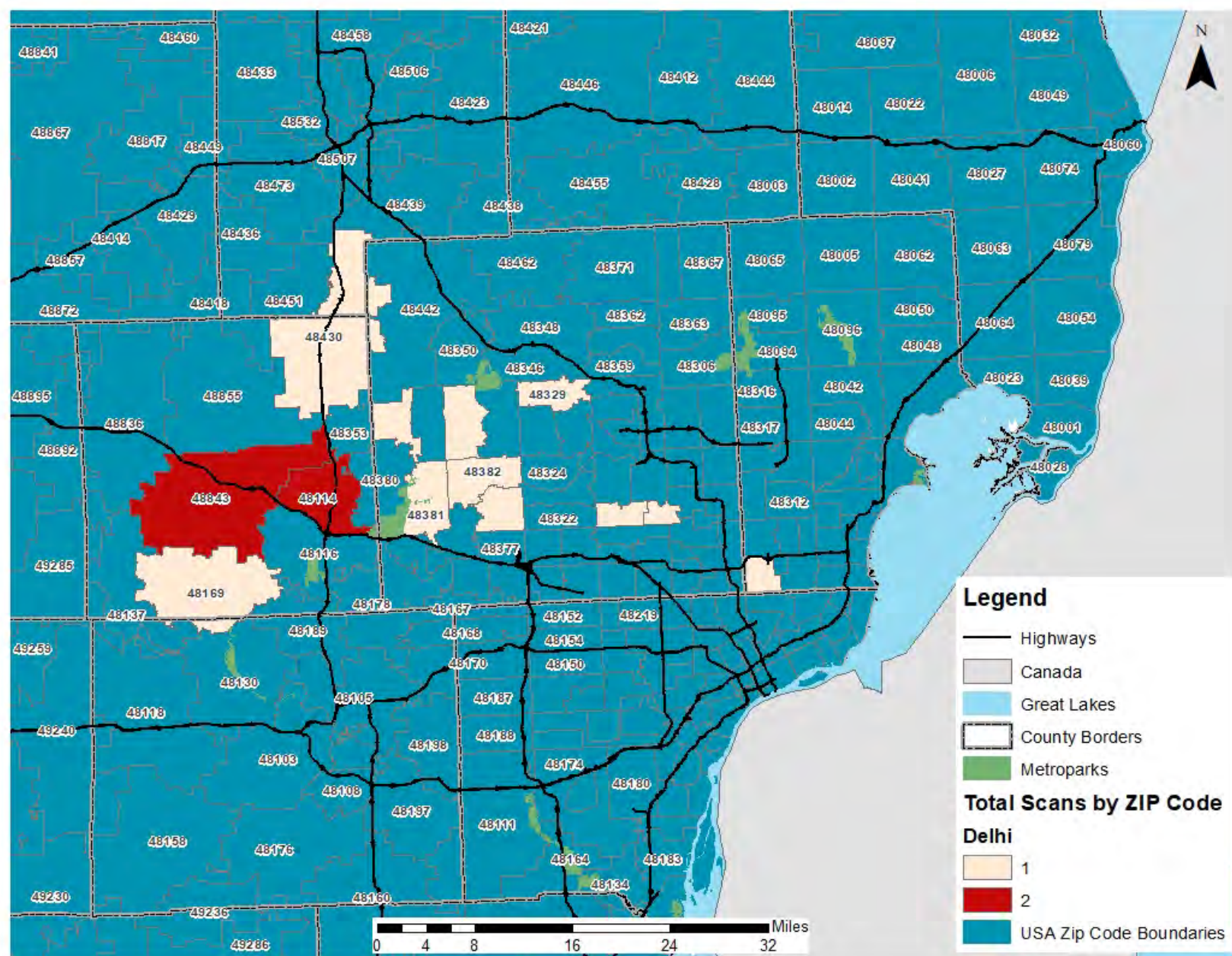




# Park Specific

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Delhi

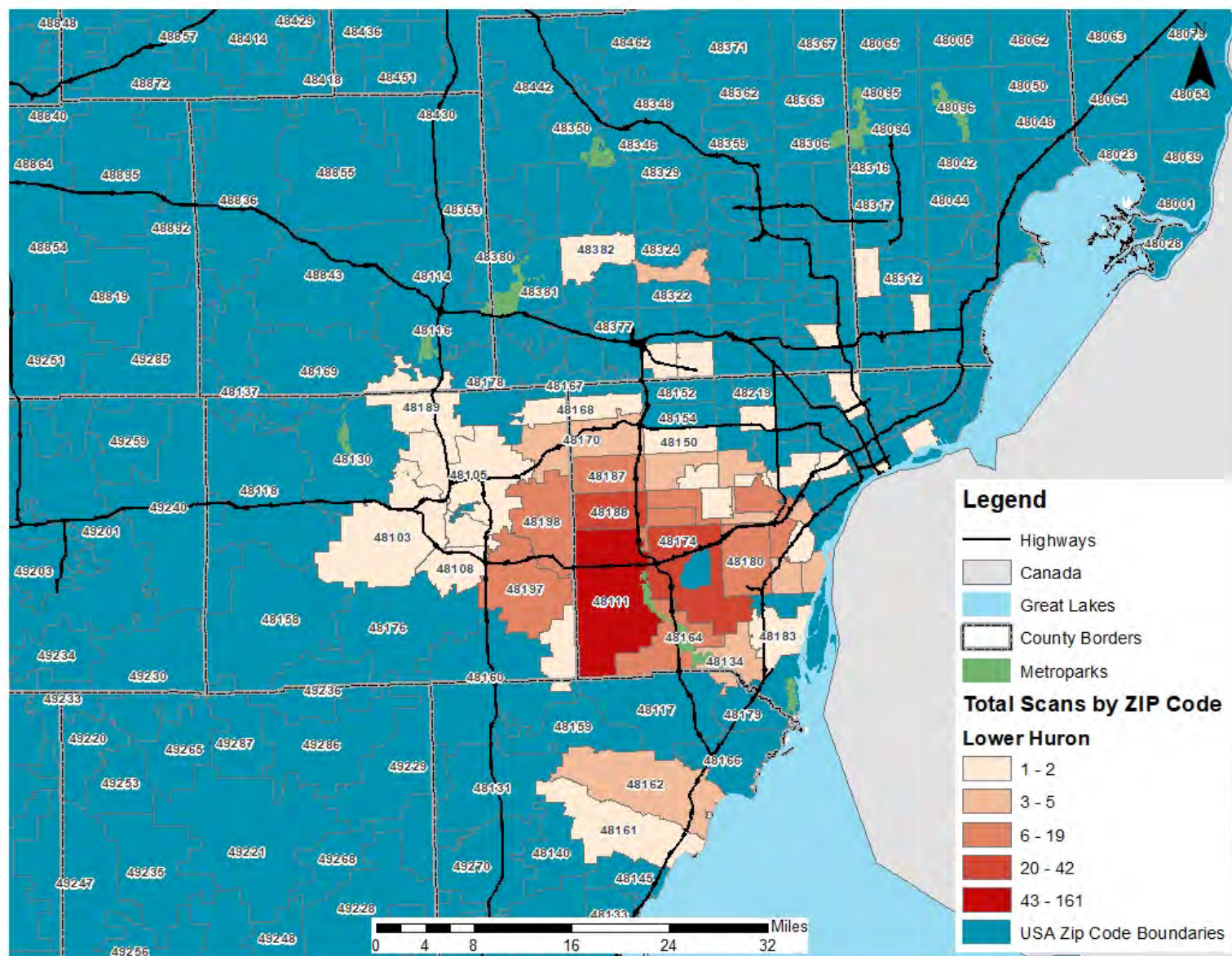




# Park Specific

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Lower Huron

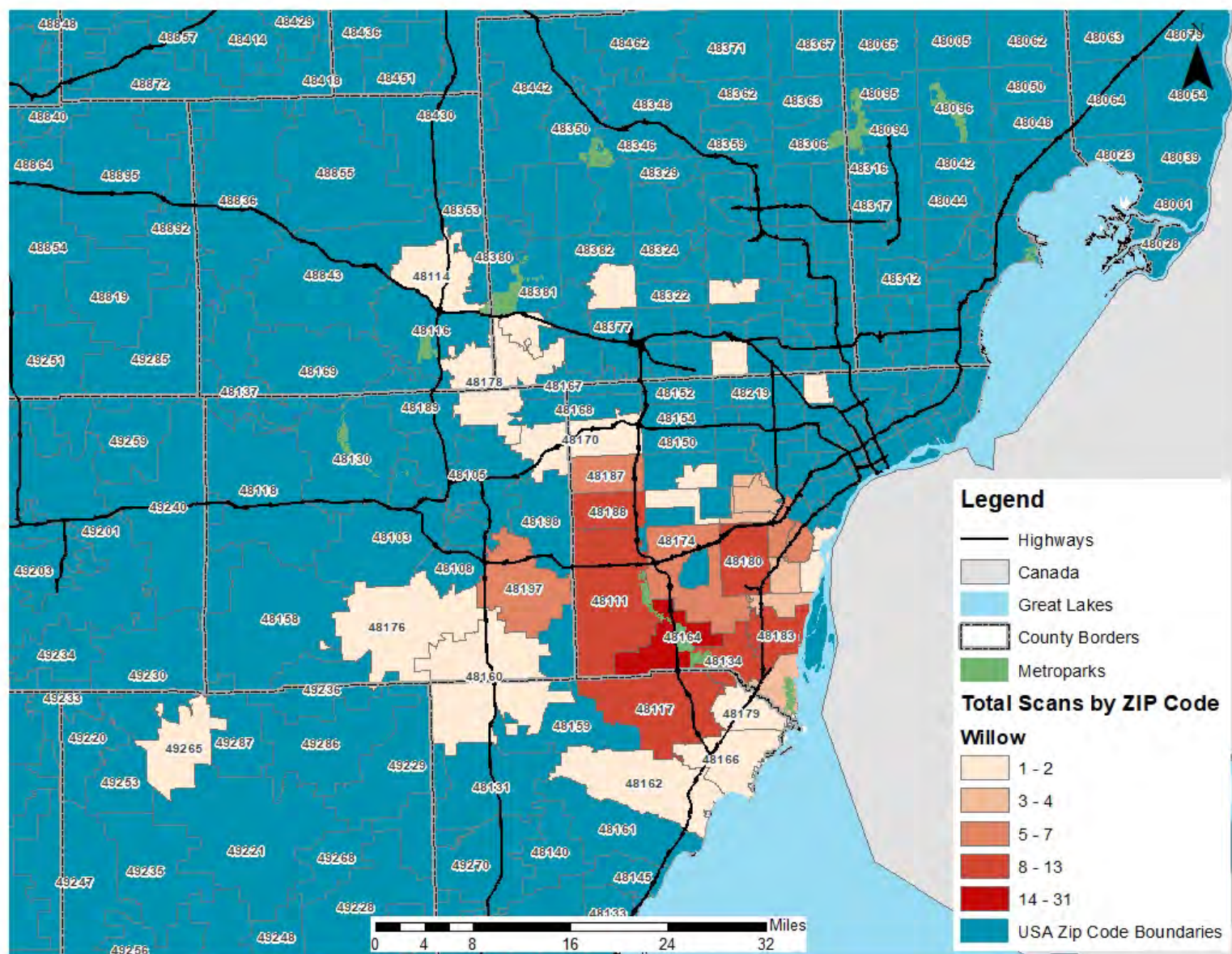




# Park Specific

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Willow



# TRADE-UP PILOT

Barcode Scanning Report | Reporting Timeframe May 16 - September 15

## Eastern and Southern District Summary

County	Total Annual Permits Obtained via Trade-up	Total Dailies Traded
Macomb	164	234
Wayne	53	65
Oakland	50	73
Washtenaw	3	3
Livingston	1	1
Grand Total	271	376

These two tables show preliminary (year-to-date) participation in the pilot trade-up program for 2020. The table on the left shows the total number of trade-up permits obtained by residents of each of the 5 counties. The table on the right shows the top 10 zip codes where the program has been utilized.

ZIP Code	County	Trade-ups
48316	Macomb	28
Not Collected	Macomb	21
48111	Wayne	17
48094	Macomb	16
48045	Macomb	15
48315	Macomb	11
48042	Macomb	11
48313	Macomb	9
48047	Macomb	8
48307	Macomb	8

\*Data submitted from the Western District on the trade-up pilot did not include collecting ZIP Codes or Permit numbers, therefore it is NOT included in the above summary. A summary of trade-up data submitted from the Western District is below.

## Western District Summary

	Contra Revenue	Dailies Traded
Stony Creek	2540	254
Indian Springs	254	25
Hudson Mills	290	29
Huron Meadows	160	16





To: Board of Commissioners  
From: Robert Rudolph, Chief of Information Technology  
Project Title: Approval – Park Radio Upgrades  
Location: System wide  
Date: May 6, 2020

**Action Requested: Motion to approve**

The Board of Commissioners approve the purchase of Park Radio Equipment from Com Source, Inc. for a total amount of \$150,000 as recommended by Chief of Information Technology Robert Rudolph, Jr and staff.

**Fiscal Impact:** Funds will come from the Board approved 2020 budget for the Backup Internet line item. The Comcast quote for backup internet services is below the budgeted amount, which allowed for \$671,000 for the backup internet services, installation and construction.

The result of the purchase of the park radio hardware leaves staff with a budget amount of \$521,000. Once legal counsel has approved the agreement, staff will bring it to the Board for approval.

**Scope of Work:** Furnish and deploy digital radio for dispatch and park staff to make the entire radio system digital and retire the analog radios, which includes converting Metroparks radio FCC licenses to digital licenses. This equipment will replace the old analog radios throughout the Metroparks.

**Background:** The proposed purchase of equipment is to enhance park radio communications system-wide.



To: Board of Commissioners  
From: Amy McMillan, Director  
Project Title: Update – Purchases over \$10,000  
Date: May 7, 2020

**Action Requested: Motion to Approve**

That the Board of Commissioners receive and file the update for purchases over \$10,000, up to, and including \$25,000 as submitted by Director Amy McMillan and staff.

**Background:** On May 9, 2013, the Board approved the updated financial policy requiring the Director to notify the Board of purchases exceeding \$10,000, up to, and including \$25,000.

The following list contains purchases exceeding the \$10,000 threshold:

<b><u>Vendor</u></b>	<b><u>Description</u></b>	<b><u>Price</u></b>
Industrial Fence & Landscaping Inc	Replacement of Gate and Post Kensington Metropark	\$10,270.00
D&G Equipment Inc	John Deere Gator Lower Huron Metropark	\$11,590.93
Truscott Rossman Group LLC	Public Relations and Communication Services relative to COVID-19 Administrative Office	\$18,900.00
Dick Coulter Inc	Forage Wagon Farm Center, Wolcott Mill Metropark	\$22,250.00



To: Board of Commissioners  
From: Rebecca Franchock, Chief of Finance  
Subject: Report – March General Fund Financial Statement Review  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners receive and file the April 2020 General Fund Financial Statement Review as recommended by Chief of Finance Rebecca Franchock and staff.

**Background:** Like all governments and organizations world-wide, the Metroparks are working tirelessly to achieve our mission while responding to what seems like an endless stream of changing conditions. Understanding the fiscal impact of these changes requires a nimble approach to information gathering, communications, and projections. The work of the past several years to improve our financial systems is helping. And it makes it more apparent how important it is for the final piece of this long-range project, RecTrac to come on board. To help more clearly communicate during this time, I am changing the narrative format used in the monthly financial report to include a more bulleted, graphical approach followed by a narrative recap and balance sheet review.

**Revenue:** The impact of COVID-19 on the Metroparks is primarily on park operating revenue, for now. While it is not out of the question that downward pressure on property values may eventually occur, this would not impact the Metroparks tax revenue until 2022 at the earliest. For this reason, our analysis and review is primarily focused on operating revenue and administrative and park operating expenditures.

Our initial focus has been to develop and improve our understanding of the impact of COVID-19 on operating revenue and to adjust administrative and park operating expenditures to offset these reductions. Deferrals of major maintenance projects is also a component of our response.

These factors were used in developing the data on the following charts:

- Annual Revenue and Expense budgets were converted to monthly targets.
  - 2019 actual revenue was summarized by activities such as tolling, golf, aquatics, etc. the actual monthly amounts by activity were divided into the whole to develop a monthly percentage.
  - These percentages were applied to the 2020 budgeted revenue and expense figures also summarized by activity to create the monthly targets.
- COVID-19 – restrictions and social distancing initially eliminated most park operating revenue with the notable exception of tolling.
- Parks have remained open and tolling has taken place four of seven days weekly allowing our main operating revenue stream to continue and providing our public with a safe place to get outside.
- Returning to seven day-a-week tolling is anticipated in mid-May.
- Golf course openings were delayed and limited to walking only.
- Aquatic facilities openings are scheduled to be delayed and operations altered to accommodate social distancing.
- Interpretive programing is being restructured to accommodate safe practices and reduced group size in accordance with anticipated standards.
- Extension of stay at home executive orders to May 28 may impact these plans.

Operating Revenue Budget Target by Month								
	January - March	April	May	June	July	August	September	Total January - September
Park Operating Revenue								
Tolling revenue	1,328,000	991,000	1,283,000	1,896,000	1,723,000	1,202,000	559,000	8,982,000
Non-tolling park revenue	633,000	652,000	1,065,000	1,926,000	2,441,000	2,102,000	969,000	9,788,000
<b>Total Park Operating Revenue</b>	<b>1,961,000</b>	<b>1,643,000</b>	<b>2,348,000</b>	<b>3,822,000</b>	<b>4,164,000</b>	<b>3,304,000</b>	<b>1,528,000</b>	<b>18,770,000</b>
Operating Revenue Actual/ Estimate by Month								
	January - March Actual	April Actual	May Estimate	June Estimate	July Estimate	August Estimate	September Estimate	Total January - September
Park Operating Revenue								
Tolling revenue	1,586,622	837,317	1,200,000	1,800,000	1,600,000	1,100,000	550,000	8,673,939
Golf		1,000	320,000	760,000	779,000	1,100,000	735,000	3,695,000
Aquatic			-	120,000	447,000	280,000	15,000	862,000
Dockage/Boat Storage	89,234	14,943	20,000	25,000	30,000	35,000	25,000	239,177
Rentals/Refunds	257,898	(19,975)	(45,000)	(50,000)	(50,000)	(50,000)	(42,923)	-
Interpretive	64,979			20,000	10,000	12,000	10,000	116,979
Other park revenue**	289,685	18,628	30,000	50,000	50,000	40,000	20,000	498,313
<b>Total Park Operating Revenue</b>	<b>2,288,418</b>	<b>851,913</b>	<b>1,525,000</b>	<b>2,725,000</b>	<b>2,866,000</b>	<b>2,517,000</b>	<b>1,312,077</b>	<b>14,085,408</b>
Variance	327,418	(791,087)	(823,000)	(1,097,000)	(1,298,000)	(787,000)	(215,923)	(4,684,592)
* Rentals/Refunds includes Family and Group Camping, Activity Center Rental, Mobile Stage and Shelter Reservations								
**Other includes Beach, Boat Rental, Excursion Boat, Cross Country Skiing, Disc/Adventure Golf, Trackless Train, and Administrative								

- Q1 Revenue exceeded target by \$327,000
- April Revenue fell short of target by \$791,000, net year to date deficit \$464,000
- Currently, the deficit is estimated to increase monthly to a total of \$4.7 million by September month end.

**Expenditures:** With limited ability to generate additional revenue, expense reductions are needed to bring revenues and expenditures into balance.

- Delays opening facilities create some reductions in costs.
- Departments and Districts have initially identified \$600,000 in potential savings. More are in discussion. These are only partially identified in the chart below to the extent that they have occurred in January through April. Future savings, aside from anticipated temporary layoffs, are not yet included.
- Temporary layoffs of thirteen full-time and fifty-two part-time staff are anticipated to take place for varying lengths of time between May 9<sup>th</sup> and July 25<sup>th</sup>. These are included as an expense reduction totaling \$298,000 on the chart. Offsetting this 2020 expense reduction will be an increase in 2021 unemployment costs of \$88,700.

Administrative and Park Operating Expense Budget Target by Month								
	January - March	April	May	June	July	August	September	Total January - September
Expenditures								
Administrative	2,116,000	1,006,000	1,008,000	766,000	897,000	758,000	752,000	7,303,000
Park Operating	6,043,000	2,733,000	3,695,000	3,633,000	3,814,000	3,621,000	3,309,000	26,848,000
<b>Total Park Operating Expense</b>	<b>8,159,000</b>	<b>3,739,000</b>	<b>4,703,000</b>	<b>4,399,000</b>	<b>4,711,000</b>	<b>4,379,000</b>	<b>4,061,000</b>	<b>34,151,000</b>
Administrative and Park Operating Expense Actual/ Estimate by Month								
	January - March Actual	April Actual	May Estimate	June Estimate	July Estimate	August Estimate	September Estimate	Total January - September
Expense								
Administrative	1,917,602	666,663	1,008,000	766,000	897,000	758,000	752,000	6,765,265
Lay off cost reductions			(60,300)	(88,000)	(89,800)			(238,100)
Other planned savings								
Park Operating	5,535,918	2,098,249	3,695,000	3,633,000	3,814,000	3,621,000	3,309,000	25,706,167
Lay off cost reductions			(48,400)	(12,100)				(60,500)
Other planned savings								
<b>Total Expense</b>	<b>7,453,520</b>	<b>2,764,912</b>	<b>4,594,300</b>	<b>4,298,900</b>	<b>4,621,200</b>	<b>4,379,000</b>	<b>4,061,000</b>	<b>32,172,832</b>
Variance	(705,480)	(974,088)	(108,700)	(100,100)	(89,800)	-	-	(1,978,168)

- Q1 results for expenditures were \$705,000 below target.
- April results produced an even larger savings of \$974,000, with net year-to-date expenditures coming in below target by \$1.7 million.
- No further variances aside from the projected savings related to the temporary staff layoffs has been included.
- Current estimate of September cumulative variance is just under \$2 million below target.

### **Combined Revenue and Expense Variances**

	<i>January - March Actual</i>	<i>April Actual</i>	<i>May Estimate</i>	<i>June Estimate</i>	<i>July Estimate</i>	<i>August Estimate</i>	<i>September Estimate</i>	<i>Total January - September</i>
<b>Combined Revenue and Expense</b>								
Monthly Variance - Revenue and Expense	1,032,898	183,001	(714,300)	(996,900)	(1,208,200)	(787,000)	(215,923)	(2,706,424)
Cumulative Variance - Revenue and Expense	1,032,898	1,215,899	501,599	(495,301)	(1,703,501)	(2,490,501)	(2,706,424)	

Combining the estimated variance to budget for revenue and expense results in a potential deficit as of September month end of \$2.7 million.

- \$1.13 million in major maintenance projects have been identified for deferral to 2021. This will reduce the deficit to \$1.6 million.
- Administrative and park operations cost reductions identified not yet realized will further reduce the deficit.
- Further changes to significant operating revenue activities such as golf and aquatics could push the number in either direction.
- Mandated park closures beyond the self-directed intermittent closures for crowd control would have a negative impact that could be significant.
- Weather is always a significant factor in park operations which tends to even out in the long run but can be significant in the near term.

**Recap:** There are significant unknowns in these projections and we are analyzing and revising them on a weekly, if not daily basis. We have had significant reductions in our expenditures thus far this year, at least in comparison to our monthly budget allocations. It is notable that expenditures are also down compared to year-to-date numbers from April 2019 by nearly \$900,000. Some reductions will not continue as golf and aquatics come on line and more tolling takes place. We have temporary employee layoffs scheduled to begin May 9. These are expected to reduce 2020 expenditures by up to \$35,000 per week. Offsetting this in 2021 will be the cost of employer reimbursement for unemployment benefits. Some engineering staff layoffs will be postponed until mid-June for completion of essential projects and most provisional staff layoffs, which are in the interpretive department, are expected to end in mid-June. It is hoped that all layoffs will end by July 25. The resulting expense reduction totals up to \$298,000.

Projections for June and July park operating revenue at this time reflect golf coming closer to target and the addition of aquatics starting to come on line mid-June for pools and July 1st for Lower Huron Turtle Cove water park and Kensington Splash-n-Blast. Social distancing restrictions and delayed opening are expected to again reduce revenue. June aquatic revenue is projected to fall short of target by \$350,000 and July by \$450,000. The net impact is an anticipated shortfall for total June operating revenue of \$1 million and July of \$1,298,000.

Operating expenses will be reduced by the delay opening of aquatic facilities. In addition, staff continues to identify additional opportunities for savings.

**Process Overview:** Several factors are important to consider in looking at this data. We are in unprecedented territory on many fronts. One of these is the methodology used to develop the monthly budget targets

- I used 2019 actual monthly expense and revenue summarized by activity level. These numbers were then used to develop percentages earned/spent by activity/by month. These percentages

were then applied to the annual budget for revenue and expense also summarized by activity level.

- These amounts were summarized across all parks and there was no further breakdown by category or account in hopes that this might smooth out minor timing shifts between months as well as variances between accounts.
- I only used one year so there is potential that a significant and infrequent expense or revenue has skewed the percentage allocations.
- I only looked at park revenue, park operations and administrative office operations. The other general fund revenues and expenditures are either not impacted by the COVID-19 at this point in time (tax revenue) or are larger expenditures/lower volume transactions (capital equipment and major maintenance projects) which would produce greater swings and less validity to the percentage allocations.
- Although, capital equipment and major maintenance expenditures which have not been committed to are being seriously reviewed prior to proceeding, neither of these directly impact monthly operations. In addition, over \$1 million major maintenance deferrals have been identified as noted above. The majority of capital equipment purchases were committed to prior to the beginning of our recognition of the pandemic.

**Balance Sheet:** The April balance sheet reflects cash assets on hand of \$4.7 million. Investments, consisting primarily of CD's, U.S. Treasury/Agency funds and municipal pooled funds totals \$47.3 million. The average rate of return on investments remains just below 1.5 percent; however, the decline in rates which began in February is resulting in truly dismal renewal rates. The Net Taxes Receivable is \$7.9 million, this is \$2.3 million higher than the 2019 receivable at this point in the year. While receipts are lagging, funds have been coming through and we anticipate this is a slowdown but are not overly concerned. More than \$1 million in property taxes was received in the first week of May.

No real change in the category *Other Assets*, which still totals \$1.9 million. Anticipated grant funding related primarily to the SAW grants is reflected here as is the MMRMA self-insured retention fund. Funds are transferred from the Capital Project Fund at the beginning of each month for the payments that have been processed from the General Fund. At the end of March, the amount due to the General Fund from the Capital Project Fund is \$630,600. Liabilities and Fund Equity Categories reflect the balances approved at year end of 2019.





To: Board of Commissioners  
From: Nina Kelly, Chief of Planning and Development  
Subject: Approval – Potential land acquisition, Schmidt Property  
Location: Wolcott Mill Metropark  
Date: May 6, 2020

**Action Requested: Motion to approve**

That the Board of Commissioners authorize staff to proceed with negotiations in pursuit of the acquisition of parcel 05-08-400-004 (Schmidt property) at 17671 30 Mile Road in Ray Township as recommended by Chief of Planning and Development Nina Kelly and staff.

**Fiscal Impact:** An appraisal report was prepared by Value Midwest on behalf of the Doris M. Schmidt Estate, valuing the 140.241-acre parcel at \$715,000. Prior to the execution of a purchase agreement, the Authority would obtain its own appraisal in accordance with the Land Acquisition policy (BC L 1), approved in 2014. Funds are available to cover this purchase within the Land Acquisition Fund designated specifically for this purpose.

**Background:** Planning and Development staff initiated the conversation with the Board regarding potential land acquisitions and divestments across the Metroparks system in December 2019. The Schmidt property was identified during that presentation as desirable to fill a gap within Wolcott Mill that would potentially enable greater connectivity within the park. Additionally, the acquisition of this property would preserve a section of floodplain of the North Branch of the Clinton River, furthering the goals of the North Branch Greenway project, a current planning initiative spearheaded by Macomb County.

On April 15, Wolcott Mill interpretive staff received legal notice that the property's owner, Doris M. Schmidt, recently died. According to her last Will and testament, the Metroparks has the right of first refusal to purchase the 140.241-acre Schmidt property at fair market value within sixty (60) days following written notice.

The legal notice and last will and testament have been reviewed Miller Canfield. Should the Board authorize staff to move forward in the process, it would be in coordination with legal counsel to negotiate a contract with the contingency that the Authority be granted a certain period of time to conduct due diligence on the property prior to making any expenditures. The actual purchase agreement would come back to the Board for final approval.

**Attachment: Legal Notice  
Miller Canfield Correspondence  
Value Midwest Property Appraisal**



319 Northbound Gratiot Avenue . Mount Clemens, MI 48043  
586-468-6793 . Fax 586-468-6798 . simaskolaw.com

April 2, 2020

Manager  
Wolcott Mill Metropark  
Farm Center  
65775 Wolcott Road  
Ray, MI 48096

**Re: Estate of DORIS M. SCHMIDT, Deceased**  
**Macomb County Probate Court File No. 2019-232828-DE**

Dear Sir/Madam:


In furtherance of my letters to the Interested Persons dated December 16, 2019 and January 28, 2020, relative to the above-referenced estate, please be advised that pursuant to Section 1 of ARTICLE III of the LAST WILL AND TESTAMENT OF DORIS M. SCHMIDT dated July 26, 2011, "Wolcott Farms" has the right of first refusal to purchase for fair market value a certain 140.241-acre parcel of land located on the north side of 30 Mile Road, between Romeo Plank and Kunstman Roads, in Ray Township (see enclosed map). According to said Last Will and Testament, Wolcott Mill Metropark has sixty (60) days following written notice from the Personal Representative of the option to purchase. If Wolcott Mill Metropark does not elect to purchase the property for fair market value, or it fails to exercise this option within 60 days, then the property shall be sold on the open market.

