



## PAGE CITY COUNCIL

697 Vista Avenue  
Page, AZ 86040

Mike Farrow, Vice Mayor  
Kenna Hettinger, Councilor  
Tom Preller, Councilor

Debi Roundtree, Councilor  
David Auge, Councilor  
Amanda Hammond, Councilor  
Steven R. Kidman, Mayor

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### MEETING NOTICES

**Consent Agenda:** This portion is a means of expediting routine matters. All items approved will be done by one undebatable motion passed unanimously. Any item may be removed for debate on request of any member of City Council. Items removed from the Consent Portion become the first items of business of the Regular Agenda.

**Hear From the Citizens:** The City of Page welcomes public engagement, and the public may comment and address the City Council during this portion of the agenda. To request to speak, complete and submit the Request to Speak form PRIOR to the start of the meeting. When called to speak, please step up to the lectern, speak clearly into the microphone, and begin by stating your name for the record. Hear From the Citizens provides a time for the public to speak about matters that are NOT listed on the posted Agenda. The City Council cannot discuss or take legal action on any matters during the Hear From the Citizens. At the conclusion of the Hear From the Citizens, individual members of the City Council may respond to criticism made by those who have addressed the City Council, may ask Staff to review a matter, and/or may ask that a matter be put on a future agenda. If the topic you are commenting about is listed on the current agenda, you will be called to speak during that agenda item. Comments are limited to 3 minutes each speaker and 30 minutes in total. If you are with a group, please designate a spokesperson.

**This agenda may be subject to change up to 24 hours prior to the meeting.**

Pursuant to A.R.S. §38.431.02, notice is hereby given to the members of the City Council and to the general public that the Page City Council will hold a meeting open to the public. Supporting documents and Staff reports, which were furnished to the City Council, with this agenda, are available for review at [cityofpage.org](http://cityofpage.org) or at the City Clerk's Office. Councilmembers of the City of Page City Council will attend either in person or by technological means. City Council may vote to go into Executive Session for the purpose of obtaining legal advice from the City Attorney on any item listed on the agenda, pursuant to A.R.S. §38-431.03 (A)(3). City Council may modify the agenda order, if necessary.

Persons with disabilities should call the City Clerk's Office, at 928-645-4205 for program and services information and accessibility.

**NOTICE TO PARENTS:** Parents and legal guardians have the right to consent before the City of Page makes a video or voice recording of a minor child A.R.S. §1-602.A.9.

City Council meetings are audio and video recorded. Parents or guardians may either submit a written consent to the City Clerk's Office, or by allowing a minor to be present and/or participate in the meeting, parents or guardians waive this right.

If you would like to receive email notification for City Council agendas, please sign up for subscriptions on our website at [cityofpage.org](http://cityofpage.org).



**City Council  
Regular Meeting**

**City Hall  
697 Vista Ave, Page AZ  
August 27, 2025 at 5:30 PM**

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**Notice of Public Meeting and Agenda**

Page City Council may discuss and take action on any item listed on the agenda

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- 1. Call to Order and Opening Activities**
- 2. Roll Call**
- 3. Consent Agenda**
  1. City Council Special Meeting Minutes - August 13, 2025
  2. City Council Regular Meeting Minutes - August 13, 2025
  3. Youth Advisory Commission Resignation - Hunter Billah
  4. Special Event Liquor License Application - The Canyon Club of Page
- 4. Hear From The Citizens**
- 5. Reports and Announcements**
  1. Mayor's Reports and Announcements
    1. Update on the League of Cities and Towns Conference
  2. City Manager's Current Events Summary
- 6. Boards and Commissions**
  1. Council Liaison Reports on Board Meetings
  2. Youth Advisory Commission Appointment - Emmalynn Wischmann
- 7. Unfinished Business**
  1. Code Compliance Position Presentation
  2. Downtown Revitalization Plan; Timelines and Approach
  3. Ordinance No 743-25; Airport Board Creation
- 8. New Business**
  1. Peoria Ford Police Interceptor Purchase
  2. Interfacility Transport Ambulance
- 9. Executive Sessions**
  1. EXECUTIVE SESSION  
Pursuant to A.R.S. § 38-431.03 (A)(7) The City Council may vote to go into Executive Session for the purpose of discussions regarding negotiations for the purchase, sale, or lease of real property.  
**Potential Land Sale for Portions of Parcels 80216009J, 80218011J, 80219003, and 80217002;  
Ordinance 744-25**

**Adjourn**

**Next Regular Meeting: Wednesday, September 10, 2025 at 5:30 p.m.**

**CERTIFICATION OF POSTING OF NOTICE**

The undersigned hereby certifies that a copy of the attached notice was duly posted at the following places: City Hall Bulletin Board located at 697 Vista Avenue, Page, Arizona; Justice Building Bulletin Board located at 547 Vista Avenue, Page, Arizona; U. S. Post Office Lobby located at 44 Sixth Avenue, Page, Arizona, on the \_\_\_\_ day of \_\_\_\_\_, 2025, at \_\_\_\_\_ a.m./p.m. in accordance with the statement filed by the City of Page City Council with the City Clerk.

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CITY CLERK'S OFFICE

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Clerk**Meeting Date:** August 27, 2025**Presented by:**

Steven Kidman, Mayor

**Brief Title:** City Council Special Meeting Minutes - August 13, 2025**Agenda Section:** Consent Agenda**Action:** Motion**Agenda Sub-category:** Agenda Item**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Move to approve the City Council Special Meeting Minutes for August 13, 2025.

**Background:**

N/A

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

1. 08 13 2025 Spec Min





**PAGE CITY COUNCIL  
SPECIAL MEETING MINUTES  
August 13, 2025**

A Special Meeting of the Page City Council was held at 4:30 p.m. on the 13<sup>th</sup> day of August 2025, in the Council Chambers at City Hall in Page, Arizona. Vice Mayor Mike Farrow presided, and Councilors David Auge, Amanda Hammond (via Zoom), Kenna Hettinger, and Tom Preller were present. Mayor Steven Kidman and Councilor Debi Roundtree were excused.

Vice Mayor Farrow called the meeting to order at 4:31 p.m.

Staff members present: Interim City Manager, Bryan Hill; Interim Assistant City Manager, Linda Watson; IT Director, Kane Scott; Deputy City Clerk, Jennifer Lange; and City Clerk, Cindy Scott.

**EXECUTIVE SESSIONS**

Motion was made by Vice Mayor Farrow to enter Executive Session for one (1) Executive Session item and remain in the room at 4:33 p.m. The motion was seconded by Councilor Auge and passed unanimously upon a vote.

Vice Mayor Farrow reconvened the Special City Council meeting at 5:29 p.m.

**Page Action Committee vs City of Page**

Staff directed to move forward as discussed in Executive Session.

**ADJOURN**

The meeting was adjourned at 5:29 p.m.

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Cindy Scott, City Clerk

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Mike Farrow, Vice Mayor

**CERTIFICATION**

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the City Council Special Meeting, held on the 13<sup>th</sup> day of August 2025. I further certify that the meeting was duly called and held and that a quorum was present.

Dated this 27<sup>th</sup> day of August 2025

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Cindy Scott, City Clerk

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Clerk**Meeting Date:** August 27, 2025**Presented by:**

Steven Kidman, Mayor

**Brief Title:** City Council Regular Meeting Minutes - August 13, 2025**Agenda Section:** Consent Agenda**Action:** Motion**Agenda Sub-category:** Agenda Item**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Motion to approve the Regular City Council Meeting Minutes for August 13, 2025.

**Background:**

N/A

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

---

**Budget Impact:**

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**Notes:****Attachments:**

1. 08 13 2025 Reg Min



**PAGE CITY COUNCIL  
REGULAR MEETING MINUTES  
August 13, 2025**

A Regular Meeting of the Page City Council was held at 5:30 p.m. on the 13<sup>th</sup> day of August, 2025, in the Council Chambers at City Hall in Page, Arizona. Mayor Steven Kidman presided. Vice Mayor Mike Farrow, and Councilors David Auge, Amanda Hammond (via Zoom), Kenna Hettinger, Tom Preller, and Debi Roundtree were present. There was a moment of meditation. Councilor Roundtree led the Pledge of Allegiance.

Mayor Kidman called the meeting to order at 5:39 p.m.

Staff members present: Interim City Manager, Bryan Hill; Interim Assistant City Manager, Linda Watson; City Attorney, Joshua Smith; IT Director, Kane Scott; Public Works Director, Kyle Christiansen; Police Captain, Larry Jones; Police Lieutenant, Ted Barnard; Executive Administrative Assistant, Alie Malnack; Parks and Trails Manager, Dwayne Richard; Management Analyst, Robin Crowther; Deputy City Clerk, Jennifer Lange; and City Clerk, Cindy Scott.

**CONSENT AGENDA**

**City Council Regular Meeting Minutes – July 30, 2025**

**Special Event Liquor License Application for Page Lake Powell Chamber**

**Temporary Extension of Premises/Patio Permit – Sunset 89**

**Purchase of 2023 Genie Basket Lift**

Motion made by Councilor Preller to approve the Consent Agenda. The motion was seconded by Councilor Hettinger and passed unanimously upon a vote.

**PUBLIC HEARINGS**

**Liquor License – Gone West Family Restaurant**

Mayor Kidman opened the Public Hearing.

Proponents: None

Opponents: None

Mayor Kidman closed the Public Hearing.

**HEAR FROM THE CITIZENS**

Resident Vicki Alexander addressed the City Council.

**REPORTS AND ANNOUNCEMENTS**

**MAYOR'S REPORTS AND ANNOUNCEMENTS**

**Update on Fire Impact**

Mayor provided information.

**CITY MANAGER'S CURRENT EVENTS SUMMARY**

City Manager provided information about using the Arizona Daily Sun for legal notices,

## **Page City Council Regular Meeting – August 13, 2025**

recognition to Animal Control Officer, Natalie Ferrando, for achieving the award for a 95% save rate for the shelter, and provided an update on the search for a Planning and Zoning Director and the Public Information Officer position.

### **BOARDS AND COMMISSIONS**

#### **Discussion by the City Council pertaining to reports on board meetings by Board Liaisons**

Councilor Hettinger noted that Parks & Recreation Advisory board did not have a quorum and Mayor Kidman noted that the Page Utility Enterprise board changed their meeting date for this month.

### **UNFINISHED BUSINESS**

#### **BMX and Splash Pad Grant Updates**

City Attorney, Josh Smith, provided information.

There was discussion.

Motion was made by Councilor Auge to defer the BMX project. The motion was seconded by Councilor Hettinger.

Councilor Hettinger requested clarification.

Discussion continued.

The motion passed unanimously upon a vote.

Staff directed to proceed with Splash Pad.

### **NEW BUSINESS**

#### **Liquor License – Gone West Family Restaurant**

Councilor Auge recused himself from this item.

Motion was made by Councilor Hettinger to approve the Liquor License for Gone West Family Restaurant. The motion was seconded by Councilor Roundtree and passed unanimously upon a vote.

#### **Bid Award for 17<sup>th</sup> Avenue Sewer Line Extension**

Public Works Director, Kyle Christiansen, provided information.

There was discussion.

Motion was made by Councilor Auge to approve the 17<sup>th</sup> Ave Sewer Extension project.

The motion was seconded by Councilor Preller and passed unanimously upon a vote.

#### **Bid Award for Haul Road Improvements**

Public Works Director, Kyle Christiansen, provided information.

There was discussion.

Resident Angie Crim addressed the City Council.

Motion was made by Councilor Roundtree to accept the bid award for the Haul Road improvements. The motion was seconded by Hettinger and passed unanimously upon a vote.

#### **Phillips 66 Environmental Access Agreement**

City Attorney, Josh Smith, provided information.

## **Page City Council Regular Meeting – August 13, 2025**

There was discussion.

Motion was made by Councilor Hettinger to approve the Environmental Access Agreement with Phillips 66. The motion was seconded by Councilor Preller and passed unanimously upon a vote.

### **Resolution 1337-25: Sick and FMLA Leave Personnel Policy Updates**

City Clerk introduced Resolution 1337-25 by title only.

City Attorney, Josh Smith, clarified the title and provided information.

There was discussion.

Motion was made by Councilor Roundtree to allow both parents to take the 12 weeks.

The motion was seconded by Councilor Hammond.

City Attorney, Josh Smith, clarified the intent of the motion that it would be to adopt the resolution and delete the last sentence of section two.

Discussion continued.

Councilor Roundtree clarified the motion to adopt Resolution 1337-25 Sick and FMLA Leave Personnel Policy Updates but strike that they have to share the 12 weeks.

Councilor Hammond seconded the clarified motion. The motion passed unanimously upon a vote.

### **Essential Air Service (EAS) Specialist**

Interim City Manager, Bryan Hill, provided information.

There was discussion.

City Attorney, Josh Smith provided some clarification.

City Attorney, Josh Smith, suggested that Council discuss this in an Executive Session.

Discussion continued.

Public Works Director, Kyle Christiansen provided clarification.

Motion was made by Councilor Roundtree to proceed by seeking legal counsel in an executive session before making the decision and then address this after receiving legal counsel. The motion was seconded by Councilor Auge.

Councilor Preller asked for clarification, which was provided by City Attorney, Josh Smith.

The motion passed 5 to 2 with Councilor Hammond, Councilor Auge, Councilor Hettinger, Councilor Hettinger, and Councilor Roundtree in favor. Mayor Kidman and Vice Mayor Farrow were against.

## **EXECUTIVE SESSIONS**

Motion was made by Councilor Hettinger to enter Executive Session consecutively for one (1) Executive Session items and remain in the room at 6:52 p.m. The motion was seconded by Vice Mayor Farrow and passed unanimously upon a vote.

Mayor reconvened the Regular City Council meeting at 7:23 p.m.

## **Page City Council Regular Meeting – August 13, 2025**

### **EXECUTIVE SESSION**

Pursuant to A.R.S. § 38-431.03 (A)(4) The City Council may vote to go into Executive Session for discussion or consultation with the attorneys of the public body regarding contracts.

#### **Republic Services Waste Collection Contract**

Staff directed to proceed as discussed in Executive Session.

### **ADJOURN**

The meeting was adjourned at 7:23 p.m.

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Cindy Scott, City Clerk

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Steven R. Kidman, Mayor

### **CERTIFICATION**

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the City Council Regular Meeting, held on the 13<sup>th</sup> day of August 2025. I further certify that the meeting was duly called and held and that a quorum was present.

Dated this 27<sup>th</sup> day of August 2025

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Cindy Scott, City Clerk

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Clerk**Meeting Date:** August 27, 2025**Presented by:**

Steven Kidman, Mayor

**Brief Title:** Youth Advisory Commission Resignation - Hunter Billah**Agenda Section:** Consent Agenda**Action:** Motion**Agenda Sub-category:** Agenda Item**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Motion to approve the resignation of Hunter Billah from the Youth Advisory Commission.

**Background:**

Hunter Billah would like to resign from the Youth Advisory Commission due to conflicting interests.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

1. Resignation Text
2. Resignation Text 2



(928) 614-4104



Monday • 4:06 PM

RCS chat with (928) 614-4104

Hi Hunter are you able to attend today's YAC meeting?

Monday • 6:49 PM

No sorry im in football

Yesterday • 10:49 AM

Ok thanks. Are you still interested in participating in the YAC? I understand if there are conflicts with YAC meetings and football

10:49 AM

Yesterday • 11:55 AM

Maybe during the winter just not right now

11:55 AM



RCS message







(928) 614-4104



Ok thanks. Are you still interested in participating in the YAC? I understand if there are conflicts with YAC meetings and football

10:49 AM 

Yesterday • 11:55 AM

Maybe during the winter just not right now

11:55 AM

Yesterday • 4:01 PM

Thank you for letting me know. We do require for members to attend at least 75% meetings in a year and to not miss 3 meetings in a row to stay on the commission, it sounds like that might not be possible with your schedule.

Yesterday • 6:42 PM

Yeah, its ok to take me off Im also in a dual enrollment class so it might be best.



RCS message



## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Clerk**Meeting Date:** August 27, 2025**Presented by:**

Steven Kidman, Mayor

**Brief Title:** Special Event Liquor License Application - The Canyon Club of Page**Agenda Section:** Consent Agenda**Agenda Sub-category:** Agenda Item**Action:** Motion**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Motion to approve the Arizona Department of Liquor Licenses and Control Application for a Special Event Liquor License for The Canyon Club of Page, for the City of Page 2025 Rocktoberfest.

**Background:**

The City Clerk's Office received an Arizona Department of Liquor Licenses and Control application for a Special Event Liquor License from The Canyon Club of Page for the City of Page 2025 Rocktoberfest taking place October 4, 2025.

A Special Event Liquor License does not require a public hearing, however the Arizona Department of Liquor Licenses and Control requires City Council's recommendation.

The Arizona Department of Liquor Licenses and Control will be notified of the action taken and will make the final determination.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

1. Special Event License



Arizona Department of Liquor Licenses and Control  
<https://www.azliquor.gov>  
(602) 542-5141

**DLLC USE ONLY**

|                |
|----------------|
| Job #:         |
| Date Accepted: |
| LC:            |
| License #:     |

**SPECIAL EVENT LICENSE**  
**APPLICATION FEE \$25.00 PER DAY**

**MUST** be submitted to the Department of Liquor **10 days prior** to the event.

**SECTION 1**

Name of Non-Profit Organization, Candidate or Political Party: The Canyon Club of Page

If the event will be held on an unlicensed premises, it **MUST** be approved and signed by the Local Governing Body Before submitting to the Arizona Department of Liquor.

**LOCAL GOVERNING BODY**

|                      |  |                                                                        |  |
|----------------------|--|------------------------------------------------------------------------|--|
| Date Received: _____ |  |                                                                        |  |
| I, _____             |  | <input type="checkbox"/> APPROVAL <input type="checkbox"/> DISAPPROVAL |  |
| Government Official  |  | Title                                                                  |  |
| On behalf of _____   |  |                                                                        |  |
| City, Town, County   |  | Signature _____ Date _____                                             |  |

**SECTION 2**

Will the event be at a location with a current liquor license and within the approved and licensed area?

☐ Yes ☒ No

If yes, **MUST** attach a letter of explanation/permission from the licensed location and choose **ONE** option below.

Name of Licensed Location \_\_\_\_\_ Liquor License Number \_\_\_\_\_

- ☐ Suspend license for the duration of the Special Event; Licensee selling all alcohol without retailer involvement.
- ☐ Dispense and serve all spirituous liquors under retailer's license – Business operates normally, minimum of 25% of gross revenue from alcohol sales will be donated to licensee.
- ☐ Dispense and serve all spirituous liquors under special event - The special event licensee is in charge of selling alcohol that was purchased or donated by the special event licensee. The retailers existing alcohol inventory must be kept separate from any alcohol used during the special event.
- ☐ Split premises between special event and licensed location - Both the special event licensee and the licensed location will conduct sales of alcohol. (These sales must be done in separate areas. If alcohol is donated or purchased by the special event licensee, it must be in a separate area from the alcohol that is dispensed by the licensed location.)
- ☐ Off Sale only - Wine/Distilled Spirits Pull, Live or Silent Auctions – Retailer will be permitted to conduct all normal sales and service of alcohol.



### SECTION 3

Applicant **MUST** be a member of a qualifying nonprofit organization, political party, or Government entity and authorized by an Officer, Director, or Chairperson of the Organization.

1. Applicant: Sichi Kenneth B  
Last First Middle
2. Applicant's mailing address: PO Box 2336 Page AZ 86040  
Street City State Zip
3. Applicants home/cell phone: 928-660-8769 Non-profit organization phone: 928-660-8769
4. Applicant's email address: kennethsichi@gmail.com
5. Has the applicant been convicted of a felony, or had a liquor license revoked within the last five (5) years?  
☐ Yes (if yes, attach letter of explanation) ☒ No
6. Name of non-profit organization: The Canyon Club of Page
7. Non-Profit/IRS Tax Exempt Number: 942883529 Arizona Corporation Commission File #: 01415420  
Required Required
8. If Out Of State, specify State (Attach letter of good standing): \_\_\_\_\_
9. Special Event Name: City of Page 2025 Rocktoberfest
10. Event Location Name: John C. Page Memorial Park
11. Event Address: 600 S. Navajo Drive, Page, AZ, 86040

### SECTION 4

**Must list type of security and control measures will you take to prevent violations of liquor laws at this event.**

1 (One) Number of Police 4 (Four) Number of Security Personnel ☒ Fencing ☐ Barriers

**Must** explain security measures: Perimeter of consumption area will have 4' high fencing around the area.

Security at both entrances will only admit adults 21+ with valid ID inside this fenced-in area.

1. How is this special event going to conduct all dispensing, serving, and selling of spirituous liquors?

Check **one** of the following boxes. (R-19-318)

☒ On-site consumption

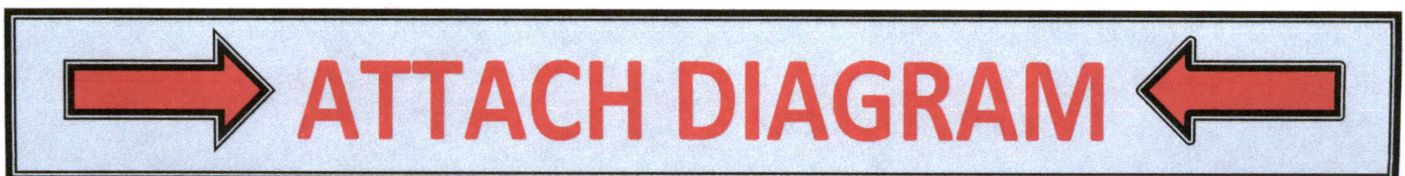
☐ Off-site (auction/wine/distilled spirits pull)

☐ Both

2. How many special event days have already been issued to this organization during the current year? 0

Licensed location diagram. The licensed premises for your special event is the area in which you are authorized to sell, dispense, or serve alcoholic beverages under the provisions of your license.

