

**WOODBURY COUNTY BOARD OF SUPERVISORS AGENDA ITEM(S) REQUEST FORM**

Date: 1-22-2022

Weekly Agenda Date: 2-1-2022

**ELECTED OFFICIAL / DEPARTMENT HEAD / CITIZEN:** Supervisors Taylor & Ung

**WORDING FOR AGENDA ITEM:**

Approval to hire a Farm Management Company to manage the sale of the county farm, and setting a closed session to discuss parameters of the public auction

**ACTION REQUIRED:**

Approve Ordinance

Approve Resolution

Approve Motion

Public Hearing

Other: Informational

Attachments

**EXECUTIVE SUMMARY:**

The Board of Supervisors has agreed to move forward with the sale of the county farm. We believe that Stalcup Ag is a prominent, local, and efficient management firm that can best handle the sale of the county farm and help taxpayers realize maximum benefit from this prime piece of farmland the county acquired several decades ago. Given the overall market prices and trends, this is an ideal time to sell.

**BACKGROUND:**

Stalcup Ag is based in Iowa, was previously hired by the board to provide an appraisal, and retains in-house auctioneers. They have definitive recommendations that can be shared to include the best way to divide parcels, advertise the land, and make a sound decision (see additional information). They recently managed a sale gaining over \$13,000 / acre near Danbury.

"In 1942, Buck Stalcup started with a vision to build a business and career for himself that turned into a thriving regional farm management company. From the beginning to the present, simple core values drive Stalcup's success--integrity, ingenuity, and initiative combined with personalized client service. Stalcup Ag Service now employs 13 people, managing over 100,000 acres of farmland plus appraisal, real estate and consultation services."

(From <https://www.stalcupag.com/>)

**FINANCIAL IMPACT:**

\$20,000 flat fee, plus 0.75% commission.

This will include all advertising, auctioneering, and management. Given the size and scope of the project, this is a reasonable overall fee given that commission fees on a project this size with estimates of what the county farm could yield at a scope at 3-5% would be much higher.

**IF THERE IS A CONTRACT INVOLVED IN THE AGENDA ITEM, HAS THE CONTRACT BEEN SUBMITTED AT LEAST ONE WEEK PRIOR AND ANSWERED WITH A REVIEW BY THE COUNTY ATTORNEY'S OFFICE?**

Yes  No

**RECOMMENDATION:**

(see below)

**ACTION REQUIRED / PROPOSED MOTION:**

Motion to approve Stalcup Ag Service, Inc. to manage the advertising, auctioneering, and sale of the Woodbury County Farm at a flat fee of \$20,000 plus 0.75% of the sale price.

Motion to set a closed session for Tuesday, February 8 at \_\_\_\_\_ for the Board of Supervisors to discuss best conditions, timing, and other parameters for the sale with Stalcup Ag Service, Inc.