In addition, Glen A. Porrett, the Personal Representative for the estate, and I have hired a licensed real estate appraiser to appraise said parcel and it has appraised for \$715,000.00. If this letter should go to the Huron-Clinton Metroparks Administrative Office in Brighton, Michigan, please forward the same there.

Please contact me upon your receipt of this letter in order that we may discuss the above.

Sincerely,

SIMASKO, SIMASKO & SIMASKO, P.C.



Scott E. Bright

SEB:

Enclosure

cc: Glen A. Porrett

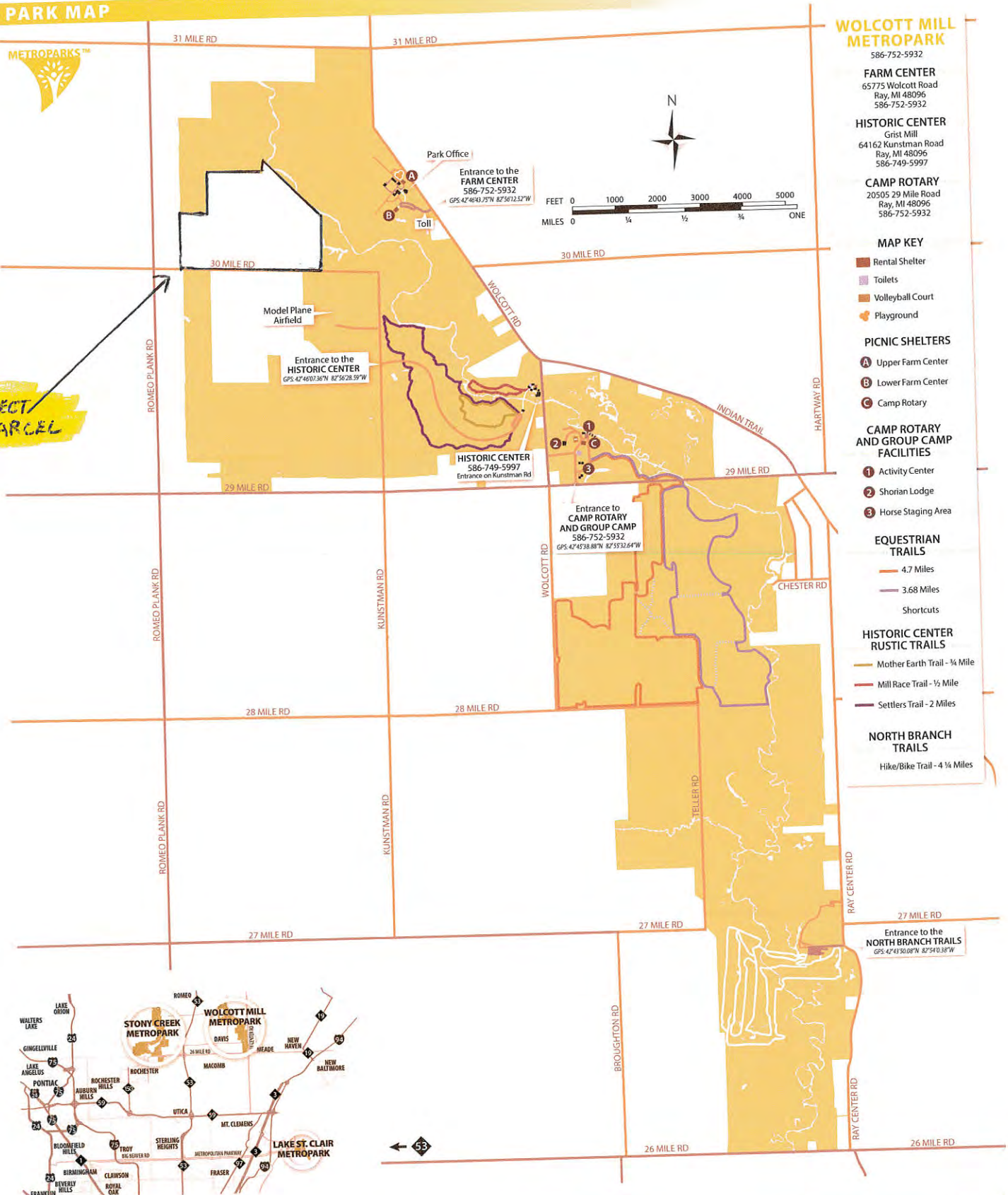
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LEONARD J. SIMASKO (1930-2011)  
JAMES M. SIMASKO . PATRICK M. SIMASKO . SCOTT E. BRIGHT  
KATHERINE G. SIMASKO . MARK STREK . MICHAEL J. PALAZZOLO



# PARK MAP

METROPARKS™



## WOLCOTT MILL METROPARK

586-752-5932

**FARM CENTER**  
65775 Wolcott Road  
Ray, MI 48096  
586-752-5932

**HISTORIC CENTER**  
Grist Mill  
64162 Kunstman Road  
Ray, MI 48096  
586-749-5997

**CAMP ROTARY**  
20505 29 Mile Road  
Ray, MI 48096  
586-752-5932

### MAP KEY

- Rental Shelter
- Toilets
- Volleyball Court
- Playground
- PICNIC SHELTERS**
- A Upper Farm Center
- B Lower Farm Center
- C Camp Rotary

### CAMP ROTARY AND GROUP CAMP FACILITIES

- 1 Activity Center
- 2 Shorian Lodge
- 3 Horse Staging Area

### EQUESTRIAN TRAILS

- 4.7 Miles
- 3.68 Miles
- Shortcuts

### HISTORIC CENTER RUSTIC TRAILS

- Mother Earth Trail - 1/4 Mile
- Mill Race Trail - 1/2 Mile
- Settlers Trail - 2 Miles

### NORTH BRANCH TRAILS

- Hike/Bike Trail - 4 1/4 Miles

**Entrance to the NORTH BRANCH TRAILS**  
GPS: 42°43'50.08"N 82°54'0.38"W



**STAY CONNECTED WITH US!**  
Join our email list to receive updates on parks and activities.

**VISIT YOUR METROPARKS**  
Delhi • Dexter-Huron • Hudson Mills  
Huron Meadows • Indian Springs • Kensington  
Lake Erie • Lake St. Clair • Lower Huron  
Oakwoods • Stony Creek • Willow • Wolcott Mill

**ACCESSIBILITY**  
For special accessibility needs, please contact the park or facility at least 72 hours in advance of your visit.

### METROPARKS SAFETY

- Please report any accident or unsafe condition to a park employee.
- Wear personal protective equipment where required (life jacket, helmet, etc).
- Dispose of hot coals in bins marked "Hot Coals" only. If not available, contact a park employee.
- Read and adhere to trail rules and regulations.

### DONATIONS

The Huron-Clinton Metroparks Foundation accepts financial gifts that enhance the Metroparks. For more information, call 800-47-PARKS.

### PROTECT AND PRESERVE YOUR METROPARKS

The Huron-Clinton Metroparks are committed to environmental stewardship through planning, management, and redevelopment of facilities.

**VOLUNTEER OPPORTUNITIES**  
You can make a difference at your Metropark! Join the Metroparks Volunteer team by calling our volunteer services supervisor at 810-494-6020.

**HURON-CLINTON METROPARKS**  
13000 High Ridge Drive, Brighton, MI 48114-9058  
Phone or TTY: 810-227-2757 or 1-800-47-PARKS  
[www.metroparks.com](http://www.metroparks.com)

### CONNECT WITH US!



### BOARD OF COMMISSIONERS

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Steven E. Williams Livingston County	Kurt L. Heise Governor Appointee	John Paul Rea Macomb County	

**EXECUTIVE DIRECTOR**  
George Pfifer

2017

Founded in 1852  
by Sidney Davy Miller



JOSEPH M. FAZIO  
TEL (734) 668-7633  
FAX (734) 747-7147  
E-MAIL [fazio@millercanfield.com](mailto:fazio@millercanfield.com)

**Miller, Canfield, Paddock and Stone, P.L.C.**  
101 North Main, Seventh Floor  
Ann Arbor, Michigan 48104  
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April 24, 2020

**VIA FIRST CLASS MAIL AND  
EMAIL ([nina.kelly@metroparks.com](mailto:nina.kelly@metroparks.com))**

Nina Kelly, AICP  
Manager of Planning  
Huron-Clinton Metroparks  
13000 High Ridge Drive  
Brighton MI 48114-9058

Re: Doris M. Schmidt, Deceased - Right of First Refusal / Option to Purchase for property located at 17671 Thirty Mile Road containing approximately 140.2 Acres (the "Property")

Dear Nina:

As requested, we have reviewed the materials provided by Scott Bright, counsel for the Estate of Doris M. Schmidt, Deceased (the "Estate") which documents the grant to the Huron-Clinton Metropolitan Authority (the "HCMA") of certain preferential rights to purchase the noted Property. In particular, we have reviewed the following documents, copies of which are attached for your convenience:

(i) Letter from Scott Bright to the Manager of Wolcott Mills Metropark dated April 2, 2020 formally advising HCMA of the preferential rights to purchase the Property granted to HCMA by the Estate.

(ii) Excerpts of the Last Will and Testament of Doris M. Schmidt, Deceased dated July 26, 2011.

(iii) Excerpts of an appraisal report provided to the Estate prepared by Value Midwest dated March 2, 2020, covering, inter alia, the Property.

Article III of the Last Will and Testament of Doris M. Schmidt, Deceased above referenced (the "Will") directs the personal representative of the Estate to sell the Property and to then donate the proceeds from such sale to the Lutheran Social Services of Michigan ("LSSM"). It further provides that "Wolcott Farms" (we have assumed for our analysis that the reference to "Wolcott Farms" in the April 2, 2020 letter and the last Will of the Deceased is in fact referring to HCMA) shall have the "right of first refusal" to purchase the Property for its fair market value. It further provides such right to purchase must be exercised within 60 days following written notice from the personal representative of the "option to purchase". If "Wolcott Farms" does not

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elect to purchase the Property or fails to exercise its option within 60 days of being notified then the Property shall be sold on the open market for the fair market value.

In reviewing the select provisions of the Will provided to determine exactly what rights have been granted to HCMA, we note initially the confusion created by the reference to a “right of first refusal” and “an option to purchase”, as these are commonly acknowledged to be different rights. A “right of first refusal” infers that the Property first would be marketed for sale. Then, only after the terms of a 3rd party sale had been agreed to by the Estate, HCMA would have the right to purchase the Property on the same terms of previously negotiated offer. Conversely, an “option to purchase” is typically a onetime right given to a party which would be triggered and satisfied before an owner can elect to sell the property at issue to anyone else. Most “options to purchase” typically establish a strike price for the land in question. In this case no set price is established other than to require that the Property be sold for its fair market value. Given the absence of an established strike or option price, we believe the preferential rights granted to HCMA are more akin to a “right of first offer” which grants HCMA the first opportunity to negotiate with the Estate for the purchase and sale of the Property.

While it would be possible to petition the probate court for a clarification as to exactly what rights are granted to HCMA under the Will, we believe that the testamentary intent of the Deceased can be likely inferred from the last cause of Article III. It provides that if HCMA fails to timely exercise its rights with respect to the Property, then the Personal Representative is directed to sell the Property. As this clause clearly states the Property will be marketed for sale only after HCMA fails to purchase, one can reasonably infer that the Deceased did not intend to grant HCMA a “right of first refusal” which would require the Estate to first find a buyer of the Property. While characterizing the HCMA preferential rights as a “right of first refusal” would presumably be more favorable to HCMA (as it would clearly establish a market value of the Property), unless other factors are brought to our attention, we do not believe that the effort to seek a clarification from the probate court would be successful or necessary, particularly since HCMA is not precluded from making an offer on the Property even if it first elects not to pursue the purchase at this time.

Mr. Bright’s letter of April 2, 2020 to HCMA constitutes the formal written notice mandated by the Will of HCMA’s preferential purchase rights and marks the beginning of the 60 day option period. Such 60 day period expires on May 31, 2020 which is a Sunday. We would therefore any notice to the Estate of HCMA’s interest in purchasing the Property be given not later than Friday, May 30, 2020. It is not entirely clear from the Will as to what must be achieved within that 60 day period. At a minimum, if HCMA is interested in pursuing the acquisition, it must provide a formal written notice to Mr. Bright within said 60 day period of HCMA’s desire to attempt to negotiate a purchase agreement for the Property. We note that the language of the Will could be interpreted by the personal representative to require that, absent the execution of a definitive agreement by HCMA and the Estate within said 60 day period, it must place the Property on the market for sale to the general public.

The Appraisal excerpts enclosed provided by counsel provides the following useful information concerning the description of the Property:

- (i) Greg Porrett is the personal representative of the estate.

Nina Kelly, AICP

-3-

April 24, 2020

- (ii) The Property has been valued by the appraiser at \$715,000.00.
- (iii) It has been appraised as agricultural property.
- (iv) A potential sale of the Property would be into a market that is “stable” and/or “declining” and that while agricultural and open space current use, the likely and highest best use would be for residential development.
- (v) The Property is apparently zoned R-1 and is otherwise located in Ray Township which is in north central Macomb County.
- (vi) After describing the alternative evaluation methodologies once could use, the appraiser concluded that the most accurate method of determining value would be based solely on a sales comparison approach.
- (vii) The parcel is bisected by utility easement which separates a roughly 8.5 acre parcel from the balance of the land.
- (viii) The land is generally unimproved, although there is a barn and the debris of a burned down residential dwelling located on the Property.
- (ix) The valuation for the Property was determined to be \$5,105.00 per acre.

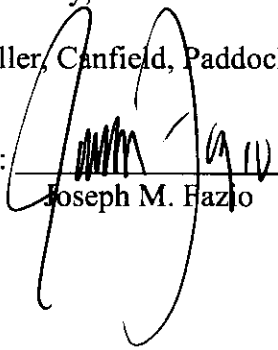
If HCMA is interested in pursuing the potential purchase of the Property, we recommend that any definitive purchase agreement obligate the Estate to obtain probate court approval for the sale as well as the written approval of LSSM to the final purchase price, as LSSM is the ultimate beneficiary of the sale proceeds. We also recommend that these approvals be obtained as a condition of the commencement of any inspection period and the expenditure by HCMA of any monies for due diligence of the Property.

If there are any questions concerning the above or the attachments, please do not hesitate to call.

Sincerely,

Miller, Canfield, Paddock and Stone, P.L.C.

By:

  
Joseph M. Fazio

JMF/mmp

Enclosure(s)

cc: Steve Mann





**APPRAISAL REPORT**  
**THE ESTATE OF DORIS M. SCHMIDT**  
17671 30 Mile Rd.  
Ray Township, MI 48096  
Macomb County



***Prepared For***  
Mr. Glen Porrett- Personal Representative  
The Estate of Doris M. Schmidt  
34361 Armada Ridge Rd.  
Richmond, MI 48062

***Intended User(s):***  
Mr. Scott Bright  
Authorized Legal & Financial Council

***Prepared by:***  
Mark A. Williams, ARA & Mark A. Van Den Berg  
Value Midwest  
6446 Morris St.  
Marlette, MI 48453

***File Name:***  
20-031MV

***Date Prepared:***  
March 24, 2020

***Eff. Date of Value:***  
March 2, 2020

## Transmittal Letter



VALUE MIDWEST

6446 Morris St  
PO Box 125  
Marlette, MI 48453-0125

Phone 989.635.0086  
Fax 866.860.7904  
[info@valuemidwest.com](mailto:info@valuemidwest.com)

March 24, 2020

Mr. Glen Porrett-Personal Representative  
34361 Armada Ridge Rd.  
Richmond, MI 48059

**RE: The Estate of Doris M. Schmidt**

Dear Mr. Porrett:

Pursuant to your request, I have inspected and appraised the property identified as:

**The Estate of Doris M. Schmidt  
17671 30 Mile Rd.  
Ray Township, MI 48096**

Per request of the client, the six tax parcels comprised the Estate of Doris M. Schmidt were divided into four valuation sections. These valuation sections are located in Ray Township in Macomb County, MI. Valuation Sections #1, #3, and #4 were determined to have a highest and best use as vacant cropland. Valuation Section #1 is improved; however, the value of the well and pole barn is offset by the cost to clear the site of the dilapidated structures. Valuation Section #2 is determined to have a highest and best use as vacant for residential uses. Property rights to be appraised will be fee-simple surface rights subject to easements and restrictions of record.

An inspection of the property was made on March 2, 2020 by Mr. Mark Van Den Berg. Mr. Van Den Berg was accompanied by Mr. Glen Porrett, who is the personal representative of the Doris M. Schmidt Estate, during the inspection. The subject property is being valued for the purpose of estimating the market value of the subject property as of the date of inspection. Other intended users include Mr. Scott Bright and any other legal and financial council authorized by the client.

The appraisal report was developed in compliance with USPAP Standard 2-1 and adheres to the content requirements of Standard 2-2.

## Transmittal Letter-Page 2

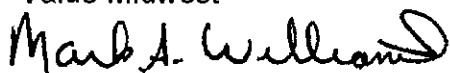
Page 2  
Mr. Porrett

The appraisal report is subject to the statement of assumptions and limiting conditions contained within the body of the report. This report has been made for the purpose of estimating the "Fee Simple Value" of the subject property. After consideration of all factors, which influence the value of the above referenced property, it is my opinion that the value as of March 2, 2020 is:

Valuation Section	Fee-simple Market Value
One	\$715,000
Two	\$172,000
Three	\$450,000
Four	\$200,000

The reasoning, conclusions, and much of the information and data upon which they are based appear in the appraisal report, any part of which I am willing to discuss with you upon request.

Respectfully submitted,  
Value Midwest



Mark A. Williams, ARA  
Certified General Appraiser  
#1201003316

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# Uniform Agricultural Appraisal Report

Property Identification

Owner/Occupant: The Estate of Doris M. Schmidt Total Deeded Acres: \_\_\_\_\_  
 Property Address: 17671 30 Mile Rd. Effective Unit Size: \_\_\_\_\_  
 State/County: Michigan / Macomb Zip Code: 48096  
 Property Location: Five Miles Southeast of Romeo Property Code #: \_\_\_\_\_  
 Highest & Best Use: Agricultural "As If" Vacant: \_\_\_\_\_ FAMC Comd'ty Gp: \_\_\_\_\_  
Headquarters Tract "As Improved": \_\_\_\_\_ Primary Land Type: \_\_\_\_\_  
 Zoning: Agricultural Residential Primary Commodity: \_\_\_\_\_  
 Unit Type: ☐ Economic Sized Unit ☐ Supplemental/Add-On Unit  
 FEMA Community # \_\_\_\_\_ FEMA Map # 26099C014 FEMA Zone/Date: Zone X, A 09/29/2006  
 Legal Description: See Addenda SEC 8 TWP 4N RNG 13E Attached ☒  
 Purpose of Report: To determine the fee-simple market value as of the date of inspection  
 Use/Intended User(s): Determine the fee-simple market value; Mr. Scott Bright, other authorized legal/financial council  
 Rights Appraised: Fee-Simple  
 Value Definition: Market Value Attached ☒  
 Assignment: \_\_\_\_\_ Report Type: Appraisal Report

Extent of Process/Scope of Work: The scope of this assignment was to collect, confirm, analyze and report all relevant data that may have an impact on the value of the subject property. Such data includes: neighborhood trends, industry trends, data on comparable properties, etc. Then taking the data and relating/comparing it to the subject property. All of these factors are developed into an indication of value for the subject property via the sales comparison approach. (continued on next page)

## Summary of Facts and Conclusions

Date of Inspection: 03/02/20 Effective Date of Appraisal: 03/02/20  
**Value Indication**  
 - Cost Approach: \_\_\_\_\_ \$ N/A  
 - Income Approach: \_\_\_\_\_ \$ N/A  
 - Sales Comparison Approach: \_\_\_\_\_ \$ See Valuation Sections  
**Opinion of Value:** (Estimated Marketing Time 12 months) \_\_\_\_\_ \$ See Transmittal Letter  
 Cost of Repairs: \$ \_\_\_\_\_ Cost of Additions: \$ \_\_\_\_\_  
**Allocation:**  
 Land: \$ \_\_\_\_\_ / acre ( 0 %)  
 Land Improvements: \$ \_\_\_\_\_ / \_\_\_\_\_ ( 0 %)  
 Structural Improvement Contribution: \$ \_\_\_\_\_ / acre ( 0 %)  
 Non-Realty Items: \$ \_\_\_\_\_ / \_\_\_\_\_ ( 0 %)  
 Leased Fee Value (Remaining term of encumbrance \_\_\_\_\_) \$ \_\_\_\_\_ / \_\_\_\_\_ ( 0 %)  
 Leasehold Value: \_\_\_\_\_ \$ \_\_\_\_\_ / \_\_\_\_\_ ( 0 %)  
 Overall Value: \$ \_\_\_\_\_ / acre ( 100 %)

Appraisal Report Summary

**Income and Other Data Summary:** ☐ Cash Rent ☐ Share ☐ Owner/Operator ☐ FAMC Suppl. Attached  
 Income Multiplier \_\_\_\_\_ ( ) Income Estimate: \$ \_\_\_\_\_ / \_\_\_\_\_ (unit)  
 Expense Ratio \_\_\_\_\_ % Expense Estimate: \$ \_\_\_\_\_ / \_\_\_\_\_ (unit)  
 Overall Cap Rate: \_\_\_\_\_ % Net Property Income: \$ \_\_\_\_\_ / \_\_\_\_\_ (unit)

### Area-Regional-Market Area Data and Trends:

	Above Avg.	Avg.	Below Avg.	N/A
Value Trend		X		
Sales Activity Trend		X		
Property Compatibility		X		
Effective Purchase Power		X		
Demand		X		
Development Potential	X			
Desirability		X		

### Subject Property Rating:

	Above Avg.	Avg.	Below Avg.	N/A
Location		X		
Soil Quality/Productivity		X		
Improvement Rating			X	
Compatibility		X		
Rentability		X		
Market Appeal		X		
Overall Property Rating		X		

## Extent of Process/Scope of Work-Continued

In the completion of the appraisal problem, all three approaches to value were considered with only the sales comparison approach being applicable. For this assignment, vacant land sales were first collected from the Macomb Equalization Department and Realcomp MLS for northern Macomb County. The current time frame being searched for sales is January 1, 2018 through the date of inspection. The development of these comparable sales is discussed under the Data Collection area of this page.

**General Data Collection, Confirmation and Reporting:** An inspection of the property was made by Mark A. Van Den Berg. Mr. Van Den Berg was accompanied by Mr. Glen Porrett, who is the personal representative of the Doris M. Schmidt Estate, during the inspection. The data on the subject property being appraised was supplied by the client. Additional information on the subject property and all comparable sales was collected and verified at the Equalization Department, Register of Deeds and Treasurers Offices of the respective counties. Aerial photos and soils information for the subject and vacant comparable sales were provided by Google Maps and AgriData Surety Mapping Systems.

**Sales Data Collection, Confirmation and Reporting:** This appraiser did a complete and thorough search of all sales in the subject area of more than 10 acres since January 1, 2018. There have been a limited amount, but sufficient, sales closings over this time-frame to develop an accurate and supported land value estimate for the subject property. Several comparable size and use properties have been found, viewed and analyzed, from which four sales have been selected and used in this appraisal analysis and report.

Closed sales were verified by recorded deeds or land contracts. At this time, many extra sales were also developed in order to analyze and conclude value differences between land use classes. The results of this extensive study of market sales yielded what, in my opinion, are very reliable and market-produced sales for the analyses of the applicable approaches to value in this appraisal assignment.

**Competency**

Mark A. Williams is licensed in the State of Michigan as a Certified General Appraiser. He holds an accredited membership with the American Society of Farm Managers and Rural Appraisers. He has successfully completed classes on Conservation Easement, Eminent Domain, Partial Takings, UASFLA Yellow Book and UASFLA Yellow Book Review. He has the experience, knowledge and education to value agricultural projects and has previously appraised similar real estate in the region.

Mark A. Van Den Berg Michigan License #1201075019 joined the Value Midwest team in 2014 as a Limited Real Estate Appraiser. Mark has the experience, knowledge and education for this type of appraisal project. Mr. Van Den Berg assisted in the inspection of the subject property, collection of market data, analysis, development, and communication of this report.

**Prior Assignment Disclosure**

The appraiser has not previously appraised the subject property. The appraiser has not performed any other services (or the specified services), as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.



Area-Regional Description

**Area-Regional Boundary:** The area-regional boundary comprises the northern two-tiers of townships of Macomb County

**Major Commodities:** Corn, Soybeans, Hay

Off Property Employment: ☐ Above Avg. ☐ Avg. ☒ Below Avg. ☐ N/A  
 Change in Economic Base: ☐ Unlikely ☒ Likely ☐ Taking Place  
 From Agricultural  
 To Residential

**On and Off Property:**

	Up	Stable	Down
Value Trend:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sales Activity Trend:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Population Trend:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employment Trend:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

**Market Availability:**

	Under Supply	Balanced	Over Supply	No Influence
Cropland Units:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Livestock Units:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recreational Tracts:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Forces of Value:** (Discuss social, economic, governmental, and environmental forces.)

The forces of value affecting the subject property are a combination of agricultural and residential factors. Development pressure has influenced townships in Macomb County such as Chesterfield, Macomb, Shelby Charter, and Washington have seen building permits ranging from 198 to 405 in 2018, which is reflective of the previous five years. Northern Townships such as Ray, Armada, Richmond, and Bruce Townships have seen substantially less building activity in the same time period. Most of this building activity is within southern Macomb County and along the M-53 Corridor. Building permits in these townships range between 8 to 29 in 2018. The population of Macomb County has steadily increased over the last ten years, from 841,326 people in 2010 to 871,375 in 2017. Larger tracts of land in northern Macomb County are remaining in agricultural production with tracts under 40 acres and primarily between 10 and 20 acres being used for rural residential development.

Analysis of sales in the area shows land values have remained stable over the last few years.

**Exposure Time:** 12 months. (See attached definition and discussion)

**Specific Market Area Boundaries:** The neighborhood boundaries consist of the township in which the subject property is located and the surrounding townships.

Market Area Description

**Market Area:**

Type	Rural	Suburb	Urban
Value Trend	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sales Activity Trend	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Population Trend	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development Trend	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Market Area:**

	Above Avg.	Avg.	Below Avg.	N/A
Property Compatibility	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Effective Purchase Power	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development Potential	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Desirability	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Analysis/Comments:** (Discuss positive and negative aspects of market area.)

See the above Area-Regional Description.

### Analysis of Highest and Best Use

According to the Dictionary of Real Estate Appraisal published by the Appraisal Institute of Real Estate Appraisers, highest and best use is defined as:

1. Legally Permissible: The proposed use of the property must conform to all local and state zoning and use restrictions for the site.
2. Physically Possible: The site must possess adequate size, shape, and soil conditions to support the proposed use.
3. Financially Feasible: The proposed use must be capable of providing a net return to the property owner.
4. Maximally Productive: Of those physically possible, legally permissible and financially feasible uses, the highest and best use for a property is that use which provides the greatest net return to the property owner over given period of time.

### CHARACTER OF SURROUNDING NEIGHBORHOOD

The subject property is located in a transitional market within northern Macomb County. The greatest potential for development is located south of 29 Mile Rd. and along the M-53 Corridor. Land in northern Macomb County not along the M-53 Corridor is being used for either recreational farming or single-family residential sites.

### CHARACTER OF SURROUNDING IMPROVEMENTS

Improvements around the subject are primarily single-family residences.

### ZONING

The subject property is zoned R-1 Agricultural Residential, which allows for various agricultural uses and residential uses with a minimum lot size of 90,000 SF (2.0661+/-acres).

### LOCATION

The parcels within the four valuation sections are located in Ray Township, which is north-central Macomb County.

### Discussion and Conclusion of Highest and Best Use

The first step to determine the highest and best use of the property is to determine which uses are legally permissible. All parcel located within the four valuation sections are zoned R-1 Agricultural Residential, which allows for various agricultural and residential uses. To the best knowledge of the appraiser, there are no other legal restrictions, deed restrictions, or easements on the subject property.

The second step to determine the highest and best use is to determine which uses are physically possible and if any physical restrictions eliminate a potential use. There are no physical restrictions which hinders any of the legally permissible uses.

The third step in the highest and best use analysis is to determine which of the legally permissible and physically possible uses are financially feasible. Both agricultural and rural residential uses are considered financially feasible.

The final step in the highest and best use analysis is to determine which of the legally permissible, physically possible, and financially feasible uses is maximally productive. Based on the above factors, Valuation Sections #1, #3, and #4 have a maximally productive use for cropland. Due to its size, Valuation Section #2 has a maximally productive use for residential uses.

The maximally productive use is also the highest and best use of all four valuation sections. Valuation Section #1 is improved; however, the value of the well and pole barn is offset by the cost to clear the site of the dilapidated structures. All four valuation sections have a highest and best use as vacant.

## Valuation Methods

## Cost Approach, Income Approach, Sales Comparison Approach

In a professional rural appraisal, three approaches to value are considered and usually applied. They are the (1) cost approach, (2) sales comparison approach, and (3) income capitalization approach. All approaches apply data that is derived from the market.

The cost approach assumes the informed purchaser pays no more than the cost of producing a property with the same utility as the subject. In this approach, the subject site is valued, as if vacant, by analyzing the sales of similar sites in the market. The cost of reproducing the improvements is estimated based on the current cost of replacing the subject's utility with materials as similar as possible. From this cost new, a deduction is estimated for an accrued physical deterioration, functional obsolescence (diminished utility), and external obsolescence. The estimated site value and the depreciated cost of the improvements are then combined to arrive at an indication of value. Evidence for all three cost components (site value, cost new, depreciation) is ideally extracted from the marketplace.