**Must attach a diagram of your special event showing the area where alcohol will be sold, served, and consumed. Must include dimensions of event area, fencing, barricades, or other control measures, and positions of security personnel.**



**NO ALCOHOLIC BEVERAGES SHALL LEAVE A SPECIAL EVENT UNLESS THEY ARE IN SEALED CONTAINERS FOR AN AUCTION OR WINE/DISTILLED SPIRITS PULL, OR THE SPECIAL EVENT LICENSE IS STACKED WITH A WINE /CRAFT DISTILLERY FESTIVAL LICENSE.**

## SECTION 5

**Dates and Hours of Event - Days must be consecutive and may not exceed 10 days per year.**

| DAYS   | DATE      | DAY OF WEEK | EVENT START<br>TIME AM/PM | EVENT END<br>TIME AM/PM |
|--------|-----------|-------------|---------------------------|-------------------------|
| DAY 1  | 10-4-2025 | Saturday    | 5:00 PM                   | 10:00 PM                |
| DAY 2  |           |             |                           |                         |
| DAY 3  |           |             |                           |                         |
| DAY 4  |           |             |                           |                         |
| DAY 5  |           |             |                           |                         |
| DAY 6  |           |             |                           |                         |
| DAY 7  |           |             |                           |                         |
| DAY 8  |           |             |                           |                         |
| DAY 9  |           |             |                           |                         |
| DAY 10 |           |             |                           |                         |

## SECTION 6

3. Is the Organization using the services of a DLLC approved Special Event Contractor from the list on our website?

☐ Yes ☒ No If yes, please provide the Name of the Special Event Contractor: \_\_\_\_\_

Special Event Contractor Signature: \_\_\_\_\_

4. Is the organization using the services of a series 6, 7, 11, or 12 licensee to manage the sale or service of alcohol?  
(Licensees who hold a series 6, 7, 11, or 12 license are automatically qualified to be a special event contractor)

☐ Yes ☒ No if yes, Name of Licensee: \_\_\_\_\_ Liquor License #: \_\_\_\_\_

1. List the name of the Organization/individual that will receive revenues:

**MUST EQUAL 100 PERCENT, APPLYING NON-PROFIT MUST RECEIVE A MINIMUM OF 25% OF THE PROCEEDS.**

2. Name: Canyon Club of Page Percentage: 25%

Address: PO Box 283 Page, AZ, 86040

Street City State Zip

Name: Grand Canyon Brewing + Distillery Percentage: 75%

Address: 714 N Navajo Drive, Page, AZ 86040

Street City State Zip

Please read A.R.S. § 4-203.02 and R19-1-205 Special event license rules and Requirements.

### Declaration:

I, (Print Name) Kenneth Sichi, declare under penalty of perjury that I am authorized to submit this application. I have read the contents and to the best of my knowledge believe all statements made on this application to be true, correct, and complete.

Signature: Kenneth Sichi

## **Overall Event Layout Overview**

### **Overall Dimensions:**

The beer garden will be set as a semi-rectangular space measuring approximately 340 feet by 95 feet to meet event needs. We will be using 120 units of barricade fencing for this space.

### **Entry and Exit Points:**

There will be two designated entry/exit points, located on both ends of the beer garden.

### **Security:**

Security personnel ("Security x2") will be stationed at each entry/exit point to verify identification and ensure that no alcohol leaves the designated beer garden perimeter. A minimum of four security personnel will be provided by the nonprofit sponsor, The Canyon Club of Page.

### **Signage Areas:**

Two signage areas are designated along each entrance of the state-required alcohol consumption notices.

### **Brewery Sales:**

The Grand Canyon Brewing will provide a "Tap Truck" for sales located on one end of the rectangle within the beer garden boundaries.



# Legend

 Stage/Sound

 Event Tent

 Beer Garden

 Brewery

 Family Activities

 Page PD

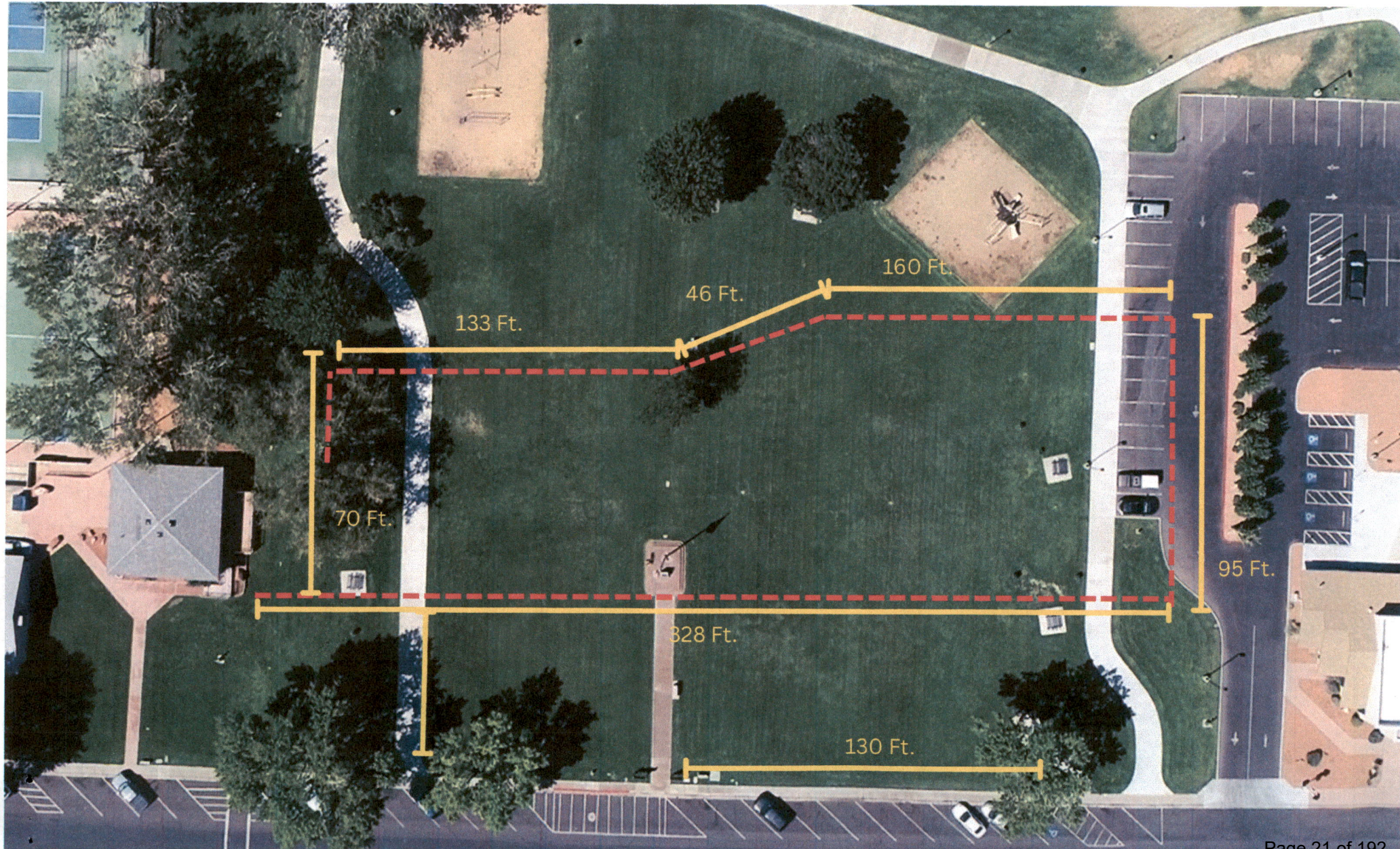




# 2025 Rocktoberfest Event Map



*Events: Team will put up beer garden perimeter approx. 120qty.*







## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Council**Meeting Date:** August 27, 2025**Presented by:**

Steven Kidman, Mayor

**Brief Title:** Update on the League of Cities and Towns Conference**Agenda Section:** Reports and Announcements**Agenda Sub-category:** Agenda Item**Action:** Other**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

N/A

**Background:**

Mayor would like to give an update about the League of Cities and Towns Conference.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

None

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Meeting Date:** August 27, 2025**Department:** City Council**Presented by:****Brief Title:** Council Liaison Reports on Board Meetings**Agenda Section:** Boards and Commissions**Agenda Sub-category:** Administrative Report**Action:** Other**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

N/A

**Background:**

Reports on the most recent Board meetings by Board Liaisons (The most recent Board Agendas can be found on the City of Page website <https://cityofpage.org/government/public-meetings/>):

Mayor Kidman – Page Utility Enterprises Board

Mayor Kidman – Page Public Safety Personnel Retirement Systems Board

Mayor Kidman – Volunteer Firefighter Pension Board

Vice Mayor Farrow – Youth Advisory Commission

Councilor Auge - Substance Abuse Task Force

Councilor Hettinger - Parks and Recreation Advisory Board

Councilor Preller – Planning and Zoning Commission

Councilor Hammond – Economic Development Advisory Board

Councilor Roundtree – Library Advisory Board

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

None





## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Clerk**Meeting Date:** August 27, 2025**Presented by:**

Steven Kidman, Mayor

**Brief Title:** Youth Advisory Commission Appointment - Emmalynn Wischmann**Agenda Section:** Boards and Commissions**Agenda Sub-category:** Agenda Item**Action:** Motion**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Motion to appoint Emmalynn Wischmann to the Youth Advisory Commission with a term ending June 30, 2028.

**Background:**

There are two (2) vacancies on the Youth Advisory Commission. The City has received one (1) request from Emmalynn Wischmann to be appointed to the Youth Advisory Commission.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

1. Application 2025 - Redacted



City of Page | Board Appointment Application

\* Required field

Date: \*

08/13/2025

**Personal Information:**

First Name: \*

Emmalynn

Last Name: \*

Wischmann

Street Address: \*

[REDACTED]

P.O. Box: \*

[REDACTED]

City: \*

Page

State: \*

AZ

Zip: \*

86040

Home Phone: \*

[REDACTED]

Work Phone:

[REDACTED]

Fax:

Email Address: \*

**Boards upon which you wish to serve (you may apply for up to two Boards.):**

**Advisory Boards and Commissions:**

- ☐ Community Center Advisory Board
- ☐ Economic Development Advisory Board
- ☐ Library Advisory Board
- ☐ Parks and Recreation Advisory Board
- ☐ Planning and Zoning Commission
- ☐ Public Safety Personnel Retirement System Board
- ☐ Youth Advisory Commission

**City Authorities**

- ☐ Substance Abuse Task Force
- ☐ Page Utility Enterprises
- ☐ Board of Adjustment

**Brief statement of your qualifications for and/or reasons for applying for these Boards: \***

I was in student council for a year in middle school. I am routinely placed in leadership roles in my extracurricular activities and in the classrooms. I volunteer regularly for city events as a dress up character.

**Questionnaire for Board Candidates:**

**Board(s) for which you are applying:**

Youth Advisory Commission

**1. Tell us about yourself and why you are interested in serving on this Board:**

I am a straight A student that is ready for anything thrown at me. I care about my city and my peers and want to improve the livelihood of our community.

**2. What do you think the relationship should be between the City Council and this Board?**

I believe it's a partnership between the adult members of our community and the youth of our community. It should be used to get input and perspective from each other to bridge the gap between young adults and adults to better our community.

**3. What do you hope to accomplish by being on this Board and what innovations or ideas do you have that you think might help this Board become more customer oriented?**

To bring together all age groups in our community. Some ideas I have are kid, teen, and/or adult nights where we get the people in this age groups in the community to go do an activity like a movie in the park night, game night, different sport tournaments (ex. Pickleball, tennis, basketball, etc.) another idea I have is starting a dance team, community theatre, just things that would make people want to be more active.

**4. What positive and negative issues do you foresee if you are appointed to this Board?**

Some positives of me being on the board is I typically work great with others, I try hearing all sides of things, and I bring a lot of ideas and opinions to discussions. A negative is sometimes might be very set in an opinion I have and might not take into account someone else's.

**5. Tell us why we should be interested in appointing you to this Board?**

I bring a lot to every activity I do, and I want to be more involved in my community

**Demographic Information:**

This section is **entirely optional**, and your responses will remain confidential. You may select all that apply or choose not to answer.

Age:

Gender:

Ethnicity:

## CITY OF PAGE BOARD INFORMATION

**COMMUNITY CENTER ADVISORY BOARD** - This board is comprised of five (5) Council appointed citizens for staggered three year terms. This board will act in an advisory and review capacity to the City Council regarding the operation, programming and fundraising activities of the Community Center.

**ECONOMIC DEVELOPMENT ADVISORY BOARD** - This board is comprised of seven (7) Council appointed citizens for staggered three year terms. The Economic Development Advisory Board shall act as the advisory board to the Page City Council on matters pertaining to the economic development, airport and tourism industries. The board shall advise the Council on goal setting, strategic planning, beautification, construction, marketing strategies, hospitality and business recruitment, retention and expansion.

**LIBRARY ADVISORY BOARD** - This board is comprised of seven (7) Council appointed citizens for staggered three year terms. This board will act in an advisory and review capacity to the City Council regarding the operation and programming of the Page Public Library.

**PARKS AND RECREATION ADVISORY BOARD** - This board is comprised of seven (7) Council appointed citizens for staggered three year terms. This board will act in an advisory and review capacity to the City Council regarding the operation, maintenance, promotion, improvement and activities of the City parks, recreation facilities, playgrounds, trails, and playing and sports fields.

**PLANNING AND ZONING COMMISSION** - This commission is comprised of seven (7) Council appointed citizens for staggered three year terms. This commission will assist in the preparation of a General Plan; assist in the preparation of development controls; review development proposals, proposed changes to ordinances and changes in development policies; hold public hearings and meetings; assist in preparation of a capital improvements program; make recommendations on proposed boundary changes; and make recommendations on a uniform schedule of fees for service.

**PUBLIC SAFETY PERSONNEL RETIREMENT SYSTEM BOARD** - This board is comprised of five (5) members pursuant to Arizona Statute §38-847. This board shall have the responsibilities and duties as set forth in A.R.S. § 38-847, as it may be amended from time to time.

**YOUTH ADVISORY COMMISSION** - This board is comprised of seven (7) Council appointed members who must be actively enrolled students in a public or private high school in Page (including charter and home schools) between ninth and twelfth grade. The board will assist and advise the Parks and Recreation Board on issues concerning youth in Page; present recommended improvements to the City Council of public projects and programs relating to youth; and assist in planning youth/recreation activities and events.

**SUBSTANCE ABUSE TASK FORCE** - This task force is comprised of five (5) Council appointed citizens for staggered four year terms. This board is responsible for fostering the health and well being of the citizens of Page, Arizona by coordinating efforts to establish and strengthen programs to reduce and prevent substance abuse in the community.

**PAGE UTILITY ENTERPRISES BOARD** - This board shall be composed of a total of six (6) members who shall live within the city limits of Page, Arizona. Five (5) members shall be appointed by resolution of the Council and serve for staggered five year terms. The sixth members shall be the Mayor or designee who shall serve as an ex-officio member without the privilege of voting. The board was established as an independent body to operate the Page Utility Enterprises, as more specifically set out in Ordinance No. 588-12. The board has general powers to operate the electric, water, and sewer systems; procure and erect all buildings and facilities for the use of the utilities; appoint a General Manager; and recommend rates, fees, and charges for adoption by City Council.

**BOARD OF ADJUSTMENT** - This board is comprised of five (5) Council appointed citizens for staggered three year terms, pursuant to Arizona Statute section 9-462-06. **ADJUSTMENT** - Meets as necessary when appeals have been filed. Duties are to hear and decide appeals for variances from terms of the zoning ordinances and to hear and decide appeals in alleged error in the order, requirement, or decision made by the Zoning Administrator.

**APPEALS** - The board has the authority to hear cases in which a citizen wishes to overturn the decision of the building official on matters pertaining to the adopted Uniform Building Codes. This board does not have the power to hear variances on individual cases. They are primarily concerned with code interpretation and alternate use of building materials whenever a request is denied by the building official. The board should be trained in the Uniform Code and have background in building construction or design. Occasionally the board may be used as a review board to recommend code changes.

**FIRE** - The board hears matters on petition by a citizen when an interpretation or ruling is needed on the Uniform Fire Code. When such a request is filed, the board sets a meeting date and information on the reason for the interpretation under consideration is presented in report form by the Fire Department. The petitioner presents information in the hearing and the board makes a ruling based on its findings after considering the information and the wording of the Code. Revised December 4, 2018 Ordinance 650-18 Section §31.20

Please confirm your signature by typing your full name in the box below.

Emmalynn Wischmann

I agree this is a legal representation of my signature for all purposes just the same as a pen-and-paper signature.

Signed On: 8/13/2025

Copyright ©2022 City of Page, Arizona



## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** Police Department**Meeting Date:** August 27, 2025**Presented by:**

Ted Barnard

**Brief Title:** Code Compliance Position Presentation**Agenda Section:** Unfinished Business**Action:** Motion**Agenda Sub-category:** Presentation**PowerPoint Needed?:** Yes

### Request for Council Action

**Recommended Action:**

Informational only, unless otherwise directed by Council.

**Background:**

Ted Barnard will present informational materials and an overview regarding the potential creation of a new Code Compliance Position.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:**

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**Notes:****Attachments:**

1. 9.1 City Council Code Presentation

# Code Enforcement

- We get a complaint...What's next?
- Background on Page Police Department tasked with Code Enforcement
- Immediate Action Plan
- Long term resolution





**Citizens Complaint**

**Code Enforcement Phone Line**

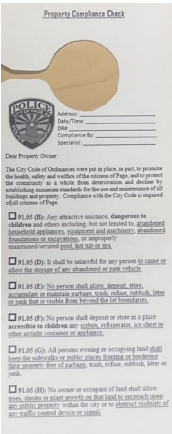
**Or**



**City of Page App/Website**

**Re-active**

**72 Hours**



**30 Days**



**Compliance**



**Pro-active**

**Immediate**



**Affidavit**



**We get a complaint ...  
What's next?**

# Short History...

- June 11<sup>th</sup> – City Council \*\*
- June 17<sup>th</sup> – Met with Josh to define the best process/approach
- June 17<sup>th</sup> – Followed up on 3 complaints (30-day notices)
- July 21<sup>st</sup> – Followed up on previous complaints



# Immediate Action Plan:



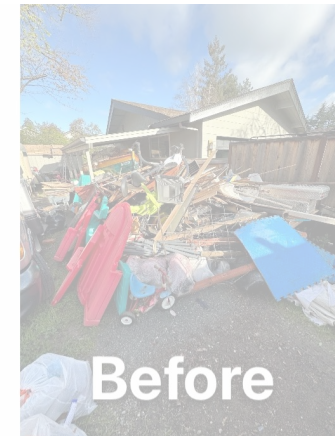
- Lt. Barnard handled the “urgent” or “immediate needs” calls
- CSS has been handling existing complaints
  - CSS staff (Month of June)
    - June: 3 CSS staff – 353 Calls for service (this was while one CSS was out on light duty)
    - July = 3 CSS Staff – 444 Calls for service (one CSS on light duty for ½ the month) & Cadet training.

The department is forced to take a reactive approach to code enforcement.



# Long Term Resolution:

- Hire a full-time Code Enforcement Officer
- Establish a system of reporting statistical data on the types of cases that the Code Enforcement Officer is handling
- Establish a reporting process for the community to report violations:
  - Launch an online Code Violation Reporting Form through the city's website
  - Establish a dedicated phone line and email for complaints
  - Educate the community on the enforceable violations that are going to be enforced. (via the city's website and the PD's social media)



## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Attorney**Meeting Date:** August 27, 2025**Presented by:**

Josh Smith, City Attorney

**Brief Title:** Downtown Revitalization Plan; Timelines and Approach**Agenda Section:** Unfinished Business**Action:** Motion**Agenda Sub-category:** Presentation**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Provide direction on the proposed approach and timelines.

**Background:**

With the amended contracts and scope, Norris Design will be presenting their recommendations for moving forward and seeking council input and direction.

**Alternatives Considered:**

None

**Advisory Board/Commission Action:**

None

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:** Unknown

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**Notes:****Attachments:**

None

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** City Attorney**Meeting Date:** August 27, 2025**Presented by:**

Josh Smith, City Attorney

**Brief Title:** Ordinance No 743-25; Airport Board Creation**Agenda Section:** Unfinished Business**Action:** Ordinance**Agenda Sub-category:** Ordinance**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Clerk to introduce Ordinance 743-25. Move to adopt Ordinance 743-25.

**Background:**

The council directed staff to bring an ordinance to re-establish the Airport Board. The Code language is generally the same as the prior Code language for this board.

**Alternatives Considered:**

None

**Advisory Board/Commission Action:**

None

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

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**Budget Impact:** None

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**Notes:****Attachments:**

1. ORDINANCE 743-25 - Airport Board creation

**ORDINANCE NO. 743-25**

**AN ORDINANCE OF THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE, COCONINO COUNTY, ARIZONA, AMENDING THE CITY OF PAGE CODE OF ORDINANCES ADDING § 31.26, AIRPORT ADVISORY BOARD.**

**WHEREAS, the City Council desires to create an Airport Advisory Board to advise and make recommendations to the City Council regarding the operation and maintenance of the municipal airport.**

**NOW, THEREFORE, BE IT ORDAINED BY THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE, COCONINO COUNTY, ARIZONA, THAT THE CITY OF PAGE CODE OF ORDINANCES IS HEREBY AMENDED AS FOLLOWS:**

**SECTION 1. That § 31.26, AIRPORT ADVISORY BOARD, is hereby added to the of the City of Page Code of Ordinances as follows:**

**§ 31.26 AIRPORT ADVISORY BOARD.**

**(A) PURPOSE. THE AIRPORT ADVISORY BOARD WILL ACT IN AN ADVISORY AND REVIEW CAPACITY TO THE CITY COUNCIL REGARDING OPERATION AND CONSTRUCTION OF THE AIRPORT, AND SHALL HAVE THE FOLLOWING RESPONSIBILITIES AND DUTIES:**

**(1) TO ADVISE THE COUNCIL IN THE ESTABLISHMENT OF THE RULES AND REGULATIONS, CONSISTENT WITH STATE AND FEDERAL AVIATION AUTHORITY, AS MAY BE NECESSARY OR ADVISABLE FOR THE OPERATION AND MANAGEMENT OF THE MUNICIPAL AIRPORT, THE SAME TO BE CONFIRMED BY THE COUNCIL BEFORE THEY ARE PLACED IN EFFECT;**

**(2) TO ADVISE THE COUNCIL IN THE ESTABLISHMENT OF BUILDING SITES AND TO REQUEST REPAIR OR REMOVAL OF STRUCTURES NOT MAINTAINED IN ACCORDANCE WITH REGULATIONS AS TO CONSTRUCTION OR LOCATION; AND**

**(3) TO MAKE OTHER RECOMMENDATIONS AS MAY BE NECESSARY OR ADVISABLE FOR THE SAFE AND EFFICIENT MANAGEMENT, OPERATION, AND MAINTENANCE OF THE MUNICIPAL AIRPORT.**

**(B) MEMBERSHIP. THE AIRPORT ADVISORY BOARD WILL CONSIST OF SEVEN MEMBERS, APPOINTED PURSUANT TO § 31.05.**

**SECTION 2. That all ordinances or parts of ordinances in conflict with the provisions of this ordinance are hereby repealed, effective thirty (30) days from the adoption hereof.**

**SECTION 3. If any section, subsection, sentence, clause, phrase or portion of this**

ordinance is for any reason held to be invalid or unconstitutional by the decision of a court of competent jurisdiction, such decision shall not affect the validity of the remaining portions thereof.

