



Real Estate and Development Director.....***Douglas J. Smith***



Functional Organizational Chart

Administrative Services

- Prepares and administers department budget
- Recommends and implements policies for all City real estate, right-of-way and economic development activities
- Liaisons with property owners, business owners and organizations, developers, lending institutions, utility companies, other City departments, and other governmental agencies
- Coordinates staff education and training

Economic Development

- Directs economic development efforts of the City; creates new development tools; encourages and supports appropriate sustainable private sector developments
- Coordinates economic development services with other city, county, regional and state economic development agencies and organizations
- Provides information and assistance to businesses for expanding or relocating to the City
- Maintains contact with local businesses and industries through personal visits
- Directs redevelopment efforts
- Provides staff support for the Downtown Development Authority; Brownfield Redevelopment Authority; Local Development Finance Authority; the Certified Technology Park (SmartZone);

and the Economic Development Corporation

- Coordinates City efforts with the Troy Chamber of Commerce and Detroit Regional Chamber

Planning Services

- Oversees Planning Department
- Oversees master plan development

Real Estate Services

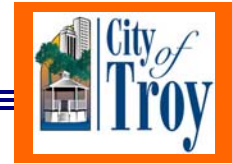
- Appraises and negotiates for acquisition or sale of City real estate and right-of-way activities
- Sells, leases, and licenses land and public property
- Coordinates vacations and abandonment of City land no longer needed
- Assists in relocating businesses and residences acquired as part of a City project
- Provides real estate support services to the public, other City departments, utility companies, and public agencies
- Assists in the litigation process regarding public property
- Maintains City-owned property records
- Researches and assures clear title to City-owned property and rights
- Performs real estate asset management



Department at a Glance

Funding Level Summary	2003/04		Estimated 2005/06		2006/07		% of Change
	Actual	Actual	Budget	Budget	Budget	Budget	
Real Estate and Development	\$563,519	\$590,431	\$560,440	\$608,750	\$617,010		1.4%
Total Department	\$563,519	\$590,431	\$560,440	\$608,750	\$617,010		1.4%
Personal Services	\$504,520	\$525,249	\$500,470	\$547,570	\$447,850		-18.2%
Supplies	4,957	5,884	3,500	5,000	4,000		-20.0
Other Services/Charges	54,042	59,298	56,470	56,180	165,160		194.0
Total Department	\$563,519	\$590,431	\$560,440	\$608,750	\$617,010		1.4%

Personnel Summary	2003/04		2004/05		2005/06		2006/07	
	Full-Time	Part-Time	Full-Time	Part-Time	Full-Time	Part-Time	Full-Time	Part-Time
Real Estate and Development	5	1	5	1	5	1	4	1
Total Department	5	1	5	1	5	1	4	1



Mission and Service Statements

Mission Statement

The Real Estate and Development Department's mission is creation of an environment that actively encourages business retention and growth through public and private sector collaboration.

Service Statement

Real Estate and Development consists of all economic development efforts including oversight of the Planning Department and right-of-way staff for acquisition; relocation assistance; property management; disposal of excess properties; title protection and investigation; and asset management.

Real Estate and Development acquires all types of real estate interests needed for City-funded projects from right-of-way to open space and parkland. The staff provides public contacts with property owners; assures compliance with state and federal acquisition requirements; obtains and reviews fee appraisals, title reports and environmental assessments for the properties; establishes a fair market value for the property for City offers; negotiates the purchase of property; and initiates and monitors condemnation activities in the event of litigation.

Real Estate and Development coordinates the review of vacation and/or abandonment of streets and easements and processes the sale of excess parcels through public bid or remnant parcel sale guidelines.

Economic development responsibilities include helping promote the economic development of the City of Troy with primary emphasis on nurturing the growth of private business while assuring the growth continues to foster a livable community with sustainable economic activities. The long-range vision for economic development in Troy centers on the Big Beaver and Maple/Stephenson corridors, including establishment of an auto dealer zone and a transit center at Midtown Square.

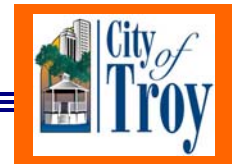
Did You Know ...?