The sales comparison approach assumes an informed purchaser pays no more for a property than the cost of acquiring an existing property with similar utility. This approach involves the analysis and comparison of market transactions, i.e., prices paid for similar properties, prices asked by owners, and offers made by prospective purchasers. For a market transaction to be an acceptable comparable, it must have the same highest and best use as the subject property. Each comparable property is compared with the subject property on the following factors (1) sale terms, i.e. cash or land contract (2) sale conditions (3) date of sale (4) size (5) location (6) extent of improvements and (7) amenities. Since no two properties are alike, each factor is given a dollar value in comparison. This is the concept of comparable sales. This approach is based on the principle of substitution, which states "one will pay no more for real property than the cost of acquiring an equal and desirable substitute in the open market".

The income capitalization approach is based on the assumption that there is a measurable relationship between the amount of income a property will earn and its value. Several appraisal principles form the basis of this approach, but the principal of anticipation is particularly significant. This principle asserts value as a function of the expectation of future benefits. The income capitalization approach is an appraisal technique in which the anticipated income of the subject is converted by a rate to a value. The rate inherently considers risk, time, interest on the capital investment, and the recapture of the depreciating asset, as perceived by buyer and seller. The appropriateness of this rate is critical, as there are several techniques to develop it.

The cost approach to value was not developed as all four valuation sections are valued as vacant.

The income approach was not developed as there was insufficient income data to develop credible assignment results.

The sales comparison approach was developed and is the most applicable in the valuation of the subject property. Qualitative adjustments were made as there is an inadequate amount of sales data to make market supported quantitative adjustments.

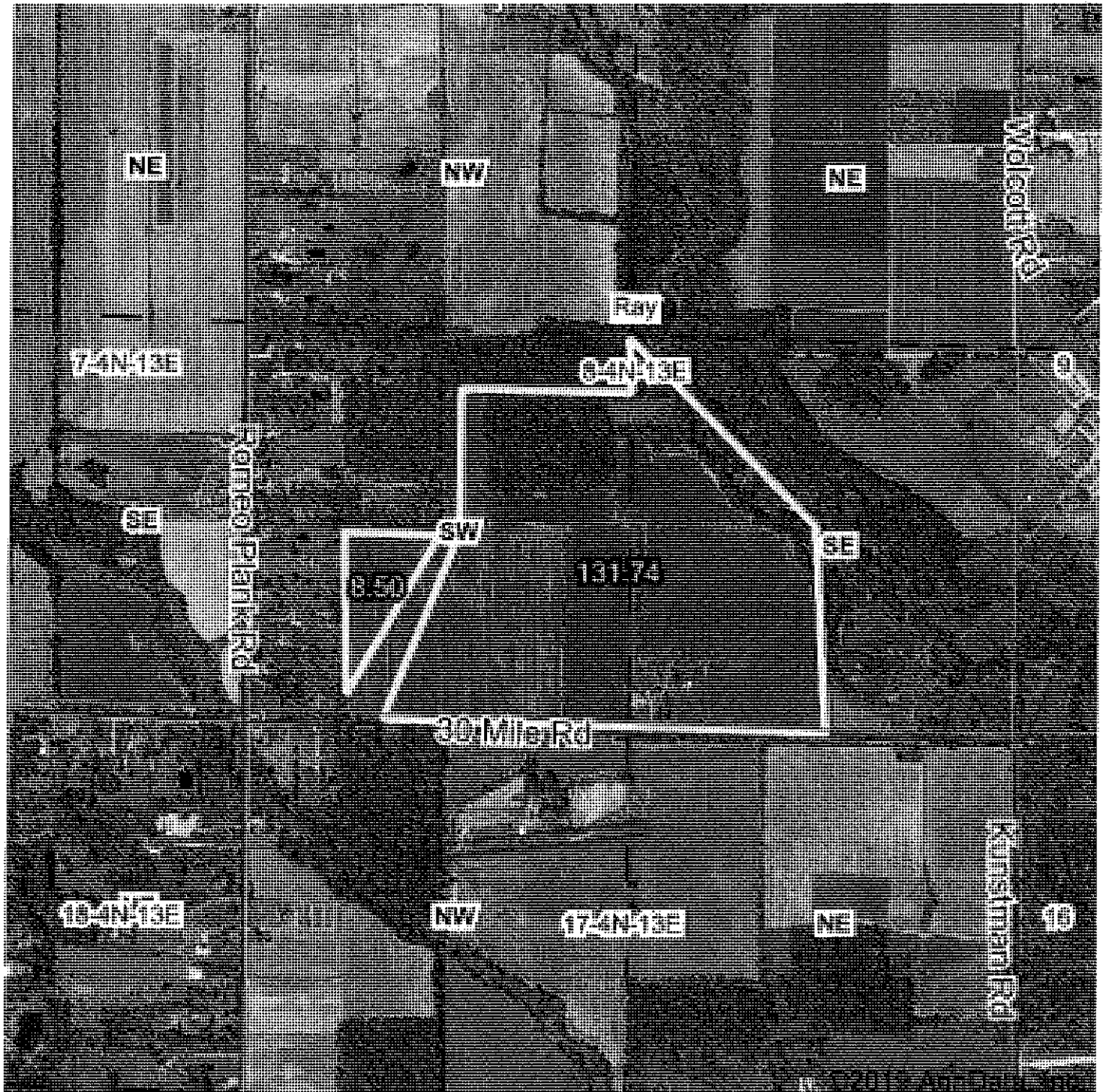
The final conclusion of value is based solely on the sales comparison approach.



# Valuation Section 1

Tax ID: 21-05-08-400-004

Aerial



**Property Description:** (Location, use and physical characteristics) The subject property consists of 140.24+/-acres on the north side of 30 Mile Rd., approximately five miles southeast of Romeo. It is located in section 8 of Ray Township in central Macomb County. There was a dwelling with several older agricultural outbuildings on the property; however, the dwelling burnt down a few years ago and most of the buildings have collapsed. On the northeast corner of the building site is a 1,920 SF barn which is in fair condition. There is a residential well on the site; however, the condition is unknown. The value of the pole barn and residential well are offset by the cost to clear the building site. The cropland is primarily contiguous with small tree lines dividing the cropland. A utility easement isolates a 8.5+/-acre triangular-shaped cropland parcel from the remainder of the property. The northern section of the property is primarily wooded with the North Branch of the Clinton River running along the northeast side. Drainage is adequate as the cropland is pattern tiled at 30' centers. Utility is average as most of the cropland is contiguous. The topography is primarily level to undulating with slopes of 0-2% to 2-6%. Soil types include Locke sandy loam with 0-2% slopes, Boyer loamy sand with 0-2% slopes and Dryden sandy loam with 0-2% slopes.

Subject Land Description

Land Use	Deeded Acres	Unit Type	Unit Size
Site	6.80	Acres	( 4.8%)
Cropland	106.74	Acres	( 76.1%)
Rec/Woods	24.40	Acres	( 17.4%)
Non-Productive	2.30	Acres	( 1.6%)
			( 0.0%)
			( 0.0%)
			( 0.0%)
			( 0.0%)
			( 0.0%)
			( 0.0%)
<b>Total Deeded Acres</b>	<b>140.24</b>	<b>Total Units</b>	<b>0.00 ( 100 %)</b>

Subject Description:	Above Avg.	Avg.	Below Avg.	N/A
Location	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Legal Access	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Physical Access	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Contiguity	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shape/Ease Mgt.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequacy Utilities	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Services	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rentability	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Compatibility	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Market Appeal	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FEMA Zone/Date	Zone X, A 09/29/2006			
Building Location				

**Comments:** Land use determination was based on aerial maps and conversations with the property owner. Non-productive land includes land which is severely restricted by legal and/or physical hindrances. This can include road right-of-ways, ditches, and low-lying areas.

Land Improvements:	Above Avg.	Avg.	Below Avg.	N/A
Domestic Water	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Livestock Water	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Interior Roads	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Drainage	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Water Rights:** ☐ No ☒ Yes ☐ Supplement Attached  
**Mineral Rights:** ☐ No ☒ Yes ☐ Supplement Attached

**Comments:** The value of water rights and mineral rights were not included in this appraisal.

Topography:	Level	Un- dulat- ing	Roll- ing	Slop- ing
Site	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cropland	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rec/Woods	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-Productive	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Overall Topography</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Soils Description:** The soils consist primarily of sandy loam and loams which are adequate in the subject's market.

Soil Quality/Production: ☐ Above Avg. ☒ Avg. ☐ Below Avg. ☐ N/A ☐ Supplement Attached

**Climatic:** 33 " Annual Precipitation \_\_\_\_\_ ' to \_\_\_\_\_ ' Elevation 144 Frost-Free Days

**Utilities:** Well Water DTE Electric Septic Sewer LPG Gas Telephone

**Distance To:** 4 Schools 13 Hospital 8 Markets 3 Major Hwy. 5 Service Center

**Easements/Encroachments:** (Conservation, Utility, Preservation, etc.) No apparent easements/encroachments. Appraiser was not provided certification proving that none exist, however, only normal public utility easements appear to exist.

**Hazards and Detriments:** There are no visible hazards or detrimental conditions apparent on the subject property. The appraiser has not been provided with certification that no hazardous substances are present which would adversely affect the value of the subject.

Subject Property Photos



ABOVE: Pole Barn

BELOW: Silo and Cattle Holding Area





Subject Property Photos



ABOVE: Burnt Dwelling

BELOW: Collapsed Barns



Subject Property Photos



ABOVE: Driveway onto Property

BELOW: Cropland



Subject Property Photos

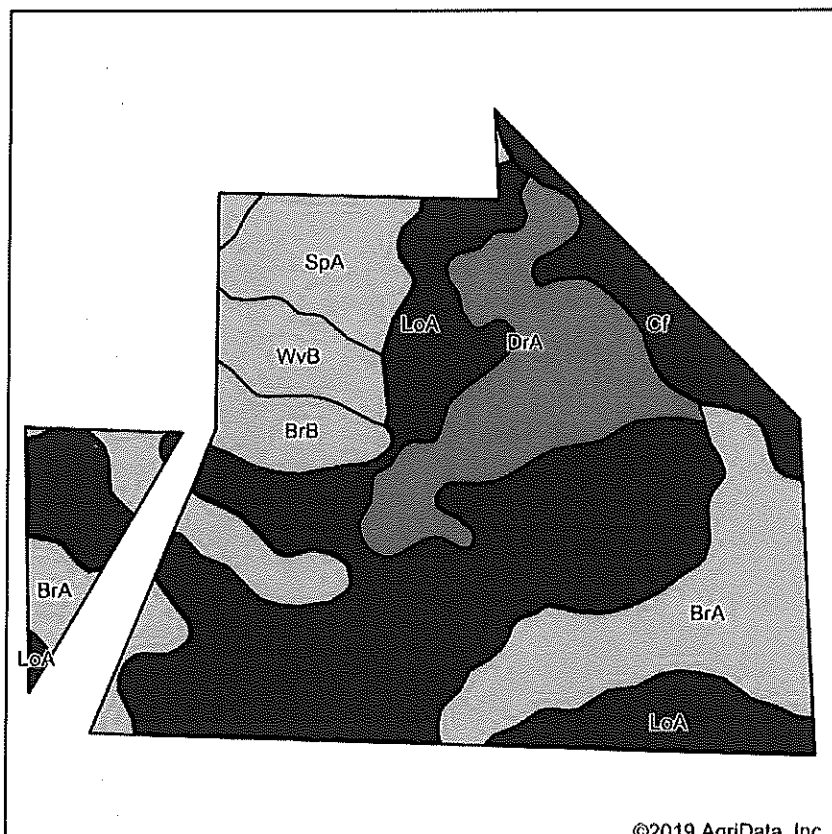


ABOVE: Cropland with Barbwire Fence

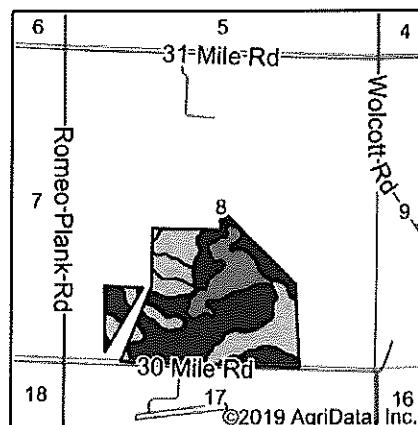
BELOW: Southwest Corner



## Soils Map



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State: Michigan  
 County: Macomb  
 Location: 8-4N-13E  
 Township: Ray  
 Acres: 140.24  
 Date: 2/24/2020

Maps Provided By

**surety**  
 CUSTOMIZED ONLINE MAPPING  
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Soils data provided by USDA and NRCS.

Area Symbol: MI099, Soil Area Version: 16

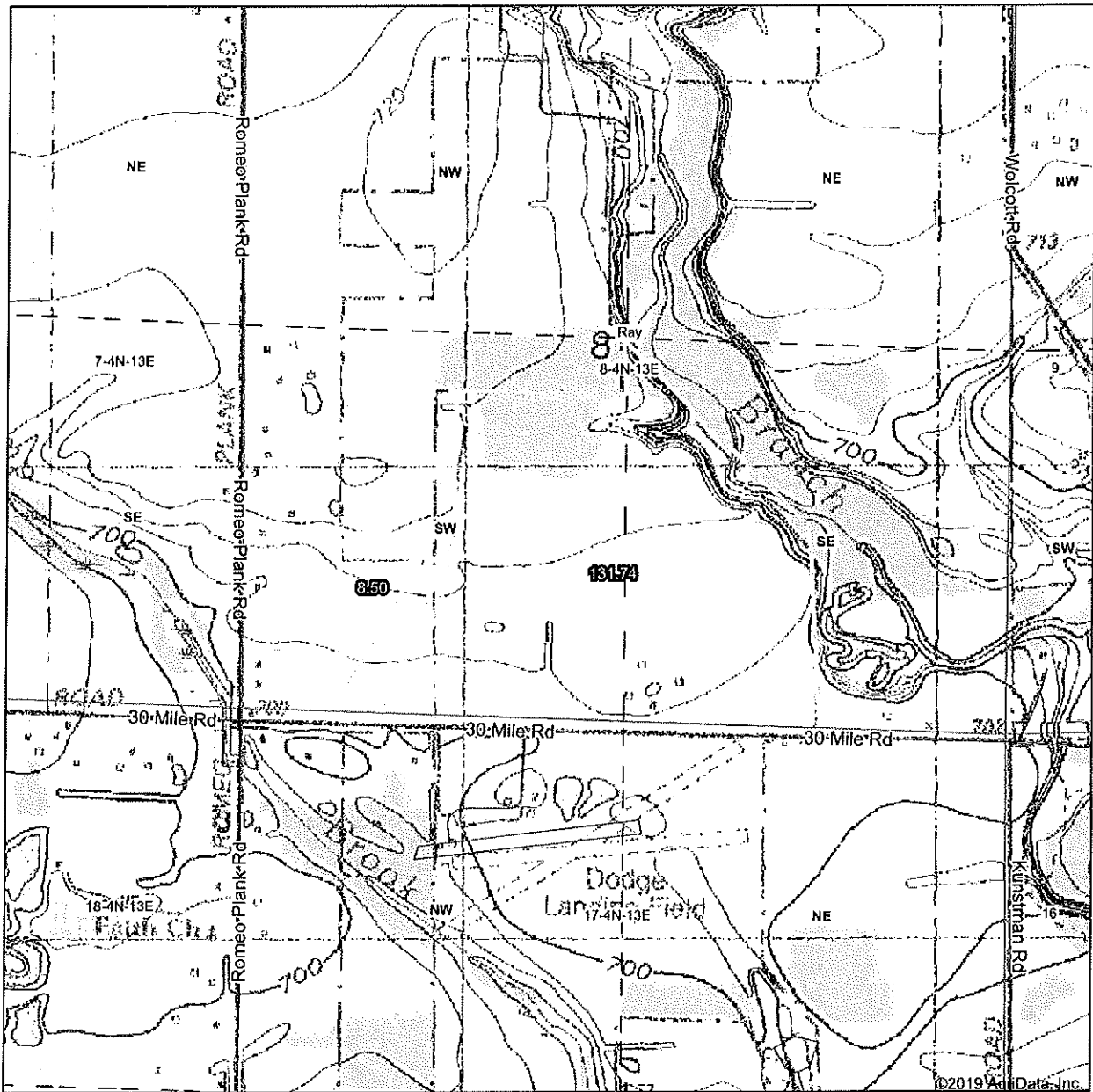
Cod e	Soil Description	Acres	Percent of field	Non-Irr Class Legend	Non-Irr Class *c	Alfalfa hay	Corn	Corn silage	Oats	Soybeans	Winter wheat	*n NCCPI Soybeans
LoA	Locke sandy loam, 0 to 2 percent slopes	64.36	45.9%		Ilw	4.5	115	19	95	33	50	62
BrA	Boyer loamy sand, 0 to 2 percent slopes	23.91	17.0%		Ills	3.5	80	14	60	25	30	28
DrA	Dryden sandy loam, 0 to 2 percent slopes	18.61	13.3%		Iw	4	105	18	85	30	45	59
BrB	Boyer loamy sand, 2 to 6 percent slopes	10.06	7.2%		Ills	3.8	80	14	60	30	35	27
SpA	Spinks loamy sand, 0 to 2 percent slopes	8.99	6.4%		Ills	3	55	11	45		25	38
Cf	Ceresco fine sandy loam	8.16	5.8%		Ilw							24
WvB	Wasepi-Pipestone complex, 0 to 4 percent slopes	6.15	4.4%		Illw	4.5	105	18	84	21	45	30
Weighted Average						3.9	94.2	16	76	26.5	40.1	*n 48.1

\*n: The aggregation method is "Weighted Average using major components"

\*c: Using Capabilities Class Dominant Condition Aggregation Method

Soils data provided by USDA and NRCS.

Topography Map



map center: 42° 46' 41.78, -82° 57' 13.23

0ft 1079ft 2159ft

8-4N-13E  
Macomb County  
Michigan

Maps Provided By:  
**surety**  
CUSTOMIZED ONLINE MAPPING  
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2/24/2020

Field borders provided by Farm Service Agency as of 5/21/2008



## History

## Zoning

## Taxes

Highest & Best Use is defined as that reasonable and probable use that supports the highest present value, as defined, as of the effective date of the appraisal. Alternatively, that use, from among reasonably probable and legally alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in the highest land value.

## Highest & Best Use Analysis

## Value Methods

76/139

## Sales Comparison Approach (1-5)

Sale Data	Sale Data	Subject	Sale #1 i6.1886	Sale #2 i6.1887	Sale #3 i4.19130	Sale #4 i6.1932	Sale #5
	Grantor (Seller)		Heriberto	Confidential	Cryderman, C.	Satterlee	
	Grantee (Buyer)		J & A Farms	Russ	Teltow, B.	Fraley	
	Source		Combination	Combination	Combination	Combination	
	Date	Eff 03/20	03/18	06/18	04/19	03/19	
	Eff Unit Size/Unit	140.24 / Acres	32	123	79	38	
	Sale Price		190,000	614,260	400,000	245,000	
	Finance Adjusted		Conv	Conv	Conv	Conv	
	CEV Price		190,000	614,260	400,000	245,000	
	Multiplier						
	Expense Ratio						

The Appraiser has cited sales of similar property to the subject and considered these in the market analysis. The description below includes a dollar adjustment reflecting market reaction to those items of significant variation between the subject and the sales documented. When significant items are superior to the property appraised, a negative adjustment is applied. If the item is inferior, a positive adjustment is applied. Thus, each sale is adjusted for the measurable dissimilarities and each sale producing a separate value indication. The indications from each sale are then reconciled into one indication of value for this approach.

CEV Price/ Acres		5,937.50	5,000.08	5,048.59	6,447.37	
<b>LAND AND IMPROVEMENT ADJUSTMENTS</b>						
Land Adjustment		-79.07	-196.60	273.04	-38.27	
Impvt. Adjustment		0.00	0.00	0.00	0.00	
Adjusted Price		5,858.43	4,803.48	5,321.63	6,409.10	

## TIME ADJUSTMENTS

<input type="checkbox"/>	Yr	<input type="checkbox"/>	Mo	Periods				
<input type="checkbox"/>	Smpl	<input checked="" type="checkbox"/>	Cmp	Rate				
<input type="checkbox"/>	Auto	<input type="checkbox"/>	Man	Time Adjustment				
				Time Adj. Price				

## OTHER ADJUSTMENTS

Size	140.24 Adjustment	Superior	Similar	Similar	Superior	
Location	Average Adjustment	Similar	Similar	Similar	Similar	
Drainage	Adequate Adjustment	Similar	Similar	Similar	Similar	
Utility	Average Adjustment	Similar	Similar	Similar	Similar	
Motivation	Typical Adjustment	Typical	Typical	Typical	Typical	
Net Adjustments		-79	-197	273	-38	
<b>ADJUSTED PRICE</b>		5,859	4,803	5,322	6,409	

**Analysis/Comments:** (Discuss positive and negative aspects of each sale as they affect value)

In developing the sales comparison approach, several sales were analyzed with four being used in the valuation. The four sales used are a combination of agricultural and agricultural/residential properties which are located within 14 miles of the subject property. These parcels range from 32 acres to 123 acres and sold between March 2018 and April 2019. Factors considered in the analysis includes time, size, location, drainage, utility, and motivation. Sales #1 and #4 have superior size since they are smaller parcels, which typically sell for a greater \$/acre. Sales #2 and #3 have similar size. All four sales have similar location, drainage, and utility to the subject property. In the final weighted analysis, Sale #2 was weighed the heaviest at 65%, followed by Sale #4 at 20%. Sales #1 and #3 were each weighed at 7.5% each as they do accurately represent land prices in the subject's market. Based on the above analysis, a value of \$5,105/acre was determined for the subject property. See the following Sales Comparison Approach Comments page and Weighted Sales Analysis page for additional analysis.

**Sales Comparison Approach Summary:**

Property Basis (Value Range): \$ 4,803.00 to \$ 6,409.00  
 Unit Basis: \$ 5,105.00 / Acre X 140.24 Acres = \$ 715,925.20  
 Multiplier Basis: \$ X (multiple) = \$

**Sales Comparison Indication:**

\$ 715,000

### Land Analysis (Land-Mix Adjustment for Sales 1-4)

Adjust each sale to the subject's land mix (land adjustment) using unimproved sales. This page allows for a "quantitative land adjustment" only.  
This Land Analysis is for use in the Pairing Adjustment Summary

[illegible]

<b>Sale Land Contrib.</b>	190,000.00	/ Acres	32.00	=	5,937.50	<b>Total</b>	821,586	/ Acres	140.24	=	5,858.43
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[illegible]

<b>Sale Land Contrib.</b>	608,036.00	/ Acres	122.85	=	4,949.42	<b>Total</b>	666,536	/ Acres	140.24	=	4,752.82
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[illegible]

<b>Sale Land Contrib.</b>	<b>400,000.00</b>	<b>/ Acres</b>	<b>79.23</b>	<b>=</b>	<b>5,048.59</b>	<b>Total</b>	<b>746,305</b>	<b>/ Acres</b>	<b>140.24</b>	<b>=</b>	<b>5,321.63</b>
---------------------------	-------------------	----------------	--------------	----------	-----------------	--------------	----------------	----------------	---------------	----------	-----------------

[illegible]

<b>Sale Land Contrib.</b>	245,000.00	/ Acres	38.00	=	6,447.37	<b>Total</b>	898,812	/ Acres	140.24	=	6,409.10
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## Sales Comparison Comments

The sales comparison approach is based on the Principle of Substitution, which states that an informed purchaser would pay no more for a property than the cost to him of acquiring an existing property with the same utility, including amenities. The approach is applicable when an active market provides sufficient quantities of reliable market data. It is further based on normal arm's length sales and the consideration given for a tract of land in a local community. If deviations occur from normal sale conditions, then the comparable sale property should generally not be used for comparative purposes. The consideration stated in dollars selects sales based upon highest and best use, which should be consistent between the subject property and comparable sales. In essence, this approach analyzes and interprets the circumstances surrounding the sales of farmland in the community.

Qualitative analysis was used due to there being an insufficient amount of sales to make accurate quantitative adjustments.

The appraiser finds sales consummated in the area and correlates these sales to the subject property. The correlation is based on the following factors:

1. **LAND** - The land adjustment factor takes into consideration the productive capabilities of the comparable properties and the subject property and the amount of tillable acreage of each parcel for the comparable and the subject. All of the land is separated into categories, based upon use and productive capabilities (site, cropland, rec/woods and non-productive. A value has been assigned to each of these categories and then a land mix adjustment is completed to arrive at a land adjusted sales price.
2. **TIME**- The sales used in this report occurred from March 2018 to April 2019. Analysis of sales between March 2018 and the effective date of this appraisal shows minimal to no change in the market. All sales are considered recent sales and no adjustment for time was necessary.
3. **SIZE**- An analysis is made of the size of the tract of the subject property to the size of the comparable sales to determine if adjustments are needed. In markets which are a mix of residential properties, hobby farms, and full-time farms, small parcels typically sell for a higher \$/acre due to economies of scale. Sales #1, and #4 are under 40 acres and are superior in size, with a qualitative adjustment being made to these sales. Sales #2 and #3 are similar in size to the subject property.
4. **LOCATION**- The location factor includes accessibility to well-maintained roads and to local communities which offer the necessary services, and the end use for which a property is being purchased for. Land near the M-53 Corridor and south of 29 Mile Rd. is primarily being purchased for residential, commercial, and industrial uses. Development pressure gradually lightens up in farther northeast you are in Macomb County, especially in Ray, Armada, Lenox, and Richmond Townships. All four comparable sales used are located within these townships and are considered to have similar location to the subject property.
5. **DRAINAGE**- Another factor, which must be taken into consideration, is the adequacy of drainage and soil permeability for ag uses and the existence of drainage tile, if any. All four sales have similar drainage.
6. **UTILITY**- Another factor to consider is size, shape and number of fields, and if the property is adequate to construct a single-family dwelling. All four sales have similar utility to the subject property.
7. **MOTIVATION**- This adjustment factor takes into consideration any atypical factors such as financing, non-arms length transaction or any other factors, which would not be considered to be normal. All four sales have typical motivation with no adjustments needed.

## Weighted Sales Analysis

<b>Analysis:</b>				
Low:	\$4,803			
High:	\$6,409			
Midpoint:	\$5,591			
Indicated Mean:	\$5,598			
	Indication:	Weight:		
Comparable #1	\$5,859	7.50%	439.43	
Comparable #2	\$4,803	65.00%	3121.95	
Comparable #3	\$5,322	20.00%	1064.40	
Comparable #4	\$6,409	7.50%	480.68	
		100.00%	5106.45	Indicated Value/Ac
			<b>\$5,105</b>	<b>Rounded</b>



## Multiple Tract Reconciliation and Opinion of Value

	Cost Approach		Income Approach		Sales Comparison		Conclusion
Tract/Parcel #1	\$	N/A	\$	N/A	\$	715,000.00	\$ 715,000.00
Tract/Parcel #2	\$	N/A	\$	N/A	\$	172,000.00	\$ 172,000.00
Tract/Parcel #3	\$	N/A	\$	N/A	\$	445,000.00	\$ 445,000.00
Tract/Parcel #4	\$	N/A	\$	N/A	\$	200,000.00	\$ 200,000.00
Tract/Parcel #5	\$	N/A	\$	N/A	\$	N/A	N/A
Tract/Parcel #6	\$	N/A	\$	N/A	\$	N/A	N/A
Tract/Parcel #7	\$	N/A	\$	N/A	\$	N/A	N/A
Tract/Parcel #8	\$	N/A	\$	N/A	\$	N/A	N/A
Tract/Parcel #9	\$	N/A	\$	N/A	\$	N/A	N/A
Tract/Parcel #10	\$	N/A	\$	N/A	\$	N/A	N/A

**Analysis of Each Approach Indication and Opinion of Value:** Per request of the client, the six tax parcels being valued were divided into four valuation sections, which was provided by the client. These parcels are located on 30 Mile Rd. and 32 Mile Rd., east of Romeo in Ray Township in Macomb County. All four valuation sections were valued as vacant with only the sales comparison approach being developed. The cost approach was considered; however, it is considered redundant of the sales comparison approach in the valuation of vacant land. Due to insufficient income data for similar properties, the income capitalization approach was not developed. The final conclusion of value for each valuation section was based solely on the sales comparison approach.

Below are the final reconciled values for each valuation section:

Valuation Section #1: \$715,000

Valuation Section #2: \$172,000

Valuation Section #3: \$450,000

Valuation Section #4: \$200,000

**Value Conclusion -** (Estimated Marketing Time 12 months, see attached)

\$ See Above

Cost of Repairs \$ \_\_\_\_\_

Cost of Additions \$ \_\_\_\_\_

**Allocation:** (Total Deeded Acres: \_\_\_\_\_) Land: \$ \_\_\_\_\_ / ( \_\_\_\_\_ %)  
 Land Improvements: \$ \_\_\_\_\_ / ( \_\_\_\_\_ %)  
 Structural Improvement Contribution: \$ \_\_\_\_\_ / ( \_\_\_\_\_ %)

**Value Estimate of Non-Realty Items:**

Value of Personal Property (local market basis) \$ \_\_\_\_\_

Value of Other Non-Realty Interests: \$ \_\_\_\_\_

Non-Realty Items: \$ \_\_\_\_\_ / ( \_\_\_\_\_ %)

Leased Fee Value (Remaining Term of Encumbrance) \$ \_\_\_\_\_ / ( \_\_\_\_\_ %)

Leasehold Value \$ \_\_\_\_\_ / ( \_\_\_\_\_ %)

Overall Value \$ \_\_\_\_\_ / ( 100 %)

## Appraiser Certification

I certify that, to the best of my knowledge and belief:

1. the statements of fact contained in this report are true and correct.
2. the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial and unbiased professional analysis, opinions, and conclusions.
3. I have ☒ no ☐ the specified present or prospective interest in the property that is the subject of this report and I have ☒ no ☐ the specified personal interest with respect to the parties involved.
4. I have performed ☒ no ☐ the specified services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. my engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. my compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
9. I ☒ have ☐ have not made a personal inspection of the property that is the subject of this report.
10. ☐ no one ☒ the specified persons provided significant real property appraisal assistance to the person signing this certification.
11. My analyses, opinion and conclusions developed in this report have been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute, the American Society of Farm Managers and Rural Appraisers and the American Society of Agricultural Consultants.
12. The use of this report is subject to the requirements of the Appraisal Institute or American Society of Farm Managers and Rural Appraisers, relating to review by its duly authorized representatives.
13. Appraisers are required to be licensed and are regulated by the Michigan Department of Licensing and Regulatory Affairs, P.O. Box 30018, Lansing, MI 48909.