**SECTION 4.** That the City Clerk is authorized to correct typographical and grammatical errors, as well as errors of wording and punctuation, as necessary; and that the City Clerk is authorized to make formatting changes needed for purposes of clarity and form, if required, to be consistent with the Page City Code of Ordinances.

**PASSED AND ADOPTED BY THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE, COCONINO COUNTY, ARIZONA this \_\_\_\_\_ day of \_\_\_\_\_, 2025, by the following vote:**

|                    |       |
|--------------------|-------|
| <b>Ayes</b>        | _____ |
| <b>Nays</b>        | _____ |
| <b>Abstentions</b> | _____ |
| <b>Absent</b>      | _____ |

**CITY OF PAGE**

By \_\_\_\_\_  
Mayor

**ATTEST:**

**APPROVED AS TO FORM:**

\_\_\_\_\_  
**CITY CLERK**

\_\_\_\_\_  
**CITY ATTORNEY**



## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** Police Department**Meeting Date:** August 27, 2025**Presented by:**

Tim Lange, Chief of Police

**Brief Title:** Peoria Ford Police Interceptor Purchase**Agenda Section:** New Business**Action:** Motion**Agenda Sub-category:** Agreement/Contract**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Motion to approve the purchase of one Police Interceptor from PFVT Motors, LLC. in the amount of \$108,582.54.

**Background:**

Page Police Department is looking to purchase a Police Interceptor from Peoria Ford under the State contract in the amount of \$108,582.54.

Funding for this purchase has been allocated in the approved Fiscal Year 2026 budget.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:** 2026**Amount Requested:** \$108,582.54**Line Item(s):** 40-480-9815

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**Budget Impact:**

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**Notes:****Attachments:**

1. PEORIA FORD 7-24-25 - POST

# PFVT MOTORS, LLC.

9130 W Bell Rd  
Peoria AZ 85382  
CLIFF KUJALA  
Government Account Team  
Direct: 623-239-0340



# QUOTE

|             |           |
|-------------|-----------|
| Date        | 7/8/2025  |
| Valid Until | 7/13/2025 |
| Contract    | CTR059322 |
| PO          |           |
| Lead Time   | IN-STOCK  |

**Customer:**  
City of Page  
808 Coppermine Rd  
Page AZ 86040  
928-645-4119  
Sam Myers

**Invoice Address:**  
Same

**Delivery Address:**  
Same

| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Line Total    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| <p>POLICE INTERCEPTOR<br/>2025 UTILITY AWD EXTERIOR<br/>119" WHEELBASE AGATE BLACK METALLIC<br/>3.0L ECOBOOST V6 ENGINE INTERIOR<br/>10-SPEED AUTO TRANSMISSION EBONY CLOTH FRT/VINYL REAR</p>                                                                                                                                                                                                                                                                                                                                                          | \$ 49,515.00  |
| <p>EXTERIOR<br/>1 18" H.D. STEEL WHEELS<br/>1 255/60R18 A/S BSW<br/>POLICE TIRES<br/>1 CLASS III HITCH RECEIVER<br/>1 DUAL EXHAUST SYSTEM<br/>1 DUAL POWER MIRRORS<br/>1 FULL SIZE 18" SPARE W/TPMS<br/>1 HEADLAMPS - AUTO, LED<br/>LOW/HIGH INCLUDES FRONT HOUSING (W/ LED WIG-WAG)<br/>1 KEY LOCKS (DR/PASS/LFTGT)<br/>1 PRIVACY GLASS 2ND/3RD ROW</p>                                                                                                                                                                                                |               |
| <p>INTERIOR<br/>1 35/30/35 SPLIT VINYL REAR<br/>1 A/C W/AUTOMATIC CLIMATE CONTROL, DUAL ZONE<br/>1 BLACK VINYL FLOOR COVERING<br/>1 CERTIFIED SPEEDOMETER<br/>1 CLOTH BUCKET FRONT SEATS<br/>1 CONSOLE MOUNTING PLATE<br/>1 ENGINE HOUR / IDLE METER<br/>1 HTD SANITIZATION SOLUTION<br/>1 RED/WHITE TASK LIGHTING<br/>1 PWR DR/PASS SEAT W/LUMBAR<br/>1 SEATBACK INTRUSION PLATES<br/>1 TILT/TELESCOPING STEERING WHL W/ 4 CONFIGURABLE LATCHING SWITCHES</p>                                                                                          |               |
| <p>UNIVERSAL TOP TRAY<br/>FUNCTIONAL<br/>AM/FM/MP3/BLEETOOTH &amp; USB<br/>COLUMN MOUNTED SHIFTER<br/>ENGINE OIL COOLER<br/>FULL-TIME ALL WHEEL DRIVE SYSTEM<br/>HEAVY DUTY SUSPENSION<br/>HEAVY-DUTY 80-AMP BATTERY<br/>INTERIOR TRUNK/LIFTGATE RELEASE<br/>POLICE BRAKES: 4 WHL DISC W/ ABS &amp; TRACTION CONTROL<br/>POWER STEERING W/EPAS<br/>REAR VIEW CAMERA<br/>TRANSMISSION OIL COOLER</p>                                                                                                                                                     |               |
| <p>TRANSMISSION-10-SPEED AUTO SAFETY/SECURITY<br/>75 MPH REAR-CRASH TESTED<br/>ADVANCETRAC™ WITH RSC®<br/>AIRBAGS - FRONT AND SIDE<br/>AIRBAGS - SAFETY CANOPY<br/>SOS POST CRASH ALERT SYS<br/>TIRE PRESSURE MONITOR SYS WARRANTY<br/>3 YR/36K MILE BUMPER-TO-BUMPER WARRANTY<br/>5 YR/100K MILE POWERTRAIN CARE EXTENDED SERVICE PLAN (ZERO DEDUCTIBLE)</p>                                                                                                                                                                                           |               |
| <p>INCLUDED ON THIS VEHICLE<br/>EQUIPMENT GROUP 500A<br/>OPTIONAL EQUIPMENT/OTHER<br/>.FM STEREO<br/>3.0L ECOBOOST V6 ENGINE 950.00<br/>10-SPEED AUTO TRANSMISSION NO CHARGE<br/>HID PLUNG WR HNDL INOPERABLE 160.00<br/>50 STATE EMISSIONS NO CHARGE<br/>DRIVER AND PASS LED SPOT LAMP 620.00<br/>KEYED ALIKE -KEY CODE B 50.00<br/>POL WIRE HARNESS CONNECTOR KIT 200.00<br/>.POLICE WIRING KIT REAR<br/>.POLICE WIRING KIT FRONT<br/>REAR DR HNDL AND LOCKS INOPR NO CHARGE<br/>DEFLECTOR PLATE 340.00<br/>FRONT LICENSE PLATE BRACKET NO CHARGE</p> |               |
| OEM OPTIONS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | \$ 2,320.00   |
| DISCOUNT 4.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$ (1,980.60) |
| OEM DESTINATION & DELIVERY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$ 1,595.00   |
| EXTRA DISCOUNT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$ (1,236.99) |
| Subtotal Per Unit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$ 50,212.41  |

**Special Notes and Instructions**  
Customer Responsible for any registration and applicable sales taxes not shown on this quote.

Units Quoted  
C368.K8A.25.240208  
C369.K8A.25.240208

|                              |                      |
|------------------------------|----------------------|
| MSO / ODO                    | \$ -                 |
| Trade In                     | \$ -                 |
| Extended Warranty            | \$ -                 |
| Freight                      | \$ -                 |
| Flooring                     | \$ -                 |
| Sales Tax 8.10%              | \$ 4,067.21          |
| Tire Tax 5                   | \$ 11.65             |
| Total Per Unit less Trade-In | \$ 54,291.27         |
| Quantity of Units            | 2                    |
| <b>Sale Total</b>            | <b>\$ 108,582.54</b> |

Above information is not an invoice and only an estimate of services/goods described above. Valid Until date only covers pricing, not availability. Quote subject to change.

Please confirm your acceptance of this quote by signing this document, and returning your PO. Signature  
Print Name  
Date

If you have any questions concerning this quote, contact Cliff Kujala

**Thank you for your business!**

9130 W Bell Road, Peoria AZ 85382  
623-239-0340 - cliff.kujala@governmentautosales.com

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Department:** Fire Department**Meeting Date:** August 27, 2025**Presented by:**

Jeff Reed

**Brief Title:** Interfacility Transport Ambulance**Agenda Section:** New Business**Action:** Motion**Agenda Sub-category:** Agreement/Contract**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Motion to approve the purchase of a Type 2 ambulance from Professional Sales and Service, L.C. in the amount of \$137,017.54.

**Background:**

The Fire Department is looking to purchase a new Type 2 Ambulance from Professional Sales and Service (PSS), L.C., at a total cost of \$137,017.54. Funding for this purchase has been allocated in the approved Fiscal Year 2026 budget.

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:** 2026**Amount Requested:** \$137,017.54**Line Item(s):** 40-480-9810

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**Budget Impact:**

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**Notes:****Attachments:**

1. Interfacility Transport Ambulance

# **PSS / PROFESSIONAL SALES AND SERVICE, L.C.**

Quality Emergency Vehicles Since 1974

August 11, 2025

Page Fire Department  
808 Coppermine Road  
Page, AZ 86040

To Whom It May Concern:

Professional Sales and Service LC respectfully provides the Page Fire Department. The following estimate for a new type 2 ambulance. We appreciate the opportunity to work with you now and look forward to helping you with your ambulance needs in the future.

The following proposal reflects a new Type **II** ambulance equipped with similar options and feature configuration to the Leader ambulance discussed with you in previous conversations. The proposal is as follows:

## **One (1) 2025 Leader CE Ambulance Built on a 2024 Ford T250 Mid Roof Transit AWD**

The following proposal reflects a Leader Type II Ambulance. Chassis will be a 2024 Ford Transit Medium Roof 69" headroom AWD Eco boost V6. Features all LED warning and scene lights, 4pt retractable seat belts in all seating positions, back board and stair chair storage, glove holders and much more

The full specifications and drawings are attached to this quote.

Take a look at Leader Emergency Vehicles (LEV) and you will see why they are so well regarded in the ambulance industry and among the finest available anywhere. A Leader emergency vehicle is BUILT TO WITHSTAND the rigors of ambulance service. Leader ambulances are tested and engineered to be incredibly structurally sound, which provides the EMS crew and patient with a SAFER WORKING ENVIRONMENT. They incorporate testing programs to test things like cabinet mounting stability, door structure & latching strength, and body mounting solidity. An ambulance built to a higher quality standard will provide REDUCED OPERATING COSTS over the many years the vehicle is in service!! When it comes to quality, durability, customization, and safety, LEADER continues to be a leader in the ambulance manufacturing industry.

### **PSS SHOWROOM**

1720 Indiana Ave, Salt Lake City, UT 84104  
(801) 977-3961 Phone < (801) 977-3969 Fax



# **PSS / PROFESSIONAL SALES AND SERVICE, L.C.**

Quality Emergency Vehicles Since 1974

## **PRICE PAGE**

|                                                                   |                     |
|-------------------------------------------------------------------|---------------------|
| <u>Ambulance Price.....</u>                                       | <u>\$118,550.00</u> |
| <u>Install of Customer Cot Mount, Radio and Cradle Point.....</u> | <u>\$1,050.00</u>   |
| <u>Graphics Allowance.....</u>                                    | <u>\$4,500.00</u>   |
| <u>Delivery.....</u>                                              | <u>\$575.00</u>     |
| <u>Ambulance Price Each ( Pre Tax).....</u>                       | <u>\$124,675.00</u> |
| <u>Estimated Sales Tax at 9.9%.....</u>                           | <u>\$12,342.54</u>  |
| <u>Total Delivered Price Each.....</u>                            | <u>\$137,017.54</u> |

**\*\*CHASSIS PRICE SUBJECT TO CHANGE IF MY26 CHASSIS ARE NEEDED BASED ON FORD  
AVAILABILITY.**

**\*\* SALES TAX RATE AND DMV FEE IS SUBJECT TO CHANGE BASED ON ACTUAL SALES TAX RATE AT  
TIME OF SALE.**

## **PROPOSAL CONDITIONS**

### **F.O.B. POINT:**

Page, AZ

### **DELIVERY:**

Currently Leader standard lead time is approximately 90 days (pending chassis). Please note all delivery times are quoted barring any delays due to strikes, availability of component parts (including chassis), or acts of God

### **SERVICE:**

Professional Sales & Service has been selling and servicing ambulances since 1975. We have factory trained technicians and a large inventory of parts, so you know that in the unlikely event of a problem we are only a phone call away.

### **PSS SHOWROOM**

1720 Indiana Ave, Salt Lake City, UT 84104  
(801) 977-3961 Phone <> (801) 977-3969 Fax

# **PSS / PROFESSIONAL SALES AND SERVICE, L.C.**

Quality Emergency Vehicles Since 1974

**PAYMENT TERMS:** Payment due upon delivery and acceptance of vehicle by Page Fire Department.

**WARRANTY:** Leader Emergency Vehicles feature one of the most progressive, no-nonsense warranties around. Horton does not pro rate their warranties so there are no surprises should you ever need it.

*Unless accepted within Sixty (60) days from the above date, the right to withdraw this proposal is reserved. If there are any additions/deletions to our bid, please contact me for pricing details or credits.*

We are confident you will be completely satisfied with a quality Leader ambulance and the service which PSS provides.

Respectfully Submitted,

Professional Sales and Service, LC

Garth Hadfield, Ambulance Sales Norther AZ / Southern UT

Page Fire Department agrees to purchase the vehicle detailed in this proposal, from Professional Sales and Service L.C. and understands and agrees with the terms specified within these documents.

|                                     |                 |               |
|-------------------------------------|-----------------|---------------|
| _____<br>Authorized by (Print name) | _____<br>Signed | _____<br>Date |
|-------------------------------------|-----------------|---------------|

Please let us know if you have any questions regarding this proposal. We are happy to assist you in any way that we can.

**PSS SHOWROOM**

1720 Indiana Ave, Salt Lake City, UT 84104  
(801) 977-3961 Phone <> (801) 977-3969 Fax



# Sales Order

|                        |              |                                  |            |               |
|------------------------|--------------|----------------------------------|------------|---------------|
| 2/2/2024               |              | <b>Type II Transit "CE" (MR)</b> |            | <b>L 2855</b> |
| House                  | 626-575-0880 | 10941 Weaver Ave                 | VIN Number |               |
| 10941 Weaver Ave       |              | South El Monte, CA 91733         | Parent Job | 2855          |
| So. El Monte, CA 91733 |              | Daave Bakey                      | Quoted by: | Dave Bake     |
|                        |              | 626 575-0880                     |            |               |

Itemnumber Description

## 10 - BASE SECTION

|      |     |                                                                                         |
|------|-----|-----------------------------------------------------------------------------------------|
| 10.0 | 1   | Prep van and misc                                                                       |
| 10.0 | 32  | Ford Transit, Medium Roof, "CE" Type II Base Conversion                                 |
| 10.0 | 890 | (2024) "CE" FORD TRANSIT AWD R1C T250 MEDIUM ROOF ECOBOOST<br>(PRICE SUBJECT TO CHANGE) |
|      |     | Wheelbase 148", overall height, 101.1", length, 238"                                    |
|      |     | YZ Oxford white exterior                                                                |
|      |     | 99G 3.5L ECOBOOST Gasoline Engine                                                       |
|      |     | 101A Preferred Equipment Package                                                        |
|      |     | .XL Trim                                                                                |
|      |     | 20B GVWR 9070 - FGAW 4130 - RGAW 5515 - BASE CURB 5318                                  |
|      |     | K Palazzo Gray                                                                          |
|      |     | 44U 10 Speed Auto Transmission                                                          |
|      |     | 425 50 State Emissions                                                                  |
|      |     | Fuel tank capacity: 25 gal. midship tank                                                |
|      |     | 47B Ambulance Prep Package                                                              |
|      |     | .63C Dual Alternators (included in Amb prep package)                                    |
|      |     | .63E Dual Batteries (included in Amb prep package)                                      |
|      |     | .53K Mod Upfitter Wiring Pkg (included in Amb prep package)                             |
|      |     | .85D Dual Horns                                                                         |
|      |     | .17B Fixed glass passenger side and rear                                                |
|      |     | .X7L Rear Axle 3.73:1 ratio with limited slip                                           |
|      |     | 57B Manual A/C                                                                          |
|      |     | 942 Daytime Lamps                                                                       |
|      |     | 62C Auxiliary heater A/C prep package for Upfitter without rear controls                |
|      |     | 64H 6.5 x 16 std black steel wheels with full silver wheel cover snap on.               |
|      |     | Tires: 235 x 65R16 BSW                                                                  |
|      |     | Spare Tire and Rim                                                                      |
|      |     | Jack and tools stored in floor on passenger side in cab                                 |
|      |     | Telescopic, Tilt Steering Wheel                                                         |
|      |     | 2 OEM Cup-holders in Dash                                                               |
|      |     | Cab Floor, Vinyl                                                                        |
|      |     | Rear view camera mounted above Rear doors                                               |
|      |     | 153 Front license plate bracket                                                         |
|      |     | 60C Cruise Control                                                                      |
|      |     | V Vinyl Seats                                                                           |
|      |     | 86F 2 Additional Keys                                                                   |
|      |     | 92E Privacy Glass                                                                       |

## 11 - BASE SECTION - OPTIONS

2/2/2024

House  
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626-575-0880

**Type II Transit "CE" (MR)**

10941 Weaver Ave  
South El Monte, CA 91733  
Daave Bakey

626 575-0880

**L 2855**

VIN Number

Parent Job 2855

Quoted by: Dave Bakey

Itemnumber Description

**20 - PRE TAX**

20.-1 1 DMV Processing & Doc Fees

**21 - PRE TAX - OPTIONS**

**30 - AFTER TAX**

**31 - AFTER TAX - OPTIONS**

**40 - COMPLIANCE**

**41 - COMPLIANCE - OPTIONS**

**50 - CHASSIS ITEMS STANDARD**

50.-1 1 Wheel Alignment Toe-In Verification

50.-1 2 Headlight Aim Verification

50.-1 3 Alternator Dual, OEM

50.-1 4 Batteries Dual, OEM, to remain in OEM location.

50.-1 5 Auto Throttle, (Gas Engine)  
Activates to 1500 RPM BY AIM MODULE once vehicle is in Park w/ Emergency Brake Set.

50.-1 6 Fuel, fill fuel tank.

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Itemnumber Description

### 51 - CHASSIS ITEMS OPTIONS

### 200 - INTERIOR CABINETS - STANDARD

- A.-1 1** A1: Cabinet Street Side Lower:  
-Plywood construction with gloss laminate finish.  
-(2) Removable wood doors  
-(1) Removable wood door w/ A/C intake louvered panel w/ recessed handle, fastened w/ (2) 1/4-20 truss head machine screws w/ nut certs for A/C evaporator, cot hardware, and exhaust motor access.  
-(1) Removable wood door w/ recessed handle, fastened w/ (2) 1/4-20 truss head machine screws w/ nut certs for Inverter, vacuum pump, and two-way radio access.  
-Includes exhaust vent intake.
- A.-1 2** A2: Cabinet Street Side Rear:  
-Plywood construction with gloss laminate finish.  
-Hinged door w/ non-locking "D" ring latch for folding stretcher/stairchair storage, interior lined with matching Anti-Microbial vinyl flooring for durability and sound deadening.  
-Includes adjustable strap and upper fixed shelf for head block storage.  
-Includes Dry Erase Markers and Holder.
- A.-1 3** A3: Cabinet Street Side Center:  
-Plywood construction with gloss laminate finish  
-(4) storage cabinets w/ polycarbonate sliding windows w/ KKK-A1822F Positive Latch Device.  
-Leader Max Opening cabinet design w/ fixed shelves.  
-Upper horizontal A/C plenum chamber w/ (3) rotating louvers.
- A.-1 4** A4: Cabinet Street Side Forward (action wall):  
-Plywood construction with gloss laminate finish.  
-Electrical storage cabinet w/ removable wood door w/ recessed handle, vented, fastened w/ (2) 1/4-20 truss head machine screws w/ nut certs at top of door, this cabinet will house electrical components.  
-Apply electrical schematic to back side of electrical door.  
-(1) upper storage/drug cabinet, 1/2 to be storage w/ Clear polycarbonate sliding window and 1/2 to be the locking drug compartment w/ Opaque polycarbonate sliding window w/ KKK-A1822F Positive Latch Device, w/ 7/8" drawer lock.  
-Mid section to be recessed and open for the location of switches, oxygen, suction, etc.  
-Stainless Steel (3) latex glove box storage. (gloves not included)  
-Upper horizontal A/C plenum chamber w/ (2) rotating louvers.
- A.-1 5** A5: Partition Wall:  
-Plywood construction with gloss laminate finish.  
-Attendant seat with protective pads.  
-Recess 110V. outlet.  
-Dual window opening w/ (1) sliding (Clear) polycarbonate window and (1) sliding (opaque) polycarbonate window for night anti-glare driving.