- Troy has over 5,800 businesses and a property value of \$13 billion, second only to the City of Detroit.



Performance Objectives

- Complete the Big Beaver corridor study (Objective 8)
- Develop a 5-year capital plan for the Downtown Development Authority (DDA) (Objective 7)
- Assist with the completion of large-scale projects, including the Monarch development at Alpine; the Burton Katzman project at I-75 and Big Beaver (Sterling Bank); and the redevelopment of the Kmart Headquarters site (Objective 8)
- Complete new development plans for the Brownfield Redevelopment Authority (Objective 8)
- Provide leadership and coordinate the efforts of the Planning Commission and Troy Chamber of Commerce to begin a Maple Road/Stephenson Highway corridor study (Objective 8)
- Foster growth of the SmartZone by attracting technology-based companies (Objective 8)
- Develop vision for a proposed transit center and implement the first phase with SMART (Objective 8)
- Improve the Troy/Oakland Executive Airport (Objective 8)
- Assist with improvement of gateways and other major intersections, including Rochester Road and I-75; Big Beaver and I-75; Adams Road and South Boulevard; and Construction Mitigation and Air Quality (CMAQ) projects (Objective 8)

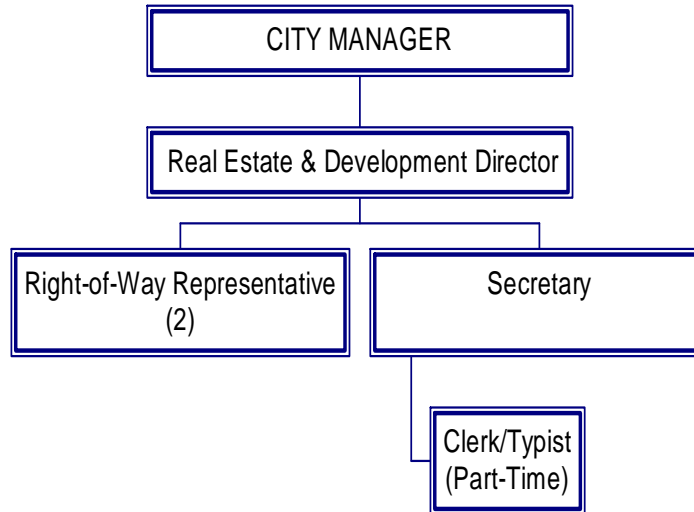


Performance Objectives, Continued

	Performance Indicators	2004/05 Actual	2005/06 Projected	2005/06 Budget	2006/07 Budget
Output	Road Widening Relocations and Full Acquisitions	13	0	0	6
	Appraisals and Market Studies	50	8	8	201
	Partial Acquisitions and Easements	15	8	8	195
	Easement Acquisitions for New Development	134	30	30	30
	Warranty Deeds for New Development	27	18	18	18
	Condemnation Support	5	1	1	20
	Remnant/Surplus Parcels Sold	0	17	17	5
	Agenda Items Prepared	99	47	47	68
	Futures, Big Beaver Road and Maple Road Meetings	N/A	22	22	3
	Master Plan	3	3	3	N/A
	Council Meetings Attended	44	32	32	32
	DDA, BRA, LDFA & Planning Commission Meetings	11	24	24	28
	Efficiency	% Brownfield Redevelopment Plans	100%	100%	100%
% Companies Retained		70%	70%	70%	70%
% Companies Attracted		20%	20%	20%	20%



Organizational Chart



Staff Summary	Approved 2004/05	Approved 2005/06	Recommended 2006/07
Real Estate and Development Director	1	1	1
Clerk/Typist (Part-Time)	1	1	1
Right-of-Way Representative	2	2	2
Secretary	1	1	1
Senior Right-of-Way Representative	1	1	0
Total Department	6	6	5



Summary of Budget Changes

Significant Notes – 2006/07 Budget Compared To 2005/06 Budget

There was a decrease of 18.2% in Personal Services as a result of the retirement of the Senior Right-of-Way Representative. The savings is offset by an increase in Consulting Services of \$110,000 for right-of-way acquisition.

8-Year Operating Budget History