Mark A. Van Den Berg Michigan License #1201075019 joined the Value Midwest team in 2014 as a Limited Real Estate Appraiser. Mark has the experience, knowledge and education for this type of appraisal project. Mr. Van Den Berg assisted in the inspection of the subject property, collection of market data, analysis, development, and communication of this report.

Effective Date of Appraisal: 03/02/20

Opinion of Value: \$ See Above

Appraiser:

Signature:

Mark A. Williams

Property Inspection:

☒ Yes ☐ No

Inspection Date:

03/02/20

Name:

Mark A. Williams

License #:

Certification #: 1201003316

Appraiser has ☐ inspected ☒ verified ☒ analyzed the sales contained herein.

Date Signed: 03/24/20

## MARKET VALUE DEFINITION

Regulations published by federal regulatory agencies pursuant to title XI of the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA)

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their best interests;
3. A reasonable time is allowed for exposure on the open market;
4. Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Other:

## EXPOSURE AND MARKETING TIME ESTIMATES

Market value (see above definition) conclusion and the costs and other estimates used in arriving at conclusion of value is as of the date of the appraisal. Because markets upon which these estimates and conclusions are based upon are dynamic in nature, they are subject to change over time. Further, the report and value conclusion is subject to change if future physical, financial, or other conditions differ from conditions as of the date of appraisal.

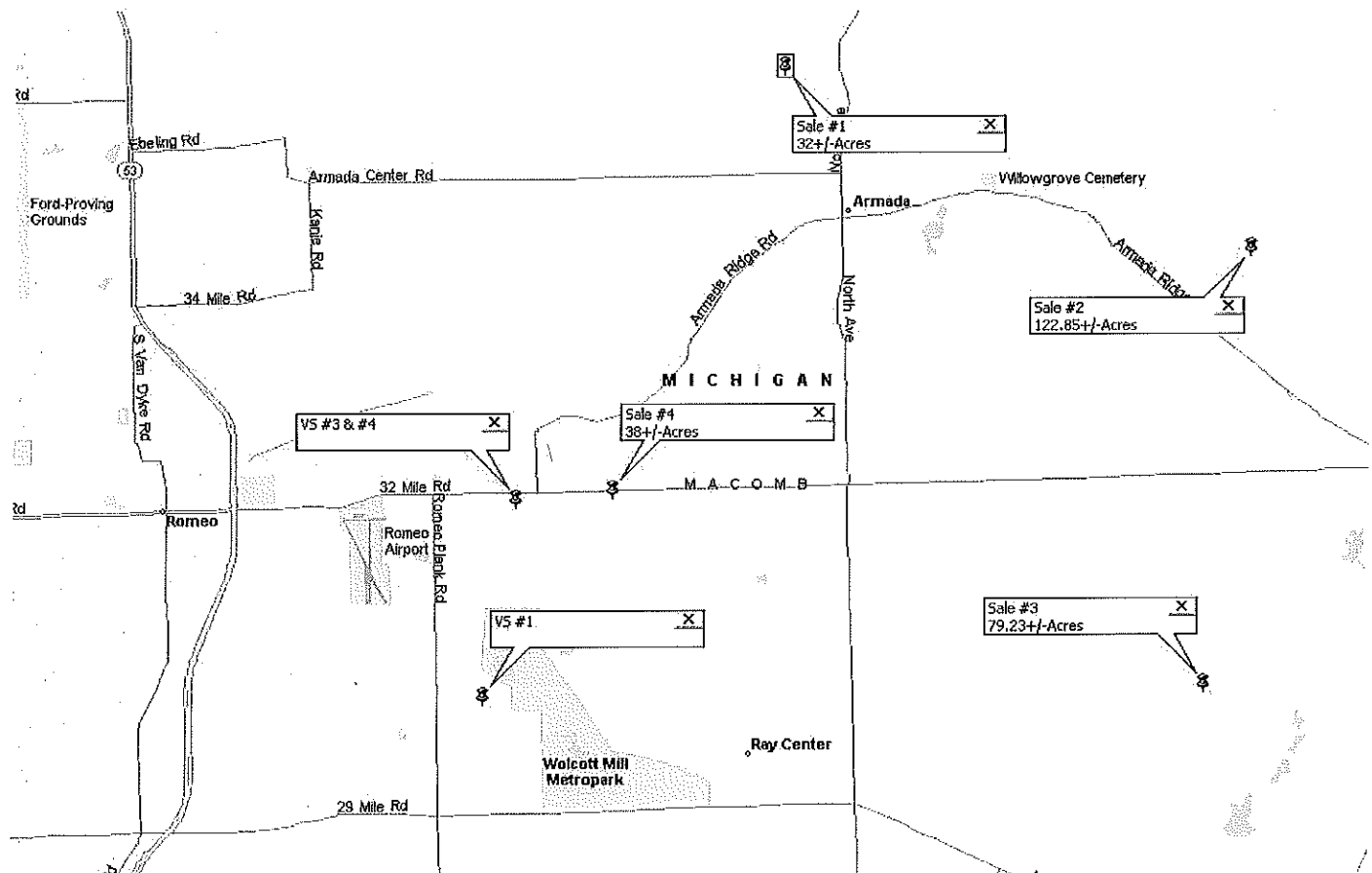
In applying the market value definition to this appraisal, a reasonable exposure time of 12 months has been estimated. Exposure time is the estimated length of time the property interest being appraised would have been offered in the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; exposure time is always presumed to **precede** the effective date of the appraisal.

Marketing time, however, is an estimate of the amount of time it takes to sell a property interest at the market value conclusion during the period **after** the effective date of the appraisal. An estimate of marketing time is not intended to be a prediction of a date of sale. It is inappropriate to assume that the value as of the effective date of appraisal remains stable during a marketing period. Additionally, the appraiser(s) have considered market factors external to this appraisal report and have concluded that a reasonable marketing time for the property is 12 months.

Comments:

## **Comparable Sales-Valuation Sections #1, #3, #4**

## Comparable Sales Map





Index #	6.1886	Database #	2511	Sale #	1
Grantor	Heriberto	Sales Price	190,000	Property Type	Agricultural
Grantee	J & A Farms	Other Contrib.		Primary Land Use	Cropland
Deeded Acres	32.00	Net Sale Price	190,000	Tiled	Unknown
Sale Date/DOM	03/21/18 /	\$/Deeded Acre	5,937.50		
Prior Sale Date		Financing	Conventional		
Prior CEV Price		% Fin. Adj.			
Analysis Code	MAV	CEV Price	190,000		
Source	Realtor	SCA Unit Type	Acres		
Motivation	Agricultural	Eff. Unit Size	32.00		
Highest & Best Use	Agriculture	SCA \$/Unit	5,937.50		
Address	22424 Irwin Rd.	Multiplier Unit			
City	Armada	Multiplier No.			
County	Macomb	Legal Access	Irwin Rd.		
State/Zip	MI / 48005	Physical Access	Gravel	Liber/Page	25267/0042
Region/Area/Zone	LT / /	View	Rural	Tax ID/Recording	02-14-200-022
Location	Armada Twp.	Utilities	Yes	Sec/Twp/Rge	14 / 5N / 13
Legal Description: IRWIN RD SEC 14 T5N R13E BEG AT N 1/4 POST SEC 14, TH S 89 DEG 52' 32" E 137.0 FT ALG N SEC LINE, TH S 0 DEG 03' 44" E 682 FT, TH N89-48-08E 1847.56 FT; TH S00-03-51E 661.55 FT, TH N89-50-11W 1984.55 FT; TH N00-03-51W 1331.8 FT ALG N-S 1/4 LINE TO POB					

## Land-Mix Analysis

Land Use	Ratios	Acres	\$/Acre	Unit Size	Unit Type	\$/Unit	Total Unit Value
Site	100 %	Ac.	5,956.11		X \$	= \$	
Cropland	100 %	21.00 Ac.	5,956.11		X \$	= \$	125,078
Rec/Woods	100 %	10.90 Ac.	5,956.11		X \$	= \$	64,922
Non-productive	0 %	0.10 Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
<b>Totals</b>		32.00 Ac.	5,937.50		X \$	= \$	190,000
<b>CEV Price \$</b>	190,000	<b>- Land Contribution \$</b>	190,000	<b>= Improvement Contribution \$</b>			

## Income Analysis

Income Estimate Basis:		<input type="checkbox"/> Cash	<input type="checkbox"/> Share	<input type="checkbox"/> Owner/Operator				
Income Source		Unit	Stabilized	Total Production	Cash/Share/Owner Income			
<input type="checkbox"/> Actual	<input type="checkbox"/> Estimated	Units	Measure	Yield	Stabilized \$/Unit	Gross Income	Share %	Income \$
Improvements		Improvements Included in Land Rent		/mo	/yr			
						<b>Stabilized Gross Income = \$</b>		
<b>Expense Items:</b>		<b>Expenses (cont.):</b>		<b>Expenses (cont.):</b>				
Real Estate Tax	\$		\$		\$			
Insurance	\$		\$		\$			
Maintenance	\$		\$		\$			
Management	\$		\$		\$			
Total Expenses		/ Stabilized G.I.		= Expense Ratio	%	<b>Total Expenses = \$</b>		
Net Income		/ CEV Price	190,000	= Cap Rate	%	<b>Net Income = \$</b>		

Index # 6.1886 Database # 2511 Sale # 1

### Improvement Analysis

Item:	Impt. #1	Impt. #2	Impt. #3	Impt. #4	Impt. #5	Impt. #6	Impt. #7	Impt. #8	Impt. #9	Impt. #10
Type										
Size										
Unit										
Utility										
Condition										
Age										
Remaining Life										
RCN/Unit										
RCN										
% Physical Depreciation										
RCN Remainder After Phys. Depr.										
% Functional Obsolescence										
RCN Rem. After Phys./Funct. Depr.										
% External Obsolescence										
Total Impt. Contribution										
Contribution \$/Unit										

Physical Depreciation \_\_\_\_\_ % Functional Obsolescence \_\_\_\_\_ % External Obsolescence \_\_\_\_\_ % Total Depreciation \_\_\_\_\_ %  
 Total RCN \$ \_\_\_\_\_ Total Improvement Contribution: \$ \_\_\_\_\_ Improvement As % of Price \_\_\_\_\_ %

This sale is of one vacant 32+/-acre parcel on the south side of Irwin Rd., located approximately two miles northwest of Armada. It is located in section 14 of Armada Township in northern Macomb County. Access to the property is available a narrow driveway off of Irwin Rd., which runs south to the main portion of the property. This main portion of the property is rectangular shaped with the western quarter being wooded and the eastern three-quarters being vacant cropland. The topography is level to undulating with 0-1% slopes to 2-6% slopes. Soil types include Conover loam with 0-2% slopes and 2-6% slopes, Parkhill loam with 0-1% slopes, and Sims clay loam. According to the listing agent the limited access off of Irwin Rd., led to a lower sales price. Drainage is adequate for agricultural and residential uses; however, the realtor did not know if there was drainage tile. The buyer plans to building a dwelling and farm the remainder of the land.

This sale was verified on 3/16/2020 by contacting the listing agent Darlene Garcia. Darlene can be contacted at 586-623-7253.

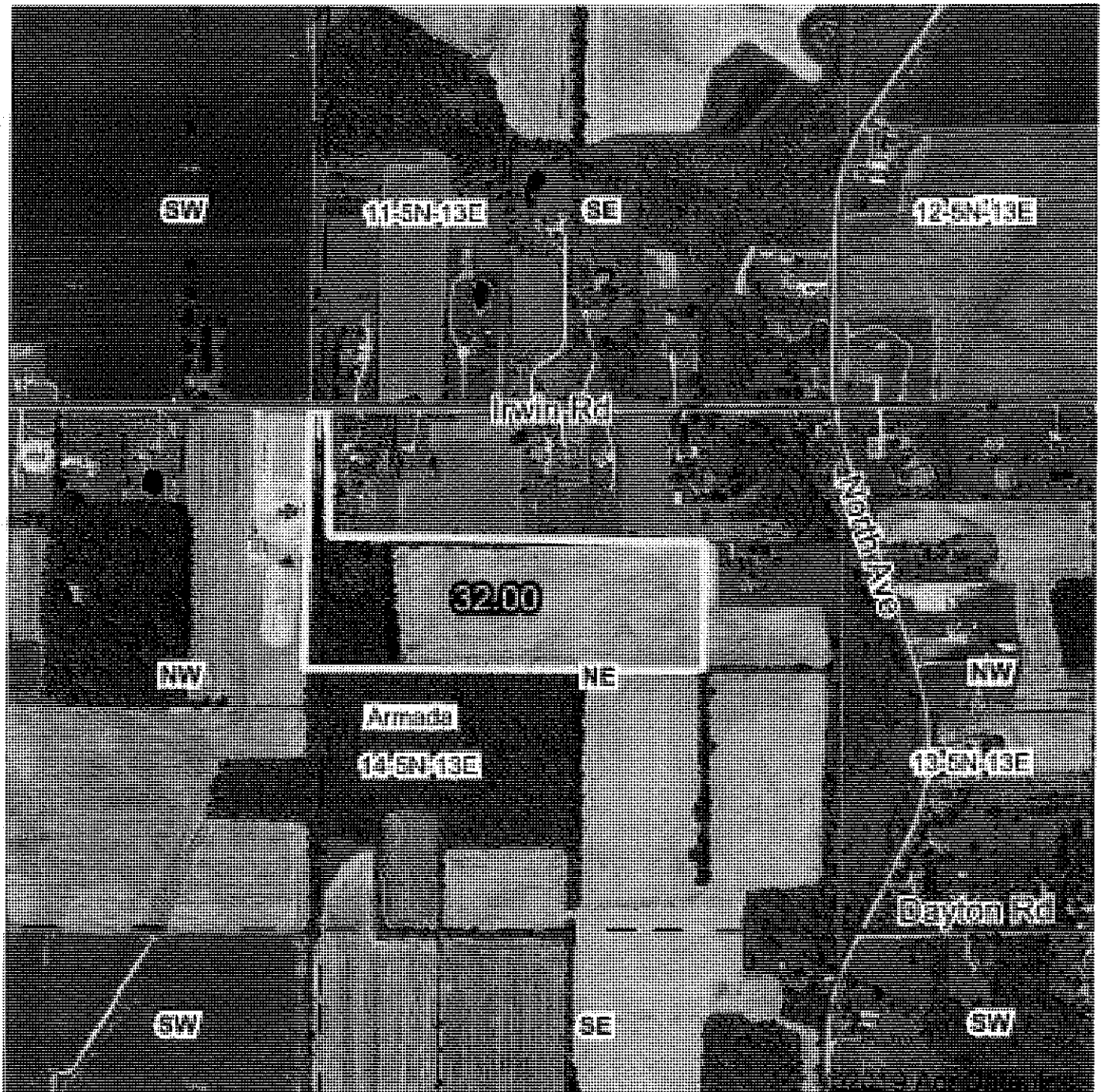
Comments

Index # 6.1886

Database # 2511

Sale # 1

Aerial

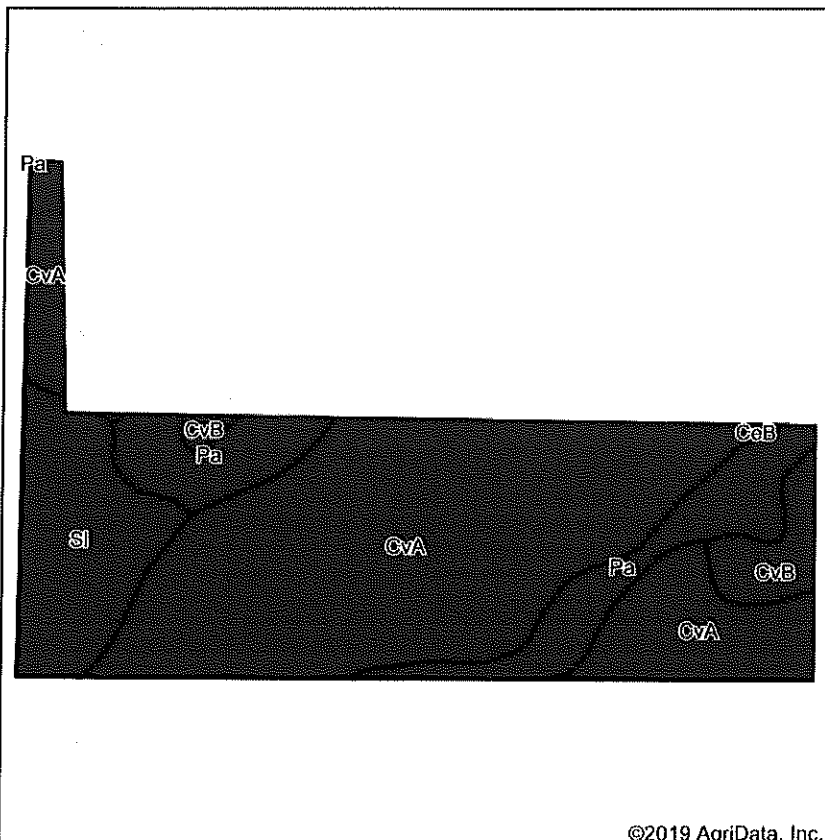


Index # 6.1886

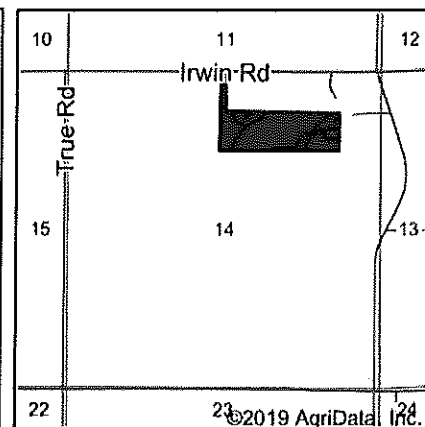
Database # 2511

Sale # 1

## Soil Map



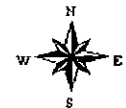
©2019 AgriData, Inc.



State: Michigan  
 County: Macomb  
 Location: 14-5N-13E  
 Township: Armada  
 Acres: 32  
 Date: 3/12/2020

Maps Provided By:

**surety**  
 CUSTOMIZED ONLINE MAPPING  
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Soils data provided by USDA and NRCS.

Area Symbol: M1099, Soil Area Version: 16

Cod e	Soil Description	Acres	Percent of field	Non-Irr Class Legend	Non-Irr Class *c	Alfalfa hay	Corn	Corn silage	Oats	Soybeans	Sugar beets	Winter wheat	*n NCCP: Soybeans
CvA	Conover loam, 0 to 2 percent slopes	20.68	64.6%		llw	5	130	20	105	40		65	89
Pa	Parkhill loam, 0 to 1 percent slopes	5.11	16.0%		llw								51
SI	Sims clay loam	4.62	14.4%		llw	6	130	20	100	42	23	60	78
CvB	Conover loam, 2 to 6 percent slopes	1.51	4.7%		lle	5	120	18	100	36		60	87
CeB	Celina loam, 2 to 6 percent slopes	0.08	0.2%		lle	4.2	100	17	80	28		45	76
Weighted Average						4.3	108.7	16.7	87.2	33.7	3.3	53.6	*n 81.2

\*n: The aggregation method is "Weighted Average using major components"

\*c: Using Capabilities Class Dominant Condition Aggregation Method

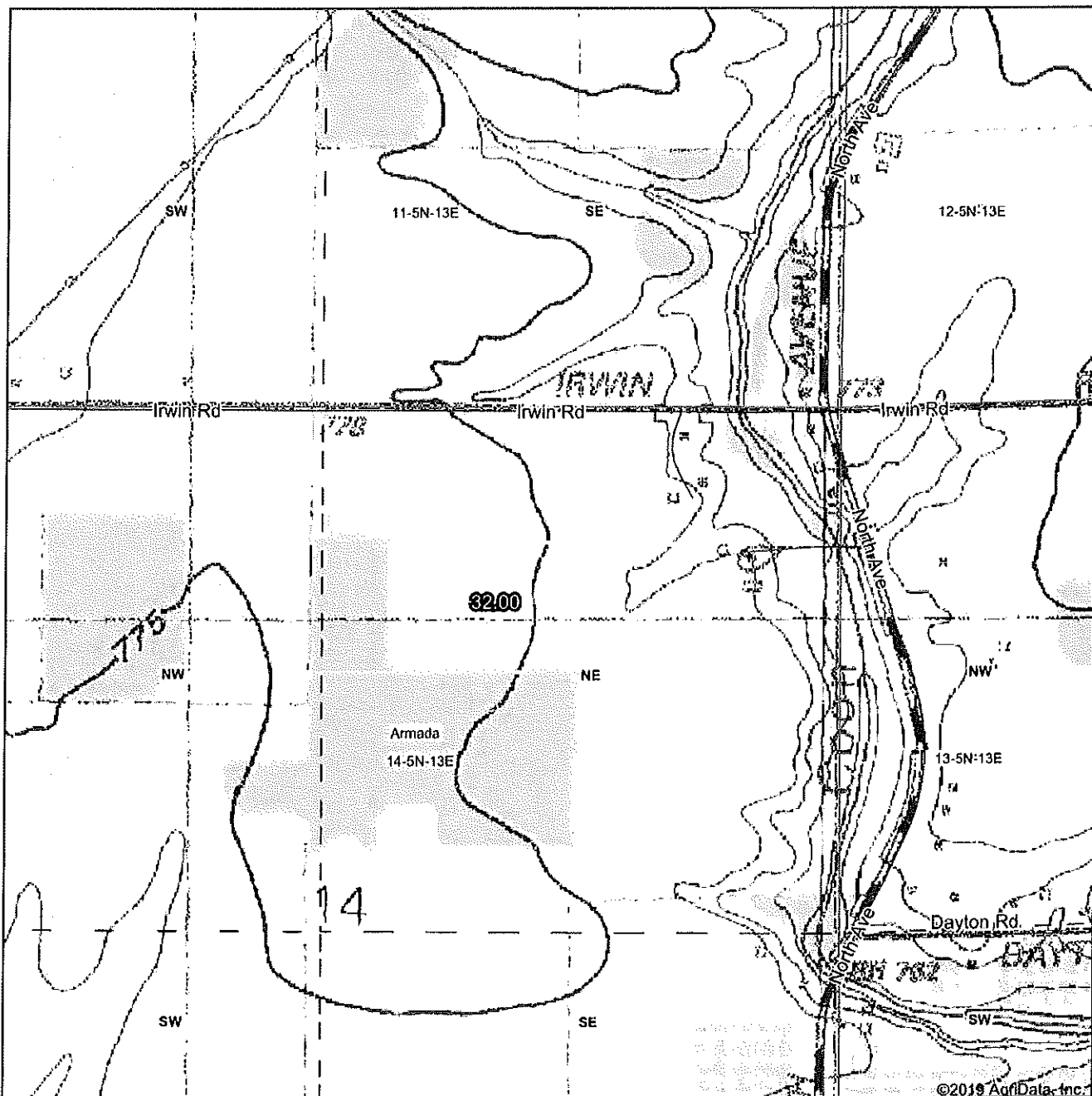
Soils data provided by USDA and NRCS.

Index # 6.1886

Database # 2511

Sale # 1

Topography Map



map center: 42° 51' 46.36, -82° 53' 25.84

0ft 791ft 1581ft

14-5N-13E  
Macomb County  
Michigan

Maps Provided By:  
**surety**  
CUSTOMIZED ONLINE MAPPING  
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Field borders provided by Farm Service Agency as of 5/21/2008.



UAAR®

File #

20-031MV

Sale Analysis

Index #	6.1887	Database #	2513	Sale #	2	Improved Sale
Grantor	Confidential	Sales Price	614,260	Property Type	Agricultural	
Grantee	Russ	Other Contrib.		Primary Land Use	Cropland	
Deeded Acres	122.85	Net Sale Price	614,260			
Sale Date/DOM	06/06/18 /	\$/Deeded Acre	5,000.08			
Prior Sale Date		Financing				
Prior CEV Price		% Fin. Adj.				
Analysis Code	MAV	CEV Price	614,260			
Source	Combination	SCA Unit Type	Acres			
Motivation	Agricultural	Eff. Unit Size	122.85			
Highest & Best Use	Agriculture	SCA \$/Unit	5,000.08			
Address	30541 34 Mile Rd.	Multiplier Unit				
City	Richmond	Multiplier No.		Tax ID	22-03-21-300-005	
County	Macomb	Legal Access	34 Mile Rd.	Tax ID	22-03-21-400-002	
State/Zip	MI / 48062	Physical Access	Gravel	Tax ID	22-03-21-300-007	
Region/Area/Zone	LT / /	View	Rural	Tax ID/Recording	22-03-21-006	
Location	Richmond Twp.	Utilities	Yes	Sec/Twp/Rge	21 / 5N / 14E	
Legal Description: T5N,R14E SEC 21 SW 1/4 OF SE 1/4 40 A						
T5N, R14E, SEC 21 PART OF E 1/2 OF SW 1/4 80 A						

## Land-Mix Analysis

Land Use	Ratios	Acres	\$/Acre	Unit Size	Unit Type	\$/Unit	Total Unit Value
Site	100 %	2.10	Ac. 5,200.00		X \$	= \$	10,920
Cropland	100 %	107.45	Ac. 5,200.00		X \$	= \$	558,740
Rec/Woods	60 %	12.30	Ac. 3,120.00		X \$	= \$	38,376
Non-productive	0 %	1.00	Ac.		X \$	= \$	
	%		Ac.		X \$	= \$	
	%		Ac.		X \$	= \$	
	%		Ac.		X \$	= \$	
	%		Ac.		X \$	= \$	
	%		Ac.		X \$	= \$	
	%		Ac.		X \$	= \$	
<b>Totals</b>		122.85	Ac. 4,949.42		X \$	= \$	608,036
<b>CEV Price \$</b>	614,260	<b>- Land Contribution \$</b>	608,036	<b>= Improvement Contribution \$</b>			6,224

## Income Analysis

Income Analysis

Income Estimate Basis:		<input type="checkbox"/>	Cash	<input type="checkbox"/>	Share	<input type="checkbox"/>	Owner/Operator		
Income Source		Units		Unit Measure	Stabilized Yield	Total Production		Cash/Share/Owner Income	
<input type="checkbox"/> Actual	<input type="checkbox"/> Estimated					Stabilized \$/Unit	Gross Income	Share %	Income \$
Improvements		<input type="checkbox"/>	Improvements Included in Land Rent				/mo	/yr	
Stabilized Gross Income = \$									
Expense Items:		Expenses (cont.):				Expenses (cont.):			
Real Estate Tax	\$			\$			\$		
Insurance	\$			\$			\$		
Maintenance	\$			\$			\$		
Management	\$			\$			\$		
Total Expenses		/ Stabilized G.I.			= Expense Ratio		%	Total Expenses = \$	
Net Income		/ CEV Price		614,260	= Cap Rate		%	Net Income = \$	

Index # 6.1887 Database # 2513 Sale # 2

## Improvement Analysis

Replacement Cost

Item:	Impt. #1	Impt. #2	Impt. #3	Impt. #4	Impt. #5	Impt. #6	Impt. #7	Impt. #8	Impt. #9	Impt. #10
Type	Dwelling	Machine Shed	Outbuildings	Grain Bins	Site Improvements					
Size	2,014	2,800	3,600	2	1					
Unit	sqft	sqft	sqft	Unit	Acre					
Utility	F	A	F	F	F					
Condition	P	A	F	F	F					
Age	42	30	30	40	30					
Remaining Life	18	10	10		10					
RCN/Unit	110.00	12.00	13.00	5,000.00	12,000.00					
RCN	221,540	33,600	46,800	10,000	12,000					
% Physical Depreciation	70	75	75	100	75					
RCN Remainder After Phys. Depr.	66,462	8,400	11,700		3,000					
% Functional Obsolescence	50		30							
RCN Rem. After Phys./Funct. Depr.	33,231	8,400	8,190		3,000					
% External Obsolescence	100	50	100	100	25					
Total Impt. Contribution		4,200			2,250					
Contribution \$/Unit		1.50			2,250.00					

Physical Depreciation 72 % Functional Obsolescence 41 % External Obsolescence 88 % Total Depreciation 98 %  
 Total RCN \$ 323,940 Total Improvement Contribution: \$ 6,450 Improvement As % of Price 1 %

This sale is comprised of an "L"-shaped 122.85+/-acre parcel on the northeast curve of 34 Mile Rd. and Woodbeck Rd., located approximately four miles northwest of Richmond. It is located in section 21 of Richmond Township in northeastern Macomb County. There is a building site in the southwest corner with a dwelling, machine shed, miscellaneous outbuildings, two small grain bins, and site improvements. This property is primarily cropland with wooded tree lines along the edges and a brushy area in the northwest corner. Drainage appears to be average; however, it is unknown if the cropland is tiled. Utility is good for agricultural uses as the cropland is contiguous. The topography is level to undulating with 0-1% to 2-6% slopes. Soil types include Conover loam with 0-2% to 2-6% slopes, and Parkhill loam with 0-1% slopes.

This property was sold by Amanda Bacon of Century 21 AAA North-Romeo. Amanda can be contacted at 586-909-7400. House with outbuildings were sold 2 months after purchase. House was split off on 1.5 acres and sold for \$135k in Aug of 2018.