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**A.-1 6** A6: Partiton/ALS Curb Side:  
-Plywood construction with gloss laminate finish.  
-(3) Section cabinet with vertical sliders and open top w/ 3/4" lip w/ trim lock and 1" black strap w/ quick clip, and rubber mat for jump bags.  
-Upper section has (1) adjustable shelf and Leader Max Opening cabinet design.  
-Center section has a slide out drawer for airway storage.  
-Lower vertical slider for visual and physical access to O2 regulator.  
-Includes partition wall panel to sepearate cab and patient area for infectious control.  
-Transverse oxygen cabinet, this cabinet will house the main transverse oxygen bottle "M" or "H" and (1) "D" size portable O2 bottle w/ opening for oxygen valve access w/ hinged aluminum door and non-locking latch for bottle access.  
-Includes Leader exclusive "M-Loader" to assist in loading the oxygen bottle w/ 250 pound rated slides and rotating cradle.

**A.-1 7** A7. A6: Curbside squad bench/wall:  
-Plywood construction with gloss laminate finish & aluminum backboard storage compartment.  
-Squad bench w/ cockpit style seating and IMMI-PER4MAX 4-point restraint seat belts to allow ergonomic access for patient care while remaining buckled in.  
-(2) hinged seat cushion lids w/ gas cylinder hold open devices and seat belt hold down straps on each lid.  
-Sharps Container 5QT. located on wall between backrests w/ Red aluminum wall bracket holder w/ turn latch to hold Sharps container in place.  
-Trash container with Red hinged polycarbonate lid w/ aluminum edge handle located @ head of squad bench.  
-Leader slanted 16 gage aluminum backboard storage.  
NOTE: Sharps and Trash containers included  
NOTE: Seat cushions, back rests, head rests will be velcro attached.

**A.-1 8** A8: Cab Console:  
-Plywood construction with laminate finish.  
-Located between cab seats, removable lid.  
-Two-way Radio Location (Qty 2 radios)  
-Electronic Siren  
-USB Dual Port Outlet

**A.-1 9** A9: Action Wall Panel:  
-Plywood construction w/ (Black Matte Finish), location for electrical components.

**A.-1 10** A10: Patient Compartment Sub Floor:  
- Anti-microbial vinyl flooring high pressure glued to 1 1/4" marine grade plywood.

**A.-1 11** A11: Patient Compartment Ceiling:  
-1/4" MDF (one piece) with gloss finish laminate.

### 2000 - INTERIOR CABINETS - OPTIONS

### 300 - INTERIOR TRIM AND COLOR - STANDARD

2855

Chassis:

Quoted By:

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VIN Number

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Itemnumber Description

- |      |    |                                                                                                                                                                                                                                                                                             |
|------|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| B.-1 | 1  | Vinyl Floor color/material, - Anti-Microbial, Lonseal - Lonspeck Twilight Zone (Black)<br>(no coving, no cove molding, silicone only)                                                                                                                                                       |
| B.-1 | 2  | Seat Cushions, Back Rests, Head Rests, Gimp, Headbumpers, Fillers. Upholstery color/material -<br>Vacuum formed seamless w/ velcro fasteners, Color: Black Morbern.                                                                                                                         |
| B.-1 | 3  | Attendant Seat, EVS #1770 Black High Back seamless attendant seat w/ IMMI-PER4MAX 4-point<br>restraint, w/ Leader Logo stamped into seat back, w/ reinforced pedestal base #CBPED w/out sliding<br>track, w/ Black Aluminum cover over front of pedestal base, seat is in a fixed location. |
| B.-1 | 4  | Laminate color, (White Gloss)<br>Action wall panel (Matte Black)                                                                                                                                                                                                                            |
| B.-1 | 5  | Laminate color patient compartment ceiling, (White Gloss) #D354-F1                                                                                                                                                                                                                          |
| B.-1 | 6  | Headliner - cab / OEM                                                                                                                                                                                                                                                                       |
| B.-1 | 7  | Patient compartment (side & rear) lower door panels, OEM<br>NOTE: Side OEM door panel to be covered with (Black) Sun Grip Material.                                                                                                                                                         |
| B.-1 | 8  | Polycarbonate color .240, tinted                                                                                                                                                                                                                                                            |
| B.-1 | 9  | Double insulation package, precision cut polystyrene fit into OEM cavities then covered over with foil<br>backed bubble reflectix, walls and roof for both thermal and acoustic insulation.                                                                                                 |
| B.-1 | 10 | Stainless Steel rear vertical door jamb trim plates. (driver & passenger side)                                                                                                                                                                                                              |

**3000 - INTERIOR TRIM AND COLOR - OPTIONS****400 - WARNING DEVICES - STANDARD**

- |      |   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|------|---|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| C.-1 | 1 | Front Light Pod / Warning-Scene Lights:<br>-Light Pod, full width fiberglass painted to match chassis.<br>-(1) Forward Facing Whelen LED 600 Series Warning Light Red w/ Red Lens (Steady)<br>-(2) Forward Facing Whelen LED 600 Series Warning Light Red w/ Red Lens (Flashing)<br>-(2) Forward Facing Whelen LED 600 Series Warning Light White w/ Clear Lens (Flashing)<br>-(2) Side Facing Whelen LED 700 Series Warning Light Red w/ Red Lens (Flashing)<br>-(2) Side Facing Whelen LED 700 Series Scene Light w/ Clear Lens (Scene)<br>-(Refer to print for location) |
| C.-1 | 2 | Warning lights grille, (2) Whelen ION T-Series Linear Super LED Red w/ Clear lens, and Black Flange.                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |



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**L 2855**

VIN Number

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Quoted by: Dave Bake

Itemnumber Description

C.-1 3 Warning lights, front intersection, (2) total, (1) on each side, Whelen ION T-Series Linear Super LED, Red w/ Clear lens, and Black Flange.

C.-1 4 Rear Light Pod / Warning-Scene-Brake Lights + OEM Back up Camera:  
-Light Pod, full width fiberglass painted to match chassis.  
-(2) Rear Facing Whelen LED 700 Series Warning Light Red w/ Red Lens (Flashing)  
-(2) Side Facing Whelen LED 700 Series Warning Light Red w/ Red Lens (Flashing)  
-(2) Rear Facing Whelen LED 700 Series Warning Light Amber w/ Amber (Flashing)  
-(2) Rear Facing Whelen LED 700 Series Scene Light White w/ Clear Lens (Scene)  
-(2) Side Facing Whelen LED 700 Series Scene Light White w/ Clear Lens (Scene)  
-(1) Kenequip LED Brake Light (Mandatory)  
-(1) OEM Back-Up Camera (Mandatory)  
-(Refer to Print for location)

C.-1 5 Siren speakers, Cast Product (2) 100 Watt, driver and passenger sides, mounted thru OEM bumper. (Black Finish)

C.-1 6 Back-up alarm, rear mounted, 97 decibel with auto reset, w/ defeat switch located in cab overhead switch plate.

C.-1 7 Siren electronic w/ remote amp, mounted in cab center console. Whelen 295HFSA7 Ca. Spec. (high-low deleted flush mount bezel, dual tone, 100 watt output, w/ removable mic, hands free, horn ring control. NOTE: Siren to be activated via Primary/Secondary Switch in Primary Mode Only.

**4000 - WARNING DEVICES - OPTIONS****500 - ELECTRICAL CONTROL CENTER - STANDARD**

D.-1 1 Electrical component center, conversion components, 5 minute shut down timer, KKK-A1822F Flasher, KKK-A1822F Flash Pattern, circuit boards, relays, solenoids, circuit breakers, etc. Located in A4 cabinet.

D.-1 2 Cab, Switches / Volt Meter Plates:  
-(1) Plate for the following: Back-up Alarm / Blank. Attached to overhead OEM headliner in cab.  
-(1) Plate for the following: Switches / Indicator Lamps / Dimmer. Attached to overhead OEM headliner in cab.  
-(Refer to print for location)

D.-1 3 Dimmer switch for rocker switch backlighting and indicator lamps. (cab only)  
Located on cab overhead switch plate.

D.-1 4 Voltage Meter Digital, (Kinequip) w/ audible low voltage warning, buzzer will sound if voltage drops below 11.8. Located in center console.

D.-1 5 Indicator lamps - "DOOR OPEN" Red / "LOW VOLTAGE" Amber.

D.-1 6 Indicator lamps - "BLANK" / "MASTER ON" Green.

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Chassis:

0

Quoted By: **Dave Bakey**

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Dave Bakey 626 575-0880

**L 2855**

VIN Number

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Quoted by: Dave Bakey

Itemnumber Description

|      |    |                                                                                                                                                                                                 |
|------|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| D.-1 | 7  | Switch, "PRI. SEC" w/ center off, Primary controls all emergency lights, Secondary controls all emergency lights except Lightbar, Grille lights, and Intersection lights. lit Red/Amber Switch. |
| D.-1 | 8  | Switch, "BACK-UP ALARM" non-lit momentary.                                                                                                                                                      |
| D.-1 | 9  | Switch, "LEFT SCENE" lit White.                                                                                                                                                                 |
| D.-1 | 10 | Switch, "RIGHT SCENE" lit White.                                                                                                                                                                |
| D.-1 | 11 | Switch, "REAR SCENE" lit White.                                                                                                                                                                 |
| D.-1 | 12 | Switch, "PATIENT DOME", 3-way, lit Amber.                                                                                                                                                       |
| D.-1 | 13 | Switch, "PATIENT HEAT/AC" 3-way, lit Blue.                                                                                                                                                      |
| D.-1 | 14 | Switch, "MODULE DISCONNECT" lit Green.                                                                                                                                                          |
| D.-1 | 15 | Two-way radio power, Positive-Negative-Ignition, with terminal strip, located inside center console.                                                                                            |

**5000 - ELECTRICAL CONTROL CENTER - OPTIONS****600 - ELECTRICAL PATIENT COMPARTMENT - STANDARD**

|      |   |                                                                                                                                                                                                                                                                                                                      |
|------|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| E.-1 | 1 | Dome lamps, ceiling, (6) Whelen LED flush mount, high-low, activated via door jamb switch (low intensity) and switch panel activated (high-low)                                                                                                                                                                      |
| E.-1 | 2 | Electrical outlet 12 volt, total (1), Blue Sea Brand #1011, cigarette lighter type.<br>NOTE: (Unless noted 12 volt outlets will shut down with timer)<br>Location:<br>(1) in rear action wall. (refer to print for location)                                                                                         |
| E.-1 | 3 | Electrical outlet 12 volt Combination USB Port Type A 3.0 / Type C 4.0<br>Quantity (2)<br>NOTE: (Unless noted 12 volt USB outlets will shut down with timer)<br>Location:<br>(1) Cab, center console next to siren. (refer to print for location)<br>(1) Action wall area. (refer to print for location)             |
| E.-1 | 4 | Electrical, (2) 120V (15amp GFI protection via Inverter) illuminated outlets, 14-AWG (3) conductor cable terminating in Inverter compartment w/ male plug on end of cable. Connect to Inverter 120V output.<br>(1) ALS cabinet area. (refer to print for location)<br>(1) Action wall. (refer to print for location) |

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Chassis:

0

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Itemnumber Description

E.-1 5 Work Light, LED strip light located under action wall panel for attendant. Activated w/ lit switch in action wall.

E.-1 6 Switch panel patient compartment, (12) position.

E.-1 7 Switch, "PATIENT DOME" 3-way, lit Amber.

E.-1 8 Switch, "DOME HI-LO", lit White.

E.-1 9 Switch, "EXHAUST" lit Amber.

E.-1 10 Switch, "ELECT SUCTION" lit Amber.

E.-1 11 Switch, "PATIENT HEAT A/C" 3-way, lit Blue.

E.-1 12 Switch, "A/C FAN HI-LO", lit White.

E.-1 13 Switch, "A/C HEAT-COOL" lit Red

E.-1 14 Switch, "INVERTER", lit Red.

E.-1 15 Switch, "WORK LIGHT" lit White.

E.-1 16 Shore power, 120V, 15 amp w/ Hubbel cast cover, inlet located behind driver door, 10-AWG (3) conductor cable from Shoreline inlet terminating in electrical box behind drivers seat w/ 15 amp circuit breaker. 12-AWG (3) conductor cable from electrical box behind drivers seat terminating in Inverter compartment w/ female plug on end of cable. Connect female plug to Inverter 110V Input.

E.-1 17 Restocking light digital 5 minute timer, Momentary Rocker switch on single switch plate located on curbside wall @ head end of squad bench, controls all (6) dome lights, (high intensity)

E.-1 18 Step Well Light LED, located in side door step well, door switch activated.

E.-1 19 Power Inverter/Battery Charger, 1100W Vanner "LifeSine" LSC12-1100, with fully integrated 1FM1 module.  
(connected to electrical outlets and shoreline)

(Includes Inverter pre-wire 12 volt Pos-Neg with Anderson quick disconnect connector, terminating inside inverter compartment.

E.-1 20 OEM Door Jamb Electrical Switches, (2) total. Controls patient compartment dome lights, side & rear scene lights, door open indicator lamp.  
Location:  
(1) at rear access door jamb.  
(1) at side access door jamb,

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E.-1 21 Patient Comp Driver Intention Lights:  
(2) LED Amber Lights (Turn)  
(1) LED Red Light (Brake)  
Tied to OEM circuits  
Refer to print for location

E.-1 22 Interior Cot Loading Lights:  
-(2) OEM White LED loading lights  
-Mounted on plastic flange  
-Activated via rear door switch only  
-Refer to print for location

**6000 - ELECTRICAL PATIENT COMPARTMENT - OPTIONS****700 - ELECTRICAL AND MECHANICAL - STANDARD**

F.-1 1 Air conditioning / Heater, patient compartment evaporator (floor mount) ducted central air, w/ air intake vent and (5) A/C round louvers.

F.-1 2 Air Conditioning Hose, shielded low loss, wedged on fittings, R134 (included w/ F1)

F.-1 3 Heater Hose, Nomex, Ford QVM. (included w/ F1)

F.-1 4 Power Exhaust 4" vent, w/ Cowl exterior vent cover.  
(Refer to prints for location)

F.-1 5 Wiring loom; hi temp SXL, color coded, number coded and function labeled, with split loom wire protection

F.-1 6 Antenna wiring RG58AU (2), located in patient compartment ceiling behind two forward dome lights, terminates behind drivers seat in front cab.

**7000 - ELECTRICAL AND MECHANICAL - OPTIONS****800 - OXYGEN SYSTEM - STANDARD**

G.-1 1 Aspirator, action wall area, SSCOR 22000, flush mount panel and gauge w/ S/S Canister Holder.

G.-1 2 Vacuum pump, 12V, w/vent tube to exterior.

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Itemnumber Description

G.-1 3 Oxygen system, (2) outlets Amico Ohio style quick release, mounted on plastic trim rings.  
Location: Action wall panel.

G.-1 4 Oxygen bottle rack w/ Assit Loader, transverse mount, Leader style rack, storage for "M" tank. Includes  
bottle assist loader on 36 inch slides with 24 inch lever handle.

G.-1 5 Oxygen Single Bottle Holder, (1) Leader design "D" size, quick release, located in transverse O2  
compartment.

G.-1 6 Oxygen wrench, fasten cable to wall by oxygen bottle.

**8000 - OXYGEN SYSTEM - OPTIONS****900 - HARDWARE -STANDARD**

H.-1 1 Seat belts IMMI-PER4MAX, patient compartment squad bench, (2) 4 point restraint seat belts for squad  
bench attendants and (2) sets of lap belts, for patient tie down on squad bench.

H.-1 2 I.V. hardware, wall mount, (2) Chrome spring loaded clip type.  
(Upper A3 Streetside Cabinet)

H.-1 3 (2) Pull handles, patient compartment black rubber interior rear doors.  
Located horizontally on the interior of rear patient compartment doors.

H.-1 4 Ceiling grab rail, center mounted, 1 1/4" stainless steel, with Red powdercoat finish 64" length.

H.-1 5 Door sills (2) side & rear, bright stainless steel, with ramp edge at rear.

H.-1 6 OEM Rear bumper step

H.-1 7 Fire Extinguisher, ABC, 5lb. w/ quick release bracket.  
Quantity (2) ship loose.

H.-1 8 Cargo Net, located @ head end of squad bench, 1 1/2" Black webbing, (2) Seat Belt style buckles.  
Lower Anchor points mounted to squad bench with (2) OEM D rings.  
Upper Anchor points mounted to ceiling with (2) Ancra plates.

H.-1 9 Patient Compartment Safety Straps:  
-(2) 1 inch red safety straps mounted in upper rear door corners for entering/exiting.

H.-1 10 Prep with 1/2" metal mounting plate below floor for future PowerLoad/PerformanceLoad/ StatTrac  
Installation.

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H.-1 11 Exterior vent cover for oxygen compartment.  
Refer to prints for location.

**9000 - HARDWARE - OPTIONS**

**1000 -PATIENT HANDLING EQUIPMENT - STANDARD**

I.-1 1 Cot fastener, Stryker #6371, rear wall mount, front removable antlers. Includes rear (short) yellow safety hook w/ reflective tape on rear threshold. (specify cot model)

NOTE: The Litter Fastener/Anchorage you have selected for this order does not meet the performance requirements of the SAE J3027 - Recommended Practice for Ambulance Litter Integrity, Retention and Patient Restraint.

Section 3.11.6 of KKK-A-1822F, as revised July 1, 2015 (Change Notice 8), requires that the installed litter fastener device for wheeled cots meets the performance requirements of SAE J3027. Individual requirements for your State may also be applicable, and should be reviewed.

Based on your litter fastener selection, this ambulance will not be compliant with KKK-A-1822F in that specific respect.

**10000 -PATIENT HANDLING EQUIPMENT - OPTIONS**

**1100 -PAINT, BODY AND GRAPHICS - STANDARD**

J.-1 1 Emblems, Leader front fenders, rear doors, No Smoking labels, ETC.

**11000 -PAINT, BODY AND GRAPHICS - OPTIONS**



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South El Monte, CA 91733  
Daave Bakey 626.575-0880

**L 2855**

VIN Number

Parent Job 2855

Quoted by: Dave Bake

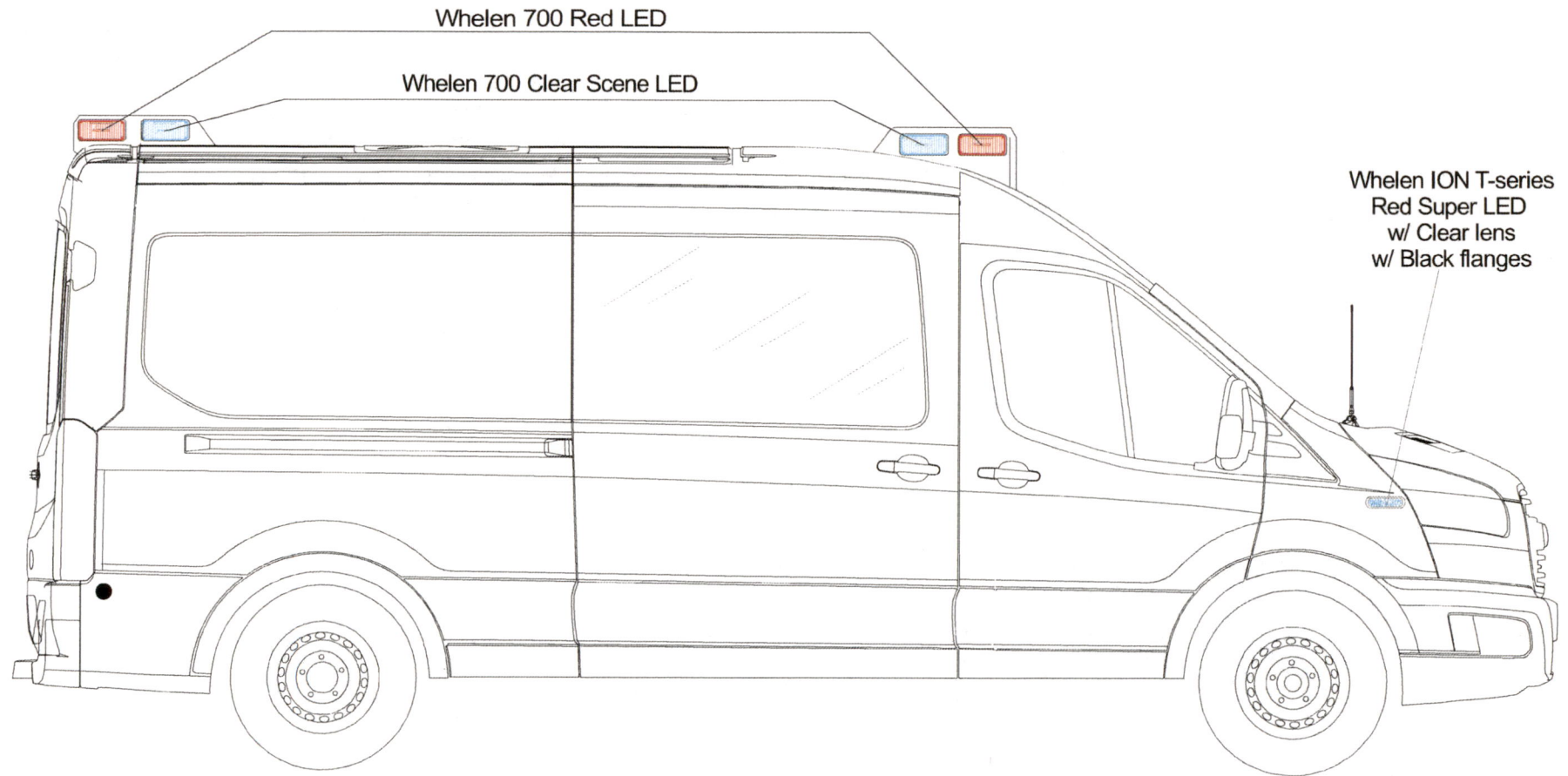
Itemnumber Description

**PLEASE NOTE CHANGE ORDER CHARGES AND FEES:**

**1. Change order received after confirmation but prior to production start: \$100 per item plus standard option cost**

**2. Change Order received after production start: \$200 per item plus two times the standard option cost and any additional labor to accommodate the change at \$200 per hour**