Comments

Index # 6.1887

Database # 2513

Sale # 2

Aerial

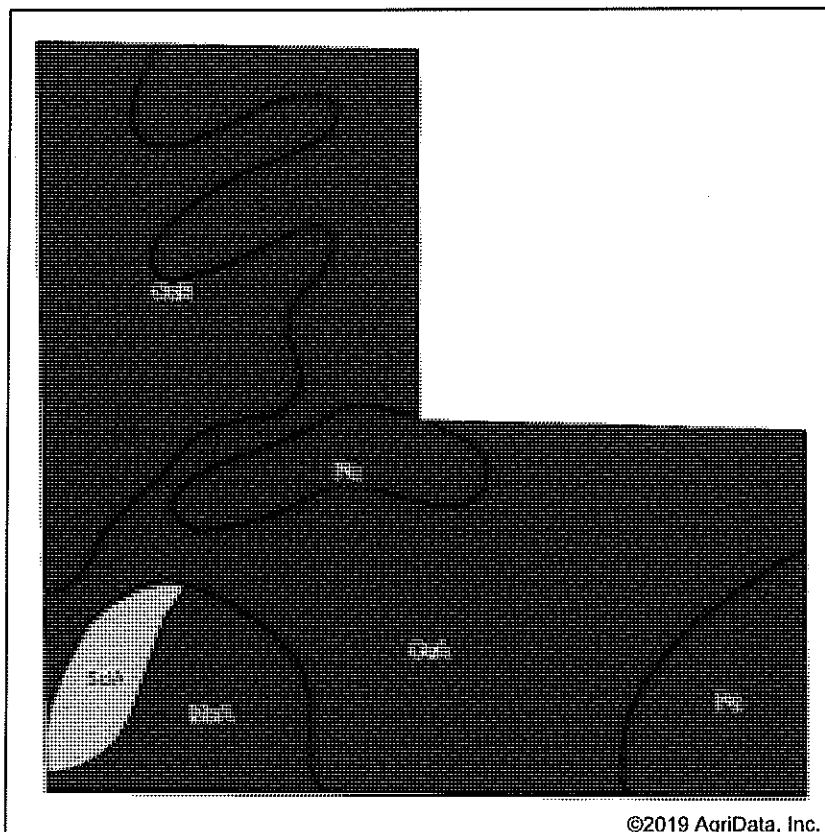


Index # 6.1887

Database # 2513

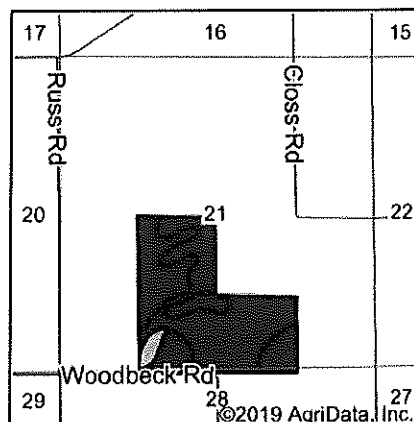
Sale # 2

## Soil Map



©2019 AgriData, Inc.

Soils data provided by USDA and NRCS.



State: Michigan  
 County: Macomb  
 Location: 21-5N-14E  
 Township: Richmond  
 Acres: 122.85  
 Date: 3/12/2020

Maps Provided By

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 CUSTOMIZED ONLINE MAPPING  
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Area Symbol: MI099, Soil Area Version: 16

Cod e	Soil Description	Acres	Percent of field	Non-Irr Class Legend	Non-Irr Class *c	Alfalfa hay	Corn	Corn silage	Oats	Soybeans	Winter wheat	*n NCCPI Soybeans
CvA	Conover loam, 0 to 2 percent slopes	66.99	54.5%		llw	5	130	20	105	40	65	89
CvB	Conover loam, 2 to 6 percent slopes	26.82	21.8%		lle	5	120	18	100	36	60	87
Pa	Parkhill loam, 0 to 1 percent slopes	15.78	12.8%		llw							51
MeA	Metamora fine sandy loam, 0 to 2 percent slopes	9.45	7.7%		llw	4.8	125	20	100	40	60	79
SdA	Selfridge loamy sand, 0 to 3 percent slopes	3.81	3.1%		lllw							43
Weighted Average						4.2	106.7	16.4	86.8	32.7	53.2	*n 81.5

\*n: The aggregation method is "Weighted Average using major components"

\*c: Using Capabilities Class Dominant Condition Aggregation Method

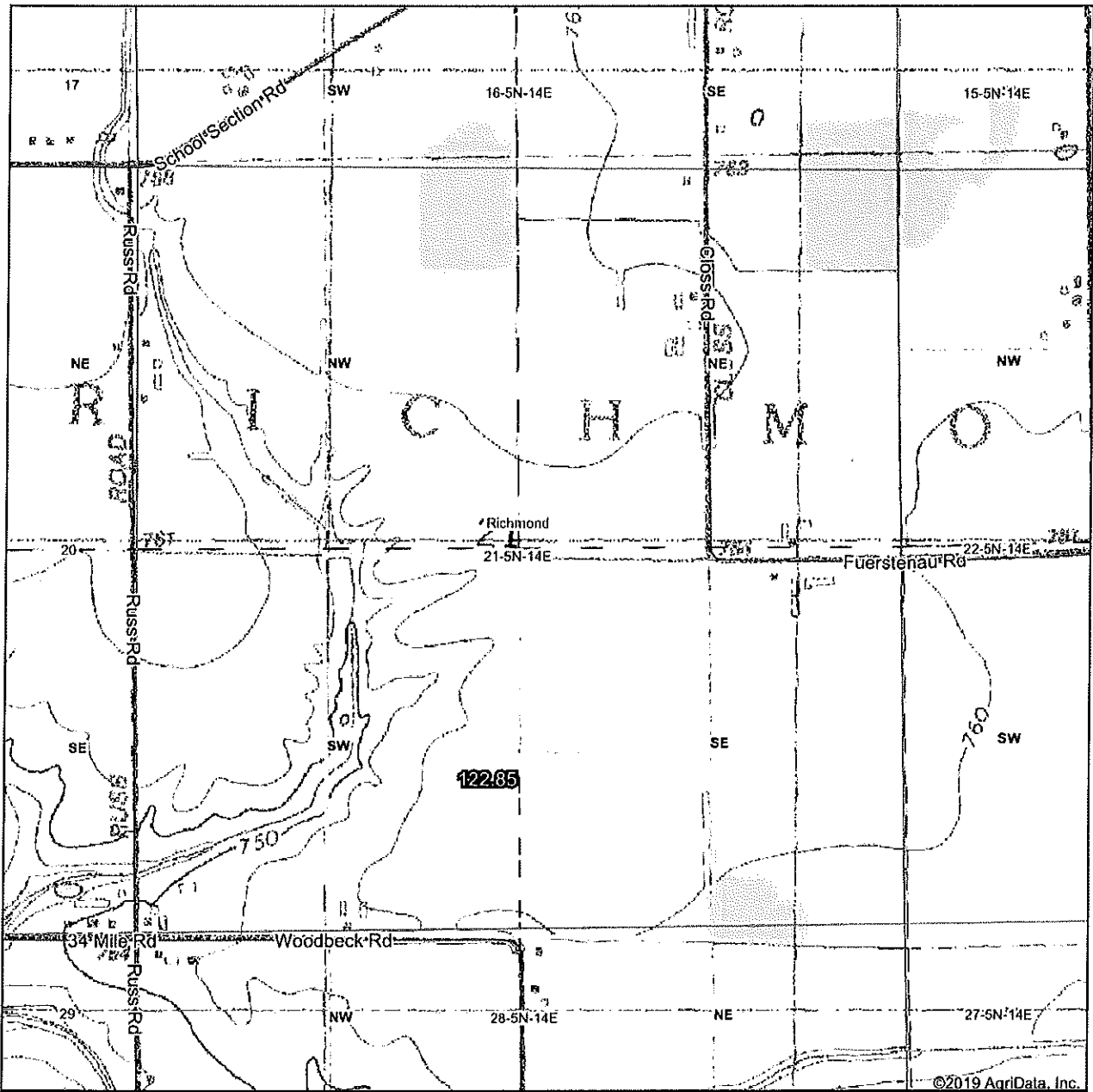
Soils data provided by USDA and NRCS.

Index # 6.1887

Database # 2513

Sale # 2

Topography Map



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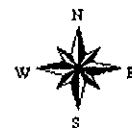
map center: 42° 50' 42.59, -82° 48' 19.2

0ft 1083ft 2165ft

21-5N-14E  
Macomb County  
Michigan

Maps Provided By

**surety**  
CUSTOMIZED ONLINE MAPPING  
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3/12/2020

Field borders provided by Farm Service Agency as of 5/21/2008

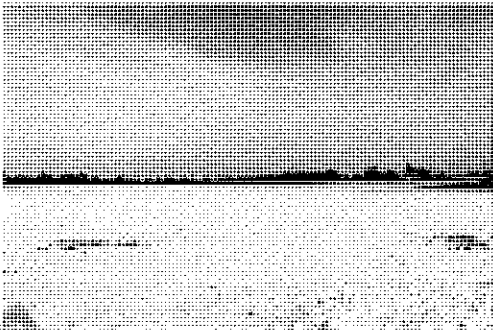


Index # 6.1887

Database # 2513

Sale # 2

## Pictures



Cropland



Cropland



Cropland and Shrub Land



Dwelling



Outbuildings



Pole Barn

Index #	4.19130	Database #	2518	Sale #	3
Grantor	Cryderman, C.	Sales Price	400,000	Property Type	Agricultural
Grantee	Teltow, B.	Other Contrib.		Primary Land Use	Cropland
Deeded Acres	79.23	Net Sale Price	400,000	Recorded	
Sale Date/DOM	04/22/19 /	\$/Deeded Acre	5,048.59	SEV	
Prior Sale Date		Financing	Conv.	WAPI	
Prior CEV Price		% Fin. Adj.		Drainage	Tiled
Analysis Code	GPH	CEV Price	400,000		
Source	Combination	SCA Unit Type	Acres		
Motivation		Eff. Unit Size	79.23		
Highest & Best Use	Agricultural	SCA \$/Unit	5,048.59		
Address	30 Mile Rd.	Multiplier Unit			
City	Lenox	Multiplier No.			
County	Macomb	Legal Access			
State/Zip	MI / 48050	Physical Access	Average		
Region/Area/Zone	TH / /	View	Average	Tax ID/Recording	19-06-17-200-003
Location	Lenox Twp.	Utilities	Average	Sec/Twp/Rge	17 / 4N / 14E
Legal Description: T4N,R14E, SEC 17 E 1/2 OF NE 1/4 SEC 17; EXC BEG AT NE COR SEC 17; TH S0°14'15"E 650.16 FT ALG E SEC LINE; TH S89°26'W 335.0 FT; TH N0°14'15"W 650.16 FT; TH N89°26'E 335.0 FT ALG N SEC LINE TO POB. 79.23 ACRES					

## Land-Mix Analysis

Land Use	Ratios	Acres	\$/Acre	Unit Size	Unit Type	\$/Unit	Total Unit Value
Site	100 %		Ac. 5,767.43			X \$ = \$	
Cropland	100 %	52.00	Ac. 5,767.43			X \$ = \$	299,906
Rec/Woods	65 %	26.70	Ac. 3,748.83			X \$ = \$	100,094
Non-Productive	0 %	0.50	Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
	%		Ac.			X \$ = \$	
<b>Totals</b>		79.20	Ac. 5,050.51			X \$ = \$	400,000
<b>CEV Price \$</b>	400,000	<b>- Land Contribution \$</b>	400,000	<b>= Improvement Contribution \$</b>			

## Income Analysis

Income Analysis

Income Estimate Basis:		<input type="checkbox"/>	Cash	<input type="checkbox"/>	Share	<input type="checkbox"/>	Owner/Operator			
Income Source			Unit	Stabilized	Total Production		Cash/Share/Owner Income			
<input type="checkbox"/>	Actual	<input type="checkbox"/>	Estimated	Units	Measure	Yield	Stabilized \$/Unit	Gross Income	Share %	Income \$
Improvements		<input type="checkbox"/>	Improvements Included in Land Rent				/mo	/yr		
							Stabilized Gross Income = \$			
Expense Items:			Expenses (cont.):			Expenses (cont.):				
Real Estate Tax	\$			\$			\$			
Insurance	\$			\$			\$			
Maintenance	\$			\$			\$			
Management	\$			\$			\$			
Total Expenses			/ Stabilized G.I.		= Expense Ratio	%	Total Expenses = \$			
Net Income			/ CEV Price	400,000	= Cap Rate	%	Net Income = \$			

Index #	4.19130	Database #	2518	Sale #	3						
<b>Improvement Analysis</b>											
					Replacement Cost						
<b>Improvement Analysis</b>	<b>Item:</b>	Impt. #1	Impt. #2	Impt. #3	Impt. #4	Impt. #5	Impt. #6	Impt. #7	Impt. #8	Impt. #9	Impt. #10
	Type										
	Size										
	Unit										
	Utility										
	Condition										
	Age										
	Remaining Life										
	RCN/Unit										
	RCN										
	% Physical Depreciation										
	RCN Remainder After Phys. Depr.										
	% Functional Obsolescence										
	RCN Rem. After Phys./Funct. Depr.										
	% External Obsolescence										
Total Impt. Contribution											
Contribution \$/Unit											
Physical Depreciation _____% Functional Obsolescence _____% External Obsolescence _____% Total Depreciation _____% Total RCN \$ _____ Total Improvement Contribution: \$ _____ Improvement As % of Price _____%											

Vacant ag land sale located on the south side of 30 Mile Rd. and between Bates Rd. & Haven Ridge Rd. This property is 75% tillable cropland in two fields. The cropland is pattern tiled and has good drainage. Soils consist mostly of Ziegenfuss clay and Sims clay loams (Class II soils). Topography is nearly level. Utility for ag use is average.

SALE INFO: Seller sold the property due to location being far from his base of operations. Purchased by buyer who intends to farm the land. Sale confirmed with public records and with listing agent Harold Cummings of Elmlands R.E. ph. 586-292-6113.

Comments

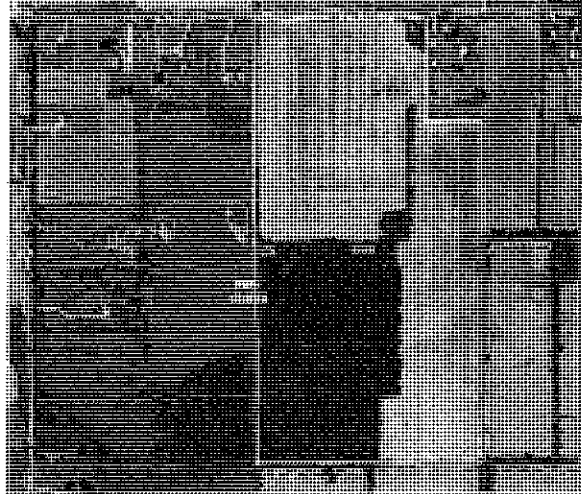
Index # 4.19130

Database # 2518

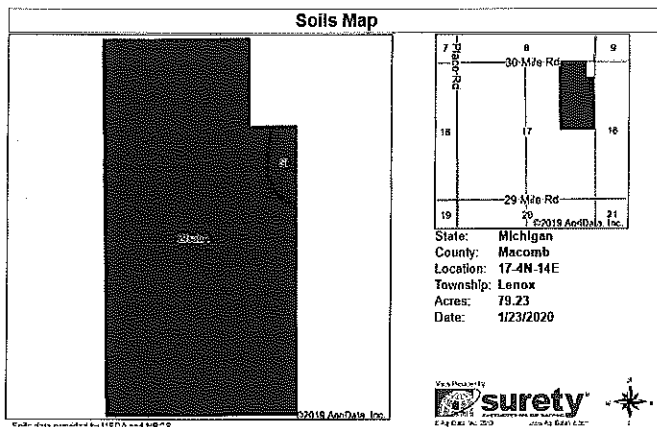
Sale # 3

## Maps &amp; Pictures

RIGHT Aerial Map



LEFT Soils Map



RIGHT MLS Photo



Sale Analysis	Index #	6.1932	Database #	2514	Sale #	4
	Grantor	Satterlee	Sales Price	245,000	Property Type	Agricultural
	Grantee	Fraley	Other Contrib.		Primary Land Use	Residential
	Deeded Acres	38.00	Net Sale Price	245,000		
	Sale Date/DOM	03/11/19 /	\$/Deeded Acre	6,447.37		
	Prior Sale Date		Financing	Conventional		
	Prior CEV Price		% Fin. Adj.			
	Analysis Code	MAV	CEV Price	245,000		
	Source	Combination	SCA Unit Type	Acres		
	Motivation	Unknown	Eff. Unit Size	38.00		
	Highest & Best Use	Residential	SCA \$/Unit	6,447.37		
	Address	VL 32 Mile Rd.	Multiplier Unit			
	City	Ray Twp.	Multiplier No.			
	County	Macomb	Legal Access	32 Mile Rd.	Instrument	Warranty Deed
	State/Zip	MI / 48096	Physical Access	Paved	Liber/Page	25863/0780
	Region/Area/Zone	LT / /	View	Rural	Tax ID/Recording	05-04-200-002
	Location	Ray Twp.	Utilities	Yes	Sec/Twp/Rge	4 / 4N / 13E
	Legal Description: W 1/2 OF W 1/2 OF NE 1/4 SEC 4; EXC BEG AT N 1/4 POST SEC 4; TH E 136.5 FT; TH S 1600 FT; TH W 136.5 FT; TH N 1600 FT TO PT OF BEG					

## Land-Mix Analysis

Land Use	Ratios	Acres	\$/Acre	Unit Size	Unit Type	\$/Unit	Total Unit Value
Site	100 %	Ac.	6,515.96		X \$	= \$	
Cropland	100 %	15.60 Ac.	6,515.96		X \$	= \$	101,649
Rec/Woods	100 %	22.00 Ac.	6,515.96		X \$	= \$	143,351
Non-productive	0 %	0.40 Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
	%	Ac.			X \$	= \$	
<b>Totals</b>		38.00 Ac.	6,447.37		X \$	= \$	245,000
<b>CEV Price \$</b>	245,000	<b>- Land Contribution \$</b>		245,000	<b>= Improvement Contribution \$</b>		

## Income Analysis

Income Analysis	Income Estimate Basis:		<input type="checkbox"/> Cash	<input type="checkbox"/> Share	<input type="checkbox"/> Owner/Operator			
	Income Source		Unit	Stabilized	Total Production		Cash/Share/Owner Income	
	<input type="checkbox"/> Actual	<input type="checkbox"/> Estimated	Units	Measure	Yield	Stabilized \$/Unit	Gross Income	Share %
Improvements <input type="checkbox"/>		Improvements Included in Land Rent				/mo	/yr	
Stabilized Gross Income = \$								
Expense Items:		Expenses (cont.):		Expenses (cont.):				
Real Estate Tax	\$ _____	_____	\$ _____	_____	\$ _____			
Insurance	\$ _____	_____	\$ _____	_____	\$ _____			
Maintenance	\$ _____	_____	\$ _____	_____	\$ _____			
Management	\$ _____	_____	\$ _____	_____	\$ _____			
Total Expenses	_____	/ Stabilized G.I. _____	= Expense Ratio _____	%	Total Expenses = \$			
Net Income	_____	/ CEV Price 245,000	= Cap Rate _____	%	Net Income = \$			



**Index #** 6.1932 **Database #** 2514 **Sale #** 4

### Improvement Analysis

Improvement Analysis	Item:	Impt. #1	Impt. #2	Impt. #3	Impt. #4	Impt. #5	Impt. #6	Impt. #7	Impt. #8	Impt. #9	Impt. #10
	Type										
	Size										
	Unit										
	Utility										
	Condition										
	Age										
	Remaining Life										
	RCN/Unit										
	RCN										
	% Physical Depreciation										
	RCN Remainder After Phys. Depr.										
	% Functional Obsolescence										
	RCN Rem. After Phys./Funct. Depr.										
	% External Obsolescence										
	Total Impt. Contribution										
	Contribution \$/Unit										

Physical Depreciation \_\_\_\_\_ % Functional Obsolescence \_\_\_\_\_ % External Obsolescence \_\_\_\_\_ % Total Depreciation \_\_\_\_\_ %  
 Total RCN \$ \_\_\_\_\_ Total Improvement Contribution: \$ \_\_\_\_\_ Improvement As % of Price \_\_\_\_\_ %

This sale is comprised of one vacant 38-acre parcel on the south side of 32 Mile Rd., located approximately four miles east of Romeo. It is located in section 4 of Ray Township in northern Macomb County. The property is comprised of two narrow fields divided by a tree line to the north and a dense woods in the southern portion. A narrow two-acre site is exempted from the northwest portion of the property. The topography is level with 0-2% slopes. Soil types include Locke sandy loam with 0-2% slopes and Ensley-Parkhill complex. Utility is adequate for a building site.

Comments

Index # 6.1932

Database # 2514

Sale # 4

Aerial

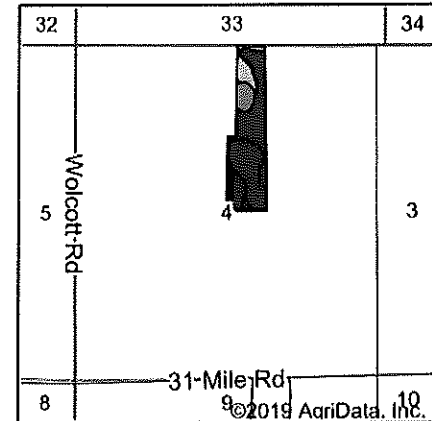
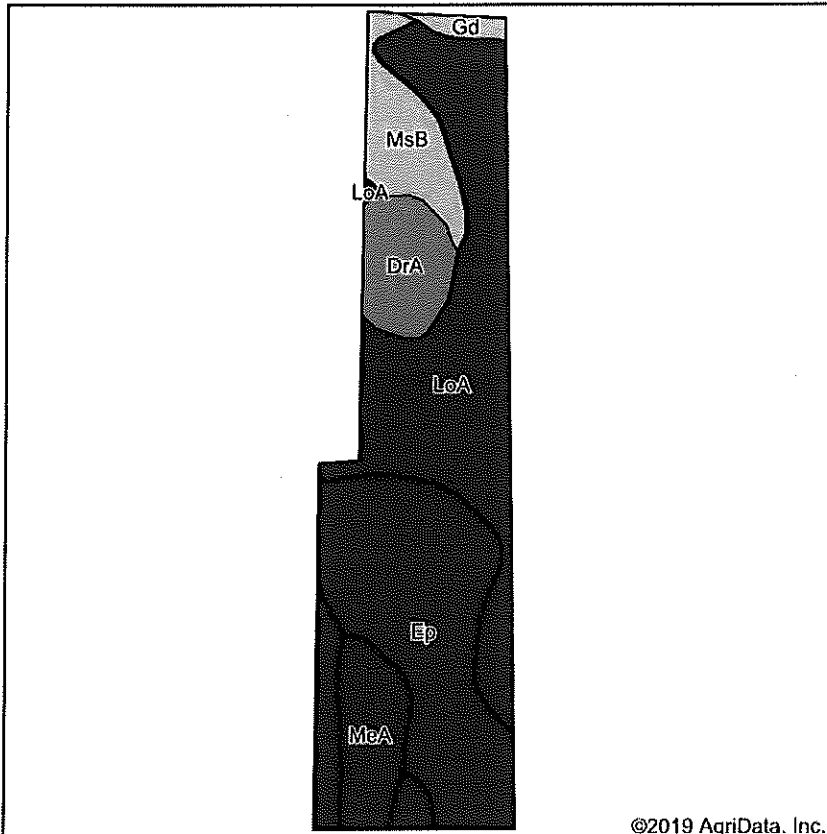


Index # 6.1932

Database # 2514

Sale # 4

## Soil Map



State: Michigan

County: Macomb

Location: 4-4N-13E

Township: Ray

Acres: 38

Date: 3/12/2020

Maps Provided By

**surety**  
CUSTOMIZED ONLINE MAPPING  
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Soils data provided by USDA and NRCS.

©2019 AgriData, Inc.

Area Symbol: MI099, Soil Area Version: 16

Code	Soil Description	Acres	Percent of field	Non-Irr Class Legend	Non-Irr Class *c	Alfalfa hay	Corn	Corn silage	Oats	Soybeans	Sugar beets	Winter wheat	*n NCCPI Soybeans
LoA	Locke sandy loam, 0 to 2 percent slopes	16.17	42.6%		IIw	4.5	115	19	95	33		50	62
Ep	Ensley-Parkhill complex	11.89	31.3%		IIw	4.8	120	19	100	35	21	55	70
MeA	Metamora fine sandy loam, 0 to 2 percent slopes	3.19	8.4%		IIw	4.8	125	20	100	40		60	79
MsB	Minco fine sandy loam, 0 to 4 percent slopes	3.18	8.4%		IIIw	4.5	115	19	95	33		50	38
DrA	Dryden sandy loam, 0 to 2 percent slopes	3.07	8.1%		Iw	4	105	18	85	30		45	59
Gd	Gilford sandy loam	0.50	1.3%		IIIw	4.8	120	19	100	35		55	39
Weighted Average						4.6	116.7	19	96.2	34	6.6	52.1	*n 63.4

\*n: The aggregation method is "Weighted Average using major components"

\*c: Using Capabilities Class Dominant Condition Aggregation Method

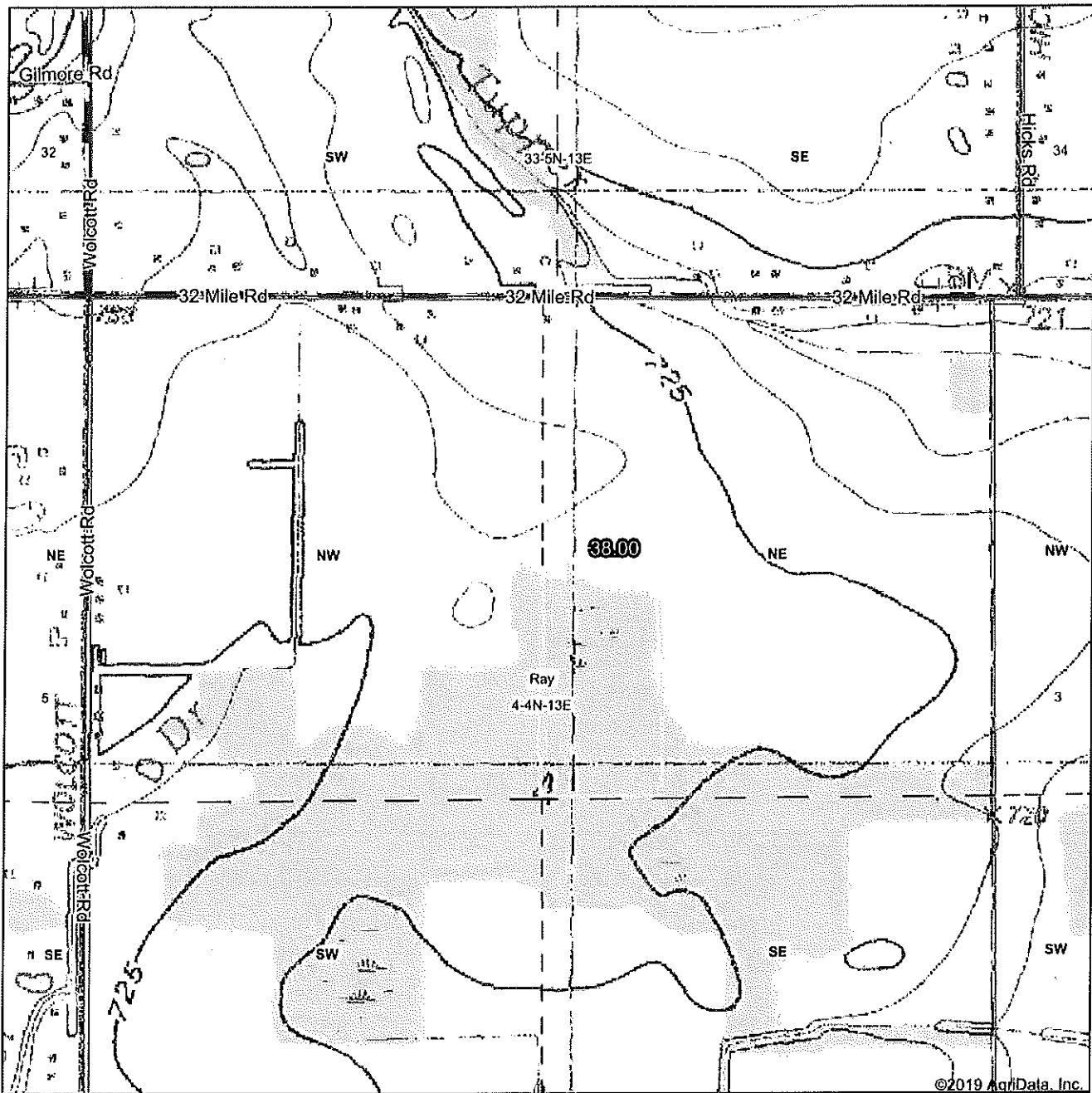
Soils data provided by USDA and NRCS.

Index # 6.1932

Database # 2514

Sale # 4

Topography Map



©2019 AgriData, Inc.

map center: 42° 48' 5.68, -82° 55' 57.68

0ft 886ft 1772ft

Maps Provided By  
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 CUSTOMIZED ONLINE MAPPING  
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**4-4N-13E**  
**Macomb County**  
**Michigan**



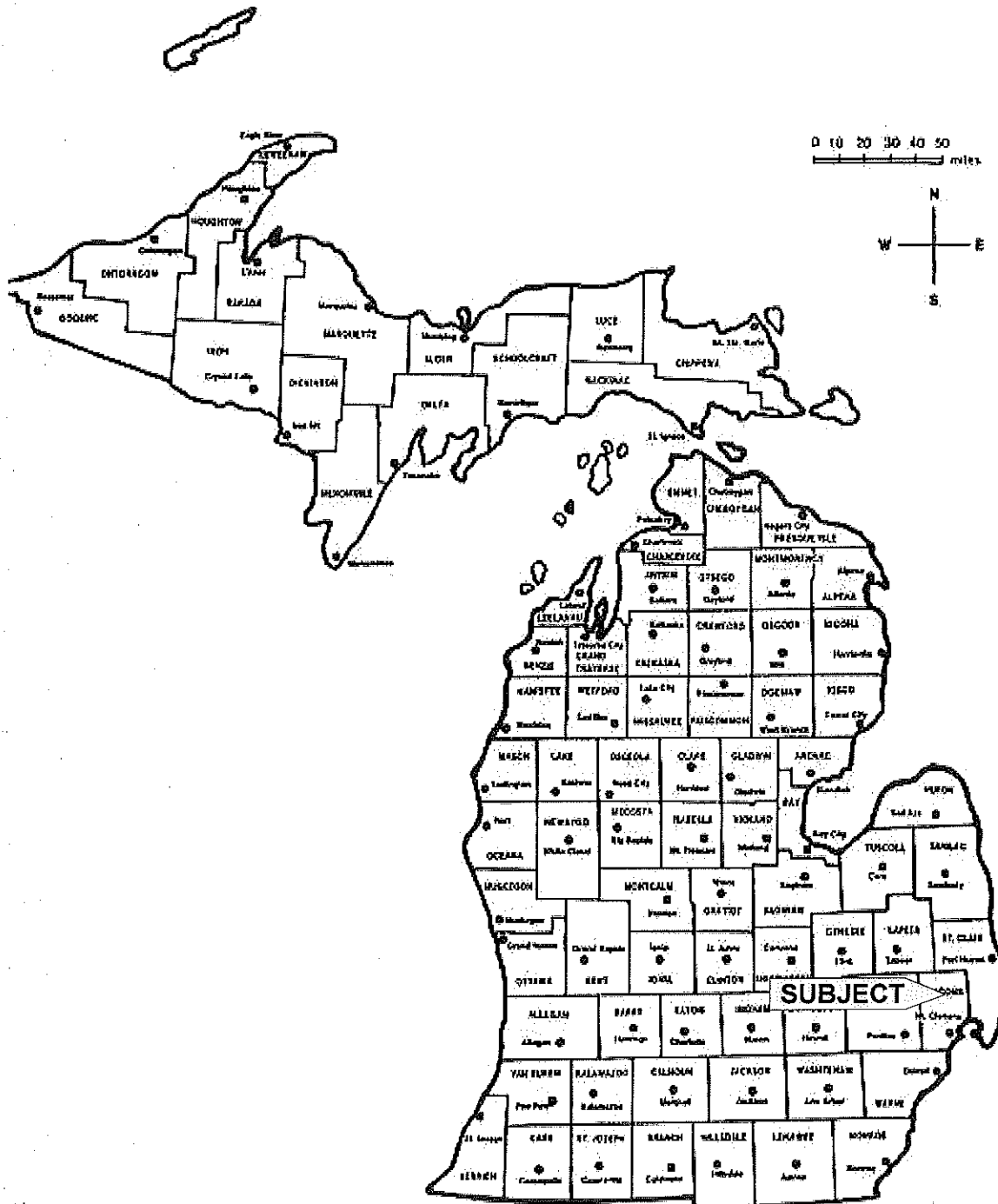
3/12/2020

Field borders provided by Farm Service Agency as of 5/21/2008

# Addenda

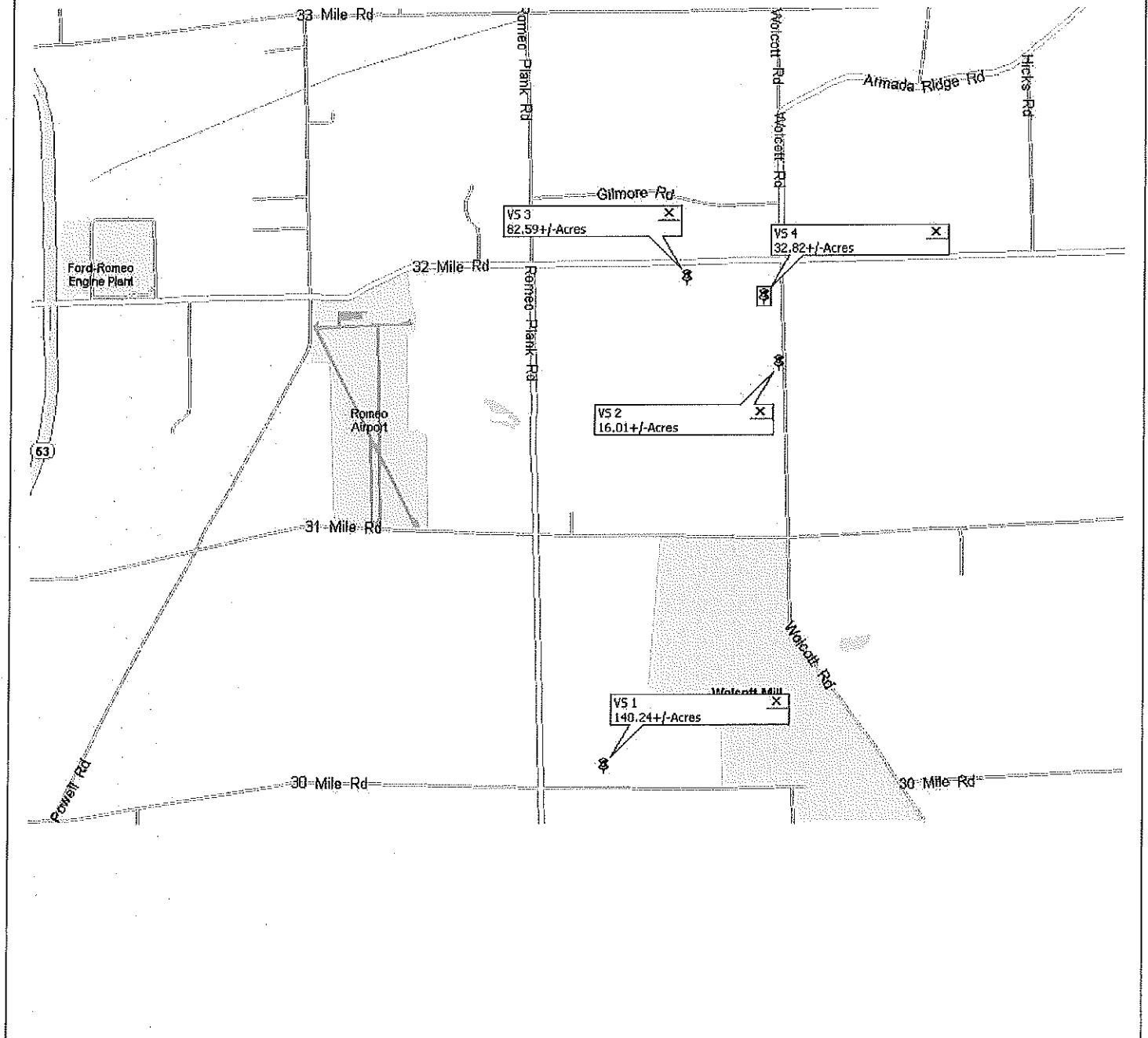


## STATE OF MICHIGAN



[illegible]

## Location Map



## Legal Descriptions

**Valuation Section 1**

**Tax ID 21-05-08-400-004:** SEC 8 COM AT W 1/4 POST SEC 8; TH S86°52'48"E 1332.78 FT; TH S0°10'51"E 320.18 FT; TH S87°10'10"E 175.24 FT TO POB; TH S89°45'45"E 1158.86 FT; TH N02°11'08"W 326.80 FT; TH S43°26'15"E 1921.67 FT; TH S01°21'30"W 1310.39 FT; TH N87°45'15"W ALG S SEC LINE TO PT WHICH IS S87°45'15"E 1344.80 FT FROM SW COR SEC 8; TH N87°45'15"W 510.57 FT; TH N27°54'45"E 1467.80 FT; TH N0°10'51"W 1008.85 FT TO POB; ALSO COM AT SW COR SEC 8; TH S87°45'15"E 665.33 FT; TH N0°07'55"E 183.26 FT TO POB; TH N0°07'55"E 1184.01 FT; TH S87°31'35"E 677.98 FT; TH S30°29'45"W 1340.11 FT TO POB

**Valuation Section 2**

**Tax ID 21-05-05-200-023:** T4N,R13E SEC 5 COM AT E 1/4 COR SEC 5; TH N0°20'32"E 217.50 FT ALG E SEC LINE TO POB; TH CONT N0°20'32"E 508.39 FT; TH S88°24'39"W 1342.21 FT; TH S0°29'50"W 522.98 FT; TH N89°05'25"E 340.84 FT; TH N87°21'01"E 1003.46 FT TO POB

**Valuation Section 3**

**Tax ID 21-05-05-200-008:** SEC 5; BEG AT N 1/4 POST SEC 5; TH S89°28'26"E 1161.44 FT ALG N SEC LINE; TH S0°53'20"W 1696.66 FT; TH S0°29'50"W 1430.89 FT; TH N87°57'35"W 1155.90 FT ALG E-W 1/4 LINE TO CEN POST; TH N0°36'27"E 3096.97 FT ALG N-S 1/4 LINE TO POB

**Valuation Section 4**

**Tax ID 21-05-05-200-010:** SEC 5; COM AT NE COR SEC 5; TH N89°49'47"W 665.02 FT ALG N SEC LINE TO POB; TH S0°33'W 1284.94 FT; TH S88°40'48"W 658.0 FT; TH N0°31'59"E 1302.06 FT; TH S89°49'47"E 658.0 FT ALG N SEC LINE TO POB

**Tax ID 21-05-05-200-012:** SEC 5; COM AT NE COR SEC 5; TH N89°49'47"W 665.02 FT ALG N SEC LINE TO POB; TH S0°33'W 1284.94 FT; TH S88°40'48"W 658.0 FT; TH N0°31'59"E 1302.06 FT; TH S89°49'47"E 658.0 FT ALG N SEC LINE TO POB

**Tax ID 21-05-05-200-016:** T4N,R13E SEC 5; COM AT NE COR SEC 5; TH S0°01'E 524.02 FT ALG E SEC LINE TO POB; TH CONT S0°01'E 341.0 FT ALG SD SEC LINE; TH N89°49'47"W 673.95 FT; TH N0°33'E 341.0 FT; TH S89°49'47"E 670.2 FT TO POB

## Signed Engagement Letter



6446 Morris Street  
P O Box 125  
Marlette, MI 48453

Phone 989-635-0086  
Fax 866-860-7904  
info@valuemidwest.com

*Appraisals & Consulting for Agribusiness, Commercial, Residential & Specialty Properties*

February 17, 2020

Glen A. Porrett, Personal Representative  
Estate of Doris M. Schmidt, Deceased  
34361 Armada Ridge Road  
Richmond, MI 48062

C/O Mr. Scott E. Bright, Atty  
Simasko, Simasko, & Simasko, P.C.  
586-468-6793  
scottbright@simaskolaw.com

Re: Appraisal of 6 parcels located in Ray Township, Macomb County (1 appraisal report - 4 valuation sections)  
\*\* see page 3 for valuation sections

Mr. Porrett:

In reply to your request, please review and acknowledge the following agreement to provide appraisal services for the real property known as 6 parcels located in Ray Township, Macomb County. (herein referred to as the "subject property").

Scope of Work:

Upon your acceptance, Value Midwest (VM) will appraise the "fee simple" market value of the above referenced property in an "as is" basis. Value Midwest will perform a complete appraisal to be reported in compliance with the Uniform Standards of Professional Appraisal Practice (USPAP).

Client/Intended User:

The client for this project is Glen A. Porrett, Personal Representative for the Estate of Doris M. Schmidt. Intended users are Mr. Scott Bright, Attorney, and any other legal/financial counsel authorized by the client.

Intended Use:

Use by the Client for market value determination as of the date of inspection.

Time frame:

Work upon the assignment is to begin immediately upon signed engagement, with final results due no later than 30 days from receipt of signed engagement and payment (if applicable).

Appraisal fee:

The fee for this assignment will be \$2,750 (Two Thousand Seven Hundred Fifty Dollars). A deposit of 50% is due (\$1375.00) with signed engagement. The remainder is due before the release of the report. Payments made by personal check will need to clear the bank prior to delivery of report.

Contact: A contact name and phone number is required for inspection purposes:

Name: Glen A. Porrett

Number: 810-305-2932

Terms and conditions are valid for seven (7) days from date of engagement letter. The fee and period of performance is subject to change if the scope of work is modified. We look forward to providing you with excellent service and reliable valuations. Please contact us with any questions you may have regarding the above terms.

Accepted:

Glen A. Porrett 2-18-20  
Authorized Signature Date

Mark J. Welland 2/17/2020  
Value Midwest Date

## Signed Engagement Letter

## Conditions of Engagement

1) The Client should consider the appraisal as only one factor together with its independent investment considerations and underwriting criteria in its overall investment decision. Unless Value Midwest consents in writing, the appraisal cannot be used by any party or for any purpose other than the Client for the purpose specified in this engagement letter.

2) Federal banking regulations require banks and savings and loan associations to employ appraisers where a FIRREA compliant appraisal must be used in connection with mortgage loans or other transactions involving federally regulated lending institutions, including mortgage bankers/brokers. Because of that requirement, this appraisal, if ordered independent of a financial institution or agent, may not be accepted by a federally regulated financial institution. This appraisal will be prepared in accordance with the Uniform Standards of Professional Appraisal Practice of The Appraisal Foundation, the Standards of Professional Practice and the Code of Ethics of the Appraisal Institute.

3) The appraisal report will be subject to our standard Assumptions and Limiting Conditions, which will be incorporated into the appraisal. All users of the appraisal report are specifically cautioned to understand any Extraordinary Assumptions and Hypothetical Conditions which may be employed by the appraiser and incorporated into the appraisal.

4) If the appraisal is referred to or included in any offering material or prospectus, the appraisal shall be deemed referred to or included for informational purposes only and Value Midwest, its employees and the appraiser have no liability to such recipients. VM disclaims any and all liability to any party other than the party which retained VM to prepare the appraisal.

5) In the event the Client provides a copy of this appraisal to, or permits reliance thereon by, any person or entity not authorized by Value Midwest in writing to use or rely thereon, Client hereby agrees to indemnify and hold VM, its affiliates and the respective shareholders, directors, officers and employees, harmless from and against all damages, expenses, claims and costs, including attorney's fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon, the appraisal by any such unauthorized person or entity.

6) The fee for the appraisal report will be due upon completion. Payment of the fee is not contingent on the appraised value, outcome of the appraisal report, a loan closing, or any other prearranged condition. Additional fees will be charged on an hourly basis for any work, which exceeds the scope of this proposal, including performing additional valuation scenarios, additional research and conference calls or meetings with any party, which exceed the time allotted by Value Midwest for an assignment of this nature. If we are requested to stop working on this assignment, for any reason, prior to our completion of the appraisal, VM will be entitled to bill the Client for the time expended to date at VM's hourly rate of \$250 for Robert J. Lentz, Mark A. Williams and/or any designated certified general appraiser; \$200 for licensed appraisers and \$100 for Support Staff.

7) Client will have up to twenty-one (21) days from receipt of the appraisal report to communicate its review to Value Midwest. VM will respond to Client's review of VM's appraisal report within five (5) business days of Client's communication to VM. Value Midwest reserves the right to bill Client for responding to Client's review beyond this time period.

8) If VM or any of its affiliates or any of their respective employees receives a subpoena or other judicial command to produce documents or to provide testimony involving this assignment in connection with a lawsuit or proceeding, VM will use reasonable efforts to notify the Client of our receipt of same. However, if VM or any of its affiliates are not a party to these proceedings, Client agrees to compensate VM or its affiliate for the professional time and reimburse VM or its affiliate for the actual expense that it incurs in responding to any such subpoena or judicial command, including attorneys' fees, if any, as they are incurred. VM or its affiliate will be compensated at the then prevailing hourly rates of the personnel responding to the subpoena or command for testimony.

9) By signing this agreement Client expressly agrees that its sole and exclusive remedy for any and all losses or damages relating to this agreement or the appraisal shall be limited to the amount of the appraisal fee paid by the Client. In the event that the Client, or any other party entitled to do so, makes a claim against Value Midwest or any of its affiliates or any of their respective officers or employees in connection with or in any way relating to this engagement or the appraisal, the maximum damages recoverable from VM or any of its affiliates or their respective officers or employees shall be the amount of the monies actually collected by VM or any of its affiliates for this assignment and under no circumstances shall any claim for consequential damages be made.

10) It is acknowledged that any opinions and conclusions expressed by the professionals of Value Midwest or its affiliates during this assignment are representations made as employees and not as individuals. VM's or its affiliate's responsibility is limited to the Client and use of our product by third parties shall be solely at the risk of the Client and/or third parties.

11) The fees and expenses shall be due VM as agreed in this letter. If it becomes necessary to place collection of the fees and expenses due VM in the hands of a collection agent and/or an attorney (whether or not a legal action is filed) client agrees to pay all fees and expenses including attorney's fees incurred by VM in connection with the collection or attempted collection thereof.



## Signed Engagement Letter

**1 Appraisal Report - 4 Valuation Sections**Valuation Section 1

- Parcel ID 21-05-08-400-004; 140.241 acres (17671 30 Mile Rd.)

Valuation Section 2

- Parcel ID 21-05-05-200-023; 16,007 acres (VL on Wolcott Rd.)

Valuation Section 3

- Parcel ID 21-05-05-200-000; 82.59 acres (VL on 32 Mile Rd.)

Valuation Section 4 (located on corner of 32 Mile and Wolcott Rds.)

- Parcel ID 21-05-05-200-010; 19.53 acres
- Parcel ID 21-05-05-200-012; 8.031 acres
- Parcel ID 21-05-05-200-016; 5.26 acres

**MARK A. WILLIAMS ~ ACCREDITED RURAL APPRAISER**

VALUE MIDWEST | 6446 MORRIS STREET - PO BOX 123 | MARLETTE, MI 49413-0123  
 EMAIL: [MARK@VALUEMIDWEST.COM](mailto:MARK@VALUEMIDWEST.COM) | CELL: 810.251.0938 | OFFICE: 989.635.0086 | FAX: 866.800.7904

**EXPERIENCE**

2003-Present      **President/Certified General Appraiser**  
 Value Midwest  
 Marlette, Michigan

1994-2003      **President/Certified General Appraiser**  
 Agricultural Advisors Ltd.  
 North Branch, Michigan

1992-1994      **Associate Appraiser**  
 Hodge Appraisal Group Ltd.  
 Lapeer, Michigan

1987-1989      **Agricultural Financial Consultant**  
 Gardner & Associates  
 Port Huron, Michigan

**EDUCATION**

1971-1974      **Central Michigan University**  
 B.A. - Journalism/Public Relations  
 Mt. Pleasant, Michigan

1990-1991      **Eastern Michigan University**  
 Post Graduate Studies  
 Ypsilanti, Michigan

**LICENSES HELD**

Certified General Appraiser - Michigan - #1201003316  
 Certified General Appraiser - Indiana - #CG41100033  
 Certified General Real Estate Appraiser - Ohio - #2012002810  
 Certified General Real Estate Appraiser - Texas - #TX 1380074 G  
 Certified General Real Property Appraiser - Iowa - #CG03131  
 Certified General Real Property Appraiser - Nebraska - #CG290109R  
 Certified General Appraiser - North Dakota - #CG-21512  
 Certified General Appraiser - Montana - #REA-RA6-LIC-7206  
 Certified General Appraiser - South Dakota - #1363CG  
 Certified General Appraiser - Minnesota - #40382980  
 Certified General Appraiser - Delaware - #X1-0000682  
 Certified General Appraiser - Idaho - #CGA-4795  
 Certified General Appraiser - Washington - #1102123  
 Certified General Appraiser - Tennessee - #5650

**MARK A. WILLIAMS ~ ACCREDITED RURAL APPRAISER**

PAGE 2

**APPRAISAL COURSES COMPLETED**

Holloway Real Estate Institute  
American Society of Farm Managers and Rural Appraisers

Northern Michigan University  
American Society of Appraisers

<b>Year</b>	<b>Course Title</b>
1992	Real Estate Appraisal "One" Uniform Standards of Professional Appraisal Practice Fundamentals of Rural Appraisal Challenge
1993	Principles of Rural Appraisal
1994	Advanced Rural Appraisal Special Purpose Structures Seminar Appraising Multi-Family Units
1995	Permanent Plantings Seminar
1997	Surveying and Legal Descriptions
1999	Appraisal Report Writing
2001	Conservation Easements Seminar Environmental Due Diligence
2002	Uniform Agricultural Appraisal Report Income Capitalization (Part 1)
2003	UAAR Seminar - 2 Day 2004-2005 National USPAP Update Real Estate Institute "One"
2004	Property Management and Managing Risk Appraising the Oddball: Nonconforming & Difficult Properties Michigan Appraisal Law Legal Update
2006	Eminent Domain Yellow Book (IASFLA) Appraisal Review Under IASFLA (A-380)
2007	Introduction to Appraisal Review Appraisal Review Under USPAP
2008	Michigan Law (for recertification) 2008-2009 National USPAP Update Advanced Approaches to Value for Rural Appraisal (A-300)
2009	Advanced Appraisal Review Case Studies (A-398) Valuation of Cons. Ease. & Other Partial Interests in RE
2010	ASFMRA Instructor Workshop Expert Witness Preparation and Testimony 2010-2011 National USPAP Update
2011	Instructing Basic Appraisal Procedures (A-102) 2012-2013 National USPAP Update
2012	Report Writing Land and Site Valuation Michigan Appraisal Law Using Your HP12C Financial Calculator Michigan Code of Ethics Michigan Agency Law
2013	Permanent Plantings Key Issues of Grain Elevator Valuation Introduction to Commercial Greenhouse Appraisal
2014	2014-2015 National USPAP Update Michigan Agency Law

**MARK A. WILLIAMS ~ ACCREDITED RURAL APPRAISER**

PAGE 3

**APPRAISAL COURSES COMPLETED (CONTINUED)**

<b><u>Year</u></b>	<b><u>Course Title</u></b>
2015	Rural Sales Analysis and Confirmation Understanding and Using Comparable Transactions Introduction to Statistical Analysis for Appraisers Valuation of Confined Animal Feeding Operations 7 Hour National USPAP Course
2016	Michigan Law Update Appraising Natural Resources Personalities of Agriculture and Business ASPMRA 87 <sup>th</sup> Annual Convention Rapid Fire Case Studies
2017	The Valuation of Partial Acquisitions, C-421
2017	Report Writing
2017	Yellow Book UASFLA
2017	7 Hour National USPAP Course
2018	Michigan Law Update
2018	Thinking Outside the Box
2018	Property Rights
2018	Valuing Rural America: The Complexities of Data Analysis

**AREAS OF SPECIALIZATION**

Area Wide Market Analysis	Orchards
Christmas Tree Farms	Partial Interest
Cluster Developments	Partial Takings
Commercial Buildings	Poultry Facilities
Conservation Easements	Recreational Ag Properties
Commercial Properties	Residential
CRP Interests	Rural Residential Properties
Dairy Production Facilities	Riding Arenas
Development Properties	Merchantable Timber/High Quality Veneer Parcels
Estate Properties	Single Family Houses
Expert Witness/Agricultural Issues	Subdivision Analysis
Hog Confinement Facilities	Vacant Land
Industrial Projects	Vegetable Farms
Multi-Family Developments	

**FOR WHOM HE COMPLETED APPRAISAL AND/OR CONSULTING ASSIGNMENTS**

Agricultural Mortgage Company of America	Northstar Bank
American Farmland Mortgage	PNC Bank
American Farmland Trust	Pulte Development Company
Ann Arbor Greenbelt Project	Republic Bank
Eastern Michigan Bank	Ronald Rickard, Attorney
Exchange National Bank	Stephen Rayment, Attorney
Exchange State Bank	Thumb National Bank & Trust
Farm Service Agency	Tri County Bank
Goldstein Orchards	Triple C Development
Grand Traverse Regional Land Conservancy	United States Department of Agriculture
Greenstone Farm Credit	Farmers Home Administration
Hoeksema & Jager Celery Farm	Natural Resources Conservation Services
Leelanau County Conservancy	United States Department of Interior
Little Traverse Conservancy Conservation Trust	Bureau of Indian Affairs
Marquette Bank	National Park Service
Michigan Apple Corporation	Office of the Special Trustee
National City Bank	United States Forest Service
Nexity Bank	

## Qualifications of Appraiser

**MARK A. WILLIAMS ~ ACCREDITED RURAL APPRAISER**

PAGE 4

**MEMBERSHIPS AND AFFILIATIONS**

American Society of Farm Managers and Rural Appraisers	Accredited
American Society of Farm Equipment Appraisers	Member
American Farmland Trust	Member
The Nature Conservancy	Member
Michigan Farm Bureau	Member

## Qualification of Appraiser

**MARK A. VAN DEN BERG ~ CERTIFIED GENERAL APPRAISER**

Value Midwest | 6446 MORRIS STREET - PO BOX 125 - MARLETTE, MI 49459  
 EMAIL: [mark@valuemidwest.com](mailto:mark@valuemidwest.com) | OFFICE: 989.635.0096 | FAX: 989.630.7804

**EXPERIENCE**

2014 - Present	<b>Real Estate Appraiser</b> Value Midwest (Williams & Associates, Inc. DBA) Marlette, Michigan
2013 - 2014	<b>Research Assistant</b> Williams & Associates, Inc. Marlette, Michigan

**EDUCATION**

2011-2014	<b>Michigan State University</b> Bachelor of Science- Agribusiness Management Minor- Agronomy
2009-2011	<b>Institute of Agricultural Technology</b> Certificate- Agricultural Industries

**LICENSES HELD**

State of Michigan	Certified General Real Estate Appraiser - #1201075019
-------------------	---

**MEMBERSHIPS**

American Society of Farm Managers & Rural Appraisers	Affiliate Member
--	------------------

**APPRAISAL EDUCATION**

Appraisal Institute	Basic Appraisal Principles (2014)
Appraisal Institute	Basic Appraisal Procedures (2014)
McKissock	15 Hour USPAP (2014)
Appraisal Institute	Data Verification Methods (2014)
McKissock	Supervisor-Trainee Course for Michigan (2014)
ASFMRA	Sales Comparison Approach for General Appraisers (2015)
ASFMRA	General Market Analysis & Highest & Best Use (2015)
ASFMRA	ASFMRA Code of Ethics (2016)
McKissock	General Appraiser Site Valuation and Cost Approach (2016)
Appraisal Institute	General Appraiser Income Approach Part 1 (2016)
Appraisal Institute	General Appraiser Income Approach Part 2 (2016)
Appraisal Institute	Real Estate Finance Statistics & Valuation Modeling (2016)
Appraisal Institute	General Appraiser Report Writing & Case Studies (2016)
ASFMRA	Advances Rural Case Studies (2017)
ASFMRA	Valuation of Conservation Easements & Other Partial Interest in Real Estate (2017)
ASFMRA	Integrated Approaches to Value (2018)
ASFMRA	Eminent Domain (2019)



## License

RICH SNYDER  
GOVERNORSTATE OF MICHIGAN  
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS  
BUREAU OF PROFESSIONAL LICENSING

N418771

CERTIFIED GENERAL APPRAISER  
LICENSE

MARK ANTHONY VAN DEN BERG

LICENSE NO.  
1201075019EXPIRATION DATE  
07/31/2020AUDIT NO  
3337628THIS DOCUMENT IS SUBMITTED  
UNDER THE LAWS OF THE STATE  
OF MICHIGAN



LIA Administrators &amp; Insurance Services

APPRAISAL AND VALUATION

PROFESSIONAL LIABILITY INSURANCE POLICY

## DECLARATIONS



## ASPEN AMERICAN INSURANCE COMPANY

(A stock insurance company herein called the "Company")

175 Capitol Blvd, Suite 100

Rocky Hill, CT 06067

Date Issued	Policy Number	Previous Policy Number
04/16/2019	AA1006072-01	AA1006072-03

THIS IS A CLAIMS MADE AND REPORTED POLICY. COVERAGE IS LIMITED TO LIABILITY FOR ONLY THOSE CLAIMS THAT ARE FIRST MADE AGAINST THE INSURED DURING THE POLICY PERIOD AND THEN REPORTED TO THE COMPANY IN WRITING NO LATER THAN SIXTY (60) DAYS AFTER EXPIRATION OR TERMINATION OF THIS POLICY, OR DURING THE EXTENDED REPORTING PERIOD, IF APPLICABLE, FOR A WRONGFUL ACT COMMITTED ON OR AFTER THE RETROACTIVE DATE AND BEFORE THE END OF THE POLICY PERIOD. PLEASE READ THE POLICY CAREFULLY.

## Item

1. Customer ID: 168636 Named Insured: VALUE MIDWEST WILLIAMS & ASSOCIATES, INC. 6446 Morris Street, PO Box 125 Marlette, MI 48453	
2. Policy Period: From: 05/01/2019 To: 05/01/2020 12:01 A.M. Standard Time at the address listed in 1 above.	
3. Deductible: \$5,000 Each Claim	
4. Retroactive Date: 05/01/2009	
5. Inception Date: 05/01/2016	
6. Limits of Liability: A. \$1,000,000 Each Claim B. \$1,000,000 Aggregate	
7. Mail all notices, including notice of Claim, to: LIA Administrators & Insurance Services 1600 Anacapa Street Santa Barbara, California 93101 (800) 334-0652; Fax: (805) 962-0652	
8. Annual Premium: [REDACTED]	
9. Forms attached at issue: LIA002 (12/14) LIA MI (11/14) LIA MI NOT (11/14) LIA012 (12/14) LIA013 (10/14) LIA131 (10/14)	

This Declarations Page, together with the completed and signed Policy Application including all attachments and exhibits therein, and the Policy shall constitute the contract between the Named Insured and the Company.