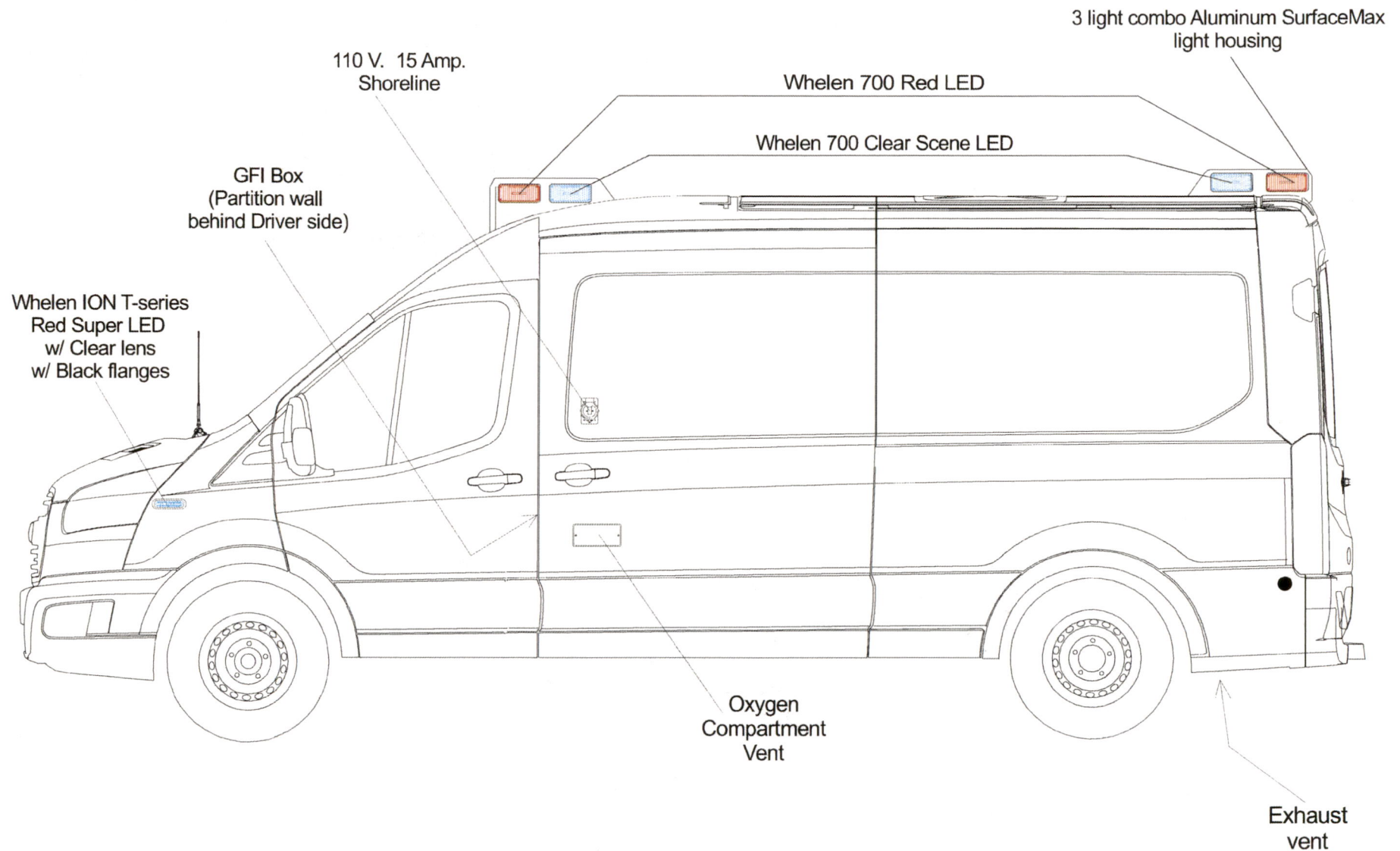
**3. Change Order received at delivery: \$300 per item plus three times the standard option cost and any additional labor to accommodate the change at \$200 per hour.**



Note: All dimensions are approximate and subject to change.

Leader MR "CE" 2025

Ford Transit Medium Roof 148" W.B. 69" Headroom



Note: All dimensions are approximate and subject to change.

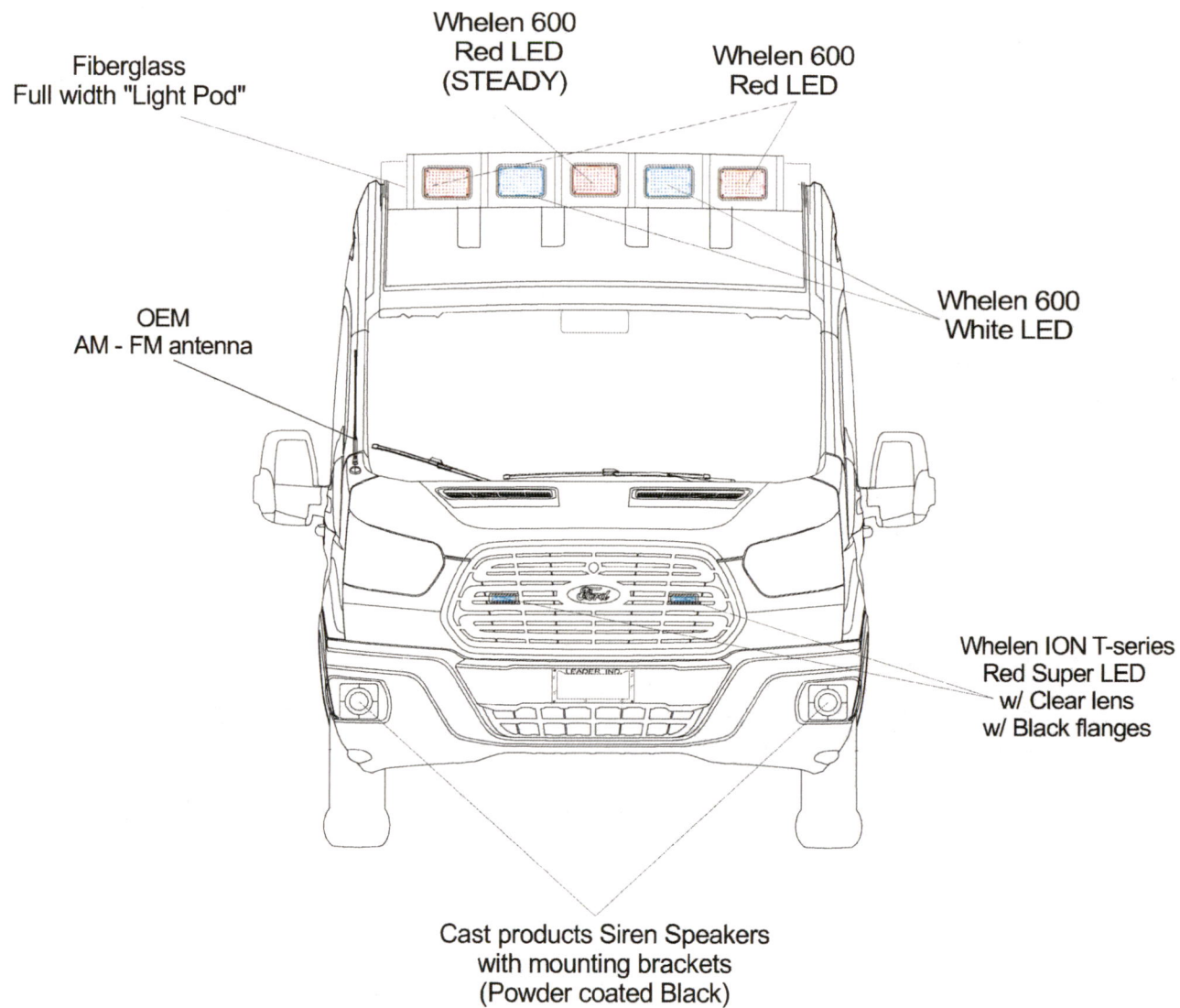
VIEW: Streetside Exterior

Drawn by: Jorge M.

DATE:

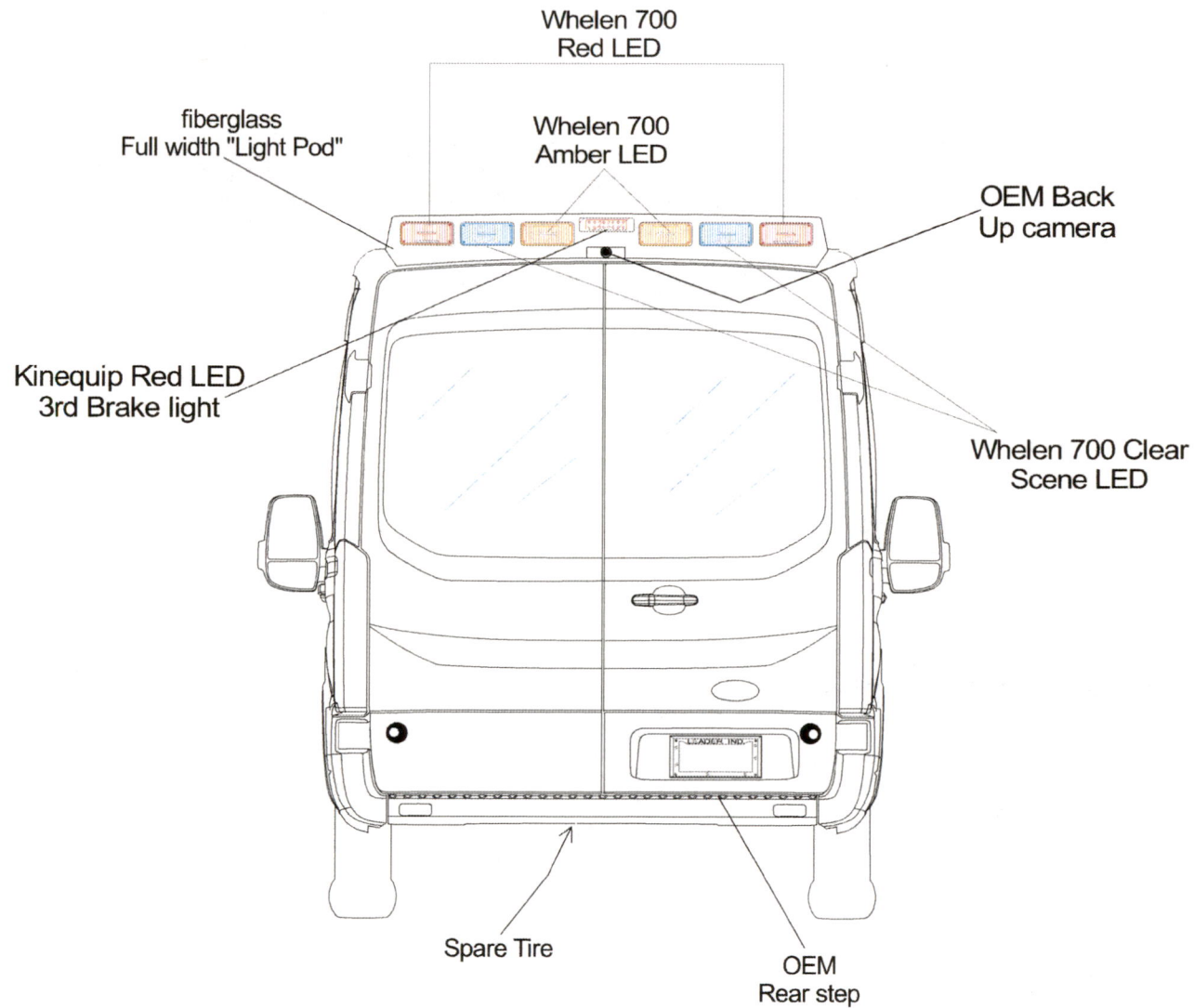
LE-2



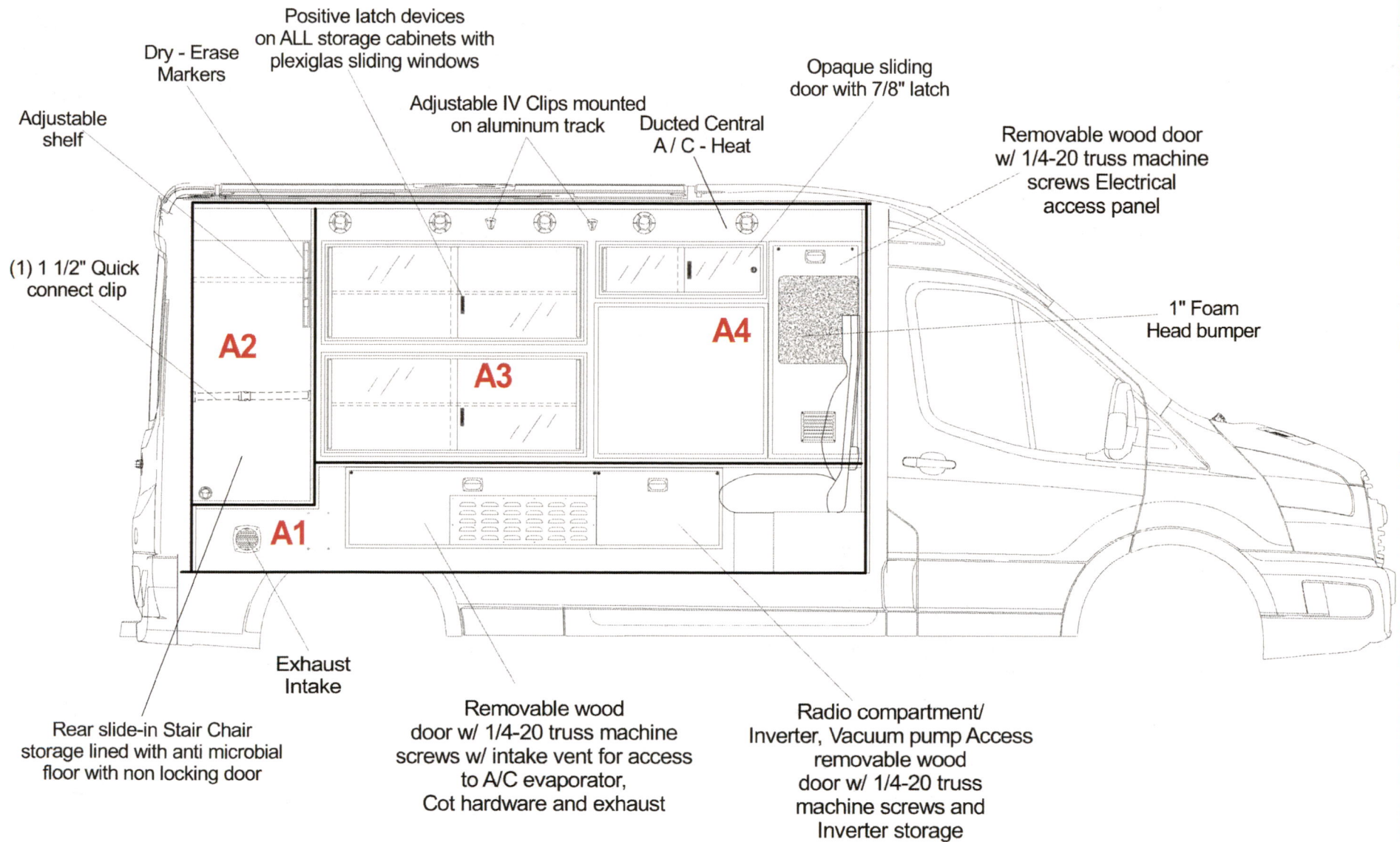


Note: All dimensions are approximate and subject to change.





Note: All dimensions are approximate and subject to change.



Note: All dimensions are approximate and subject to change.

VIEW: Streetside Interior

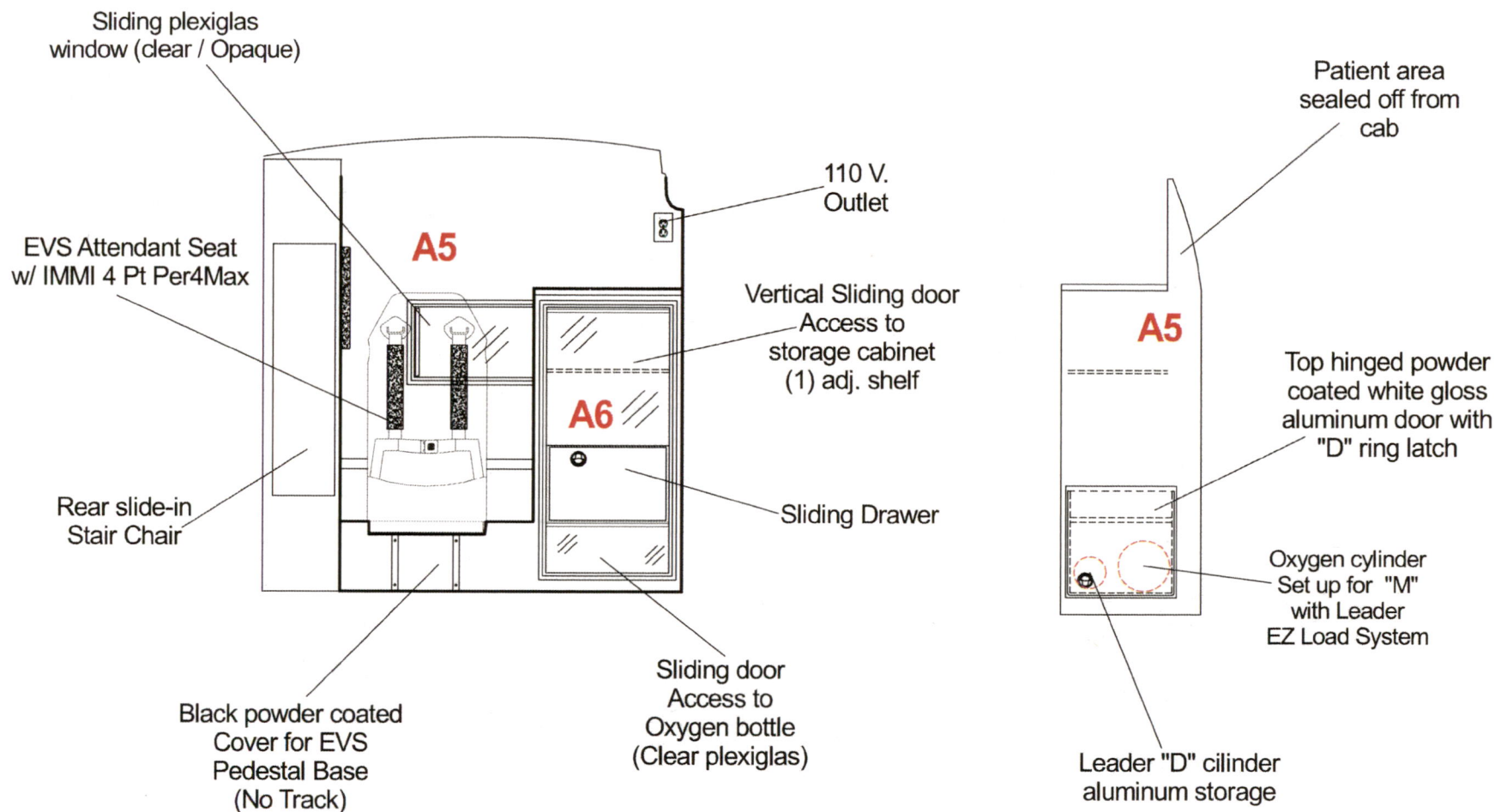
Drawn by: Jorge M.