04/16/2019

Date

LIA001 (12/14)

By

Authorized Signature

Aspen American Insurance Company



To: Board of Commissioners  
From: David Kirbach, Deputy Director  
Subject: Approval – Easement for Consumers Gas Line Project  
Location: Kensington Metropark  
Date: May 7, 2020

**Action Requested:** Motion to Approve

That the Board of Commissioners approve the request by Consumers Energy (CMS) for an easement on Kensington Park property to complete the Saginaw Trail Pipeline Project as recommended by Deputy Director David Kirbach and staff.

**Fiscal Impact:** Consumers Energy proposes to pay the Metroparks \$61,502 for easement parcel 535.001.00.00-OA-MI, which is itemized in the attached document “Calculation Worksheet.”

**Background:** At the Feb. 13, 2020 Board meeting, commissioners approved 11 requests for easements at Kensington Metropark that allows Consumers Energy (CMS) to continue a gas line replacement on the Saginaw Trail Pipeline Project. This is the last easement on Metroparks property that CMS needs to move the project towards completion.

This easement backs up to a portion of Camp Dearborn and is outside of the main park property and therefore will cause no disruptions to park activities. A paved hike/bike trail crosses this easement, which will need to be cut; however, CMS will restore the trail to its original condition.

The \$61,502 proposed payment is comparable to the values that were accepted in the previous easements and is acceptable to staff. A copy of the easement details and the calculation worksheet are included.

**Attachments:** Calculation Worksheet  
Easement Description

### CALCULATION WORKSHEET

#### EASEMENT

Date: 5/8/2020

Easement Width: 90.00 feetTract No.: 535.001.00.00-OA-MITotal Easement Area: 5.316 AcresLandowner Name: Huron Clinton Metro AuthorityEasement Value Per Acre: \$7,000.00County of: OaklandTotal Easement Cost: \$37,212.00Prepared By: Douglas Reichley

#### TEMPORARY WORKSPACE (TWS)

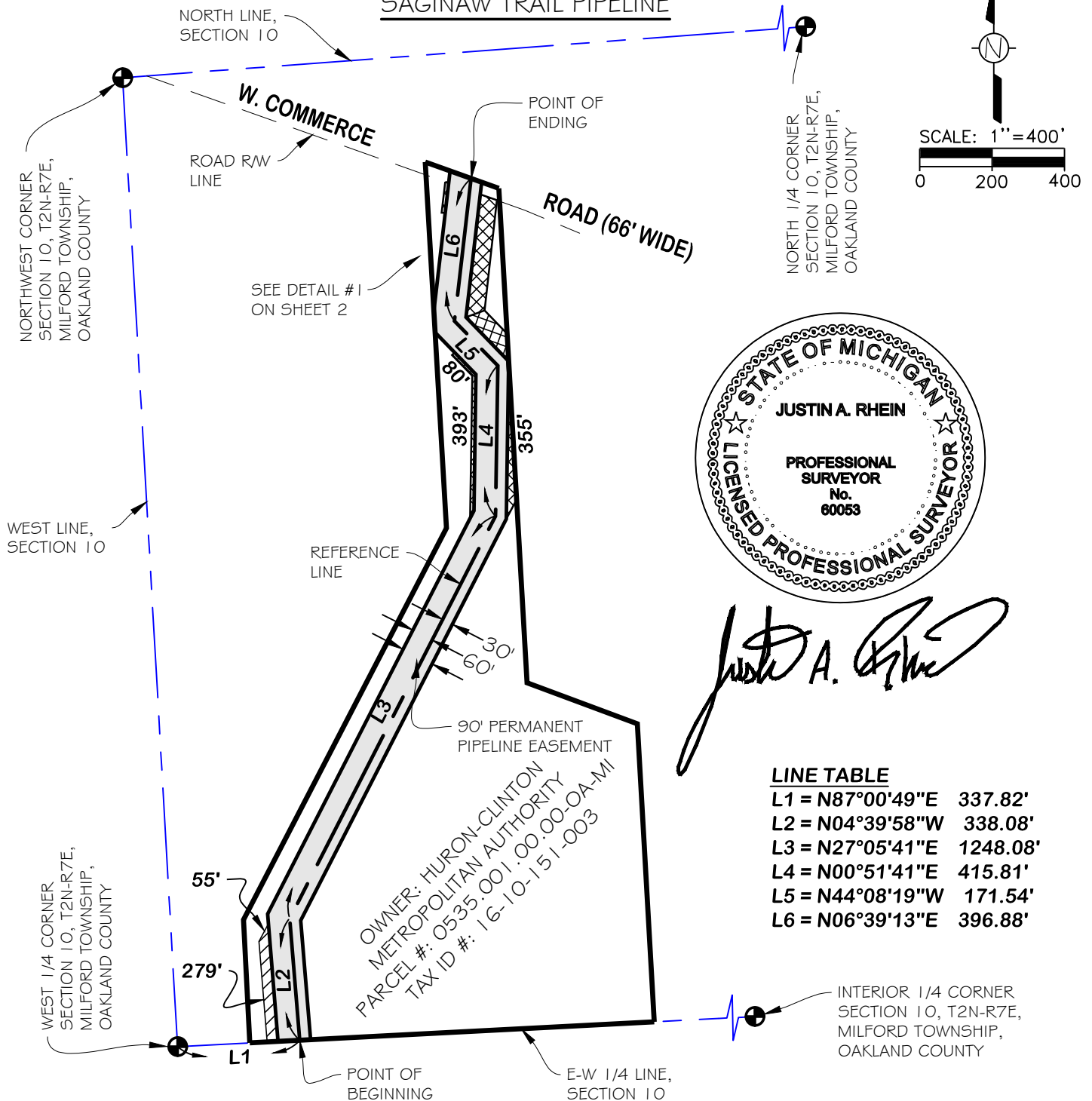
TWS Width: 0 feetTotal TWS Area: 0.208 AcresEasement Value Per Acre: \$7,000.00Total TWS Cost: \$728.00 50% of Easement Value Per Acre

#### ADDITIONAL TEMPORARY WORKSPACE (ATWS)

Total ATWS: 1.072 AcresEasement Value Per Acre: \$7,000.00Total for ATWS: \$3,752.00 50% of Easement Value Per Acre

Description of Payment	Total Amount
Easement:	\$37,212.00
TWS:	\$728.00
ATWS:	\$3,752.00
Legal Fees	\$2,000.00
Trees:	\$17,810.00
Total:	\$61,502.00

# EXHIBIT B SAGINAW TRAIL PIPELINE



*Justin A. Rhein*

## LINE TABLE

L1 = N87°00'49"E	337.82'
L2 = N04°39'58"W	338.08'
L3 = N27°05'41"E	1248.08'
L4 = N00°51'41"E	415.81'
L5 = N44°08'19"W	171.54'
L6 = N06°39'13"E	396.88'

## Legend

	PERMANENT EASEMENT 5.316 ACRES
	TEMPORARY WORK AREA 0.208 ACRES
	ADDITIONAL TEMPORARY WORK AREA 0.748 ACRES

BASIS OF BEARING  
MICHIGAN STATE PLANE COORDINATE SYSTEM,  
SOUTH ZONE NAD83 (2011)  
COMBINED SCALE FACTOR: 0.99987273  
GROUND DISTANCES SHOWN

Drawing No.  
SA-22959PARCEL-0535.001.00.00-OA-MI-REV E

Filename:  
SA-22959PARCEL-0535.001.00.00-OA-MI-REV E-DWG  
Field Crew: MWR  
Drawn by: FWG  
Checked by: JAR  
Date: 04/28/2020  
Scale: 1" = 400'  
Sheet: 1  
Rev: E

**Consumers Energy**



**ROWE PROFESSIONAL  
SERVICES COMPANY**

## SAGINAW TRAIL PIPELINE PHASE 4

NW 1/4 of Section 10  
T2N, R7E, Milford Twp.  
Oakland County, Michigan

ROWE# 18C0013

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Plotted: 4/28/2020 2:17 PM



EXHIBIT B  
SAGINAW TRAIL PIPELINE

Legal Description: Proposed Gas Facilities Easement

A strip of land 90 feet in width located in the NW 1/4 of Section 10, Township 2 North, Range 7 East, Milford Township, Oakland County, Michigan, said strip being 60 feet left and 30 feet right (perpendicular measure) of the following described reference line:

Commencing at the West 1/4 Corner of said Section 10; thence North 87 degrees 00 minutes 49 seconds East, along the East-West 1/4 line of said Section 10, 337.82 feet to a point on the East-West 1/4 line of said Section 10 and the South line of a Parcel of Land as described and recorded in Liber 45106, Page 513, and the Point of Beginning; thence North 04 degrees 39 minutes 58 seconds West, 338.08 feet; thence North 27 degrees 05 minutes 41 seconds East, 1248.08 feet; thence North 00 degrees 51 minutes 41 seconds East, 415.81 feet; thence North 44 degrees 08 minutes 19 seconds West, 171.54 feet; thence North 06 degrees 39 minutes 13 seconds East, 396.88 feet to a point on the North line of said Parcel and the Point of Ending.

The sidelines of said easement shall be extended or shortened to meet at angle points and to begin and end at the property lines of this parcel.

Described Gas Facilities Easement contains 5.316 acres.



A handwritten signature in black ink, appearing to read "Justin A. Rhein", written over the bottom right portion of the professional seal.

**Consumers Energy**



**ROWE PROFESSIONAL  
SERVICES COMPANY**

SAGINAW TRAIL PIPELINE  
PHASE 4

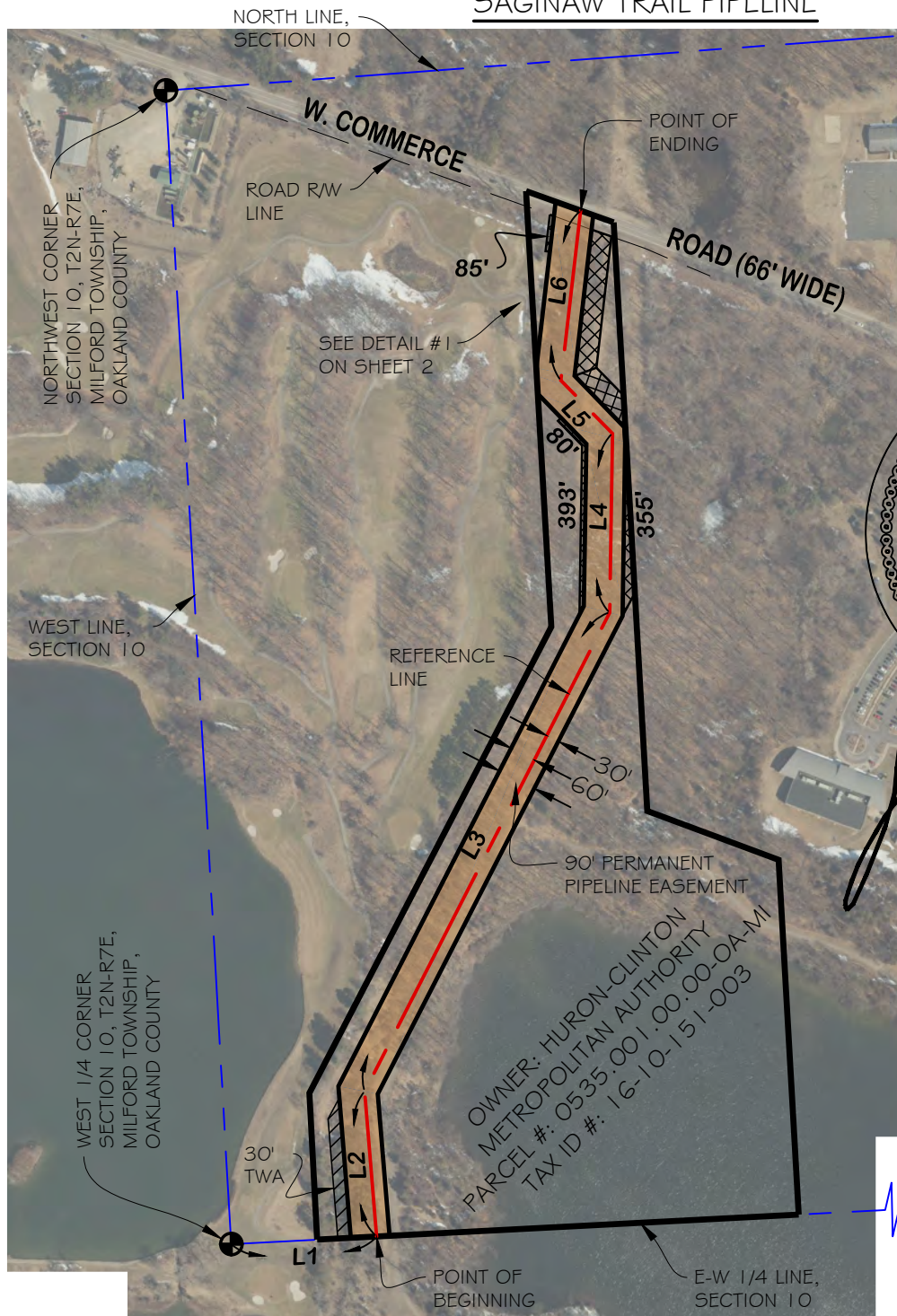
NW 1/4 of Section 10  
T2N, R7E, Milford Twp.  
Oakland County, Michigan

ROWE# 18C0013

Drawing No.  
SA-22959PARCEL-0535.001.00.00-OA-MI-REV E

Filename:  
SA-22959PARCEL-0535.001.00.00-OA-MI-REV  
Field Crew: MWR  
Drawn by: FWG  
Checked by: JAR  
Date: 04/28/2020  
Scale: 1" = N/A  
Sheet: 3 Rev: E

# ACQUISITION SAGINAW TRAIL PIPELINE



NORTH 1/4 CORNER,  
SECTION 10, T2N-R7E,  
MILFORD TOWNSHIP,  
OAKLAND COUNTY

SCALE: 1" = 400'



*Justin A. Rhein*

## LINE TABLE

L1 = N87°00'49"E	337.82'
L2 = N04°39'58"W	338.08'
L3 = N27°05'41"E	1248.08'
L4 = N00°51'41"E	415.81'
L5 = N44°08'19"W	171.54'
L6 = N06°39'13"E	396.88'

INTERIOR 1/4 CORNER  
SECTION 10, T2N-R7E,  
MILFORD TOWNSHIP,  
OAKLAND COUNTY

## Legend

	PERMANENT EASEMENT 5.316 ACRES
	TEMPORARY WORK AREA 0.208 ACRES
	ADDITIONAL TEMPORARY WORK AREA 0.748 ACRES

BASIS OF BEARING  
MICHIGAN STATE PLANE COORDINATE SYSTEM,  
SOUTH ZONE NAD83 (2011)  
COMBINED SCALE FACTOR: 0.99987273  
GROUND DISTANCES SHOWN

**Consumers Energy**



**ROWE PROFESSIONAL  
SERVICES COMPANY**

## SAGINAW TRAIL PIPELINE PHASE 4

NW 1/4 of Section 10  
T2N, R7E, Milford Twp.  
Oakland County, Michigan

ROWE# 18C0013

Drawing No.  
SA-22959PARCEL-0535.001.00.00-OA-MI-REV E

Filename:  
SA-22959PARCEL-0535.001.00.00-OA-MI-REV  
Field Crew: MWR  
Drawn by: FWG  
Checked by: JAR  
Date: 04/28/2020  
Scale: 1" = 400'  
Sheet: 4  
Rev: E



To: Board of Commissioners  
From: Amy McMillan, Director  
Subject: Approval – Summer 2020 Event Cancellation Timeline  
Date: May 6, 2020

**Action Requested: Motion to Approve**


That the Board of Commissioners approve cancelling large events for the summer 2020 as recommended by Director Amy McMillan and staff.

**Background:** The decision-making timeline for cancelling large events including fireworks, the summer concert series and inaugural signature events is attached for review.

The major events for the summer are listed with corresponding tasks that are required for each event along with the decision due dates from the beginning of May until the beginning of August.

 = Signifies the time in which staff has to cancel with vendors

 = Signifies approximate the time needed to complete each task.

 = Signifies the May, June and July Board meetings

Please note, many tasks either should have already started before the May board meeting or that many tasks would start between the May and June board meetings in order to successfully hold these events. For example, canceling with the fireworks vendor falls into the timeframe between the May and June board meetings. This demonstrates the imperative timing to canceling events before the June board meeting.

**Additional event notes:**

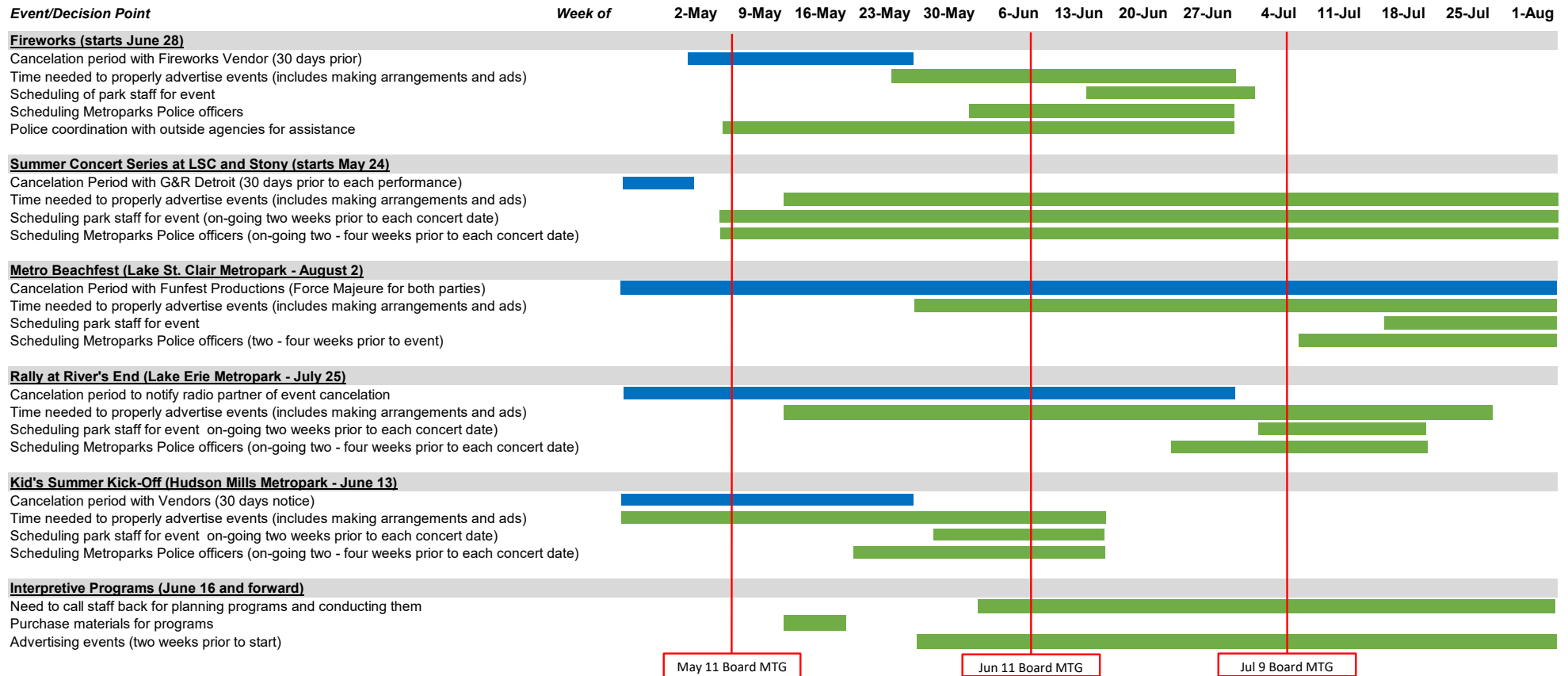
- The fireworks vendor requires a 30-day notice for cancellation per the contract. The first date for fireworks is June 28 and needs to be canceled no later than May 28.
- The Summer Concerts series vendor (G&R Detroit) requires 30-days written notice of cancellation. The first concert was scheduled for May 24. The vendor has offered not to charge us if we have to cancel after the board meeting. The talent the vendor has lined up are responding differently to the COVID-19 situation. Some of the bands are wanting to get out in front of an audience and are excited to perform at concerts. Other bands are concerned for health reasons and may prefer not to play. G&R may have to substitute some bands (with the same high-quality) if the originally scheduled talent doesn't wish to perform. This of course is a changing situation and they understand our need for flexibility.
- The Metro Beachfest agreement with Funfest Productions will allow the Metroparks to cancel if an event outside the reasonable control of either party keeps us from fulfilling

the agreement – illness of performer, accident, disease, acts of God, etc. (this is a Force Majeure clause). The event is scheduled for Aug 2; a \$14,750 deposit has already been paid.

- Advertising for a new event like Metro Beachfest, Rally at River's End and Kid's Summer Kick-off is longer than an established event. In normal circumstances, staff would like to promote for at least 60 days leading up to the event with the initial announcement happening earlier than that. This year presents the possibility for negative backlash from visitors if we start promoting a large event while CDC and state restrictions are still in place.
- No contracts are signed with the radio partner for Rally at River's End, but out of courtesy, the radio station should be notified no less than 30 days prior to event.

#### **Attachment: Cancellation Timeline**

### Summer 2020 - Decision Making Dates for Large Events







To: Board of Commissioners  
From: Mike Henkel, Chief of Engineering Services  
Subject: Report – Committed Construction Projects  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners receive and file the Committed Construction Projects report as recommended by Chief of Engineering Services Mike Henkel and staff.

**Background:** Committed projects as related here are projects that have started with contractual commitments for their completion, which also includes awarded grant projects. Most of the projects were let and awarded through March of this year; some are carryovers from 2019.

Staff identified 110 projects at the beginning of 2020, of those projects, 45 have contractual obligations to date. The amounts shown are reflective as of the current date. Some of the totals shown for the projects do not have a cost shown because the totals were allocated to the Capital Project fund in the prior year. An example would be the restroom building replacements for Kensington and Stony at Maple and Baypoint beaches. The project funding was allocated to the Capital Project Fund in 2019 and is not reflected in the current 2020 budget.

Projects listed as “to date committed construction costs” are amounts that have been committed through contractual obligations but may or may not have been paid fully at this time. An example would be the architectural services for the restroom building at Stony Creek. The architectural contract was approved for \$64,500 but is currently in progress and total billings have not been fully paid out.

The projects listed as “2020 Budgeted Cost” are the estimated budgeted amounts in the 2020 budget.

**Attachments: Committed Construction Costs To Date  
Non-Committed Construction**



## COMMITTED PROJECTS

	Type	Project / Location	Committed Construction Costs To Date	2020 Budgeted Cost	Notes
		Committed Projects in progress			
		Completed Projects			
		Committed Designs for Construction/ Design Contracts in progress			
1	Awarded Grant Projects to be designed 2020	Hudson Mills Rapids View Area Development	\$ 226,900.00	\$ 453,800.00	Grant \$226,900
2		KMP West Boat Launch Accessible Kayak Launch	\$ 154,000.00	\$ 308,000.00	Grant \$154,000
3		Lake Erie Boat Launch Accessible Kayak Launch	\$ 122,500.00	\$ 245,000.00	Grant \$122,500
4		Oakwoods Accessible Nature Trails Development	\$ 124,000.00	\$ 248,000.00	Grant \$124,000
5		Stony Creek Oakgrove Off-Leash Dog Area	\$ 85,500.00	\$ 85,500.00	Grant \$50,000
6	Priority Identified Projects	Delhi Relocating Concessionaire Canoe Livery Building/including B2B trail	\$ 75,000.00	\$ 75,000.00	
7		Delhi Relocating Border to Border Trail	\$ 100,000.00	\$ 100,000.00	
8		Indian Springs EDC Pond Dome Carpet Replacement/Leak Repairs (from 2019)	\$ 89,235.00	\$ 85,000.00	
9		KMP Flooring/Features Replacement at Splash 'n' Blast	\$ 207,453.00	\$ 210,000.00	
10		Lower Huron Turtle Cove Marcite Repair (completion from 2019)	\$ 155,000.00	\$ 155,000.00	
11		Stony Creek Boat Launch Building/Shade Structure (Phase II/III)	\$ 64,500.00	\$ 1,750,000.00	Design Services
12		Stony Creek Boat Launch Parking Lot (Phase I)	\$ 1,196,540.00	\$ 1,000,000.00	
13		Wolcott Mill Structural Repairs (completion from 2019)	\$ 250,000.00	\$ 250,000.00	
14		LSC North/South Marina Electrical Work	\$ 1,872.00	\$ 75,000.00	
15		Lower Huron Turtle Cove Lazy River Pump Repair (completion from 2019)	\$ 7,524.00	\$ 10,000.00	
16		Lower Huron Turtle Cove Waterslide Repair	\$ 17,392.00	\$ 30,000.00	
17		KMP Hike-Bike Trail Reconstruction	\$ 428,422.00	\$ 400,000.00	
18		Lower Huron Bemis Rd. Fiber Installation	\$ 52,000.00	\$ 52,000.00	
19		Lower Huron Hike Bike Trail Reconstruction	\$ 306,420.00	\$ 300,000.00	
20		Hudson Mills Hike-Bike Trail Reconstruction	\$ 265,112.00	\$ 300,000.00	
21	Projects Currently in Progress from 2019	KMP Maple Beach Building and Site Improvements			Capital Fund
22		Stony Creek Baypoint Beach Building and Site Improvements			Capital Fund
23		Willow Park Office Replacement			Capital Fund
24		Willow New Park Office/Maintenance Building Gas Service Line	\$ 159,786.00	\$ 200,000.00	
25		Oakwoods Nature Center Exhibits			Grant Project/Capital Fund
26		Shelden Trails			Capital Fund
27		Willow Pool Shelter Accessibility (completion from 2019)	\$ 36,933.00	\$ 37,000.00	
28		Indian Springs Meadowlark Shelter Accessibility (completion from 2019)	\$ 75,325.00	\$ 76,000.00	
29		LSC Boiler Replacement		\$ 65,000.00	
30		Stony Creek Sewer Rehabilitation (completion from 2019)			Coocomplete
31		Lake Erie Marshlands Museum Roof Replacement (Included Below)		\$ 120,000.00	
32		Lake Erie Pool Mechanical/Bathhouse/Food Bar/RR Roof Replacements	\$ 211,795.00	\$ 220,000.00	Includes Museum Roof
33		KMP Maple Beach Universal Accessible Playground	\$ 525,000.00	\$ 525,000.00	
34		Lower Huron N. Fishing Site Accessibility Improvements (Grant)	\$ 144,400.00		
35		LSC Black Creek Marsh Wetland Filtration Enhancement (completion from 2019)	\$ 93,000.00		
36		Wolcott Mills Farm Pasture Fencing (Completion from 2019)		\$ 50,000.00	Complete
37	Major Maintenance Projects to be Designed 2020	LSC Marina Dock Repairs	\$ 19,600.00	\$ 20,000.00	
38		LSC Pool Slide/Sprayzone Pump Rebuilding		\$ 12,000.00	Will have costs soon
39		KMP Buno Road Bridge Approaches	\$ 63,400.00	\$ 50,000.00	
40		KMP Farm Center Septic tank	\$ 30,250.00	\$ 36,000.00	
41		Lower Huron Turtle Cove Pavement Joint Sealing	\$ 20,333.00	\$ 30,000.00	
42		Stony Creek Well/Pump Line Evaluation at Snell Road	\$ 15,000.00	\$ 15,000.00	
43		Lake Erie Wave Pool Deck Carpet Replacement	\$ 75,000.00	\$ 75,000.00	
44		Lake Erie Cove Point Shoreline Restoration/Protection	\$ 25,000.00	\$ 25,000.00	
45	Capital Projects in 2020 Budget	Stony Creek Tap Grant			
46		Dexter-Huron IBT Connector	\$ 39,428.00	\$ 44,000.00	
47		Willow GC Culvert Replacement on Holes 1, Just 1 at this time 9, 10	\$ 64,190.00	\$ 225,000.00	First Phase of a 2 phase project.