DATE:

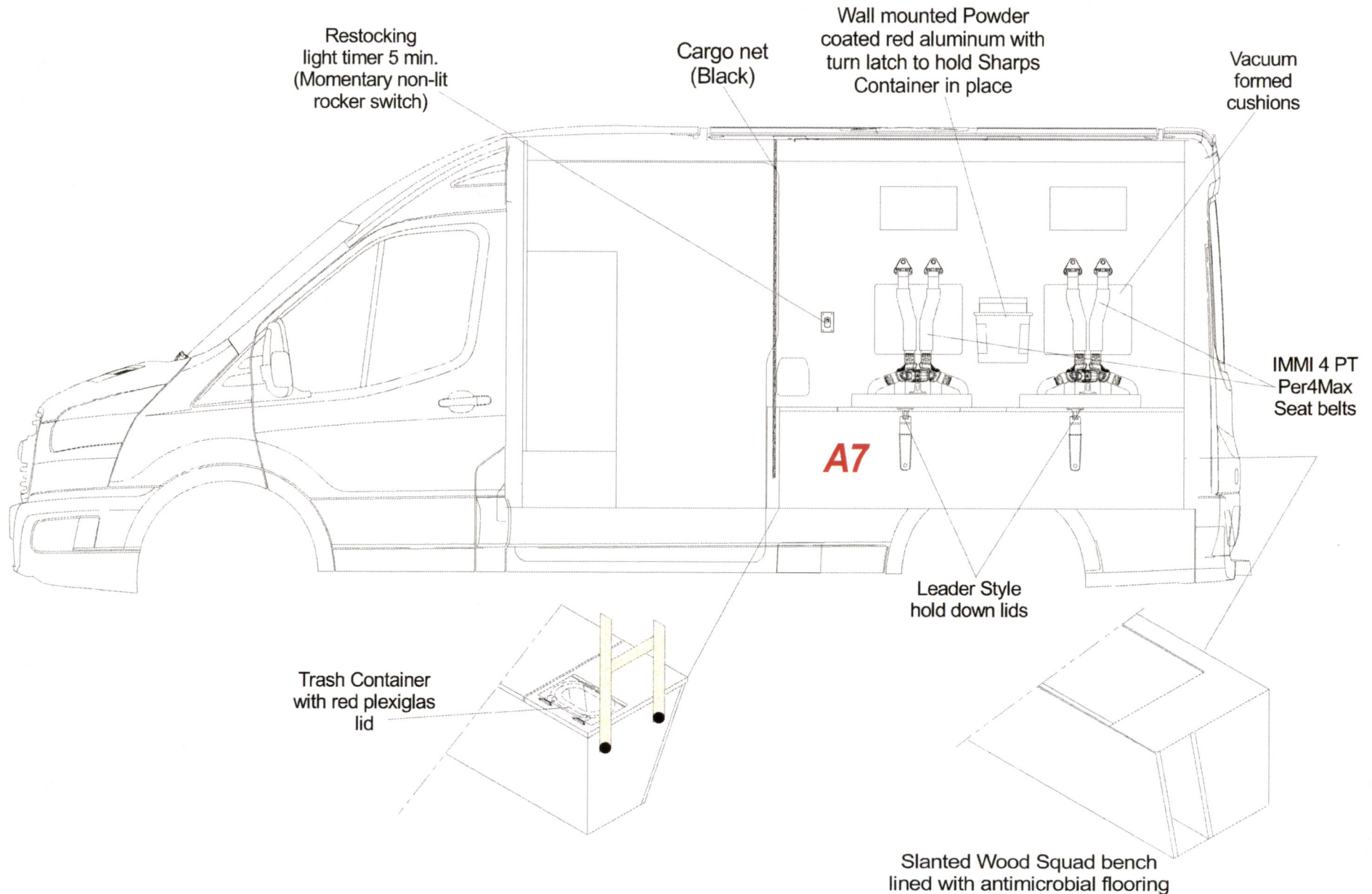
LE-5



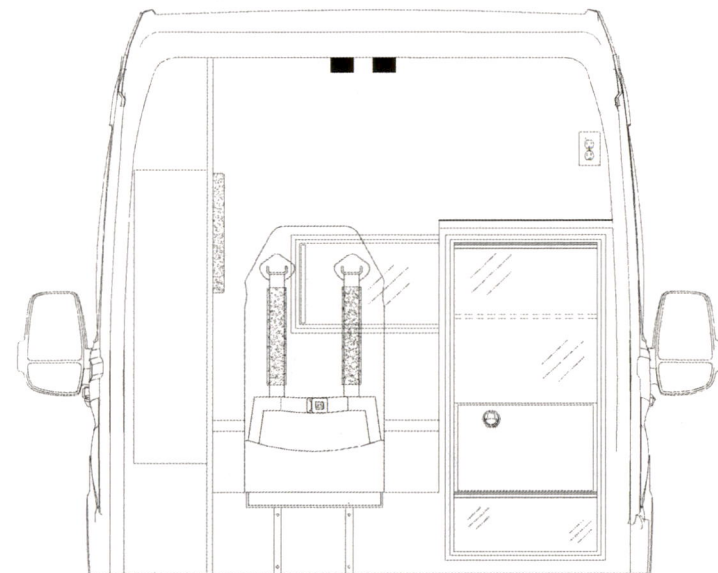
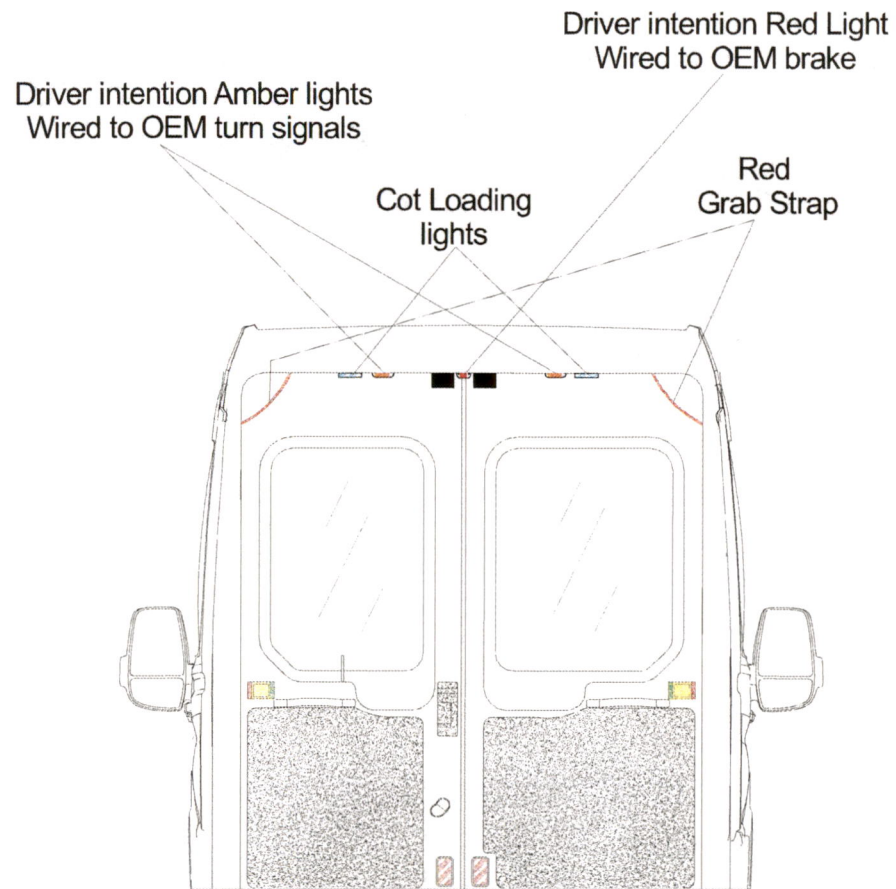




Note: All dimensions are approximate and subject to change.



Note: All dimensions are approximate and subject to change.



Note: All dimensions are approximate and subject to change.

VIEW: Rear Interior View

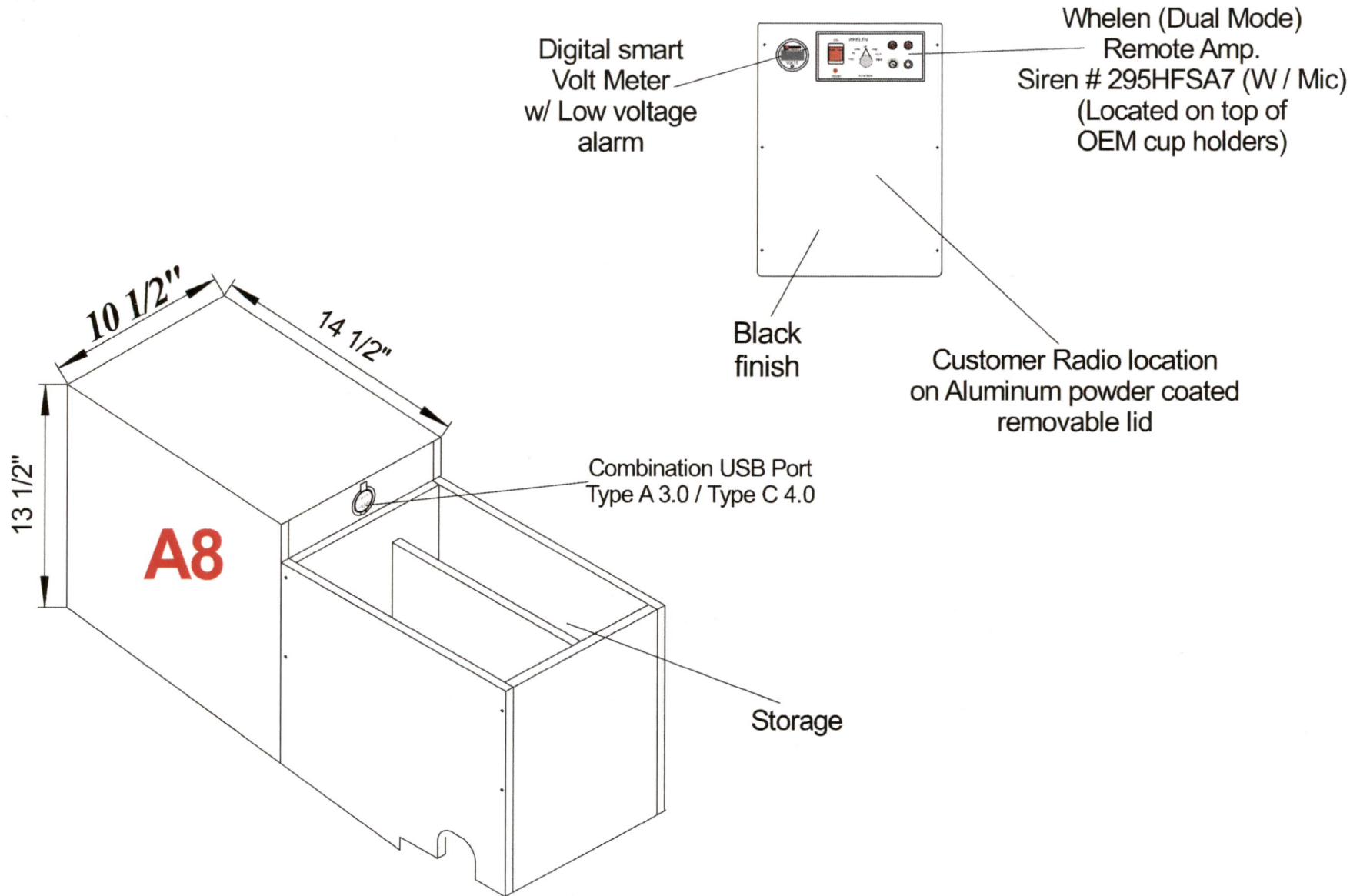
Drawn by: Jorge M.

DATE:

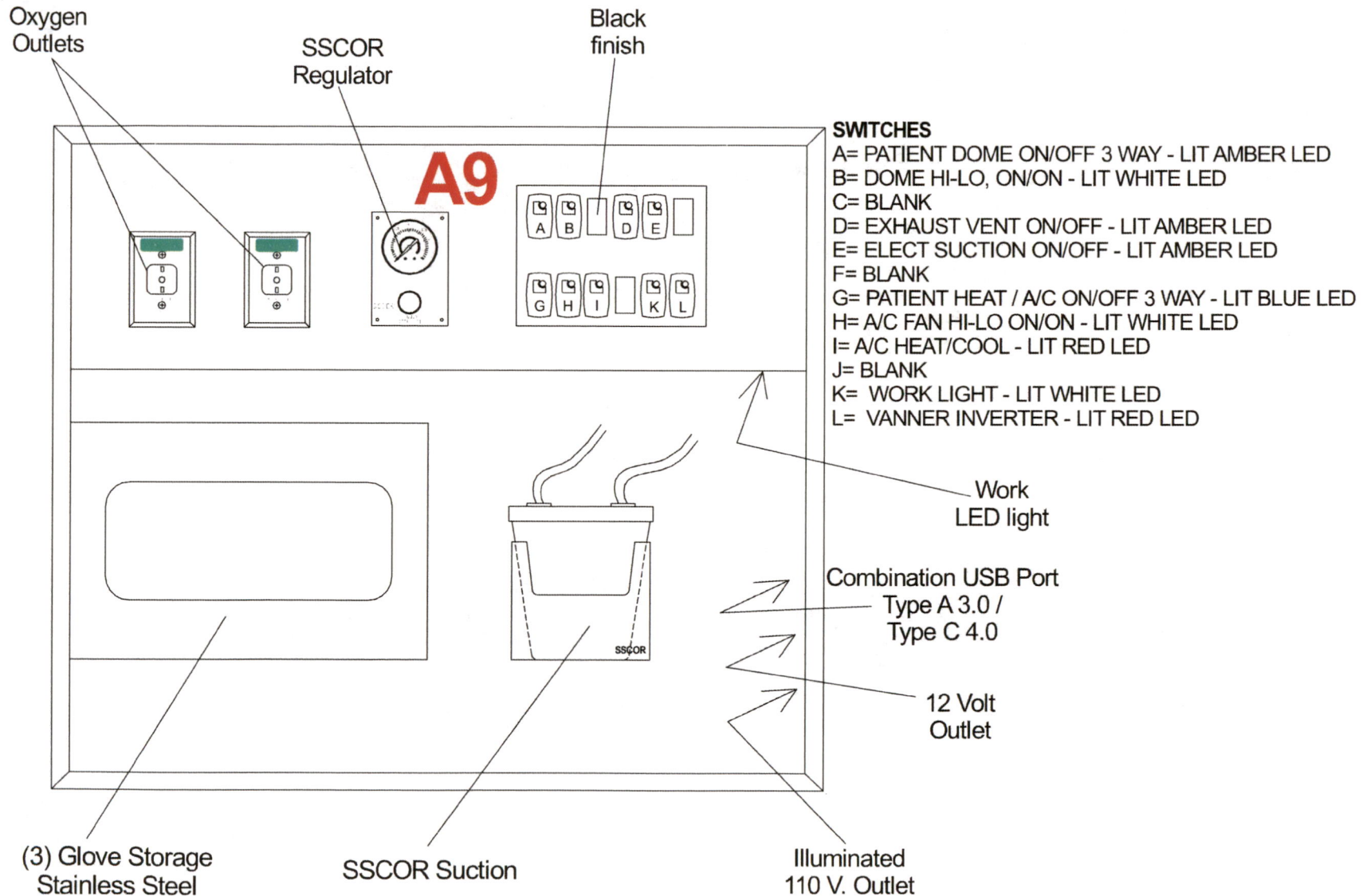
LE- 8



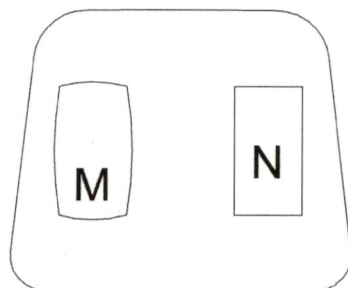
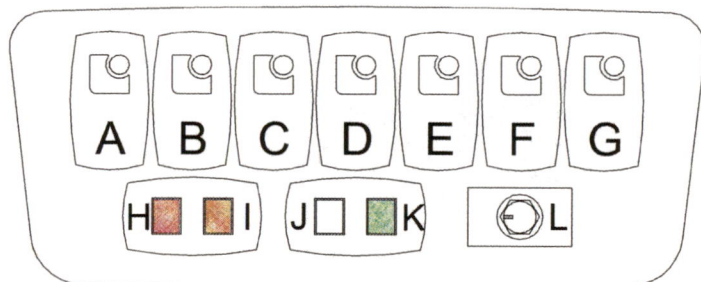




Note: All dimensions are approximate and subject to change.



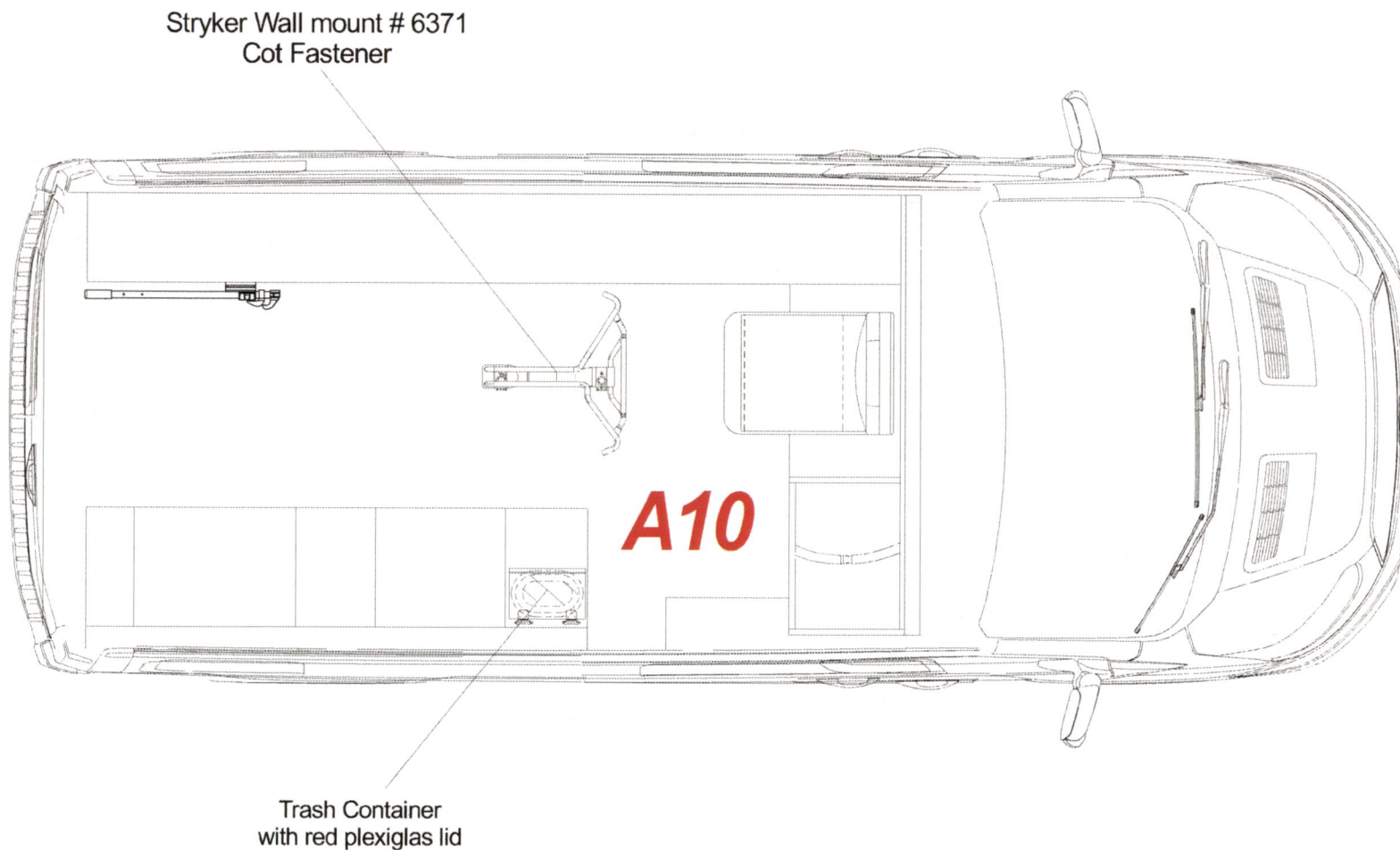
Note: All dimensions are approximate and subject to change.



- A. PRI-SEC - LIT RED / AMBER LED  
(SIREN ACTIVATED PRIMARY ONLY)
- B. LEFT SCENE - LIT WHITE LED
- C. REAR SCENE - LIT WHITE LED
- D. RIGHT SCENE - LIT WHITE LED
- E. PATIENT DOME 3 - WAY - LIT AMBER LED
- F. PATIENT HEAT/ AC 3 - WAY - LIT BLUE LED
- G. MODULE DISCONNECT - LIT GREEN LED
- H. INDICATOR LIGHT - LIT RED LED  
DOOR OPEN
- I. INDICATOR LIGHT - LIT AMBER LED  
LOW VOLTAGE
- J. BLANK
- K. INDICATOR LIGHT - LIT GREEN LED  
MASTER ON
- L. DIMMER KNOB
- M. BACK UP ALARM - (NON LIT )  
MOMENTARY ON
- N. BLANK

Note: All dimensions are approximate and subject to change.





Note: All dimensions are approximate and subject to change.

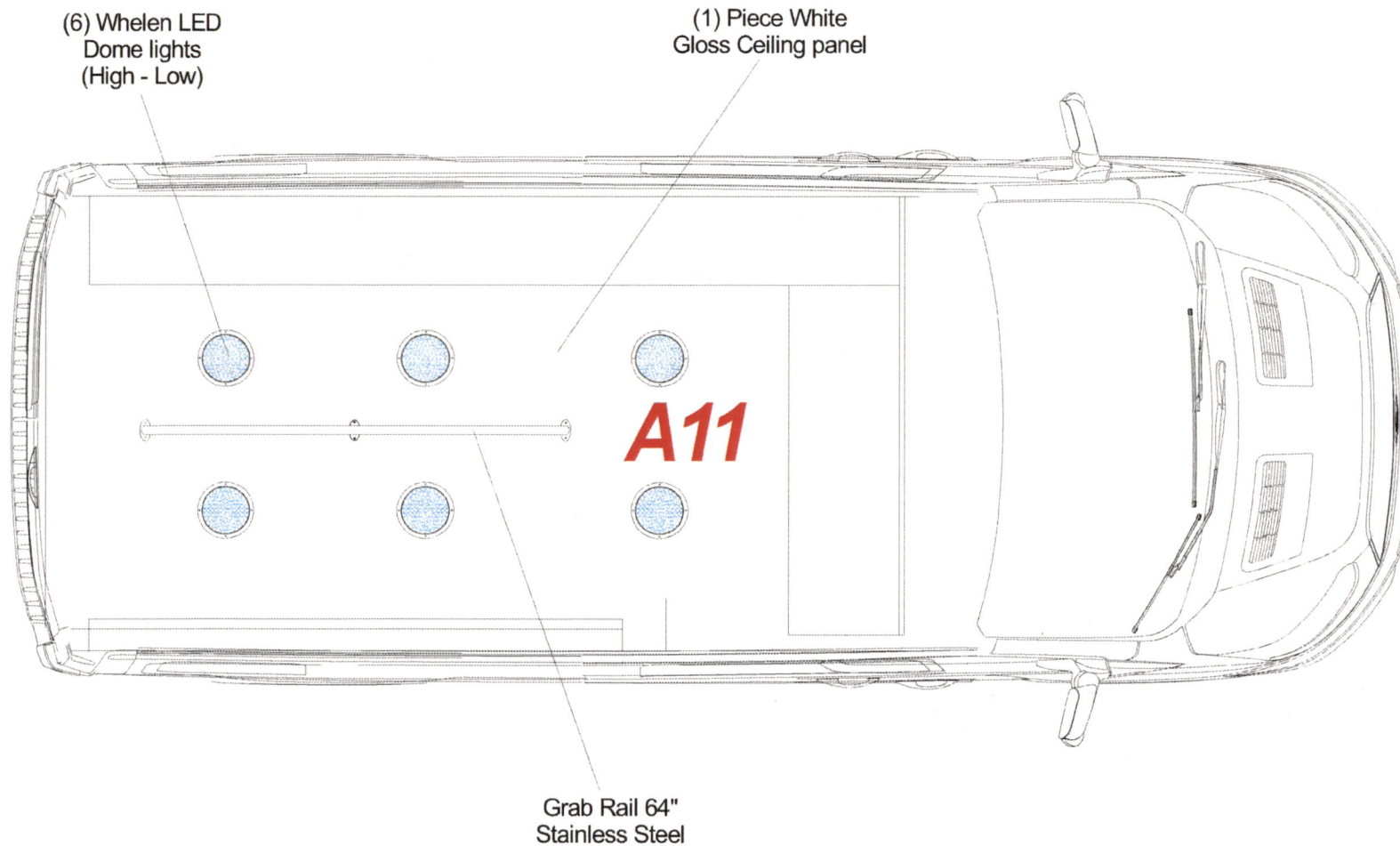
VIEW: Overhead Floor

Drawn by: Jorge M.

DATE:

LE-12

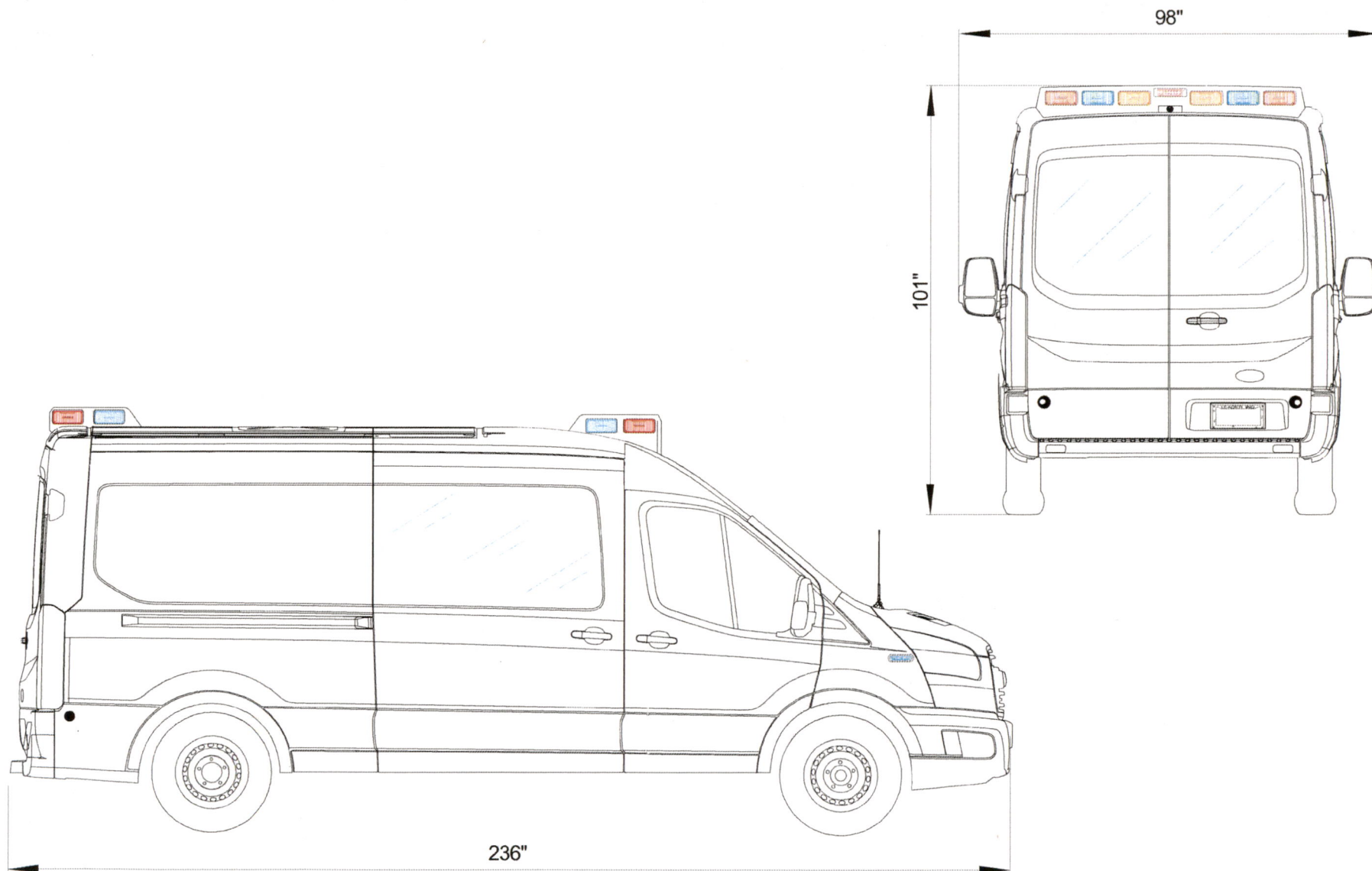




Note: All dimensions are approximate and subject to change.

Leader MR "CE" 2025

Ford Transit Medium Roof 148" W.B. 69" Headroom



Note: All dimensions are approximate and subject to change.

VIEW: Exterior Dimensions

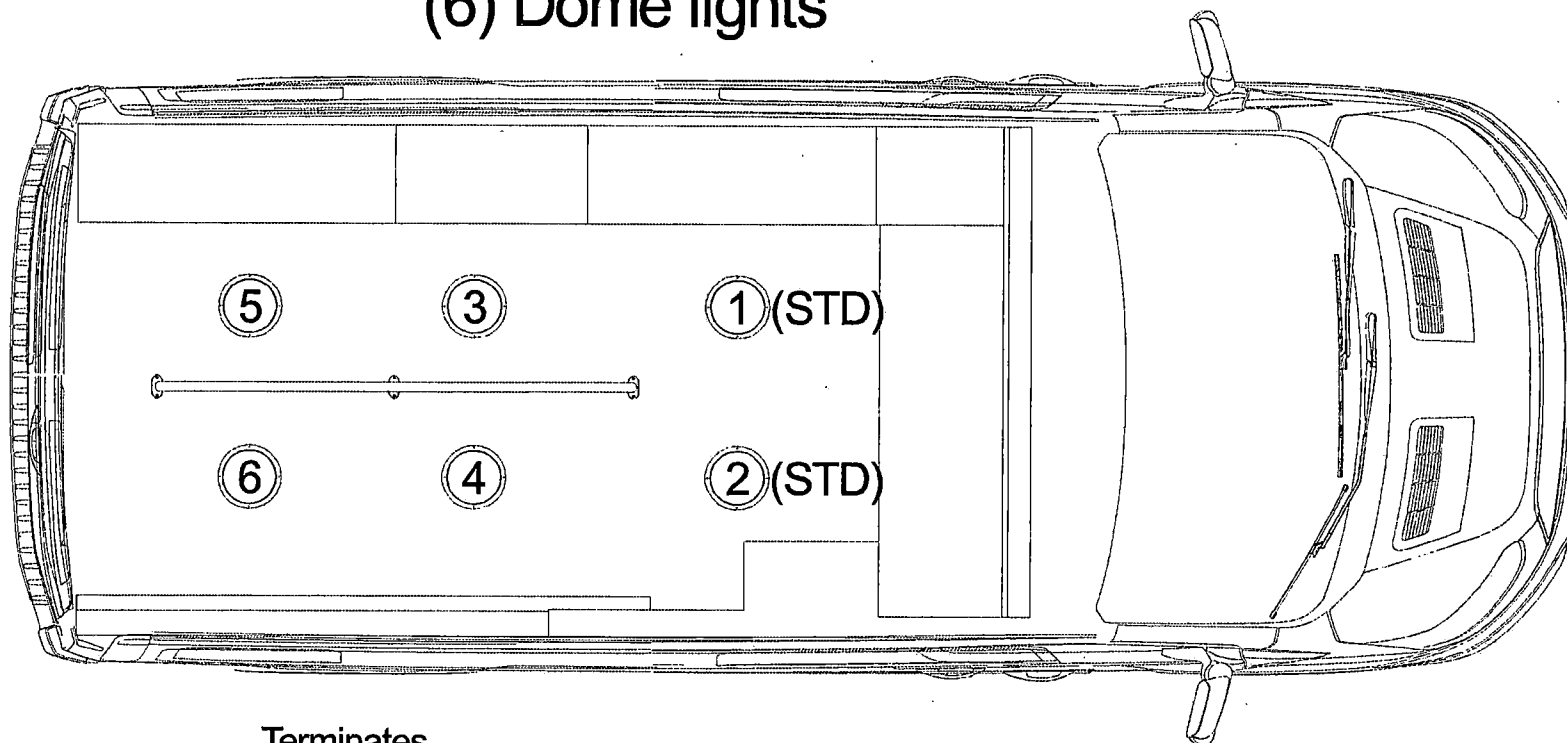
Drawn by: Jorge M.

DATE:

LE-14



# Antenna access behind dome lights (6) Dome lights



## Terminates

- 1) Behind driver seat
- 2) Behind driver seat
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_
- 6) \_\_\_\_\_

Note: All dimensions are approximate and subject to change.

## REQUEST FOR COUNCIL ACTION

**Request for Council Action:****Meeting Type:** Regular Meeting**Meeting Date:** August 27, 2025**Department:** City Attorney**Presented by:****Brief Title:** EXECUTIVE SESSION

Pursuant to A.R.S. § 38-431.03 (A)(7) The City Council may vote to go into Executive Session for the purpose of discussions regarding negotiations for the purchase, sale, or lease of real property.

**Potential Land Sale for Portions of Parcels 80216009J, 80218011J, 80219003, and 80217002; Ordinance 744-25**

**Agenda Section:** Executive Sessions**Agenda Sub-category:** Agreement/Contract**Action:** Other**PowerPoint Needed?:** No

### Request for Council Action

**Recommended Action:**

Confidential

**Background:**

Confidential

**Alternatives Considered:**

N/A

**Advisory Board/Commission Action:**

N/A

**Fiscal Impact:****Fiscal Year:****Amount Requested:****Line Item(s):**

---

**Budget Impact:**

---

**Notes:****Attachments:**

1. ORDINANCE Land Sale - Huntley
2. Area depiction (orange)
3. Land sale memo Huntley 8-27-25



**ORDINANCE NO. 744-25**

**AN ORDINANCE OF THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE, COCONINO COUNTY, ARIZONA, PERTAINING TO THE SALE BY NEGOTIATION OF REAL PROPERTY OWNED BY THE CITY OF PAGE; AND APPROVING THE AGREEMENT FOR THE PURCHASE OF REAL ESTATE.**

**WHEREAS, Section 32.036, Page City Code, provides that the City of Page may sell real property owned by the City of Page; and**

**WHEREAS, after appropriate publication of notice, Huntley, LLC or assigns (hereinafter "Buyer") desires to purchase the real property described in the Agreement for Purchase of Real Estate, subject to the terms and conditions of said Agreement, for the sum of \$14,000 per acre; and**

**WHEREAS, A.R.S. § 9-802 allows a City to adopt a public record by ordinance.**

**NOW, THEREFORE, BE IT ORDAINED BY THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE, COCONINO COUNTY, ARIZONA, as follows:**

**Section 1. The Agreement for the Purchase of Real Estate attached hereto as Exhibit 1 and incorporated herein by reference, is hereby declared a public record. A minimum of one paper copy and one electronic copy of Exhibit 1 shall be maintained in compliance with A.R.S. § 44-7041 in the office of the City Clerk and shall be available for public inspection during normal business hours.**

**Section 2. The following described real property may be sold to Buyer subject to the terms and conditions set forth in the Agreement for the Purchase of Real Estate, providing in part:**

**Description of property:**

**Approximately five hundred (500) acres of real property located in the City of Page, Coconino County, Arizona, within Coconino County Assessor's Map Parcel Nos: 80216009J, 80218011J, 80219003, and 80217002, more particularly described in Exhibit 1.**

**Sales Price:**

**The purchase price shall be \$14,000 per acre, plus Buyer shall also pay all costs including appraisal fees, escrow fees, title fees, recording fees, and seller's legal publication costs.**

**BE IT FURTHER ORDAINED BY THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE:**

**The terms and conditions of the attached Agreement for the Purchase of Real Estate are hereby approved and the Mayor is authorized to execute the Agreement and all necessary land sale documents.**

**This Ordinance is effective thirty (30) days from its adoption.**

**PASSED AND ADOPTED BY THE MAYOR AND CITY COUNCIL OF THE CITY OF PAGE, COCONINO COUNTY, ARIZONA this 27th day of August, 2025, by the following vote:**

|                    |       |
|--------------------|-------|
| <b>Ayes</b>        | _____ |
| <b>Nays</b>        | _____ |
| <b>Abstentions</b> | _____ |
| <b>Absent</b>      | _____ |

**CITY OF PAGE**

**By** \_\_\_\_\_  
**Mayor**

**ATTEST:**

**APPROVED AS TO FORM:**

\_\_\_\_\_  
**CITY CLERK**

\_\_\_\_\_  
**CITY ATTORNEY**

**EXHIBIT ON FILE AT:  
PAGE CITY CLERK'S OFFICE  
697 VISTA AVE., PAGE, AZ**

# Exhibit 1

## AGREEMENT FOR THE PURCHASE OF REAL ESTATE

This AGREEMENT FOR THE PURCHASE OF REAL ESTATE (the “**Agreement**”) is entered into effective as of \_\_\_\_\_, 2025 (the “**Effective Date**”), by and between City of Page, an Arizona municipal corporation (“**Seller**”), and Huntley, LLC, an Arizona limited liability company, or its assigns (“**Buyer**”), on the following terms and conditions:

### 1. Definitions.

The following terms are hereby defined for purposes of this Agreement and shall be given the stated meanings unless the context requires otherwise:

**Seller:** City of Page  
City Hall  
P.O. Box 1180  
Page, Arizona 86040  
Telephone: (928) 645-8861  
Attn: \_\_\_\_\_

**Buyer:** Huntley, LLC, or Assigns  
19 Queen Elizabeth Street  
London, SE1 2LP  
United Kingdom  
Telephone: (928) 278 4732  
Attn: Keith Moran

### **Escrow Agent:**

Pioneer Title Agency, Inc.  
1056 Vista Ave., Suite A  
P. O. Box 508  
Page, Arizona 86040  
Telephone: (928) 645-0064  
Attn: \_\_\_\_\_

### **Seller’s Land:**

Seller is the owner of the fee simple interest in approximately **five hundred (500)** acres of real property located in the City of Page, Coconino County, Arizona, within Coconino County Assessor’s Map Parcel Nos: 80216009J, 80218011J, 80219003, and 80217002, as described and depicted in Exhibit A attached hereto and incorporated herein by reference.

**Property:** A portion of Seller’s Land up to approximately five hundred (500) acres as

identified and legally described and depicted by Buyer and agreed upon by Seller, which shall not be unreasonably withheld, conditioned, or delayed, prior to the end of the Feasibility Period. Buyer will provide Seller, at its sole cost, a legal description and survey showing the exact portion of Seller's Land it desires to purchase, and, if applicable, any Easements (defined below) which may be necessary to provide Buyer access and utilities necessary to serve the Project over and across any City owned land adjoining the Property (defined below) as identified and legally described and depicted by Buyer and agreed upon by Seller, which shall not be unreasonably withheld, conditioned, or delayed, prior to the end of the Permit Approval Period (defined below). Upon submission of the survey and legal description to the Seller, the survey and legal description of the Property shall be integrated into the Agreement as Exhibit B, provided further that Exhibit B shall, if necessary, be amended to add the legal description(s) and depiction(s) of any Easements agreed upon by the parties. Subject to all of the terms and conditions of this Agreement, Seller agrees to sell, transfer and convey to Buyer, and Buyer agrees to purchase and acquire from Seller, that certain real property Buyer identifies and legally describes and depicts on its survey prior to the end of the Feasibility Period, together all of Seller's right, title and interest in and to (i) all buildings, structures and improvements located thereon; (ii) all appurtenances, hereditaments, reversions, remainders, development rights, well rights, water rights appurtenant to the Property, and air rights; (iii) any surface and subsurface oil, gas, minerals, caliche, gravel and/or hydrocarbons relating thereto not previously reserved on the records of the Coconino County Recorder's Office together with the right to all rents, royalties, credits and profits derived therefrom; and (iv) any and all other rights, privileges, hereditaments, and benefits appurtenant thereto or used in connection therewith (together, the "**Property**").

**Project:** Buyer desires to purchase from Seller, and Seller desires to sell to Buyer (subject to City of Page City Council approval as outlined below):

1. Property. A portion of Seller's Land up to approximately five hundred (500) acres as identified and legally described and depicted by Buyer and agreed upon by Seller prior to the end of the Feasibility Period (defined below);
2. Easements. Any Easements and/or rights of way as identified and legally described and depicted by Buyer and agreed upon by Seller prior to the end of the Permit Approval Period over any adjoining City land for, without limitation:
  - a. ingress, egress, and access to and from the Project (defined below);
  - b. electrical transmission and distribution lines;
  - c. water and wastewater lines;

- d. utility easements; and
  - e. temporary construction easements (collectively, the “**Easements**”), to the extent any of the Easements are necessary to fully support and serve the construction of the Project (each individually, an “**Easement Property**,” or collectively the “**Easement Properties**”) which together with the Data Center, the Energy Project, and the Water Supply, are referred to herein as the “**Project**”); and
3. Permits and Approvals. Although not specifically included in the sale of real property, the parties understand and agree that, prior to Closing, Buyer intends to separately seek required approvals and Permits (defined below) to:
- 1. develop, construct, use, operate, and maintain a 1GW data center (the “**Data Center**”);
  - 2. acquire, develop, construct, use, operate, and maintain an energy project, or to procure the necessary electricity, to support the operation of the Data Center (the “**Energy Project**”);
  - 3. acquire, develop, construct, and use water in a sufficient quantity and quality to continuously serve the Data Center and Energy Project (the “**Water Supply**”).

A preliminary depiction of the Project Area as well as the proposed Easement Properties is attached hereto as Exhibit B. The parties agree to work in good faith to identify and legally describe and depict the Property in greater detail, and to insert into this Agreement as Exhibit B on or before the end of the Feasibility Period, as the same may be amended at the end of the Permit Approval Period to add the legal descriptions and depictions of any Easements.

### **Zoning and Permits:**

Buyer will apply for and obtain any and all land use and zoning entitlement approvals that may be required by the City of Page for Buyer to develop, construct, use, operate, and maintain the Project after Closing, including without limitation, any General Plan Amendments, rezonings, Use Permits, Special Permits, Conditional Use Permits, Development Agreement(s) (together, the “**Zoning Change Applications**”), as well as any Permits required by the City of Page and any other governmental entities, without limitation, any Final Plat(s), and Grading and Drainage Permits (together, the “**Permits**”), as may be applicable.

### **Purchase Price:**

The purchase price for the Property, and any Easements, will be based upon the per acre appraised value of Fourteen Thousand Dollars



(\$14,000.00) as set forth in the April 9, 2025, appraisal performed by Huck Appraisal Office attached hereto as Exhibit C. However, the per acre appraised value shall be escalated annually each July 1 subsequent to the Effective Date of the Agreement until the Closing, based on the United States Department of Labor, Bureau of Labor Statistics, Consumer Price Index All Urban Consumers, West Region for All Items ("**CPI**"). If, on a relevant date, the CPI does not exist in the above format, the City will substitute any official index published by the Bureau of Labor Statistics, any successor agency, or similar governmental agency, which is then in existence and which is then most nearly comparable to the CPI. In addition, Buyer shall also pay all costs including appraisal fees, escrow fees, title fees, recording fees, and Seller's legal publication costs incurred herein.

### **Closing Date:**

The Closing Date shall be that date which is sixty (60) days following satisfaction with or waiver of the Conditions to Closing to Buyer's and Seller's satisfaction contained in Section 12. However, the Closing Date shall not extend beyond ninety-six (96) months from the Effective Date of this Agreement, unless agreed to in writing by the parties. Buyer and Seller shall pay all monies, execute, and deposit all documents, and complete all other obligations required hereunder in order to consummate the purchase and sale of the Property on or before the Closing Date. On, or as soon as practical following the Closing Date, Escrow Agent shall record all necessary documents and otherwise accomplish the provisions hereof so as to close the transaction contemplated hereby (herein sometimes referred to alternatively as the "**Closing**" or "**Close of Escrow**"). Buyer shall have the right to accelerate the Closing at any time on not less than ten (10) days' prior written notice to Seller so long as Seller has satisfied or waived its Conditions to Closing.

**2. Purchase and Sale of Property.** Subject to and upon the terms, provisions and conditions set forth herein, Seller agrees to sell, and Buyer agrees to purchase, all of Seller's right, title, and interest in and to the Property for the Purchase Price.

**3. Purchase Price and Payment Terms.** The Purchase Price shall be payable by Buyer in lawful currency of the United States. The Purchase Price shall be due and payable as follows:

(a) Within five (5) business days following Opening of Escrow Buyer shall deposit into Escrow Seventy Thousand and 00/100 Dollars (\$70,000.00) of earnest money in cash or corporate check (which sum, together with any and all interest earned thereon, shall be referred to as the "**Earnest Money**").

(b) On or prior to the Closing Date, Buyer shall deposit the balance of the Purchase Price (less the Earnest Money) into Escrow in cash or by other immediately available funds subject to closing costs, adjustments, and pro-rations as provided herein.