Totals \$ 5,527,810.00 \$ 7,957,300.00

## Non-Committed Projects

	Type	Project / Location	Uncommitted Costs	2020 Budgeted Cost	Notes
1	Grant Applications to be Developed in 2020	Delhi Accessible Kayak Launch			
2		Lower Huron Iron Belle Trail Connector (North)			
3		Lower Huron Off-Leash Dog Area			
4		Lower Huron Walnut Grove Campground Improvements			
5		LSC West Boardwalk Redevelopment			Cancelled
6	Concepts to be developed in 2020	Lake Erie Marina Facility Concept Plan			
7		LSC Marina Facility Concept Plan			
8		LSC Pool/Bathhouse Facility Concept Plan			
9		Stony Creek Eastwood Beach Facility Concept Plan			
10		Willow Pool Complex Facility Concept Plan			
11		Wolcott Farm Center Facility Concept Plan			
12	Priority Identified Projects	Lower Huron Turtle Cove Splashpad Resurface	\$ 32,000.00	\$ 32,000.00	
13		LSC Accessible Marina Dock Renovation	\$ 70,000.00	\$ 70,000.00	
14		Stony Creek Boat Launch Building/Shade Structure (Phase II/III)	\$ 1,750,000.00	\$ 1,750,000.00	Construction Costs
15		LSC Activity Center Roof Painting	\$ 80,000.00	\$ 80,000.00	
16		LSC North/South Marina Electrical Work	\$ 75,000.00	\$ 75,000.00	Construction Costs
17		Lake Erie Boat Launch Road Culvert Replacement Phase II	\$ 60,000.00	\$ 60,000.00	
18		LSC Electrical Grid (design only in 2020)	\$ 1,000,000.00	\$ 1,000,000.00	
19		Wolcott Mill Additional Funding for Generator Connection	\$ 20,000.00	\$ 20,000.00	
20		Wolcott Farm to Mill Connector Trail (design only in 2020)	\$ 1,000,000.00	\$ 1,000,000.00	
21	Projects Currently in Progress from 2019	Oakwoods Nature Center Lighting and Electrical			Part of Exhibit Work
22		Lake Erie Marina Pump Out	\$ 50,000.00	\$ 50,000.00	
23	Major Maintenance Projects to be Designed 2020	LSC East Boardwalk Decking Replacement	\$ 150,000.00	\$ 150,000.00	
24		LSC Beach Spoil Containment/Removal	\$ 40,000.00	\$ 40,000.00	
25		LSC Shelter Roof/Shingles Repair - Parkwide	\$ 15,000.00	\$ 15,000.00	
26		LSC Adventure Golf Boardwalk Decking Replacement	\$ 15,000.00	\$ 15,000.00	
27		LSC Adventure Golf Carpet Repair	\$ 15,000.00	\$ 15,000.00	
28		KMP Boat Rental Removal of Boat House/Sinkhole Repairs	\$ 150,000.00	\$ 150,000.00	
29		KMP Hike-Bike Shoulder Stone Replacement - Parkwide	\$ 30,000.00	\$ 30,000.00	
30		KMP Farm Center Historic 1856 Horse Barn Roof Replacement (Do with Golf Course)	\$ 15,000.00	\$ 15,000.00	
31		KMP Golf Course Cart Barn Roof Replacement	\$ 15,000.00	\$ 15,000.00	
32		KMP Dam Concrete Work	\$ 100,000.00	\$ 100,000.00	
33		KMP Maintenance Yard Washbay Lagoon	\$ 37,000.00	\$ 37,000.00	
34		Lower Huron Fishing Piers, Erosion Reinforcement	\$ 100,000.00	\$ 100,000.00	
35		Lower Huron Turtle Cove Lazy River Replace Variable Frequency Drive Control Panel	\$ 40,000.00	\$ 40,000.00	
36		Willow Huron River Shoreline Erosion Control (near Maintenance Area)	\$ 340,000.00	\$ 340,000.00	
37		Willow Replace Vinyl Siding at Comfort Stations	\$ 15,000.00	\$ 15,000.00	
38		Hudson Mills Golf Course Salt Shed & Starter Building Roof Replacement	\$ 45,000.00	\$ 45,000.00	
39		Stony Creek Shelden Trails (Area) & Road Shoulders Gravel Replenishment	\$ 20,000.00	\$ 20,000.00	
40		Stony Creek Maintenance Building Repair Door Jam	\$ 20,000.00	\$ 20,000.00	
41		Stony Creek Golf Course Culverts	\$ 20,000.00	\$ 20,000.00	
42		Stony Creek Golf Course Tee Renovations	\$ 20,000.00	\$ 20,000.00	
43		Stony Creek Park Office Replace ADA Ramp/Wall Repair/Concrete	\$ 20,000.00	\$ 20,000.00	
44		Stony Creek Eastwood Beach Entrance Road Spot Repairs	\$ 15,000.00	\$ 15,000.00	
45		Stony Creek Replace Comfort Station Doors - Parkwide	\$ 12,000.00	\$ 12,000.00	
46		Stony Creek Sanitary Sewer Rehabilitation	\$ 25,000.00	\$ 25,000.00	
47		Stony Creek Dam Concrete Work	\$ 50,000.00	\$ 50,000.00	

## Non-Committed Projects

	Type	Project / Location	Uncommitted Costs	2020 Budgeted Cost	Notes
48		Lake Erie Wave Pool Plaza Concrete Work	\$ 60,000.00	\$ 60,000.00	
49		Lake Erie Wave Pool Coin Locker Replacement	\$ 30,000.00	\$ 30,000.00	
50		Lake Erie Marshlands Museum Boardwalk & Pavement Approach Repairs	\$ 40,000.00	\$ 40,000.00	
51		Wolcott Mill Goat Barn Upgrades (Park-Plumb/Elec) Eng (Str)	\$ 50,000.00	\$ 50,000.00	
52	Capital Projects in 2020 Budget	Hudson Mills Backup Internet Fiber Installation	\$ 40,000.00	\$ 40,000.00	
53		Hudson Mills Tollbooth Removal and Replacement	\$ 80,000.00	\$ 80,000.00	
54		Huron Meadows Backup Internet Fiber Installation	\$ 80,000.00	\$ 80,000.00	
55		Indian Springs Backup Internet Fiber Installation	\$ 40,000.00	\$ 40,000.00	
56		Lake Erie Fish Cleaning Station	\$ 45,000.00	\$ 45,000.00	
57		Lower Huron Backup Internet Fiber Installation	\$ 205,000.00	\$ 205,000.00	
58		LSC Accessible Kayak Launch and Power	\$ 50,000.00	\$ 50,000.00	
59		LSC Backup Internet Fiber Installation	\$ 40,000.00	\$ 40,000.00	
60		Oakwoods Backup Internet Fiber Installation	\$ 40,000.00	\$ 40,000.00	
61		Stony Creek Backup Internet Fiber Installation	\$ 80,000.00	\$ 80,000.00	
62		Stony Creek Shorefishing Replace Vault Latrine	\$ 60,000.00	\$ 60,000.00	
63		Willow Backup Internet Fiber Installation	\$ 80,000.00	\$ 80,000.00	
64		Willow Main Park Road Culvert Replacements near Acorn Knoll	\$ 40,000.00	\$ 40,000.00	
65		Wolcott Mill Phase II Animal Pen Fencing Replacement	\$ 30,000.00	\$ 30,000.00	

**Totals \$ 6,551,000.00 \$ 6,551,000.00**



To: Board of Commissioners  
From: Mike Henkel, Chief of Engineering Services  
Subject: Report – Project Construction Update  
Date: May 6, 2020

**Action Requested: Motion to Receive and File**

That the Board of Commissioners' receive and file the Project Construction report as recommended by Chief of Engineering Services Mike Henkel and staff.

**Background:** The project schedules have been compressed and staff is working to get them started as soon as is feasible. These projects were designed, bid, and awarded before all non-essential construction was stopped due to the governor's stay-at-home order.

Staff has communicated with contractors and anticipated construction start dates are listed below. The situation with contractors is fluid as they work to modify their schedules with crews, suppliers and financial issues.

<u>May Construction</u>	<u>Anticipated Start Date</u>
Maple Beach Restroom .....	May 7
Baypoint Beach Restroom .....	May 7
Turtle Cove Deck Joint Sealing .....	May 7
Lake St. Clair Pool Pump .....	May 8
Willow Pool Shelter ADA Walks .....	May 11 (week of)
Flat Rock Boom Installation .....	May 11 (week of)
Maintenance Yard Storm Basin Restoration .....	May 11 (week of)
Kensington Hike Bike Trail Reconstruction .....	May 18
Turtle Cove Lazy River Pump Repair .....	May 19
Turtle Cove Pool Marcite Repairs .....	Working with Contractor
Turtle Cove Mech Room Floor Repair .....	Working with Contractor
Bemis Road Fiber Optic Finish .....	Working with Contractor
Kensington Farm Center Septic Tank .....	Working with Contractor
Buno Road Bridge Trail Repairs .....	Working with Contractor
Willow Golf Course Culvert Replacement .....	Working with Contractor
Indian Springs ADA Improvements .....	Working with Contractor
Lake Erie Roof Replacements .....	Working with Contractor
Stony Creek Boat Launch Parking Lot .....	Working with Contractor
LSC Sewage Pump installation finish link seals .....	Working with Contractor
Kensington Splash N Blast Resurfacing .....	Working with Contractor

# HURON-CLINTON METROPARKS MONTHLY STATISTICS

April, 2020

PARK	MONTHLY VEHICLE ENTRIES				MONTHLY TOLL REVENUE			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St Clair	45,654	23,459	24,591	86%	\$ 137,675	\$ 118,328	\$ 119,845	15%
Wolcott Mill	1,426	4,751	6,409	-78%	\$ 10	\$ 44,017	\$ 21,687	-100%
Stony Creek	65,972	33,859	35,889	84%	\$ 248,933	\$ 215,830	\$ 231,844	7%
Indian Springs	9,383	6,312	6,478	45%	\$ 32,060	\$ 39,878	\$ 39,823	-19%
Kensington	74,861	62,256	61,736	21%	\$ 184,576	\$ 267,240	\$ 272,882	-32%
Huron Meadows	8,855	6,897	7,256	22%	\$ -	\$ 6,802	\$ 6,217	-
Hudson Mills	24,113	16,888	17,476	38%	\$ 31,282	\$ 53,522	\$ 55,468	-44%
Lower Huron/Willow/Oakwoods	55,619	41,137	43,532	28%	\$ 75,661	\$ 67,693	\$ 79,661	-5%
Lake Erie	25,082	17,991	18,148	38%	\$ 73,883	\$ 75,552	\$ 78,749	-6%
Monthly TOTALS	310,965	213,550	221,515	40%	\$ 784,080	\$ 888,862	\$ 906,176	-13%

PARK	Y-T-D VEHICLE ENTRIES				Y-T-D TOLL REVENUE			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St Clair	102,734	77,423	75,300	36%	\$ 304,675	\$ 309,783	\$ 299,323	2%
Wolcott Mill	5,949	8,935	13,579	-56%	\$ 2,505	\$ 50,373	\$ 26,637	-91%
Stony Creek	143,741	86,126	99,023	45%	\$ 663,279	\$ 492,792	\$ 523,805	27%
Indian Springs	22,266	14,006	14,672	52%	\$ 85,970	\$ 75,111	\$ 80,724	6%
Kensington	205,919	174,078	171,443	20%	\$ 685,818	\$ 635,285	\$ 670,400	2%
Huron Meadows	22,345	17,605	18,520	21%	\$ 20,607	\$ 28,459	\$ 24,482	-16%
Hudson Mills	64,476	44,368	44,686	44%	\$ 128,425	\$ 129,658	\$ 138,101	-7%
Lower Huron/Willow/Oakwoods	154,217	127,712	131,986	17%	\$ 187,540	\$ 156,902	\$ 186,831	0%
Lake Erie	52,632	40,274	40,124	31%	\$ 200,521	\$ 181,334	\$ 180,795	11%
Monthly TOTALS	774,279	590,527	609,334	27%	\$ 2,279,340	\$ 2,059,697	\$ 2,131,099	7%

PARK	MONTHLY PARK REVENUE				Y-T-D PARK REVENUE			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St Clair	\$ 139,262	\$ 285,518	\$ 208,167	-33%	\$ 458,617	\$ 559,863	\$ 539,598	-15%
Wolcott Mill	\$ 2,408	\$ 85,901	\$ 59,598	-96%	\$ 25,539	\$ 140,899	\$ 103,312	-75%
Stony Creek	\$ 264,635	\$ 381,052	\$ 374,974	-29%	\$ 742,848	\$ 712,968	\$ 740,109	0%
Indian Springs	\$ 32,095	\$ 96,974	\$ 92,309	-65%	\$ 111,300	\$ 144,728	\$ 158,126	-30%
Kensington	\$ 184,325	\$ 396,950	\$ 390,152	-53%	\$ 768,863	\$ 871,639	\$ 886,032	-13%
Huron Meadows	\$ 152	\$ 62,406	\$ 61,095	-100%	\$ 45,170	\$ 104,293	\$ 98,865	-54%
Hudson Mills	\$ 32,056	\$ 87,076	\$ 91,126	-65%	\$ 143,086	\$ 185,822	\$ 199,271	-28%
Lower Huron/Willow/Oakwoods	\$ 75,624	\$ 108,170	\$ 120,533	-37%	\$ 209,141	\$ 232,405	\$ 257,091	-19%
Lake Erie	\$ 77,968	\$ 123,768	\$ 132,968	-41%	\$ 218,704	\$ 244,624	\$ 251,848	-13%
Y-T-D TOTALS	\$ 808,524	\$ 1,627,815	\$ 1,530,922	-47%	\$ 2,723,268	\$ 3,197,241	\$ 3,234,251	-16%

District	Y-T-D Vehicle Entries by Management Unit				Y-T-D Total Revenue by Management Unit			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Eastern	252,424	172,484	187,902	34%	1,227,004	1,413,730	1,383,019	-11%
Western	315,006	250,057	249,321	26%	1,068,419	1,306,482	1,342,294	-20%
Southern	206,849	167,986	172,110	20%	427,845	477,029	508,938	-16%

GOLF THIS MONTH	MONTHLY ROUNDS				MONTHLY REVENUE			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Stony Creek	29	1,644	1,712	-98%	\$ 539	\$ 44,048	\$ 48,324	-99%
Indian Springs	10	1,427	1,460	-99%	\$ 15	\$ 39,222	\$ 39,273	-100%
Kensington	25	2,786	2,382	-99%	\$ 44	\$ 66,206	\$ 61,297	-100%
Huron Meadows	11	2,198	2,044	-99%	\$ 2	\$ 54,804	\$ 54,412	-100%
Hudson Mills	1	1,113	1,149	-100%	\$ -	\$ 22,598	\$ 23,498	-
Willow	10	1,037	1,021	-99%	\$ 118	\$ 28,641	\$ 27,773	-100%
Lake Erie	1	1,375	1,465	-100%	\$ 13	\$ 32,102	\$ 38,463	-100%
Total Regulation	87	11,580	11,233	-99%	\$ 731	\$ 287,621	\$ 293,040	-100%
LSC Par 3	0	85	206	-	\$ -	\$ 1,536	\$ 1,611	-
LSC Foot Golf	0	11	17	-	\$ -	\$ 102	\$ 118	-
Total Golf	87	11,676	11,455	-99%	\$ 731	\$ 289,259	\$ 294,770	-100%

GOLF Y-T-D	GOLF ROUNDS Y-T-D				GOLF REVENUE Y-T-D			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Stony Creek	29	1,644	1,721	-98%	\$ 539	\$ 44,048	\$ 48,539	-99%
Indian Springs	10	1,427	1,465	-99%	\$ 34	\$ 39,222	\$ 39,465	-100%
Kensington	25	2,786	2,412	-99%	\$ 44	\$ 66,206	\$ 62,046	-100%
Huron Meadows	11	2,198	2,049	-99%	\$ 2	\$ 54,804	\$ 54,546	-100%
Hudson Mills	1	1,113	1,152	-100%	\$ -	\$ 22,598	\$ 23,568	-
Willow	10	1,037	1,031	-99%	\$ 118	\$ 28,641	\$ 27,995	-100%
Lake Erie	1	1,375	1,468	-100%	\$ 13	\$ 32,102	\$ 38,555	-100%
Total Regulation	87	11,580	11,298	-99%	\$ 750	\$ 287,621	\$ 294,714	-100%
LSC Par 3	0	85	206	-	\$ -	\$ 1,536	\$ 1,611	-
LSC Foot Golf	0	11	17	-	\$ -	\$ 102	\$ 118	-
Total Golf	87	11,676	11,520	-99%	\$ 750	\$ 289,259	\$ 296,443	-100%

AQUATICS THIS MONTH	PATRONS THIS MONTH				MONTHLY REVENUE			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St. Clair	0	0	0	-	\$ -	\$ -	\$ -	-
Stony Creek Rip Slide	0	0	0	-	\$ -	\$ -	\$ -	-
KMP Splash	0	0	0	-	\$ -	\$ 1,400	\$ 1,400	-
Lower Huron	0	0	0	-	\$ -	\$ -	\$ -	-
Willow	0	0	0	-	\$ -	\$ -	\$ -	-
Lake Erie	0	0	0	-	\$ -	\$ -	\$ -	-
TOTALS	0	0	0	-	\$ -	\$ 1,400	\$ 1,400	-

AQUATICS Y-T-D	PATRONS Y-T-D				REVENUE Y-T-D			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St. Clair	0	0	0	-	\$ 375	\$ -	\$ -	-
Stony Creek Rip Slide	0	0	0	-	\$ -	\$ -	\$ -	-
KMP Splash	0	0	0	-	\$ 1,000	\$ 3,300	\$ 2,633	-62%
Lower Huron	0	0	0	-	\$ -	\$ -	\$ -	-
Willow	0	0	0	-	\$ -	\$ 200	\$ 67	-
Lake Erie	0	0	0	-	\$ 75	\$ -	\$ -	-
TOTALS	0	0	0	-	\$ 1,450	\$ 3,500	\$ 2,700	-46%



# HURON-CLINTON METROPARKS MONTHLY STATISTICS

April, 2020

PARK	Seasonal Activities this Month				Monthly Revenue			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
<b>Lake St. Clair</b>								
Welsh Center	1	3	3	-70%	\$ 1,500	\$ 1,700	\$ 2,283	-34%
Shelters	4	39	33	-88%	\$ 1,125	\$ 8,625	\$ 7,783	-86%
Boat Launches	97	0	79	22%	\$ -	\$ -	\$ -	-
Marina	0	0	0	-	\$ -	\$ -	\$ 5	-
Mini-Golf	0	0	0	-	\$ -	\$ -	\$ -	-
<b>Wolcott</b>								
Activity Center	0	6	7	-	\$ -	\$ 2,950	\$ 1,867	-
<b>Stony Creek</b>								
Disc Golf Daily	0	1,336	1,600	-	\$ -	\$ 4,525	\$ 5,122	-
Disc Golf Annual	0	47	40	-	\$ -	\$ 2,800	\$ 2,277	-
Total Disc Golf	0	1,383	1,640	-	\$ -	\$ 7,325	\$ 7,399	-
Shelters	6	48	46	-87%	\$ 1,238	\$ 10,875	\$ 10,450	-88%
Boat Rental	0	0	0	-	\$ -	\$ -	\$ -	-
Boat Launches	49	88	34	44%	\$ -	\$ -	\$ -	-
<b>Indian Springs</b>								
Shelters	0	8	6	-	\$ -	\$ 1,225	\$ 975	-
Event Room	0	6	4	-	\$ -	\$ 13,200	\$ 8,733	-
<b>Kensington</b>								
Disc Golf Daily	0	2,031	2,457	-	\$ -	\$ 6,093	\$ 7,371	-
Disc Golf Annual	0	40	39	-	\$ -	\$ 2,360	\$ 2,203	-
Total Disc Golf	0	2,071	2,496	-	\$ -	\$ 8,453	\$ 9,574	-
Shelters	2	61	54	-96%	\$ 450	\$ 13,850	\$ 12,608	-96%
Boat Rental	0	0	0	-	\$ -	\$ -	\$ -	-
<b>Huron Meadows</b>								
Shelters	1	4	2	-50%	\$ 150	\$ 800	\$ 400	-63%
<b>Hudson Mills</b>								
Disc Golf Daily	0	881	1,133	-	\$ -	\$ 2,643	\$ 3,398	-
Disc Golf Annual	0	25	37	-	\$ -	\$ 1,500	\$ 2,032	-
Total Disc Golf	0	906	1,169	-	\$ -	\$ 4,143	\$ 5,430	-
Shelters	0	7	13	-	\$ -	\$ 1,400	\$ 2,600	-
Canoe Rental	0	0	0	-	\$ -	\$ -	\$ -	-
<b>Lower Huron / Willow / Oakwoods</b>								
Disc Golf Daily	0	69	148	-	\$ -	\$ 207	\$ 444	-
Disc Golf Annual	0	1	3	-	\$ -	\$ 60	\$ 148	-
Total Disc Golf	0	70	151	-	\$ -	\$ 267	\$ 592	-
Shelters	2	39	39	-95%	\$ 300	\$ 8,600	\$ 8,467	-96%
<b>Lake Erie</b>								
Shelters	0	11	9	-	\$ -	\$ 2,400	\$ 2,067	-
Boat Launches	1,687	2,668	2,774	-39%	\$ -	\$ -	\$ -	-
Marina	0	0	38	-	\$ 4,887	\$ 12,428	\$ 12,459	-61%

PARK	Seasonal Activities Y-T-D				Seasonal Revenue Y-T-D			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
<b>Lake St. Clair</b>								
Welsh Center	11	31	28	-61%	\$ 12,900	\$ 23,725	\$ 21,092	-39%
Shelters	63	114	99	-36%	\$ 17,023	\$ 28,525	\$ 25,417	-33%
Boat Launches	97	1	92	5%	\$ -	\$ -	\$ -	-
Marina	0	0	0	-	\$ -	\$ -	\$ 5	-
Mini-Golf	0	0	0	-	\$ -	\$ -	\$ -	-
<b>Wolcott</b>								
Activity Center	16	13	22	-27%	\$ 3,000	\$ 10,450	\$ 8,367	-64%
<b>Stony Creek</b>								
Disc Golf Daily	204	1,581	2,006	-90%	\$ 644	\$ 5,275	\$ 6,370	-90%
Disc Annual	15	85	84	-82%	\$ 880	\$ 4,780	\$ 4,608	-81%
Total Disc Golf	219	1,666	2,090	-90%	\$ 1,524	\$ 10,055	\$ 10,979	-86%
Shelters	74	135	120	-39%	\$ 16,613	\$ 30,475	\$ 27,075	-39%
Boat Rental	0	0	0	-	\$ -	\$ -	\$ -	-
Boat Launches	91	88	37	146%	\$ -	\$ -	\$ -	-
<b>Indian Springs</b>								
Shelters	8	19	13	-40%	\$ 1,288	\$ 3,125	\$ 2,408	-47%
Event Room	10	11	16	-38%	\$ 19,300	\$ 20,800	\$ 28,033	-31%
<b>Kensington</b>								
Disc Golf Daily	1,309	2,838	3,372	-61%	\$ 3,927	\$ 8,514	\$ 10,117	-61%
Disc Annual	68	125	108	-37%	\$ 4,040	\$ 7,340	\$ 6,028	-33%
Total Disc Golf	1,377	2,963	3,480	-60%	\$ 7,967	\$ 15,854	\$ 16,145	-51%
Shelters	113	179	159	-29%	\$ 24,750	\$ 40,400	\$ 38,258	-35%
Boat Rental	0	0	0	-	\$ -	\$ -	\$ -	-
<b>Huron Meadows</b>								
Shelters	12	11	9	33%	\$ 2,150	\$ 2,200	\$ 1,800	19%
<b>Hudson Mills</b>								
Disc Golf Daily	518	1,364	1,800	-71%	\$ 1,554	\$ 4,092	\$ 5,399	-71%
Disc Annual	69	92	110	-37%	\$ 4,020	\$ 5,400	\$ 6,075	-34%
Total Disc Golf	587	1,456	1,910	-69%	\$ 5,574	\$ 9,492	\$ 11,474	-51%
Shelters	8	23	35	-77%	\$ 1,450	\$ 4,600	\$ 7,533	-81%
Canoe Rental	0	0	0	-	\$ -	\$ -	\$ 1,572	-
<b>Lower Huron / Willow / Oakwoods</b>								
Disc Golf Daily	131	233	287	-54%	\$ 393	\$ 699	\$ 860	-54%
Disc Annual	6	7	7	-14%	\$ 340	\$ 420	\$ 390	-13%
Total Disc Golf	137	240	294	-53%	\$ 733	\$ 1,119	\$ 1,250	-41%
LH Shelters	67	110	112	-40%	\$ 14,025	\$ 24,200	\$ 24,617	-43%
<b>Lake Erie</b>								
Shelters	18	24	21	-13%	\$ 4,100	\$ 5,200	\$ 4,600	-11%
Boat Launches	3,034	3,568	3,721	-18%	\$ -	\$ -	\$ -	-
Marina	0	0	38	-	\$ 13,887	\$ 23,428	\$ 22,969	-40%

INTERPRETIVE FACILITIES								
PARK	Monthly Patrons Served				YTD Patrons Served			
	(total program participants and non-program visitors)				(total program participants and non-program visitors)			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St Clair	7,500	17,270	13,579	-45%	30,183	35,094	33,390	-10%
Wolcott Mill	1,426	1,493	2,731	-48%	4,270	5,385	7,210	-41%
Wolcott Farm	0	12,689	14,414	-	3,100	16,532	18,964	-84%
Stony Creek	15,500	15,772	15,206	2%	47,376	47,010	46,824	1%
Eastern Mobile Center	0	2,949	3,440	-	1,072	4,235	5,115	-79%
Indian Springs	5,762	7,528	6,346	-9%	15,711	15,593	16,091	-2%
Kens NC	38,508	28,181	30,813	25%	106,220	77,336	85,697	24%
Kens Farm	0	30,517	20,213	-	27,932	62,998	53,716	-48%
Western Mobile Center	0	1,149	687	-	1,954	4,026	3,165	-38%
Hudson Mills	0	3,425	2,044	-	6,111	13,700	10,469	-42%
Oakwoods	17,808	14,527	14,562	22%	46,575	39,269	40,395	15%
Lake Erie	21,046	14,740	16,002	32%	52,743	40,151	45,247	17%
Southern Mobile Center	1,910	2,723	1,474	30%	1,910	4,699	3,844	-50%
Totals	109,460	152,963	141,512	-23%	345,157	366,028	370,127	-7%

PARK	Monthly Revenue				YTD Revenue			
	Current	Previous	Prev 3 Yr Avg	Change from Average	Current	Previous	Prev 3 Yr Avg	Change from Average
Lake St Clair	\$ -	\$ 1,776	\$ 1,991	-	\$ 6,056	\$ 7,115	\$ 6,826	-11%
Wolcott Mill	\$ -	\$ 233	\$ 1,908	-	\$ 845	\$ 2,472	\$ 5,297	-84%
Wolcott Farm	\$ 190	\$ 34,516	\$ 27,531	-99%	\$ 2,249	\$ 38,824	\$ 32,354	-93%
Wagon Rides	\$ -	\$ -	\$ 2,636	-	\$ -	\$ -	\$ 2,980	-
Livestock/Produce	\$ 1,951	\$ 1,354	\$ 1,156	69%	\$ 9,831	\$ 28,367	\$ 15,846	-38%
FARM TOTAL	\$ 2,141	\$ 35,870	\$ 31,324	-93%	\$ 12,080	\$ 67,191	\$ 51,180	-76%
Stony Creek	\$ -	\$ 1,466	\$ 2,787	-	\$ 3,681	\$ 6,828	\$ 7,844	-53%
Eastern Mobile Center	\$ 350	\$ 950	\$ 1,033	-66%	\$ 3,013	\$ 4,213	\$ 4,896	-38%
Indian Springs	\$ 20	\$ 2,372	\$ 2,999	-99%	\$ 4,708	\$ 5,393	\$ 6,804	-31%
Kens NC	\$ -	\$ 2,386	\$ 1,587	-	\$ 3,966	\$ 7,931	\$ 6,822	-42%
Kens Farm	\$ 590	\$ 6,399	\$ 5,554	-89%	\$ 11,985	\$ 24,711	\$ 23,394	-49%
Wagon Rides	\$ -	\$ 2,932	\$ 4,057	-	\$ 3,051	\$ 4,621	\$ 7,980	-62%
Livestock/Produce	\$ 400	\$ -	\$ 367	9%	\$ 400	\$ 815	\$ 1,896	-79%
FARM TOTAL	\$ 990	\$ 9,331	\$ 9,978	-90%	\$ 15,436	\$ 30,147	\$ 33,270	-54%
Western Mobile Center	\$ -	\$ 1,856	\$ 2,022	-	\$ 4,050	\$ 10,444	\$ 9,734	-58%
Hudson Mills	\$ -	\$ 2,909	\$ 1,781	-	\$ 1,562	\$ 7,317	\$ 5,742	-73%
Oakwoods	\$ -	\$ 1,745	\$ 1,500	-	\$ 1,763	\$ 4,785	\$ 4,109	-57%
Lake Erie	\$ -	\$ 1,251	\$ 1,102	-	\$ 1,168	\$ 2,410	\$ 4,249	-73%
Southern Mobile Center	\$ -	\$ 250	\$ 700	-	\$ 4,443	\$ 4,835	\$ 5,046	-12%
Totals	\$ 3,501	\$ 62,395	\$ 60,712	-94%	\$ 62,770	\$ 161,079	\$ 151,819	-59%

BREAKDOWN OF ATTENDANCE	ON-SITE Programs and Attendance				OFF-SITE Programs and Attendance			
	CURRENT YEAR		PREVIOUS YEAR		CURRENT YEAR		PREVIOUS YEAR	
	Programs	Attendance	Programs	Attendance	Programs	Attendance	Programs	Attendance
Lake St Clair	-	-	90	3,522	-	-	3	54
Wolcott Mill	-	-	17	392	-	-	-	-
Wolcott Farm	-	-	92	8,788	-	-	2	1,000
Stony Creek	-	-	44	1,747	-	-	-	-
Eastern Mobile Center					-	-	41	2,949
Indian Springs	2	20	42	3,071	-	-	5	200
Kens NC	-	-	20	524	-	-	2	27
Kens Farm	-	-	140	6,988	-	-	-	-
Western Mobile Center					-	-	43	1,149
Hudson Mills	-	-	7	567	-	-	11	358
Oakwoods	-	-	20	630	-	-	12	2,587
Lake Erie	-	-	16	460	-	-	17	2,959
Southern Mobile Center					-	-	29	2,723
Totals	2	20	488	26,689	-	-	165	14,006
BREAKDOWN OF ATTENDANCE	OTHER VISITORS (Non-programs)							
	Current	Previous						
Lake St Clair	7,500	13,694						
Wolcott Mill	1,426	1,101						
Wolcott Farm	-	2,901						
Stony Creek	15,500	14,025						
Indian Springs	5,742	4,257						
Kens NC	38,508	27,630						
Kens Farm	-	23,529						
Hudson Mills	-	2,500						
Oakwoods	17,808	11,310						
Lake Erie	21,046	11,321						
Totals	107,530	112,268						

"ON-SITE" - Statistics includes both programs offered to the public and programs offered to school and scout groups.

"OFF-SITE" - Statistics includes outreach programs at schools, special events such as local fairs, or outdoor related trade shows.

"OTHER VISITORS" - Represents patrons to interpretive centers who visit to view exhibits, walk trails, and generally just enjoy the outdoors.