4. **Earnest Money.** The Earnest Money shall be held in a federally insured, interest bearing account. The Earnest Money shall apply as a credit toward payment of the Purchase Price at Close of Escrow. If this Agreement is terminated prior to the expiration of the Feasibility Period, the Earnest Money shall be refunded to Buyer unless specifically stated otherwise herein. If this Agreement is terminated after the expiration of the Feasibility Period, the Earnest Money shall be nonrefundable to Buyer and shall be paid to Seller unless the termination is pursuant to a provision of this Agreement expressly providing for the refund of the Earnest Money to Buyer.

5. **Escrow Opening and Closing.** The Opening of Escrow shall occur when Escrow Agent receives a fully executed counterpart of this Agreement signed by Buyer and Seller. The Escrow Agent shall sign and date this Agreement on the space provided at the end of this Agreement, indicating that Escrow has been opened as of such date. Escrow Agent shall immediately provide the parties with fully executed copies of the Agreement executed by Buyer, Seller, and Escrow Agent. The date set for conveyance of title to the Property and the performance of all conditions shall be the Closing Date as defined in the Definitions Section of this Agreement, above.

6. **Termination.** Upon any termination by either of the parties hereto as expressly allowed under this Agreement (including, without limitation, any deemed termination), (a) the Earnest Money shall be delivered to the party that this Agreement specifies is entitled thereto, (b) all other documents, instruments, and funds delivered into Escrow shall be returned to the party that delivered the same into Escrow, (c) Buyer shall promptly perform all of Buyer's obligations herein, and (d) the parties shall thereafter be relieved from any further obligations hereunder, except with respect to any obligations under this Agreement that are expressly stated to survive any termination of this Agreement.

7. **Title and Survey.**

(a) **Survey.** As part of the Reports (as defined below), Seller shall provide Buyer with copies of all surveys of Seller's Land (or any portion thereof) in Seller's possession or control, and to the extent there are any, Seller shall, at its sole cost and expense, cause such surveys to be certified to Buyer, Escrow Agent, and the company underwriting the Title Policy. Buyer, at its sole cost and expense, shall cause a new ALTA survey (the "**Survey**") of the Property to be prepared by a registered land surveyor or licensed civil engineer.

(b) **Title Commitment.** Within ten (10) days after Opening of Escrow, Escrow Agent shall issue and deliver to Buyer (collectively, the "**Title Commitment**"): (i) a current commitment for an ALTA extended coverage owner's policy of title insurance for Seller's Land, and (ii) clear and legible copies of all documents referenced as exceptions therein. Buyer shall have thirty (30) days after receipt of the Title Commitment to object in writing to Seller to any matters shown thereon ("**Buyer's Objection Letter**"). Any matters shown in the Title Commitment (or any amendments or updates thereof) which are not timely objected to by Buyer shall be deemed approved by Buyer and shall be "**Permitted**

**Exceptions.”** Seller shall use its best efforts to cure any objections Buyer has with respect to the condition of title. On or before ten (10) business days following Seller’s receipt of Buyer’s Objection Letter, Seller may elect, by delivering written notice of such election to Buyer and Escrow Agent (“**Seller’s Response**”) whether to cause Escrow Agent to remove or insure over any matters objected to in Buyer’s Objection Letter. If Seller fails to deliver Seller’s Response within the time frame set forth above, it shall be deemed to be an election by Seller not to cause Escrow Agent to so remove or insure over such objections. If Seller elects not to cause Escrow Agent to so remove or insure, then Buyer must elect, by delivering written notice of such election to Seller and Escrow Agent on or before the earlier to occur of (1) ten (10) business days following Buyer’s receipt of Seller’s Response, or (2) if no Seller’s Response is received by Buyer, ten (10) business days following the date on which Seller shall have been deemed to have responded, as provided above, to: (i) terminate this Agreement (in which event the Earnest Money shall be refunded to Buyer and the provisions of Section 6 shall apply); or (ii) proceed with this transaction in which event such objected to exceptions or matters shall be deemed approved by Buyer and become a Permitted Exception(s). In the event that Buyer fails to make such election on a timely basis, then Buyer shall be deemed to have elected to proceed with this Agreement in accordance with the preceding clause (ii). Notwithstanding any provision herein to the contrary, the parties understand and agree that an amendment to the Title Commitment will be ordered, and the parties shall repeat the title objection process set forth above after Buyer identifies and the parties agree upon the legal description of that portion of Seller’s Land that Buyer identifies as the Property. Upon Escrow Agent’s issuance of any amended preliminary reports or commitments for title insurance, Buyer shall have thirty (30) days after receipt of the same to object to any matter set forth in the new title commitment and shall have the same options as provided above with respect to objections to the original report.

(c) Unpermitted Exceptions. Notwithstanding anything to the contrary contained in this Agreement, at or before the Closing, and without the need for Buyer to object to the same in Buyer’s Objection Letter, Seller shall remove all financing encumbrances arising from any deeds of trust, mortgages, or other liens encumbering the Seller’s Land (expressly excluding the lien for current taxes and assessments); mechanic’s, materialmen’s and supplier’s liens; judgment liens; federal or state income or sales tax liens; and lis pendens, and Seller shall terminate all leases, possessory agreements, licenses and operating agreements which affect the Seller’s Land, all without cost to Buyer. Seller agrees to execute and deliver to Escrow Agent on or prior to the Closing Date, an owner’s affidavit, in form reasonably acceptable to Escrow Agent, so that the Title Policy contains no exceptions for parties in possession or mechanic’s or materialmen’s liens.

(d) Covenant Not to Encumber. Except as expressly contemplated herein, Seller shall not lien, sell, convey, assign, lease, or otherwise transfer all or any part of the Seller’s Land, or cause or permit any new lien, liability, encumbrance or obligation to be placed or imposed upon all or any part of the Seller’s Land from the date hereof without the prior written consent of Buyer, which consent may be withheld in Buyer’s sole discretion.

## **8. Closing Costs.**

(a) Title Insurance Costs. At Close of Escrow, Escrow Agent shall furnish to Buyer an ALTA (Form 2021) extended coverage owner's policy of title insurance ("**Title Policy**") in the amount of the Purchase Price insuring Buyer's title to the Property, subject only to the usual printed exceptions contained in such title insurance policies and the Permitted Exceptions, together with such endorsements that Buyer may request. Seller shall pay that portion of the premium for the Title Policy equal to the premium for a standard coverage owner's title insurance policy in the amount of the Purchase Price, and Buyer shall pay (i) the additional portion of the premium for the Title Policy required to obtain ALTA extended coverage, and (ii) any charges for any endorsements requested by Buyer.

(b) Recording, Escrow, and Closing Costs. At Closing, Buyer shall pay the recording fees with respect to the Deed and any releases of encumbrances and one-half of the Escrow fees, and Seller shall pay one-half of the Escrow fees. Except as provided herein, any other fees or charges shall be paid as is customary in the County in which the Property is located.

(c) Proration of Taxes and Assessments. All real estate taxes and assessments on the Property shall be prorated between Buyer and Seller as of the Closing Date based on the actual current tax bill, but if such tax bill has not yet been received by Seller by the Closing Date or if supplemental taxes are assessed after the Closing for the period prior to the Closing, the parties shall make any necessary adjustment after the Closing by cash payment to the party entitled thereto so that Seller shall have borne all real property taxes, including all supplemental taxes, allocable to the period prior to the Closing and Buyer shall bear all real property taxes, including all supplemental taxes, allocable to the period from and after the Closing. All improvement and special liens and assessments shall be paid in full by Seller at or before the Closing. The obligations under this Section shall survive the Closing and the delivery and recordation of the Deed.

## **9. Feasibility.**

(a) Project Timelines.

(i) Feasibility Period. The Feasibility Period shall begin on the Effective Date of this Agreement and end on or before 5:00 P.M. on the last day of the twenty-fourth (24th) month following the Opening of Escrow.

(ii) Property Identification. Within eighteen (18) months of the Effective Date of this Agreement, Buyer shall submit a legal description and survey of the Property to the City of Page for its review and approval, which shall not be unreasonable withheld, conditioned, or delayed.

(iii) Zoning Change Applications. Buyer shall have up to twenty-four (24) months from the Effective Date of this Agreement to prepare and submit any and all Zoning Change Applications to the City of Page that the parties determine are required for Buyer to develop, construct, use, operate, and maintain the Project after Closing (the “**Zoning Change Application Period**”). All costs to obtain the zone change approvals shall be borne by Buyer, however Buyer shall not be required to reimburse the City for any time spent by internal City staff or counsel other than as set forth in the City’s fee schedule.

(iv) Permits. Buyer shall have up to seventy-two (72) months from the end of the **Zoning Change Application Period** to prepare, submit, and obtain any and all Permits from the City and any and all governmental entities, utilities, and any third parties, that may be required for Buyer to develop, construct, use, operate, and maintain the Project after Closing (the “**Permit Approval Period**”).

(v) Closing. The Closing, the Closing Date and the Close of Escrow shall be as set for in the Definition Section for the term “**Closing Date**.”

(b) Reports. No later than ten (10) days following the Opening of Escrow, Seller shall provide Buyer with copies of all reports, surveys, studies, contracts, agreements, documents, approvals, drawings, plats, plans, specifications, filings, or similar writings pertaining to Seller’s Land, including the physical condition of the Seller’s Land or the development thereof, in Seller’s possession or control (collectively “**Reports**”). Buyer acknowledges and agrees that the Reports will be furnished without any representation or warranty from Seller, except as otherwise expressly provided for herein. Any such Reports not in Seller’s possession or control concurrently with the execution hereof but which come into Seller’s possession or control prior to Close of Escrow shall be delivered immediately to Buyer. If this Agreement is terminated for any reason, Buyer shall return the Reports to Seller. Seller shall cooperate with Buyer, at no out-of-pocket cost to Seller, (i) to cause any of the Reports to be updated and recertified to Buyer, (ii) to obtain reliance letters from any of the preparers of the Reports, and (iii) to obtain any consents that may be required so that Buyer may receive the benefits of any agreements comprising the Reports. Notwithstanding the foregoing, Buyer, at its sole cost and expense, may request that the Seller cause any Environmental Site Assessment or Geotechnical Soils Reports in Seller’s possession or control to be updated, recertified, and assigned to Buyer at the Closing. Seller will cooperate with any such request.

(c) Feasibility Tests. At all reasonable times from the Opening of Escrow until the Closing Date, Buyer, its agents and representatives shall be entitled at Buyer’s sole cost and expense to: (i) enter onto the Seller’s Land to perform any reasonable inspections, investigations, studies and tests of the Seller’s Land (including, without limitation, physical, engineering, soils, geotechnical and environmental tests); (ii) review the Reports; and (iii) investigate such other matters pertaining to the Seller’s Land as Buyer may desire. Buyer’s entry onto and inspections of the Seller’s Land in accordance with the terms hereof shall not damage the Seller’s Land in any respect, and any entry by

Buyer onto the Seller's Land shall be subject to, and conducted in accordance with, all applicable laws. Buyer shall indemnify, protect, defend and hold Seller (and its officers, directors, employees and representatives) harmless from and against any and all claims (including, without limitation, claims for mechanic's liens or materialmen's liens), causes of action, demands, obligations, losses, damages, liabilities, judgments, costs and expenses (including, without limitation, reasonable attorneys' fees) (collectively, "**Claims**") in connection with or arising out of any inspections carried on by or on behalf of Buyer pursuant to the terms hereof; provided, however, Buyer shall not indemnify Seller for any Claims caused by Seller's negligent acts or omissions, and Buyer shall have no liability for the discovery of pre-existing conditions (e.g., Buyer shall not be responsible for remediating environmental contamination discovered by Buyer). In the event that this Agreement is terminated for any reason other than Seller default, Buyer shall repair any damage to the Seller's Land caused by its entry thereon and restore the same to substantially the same condition in which it existed prior to such entry. The provisions of this Section shall survive the Closing or the earlier termination of this Agreement.

(d) Termination Right. Buyer shall have the right at any time from the Opening of Escrow until on or before the last day of the Feasibility Period to terminate this Agreement by delivering a written notice of such termination to Seller and Escrow Agent if Buyer determines in its sole and absolute discretion that Seller's Land is not acceptable to Buyer for any reason. If Buyer fails to deliver a written notice to Seller and Escrow Agent approving the feasibility of acquiring the Property ("**Approval Notice**") on or before the expiration of the Feasibility Period, then this Agreement and the Escrow shall automatically terminate. In the event this Agreement is terminated (or is deemed to have terminated) in accordance with this Section, then Escrow Agent shall refund the Earnest Money to Buyer and the provisions of Section 6 shall apply.

## **10. Obligations, Representations and Warranties.**

(a) Seller hereby agrees to diligently undertake the performance of all obligations of Seller contained in this Section and makes the representations and warranties set forth herein:

(i) Seller will comply with all provisions of Section 7, above;

(ii) Seller has full right, power, and authority to sell the Property to Buyer as provided in this Agreement and to carry out the obligations hereunder. The individual(s) executing this Agreement and the instruments referenced herein on behalf of Seller have the legal power, right and actual authority to bind Seller to the terms hereof and thereof. This Agreement is, and all other instruments, documents, and agreements to be executed and delivered by Seller in connection with this Agreement shall be, duly authorized, executed and delivered by Seller and shall be valid, binding, and enforceable obligations of Seller.



(iii) The execution, delivery and performance by Seller of this Agreement and such other instruments and documents to be executed and delivered in connection herewith by Seller does not, and shall not, result in any violation of, or conflict with, or constitute a default under, any provisions of any agreement of Seller or any mortgage, deed of trust, indenture, lease, security agreement, or other instrument, covenant, obligation, or agreement to which Seller or the Property is subject, or any judgment, law, writ, decree, order, injunction, rule, code, ordinance, or governmental regulation or requirement affecting Seller or the Property, including without limitation the City of Page City Codes and Ordinances.

(iv) Prior to the Closing Date, assuming all necessary entitlements, permits, and approvals have been obtained and all Closing Conditions and other terms of this Agreement have been fulfilled, Seller shall deposit with Escrow Agent a Deed and related Affidavit of Real Property Value (if needed), duly executed by Seller in proper form for recording;

(v) All risk of loss is Seller's until the Property is conveyed to Buyer in accordance herewith. In the event of material loss or damage to the Property on or before the Closing Date, Buyer may cancel and terminate this Agreement and receive a refund of all Earnest Money deposited;

(vi) No default or breach exists under any covenant, condition, restriction, right of way, or easement affecting the Property, or any portion thereof, which is to be performed or complied with by the owner of the Property, and Seller has no knowledge of any fact or condition which would constitute such default or breach;

(vii) No actions, suits, proceedings, or investigations are pending or, to the knowledge of Seller, threatened against or relating to the Property, or the ownership or operation thereof, in any court or before any governmental department or agency, and Seller has no knowledge of any basis for any such action, suit, proceeding or investigation. No judgments, orders, awards, or decrees are currently in effect against Seller with respect to the ownership or operation of the Property and the Property is in compliance with all applicable laws.

(viii) No person, firm, or other entity has any right or option to acquire the Property or any portion thereof or any interest therein, superior to the rights of Buyer herein, and Seller has taken no action prior to the Close of Escrow hereunder which will adversely affect the rights of Buyer hereunder or adversely affect the ability of Seller to perform hereunder, provided, however, Seller and Buyer understand that the effectiveness of this Agreement is subject to the provisions of the Page City Code and applicable Arizona statutes pertaining to land sales, subject to the provisions of Section 12(c), and if applicable, may be determined by a referendum vote;

(ix) The Property will be conveyed, and exclusive possession thereof delivered by Seller to Buyer at the close of escrow in the same condition it is in as of the

date of Buyer's execution of this Agreement, natural wear and tear and Buyer's testing excepted. Seller shall maintain the Property free from waste, neglect and in compliance with all applicable laws, rules, and regulations.

(x) Except as may be disclosed by the title commitment and as disclosed herein, there are not, and shall not be at closing, any leases, rental agreements, occupancy agreements, easements, licenses, or other agreements which grant third parties any possessory or usage rights to all or any part of the Property or which affect the Property or any rights of possession thereof;

(xi) To Seller's knowledge, (i) the Property is not in violation, nor has it been or is it currently under investigation for violation of any federal, state or local law, ordinance or regulation relating to industrial hygiene, worker health and safety, or to the environmental conditions in, at, on or under or about the Property, including, but not limited to, soil and groundwater conditions ("**Environmental Laws**"); (ii) the Property has not been subject to a deposit of any Hazardous Substance (as defined below); (iii) neither Seller nor any third party has used, generated, manufactured, stored or disposed in, at, on or under the Property any Hazardous Substance; and (iv) there is not now in, on or under the Property any underground or above ground storage tanks or surface impoundments, any asbestos containing materials or any polychlorinated biphenyls used in hydraulic oils, electrical transformers or other equipment. For purpose of this Agreement, the term "**Hazardous Substance**" shall be deemed to include any wastes, materials, substances, pollutants, and other matters regulated by Environmental Laws.

(xii) There are no mechanic's or materialman's liens or similar claims or liens now asserted against the Property for work performed or commenced prior to the date hereof; and Seller shall timely satisfy and discharge any and all obligations relating to work performed on or conducted at or materials delivered to the Property prior to Closing in order to prevent the filing of any claim or mechanic's or materialmen's lien with respect thereto, but Seller shall not be responsible for any amounts due to consultants performing work at Buyer's request and Buyer shall timely pay all amounts due to such persons.

(xiii) To Seller's knowledge and except as disclosed in the Reports, there are no pending proceedings to alter or restrict the zoning or other use restrictions applicable to the Property, or to condemn all or any portion of the Property by eminent domain proceedings or otherwise.

The representations of Seller contained herein are true and correct as of the Effective Date and will be true and correct as of the Closing Date, and Seller will have duly performed all of the covenants, agreements and conditions required by this Agreement to be performed, observed, and complied with by Seller in order to consummate the transaction contemplated hereby on or before the Closing Date. Seller covenants that it will advise Buyer, in writing, on or before the Closing Date, of any change in any representation or warranty set forth in this Section. In the event of any material or

substantive change in the representations or warranties prior to the close of escrow, Buyer, in addition to all other rights and remedies, shall be entitled to terminate this Agreement and receive a refund of all Earnest Money deposits pursuant hereto.

(b) Buyer hereby represents and warrants that:

(i) Buyer will have performed, observed, and complied with all of the covenants, agreements and conditions required by this Agreement to be performed, observed and complied with by Buyer including, without limitation, payment of all funds required to be paid by Buyer on or before the Closing Date, and will execute and deliver all documents required to be executed and delivered by Buyer in order to consummate the transaction contemplated hereby on or before the Closing Date.

(ii) Buyer is a limited liability company duly organized and existing in good standing under the laws of the State of Arizona.

(ii) Buyer has full right, power, and authority to purchase the Property from Seller as provided in this Agreement and to carry out its obligations hereunder. The individual(s) executing this Agreement and the instruments referenced herein on behalf of Buyer have the legal power, right and actual authority to bind Buyer to the terms hereof and thereof. This Agreement is, and all other instruments, documents, and agreements to be executed and delivered by Buyer in connection with this Agreement shall be, duly authorized, executed and delivered by Buyer and shall be valid, binding, and enforceable obligations of Buyer.

(iv) Neither Buyer nor its assignee is the subject of any bankruptcy, insolvency or probate proceeding.

(v) Except with respect to the representations and warranties set forth in this Agreement or documents executed in connection herewith including the Deed, Buyer acknowledges and agrees that Buyer is purchasing the Property in "As-Is" condition without expressed or implied warranties of any kind as to the condition of the Property, and that Buyer is relying wholly on Buyer's own judgment with respect to the suitability and condition of the Property.

## **11. Conditions of Sale.**

(a) Buyer acknowledges that all required on and off-site improvements to the property shall be made by the Buyer and at Buyer's sole expense including, but not limited to, the costs of extending infrastructure (e.g., roadway, water, sewer, electric, telephone, and cable).

(b) Buyer acknowledges that it is familiar with and understands that the purchased property is subject to use and development restrictions imposed by the City of Page General Plan, the General Development and Subdivision Regulations, City of Page

Zoning Ordinance, City of Page adopted building codes, and other applicable state and federal laws.

## **12. Closing Conditions.**

(a) Buyer's Conditions to Closing. The obligation of Buyer to complete the transaction contemplated by this Agreement is subject to the following conditions precedent (the "**Buyer's Closing Conditions**"), which conditions may be waived, or the time for satisfaction thereof extended, by Buyer only in a writing executed by Buyer:

(i) Property. Buyer's identification of and the parties' mutual satisfaction with and approval of the boundaries and legal description of the Property.

(ii) Seller's Approval of Sale. The City of Page's final, unappealable approval of the Sale of the Property to Buyer by a vote of the City Council, and by a vote of the voters of the City of Page, in the event the sale is referred to the voters for their approval, subject only to terms and conditions reasonably satisfactory to Buyer.

(iii) Zoning Change Applications. The City has issued its final, unappealable approvals of all of the Zoning Change Applications required for Buyer to develop, construct, use, operate, and maintain the Project after Closing including without limitation, the City's approval by a vote of the City Council, and by a vote of the voters of the City of Page, in the event any or all of Buyer's Zoning Change Applications are referred to the voters for their approval, subject only to terms and conditions reasonably satisfactory to Buyer. All of the Zoning Change Application approvals shall remain in full force and effect as of the Closing in accordance with their respective terms.

(iv) Easements. Buyer's acquisition of all necessary Easements including without limitation, access, water, wastewater, electricity, and public utility easements to fully and properly serve the Data Center and the Energy Project, including without limitation, Buyer's acquisition of the Easement Properties from Seller.

(v) Title. Buyer is fully satisfied with the condition of Title to the Property pursuant to Section 7 above, and the Escrow Agent is prepared and irrevocably committed to issue to Buyer (with an effective date not earlier than the Closing Date), an ALTA Extended Owner's Policy of Title Insurance in favor of Buyer for the Property: (i) showing fee title to the Property along with such Easements vested in Buyer, to the extent any are necessary for Buyer's development of the Project, (ii) with liability coverage in an amount equal to the Purchase Price, (iii) with those endorsements requested by Buyer, and (iv) containing no exceptions other than the Permitted Exceptions.

(vi) Electricity.

(A) Utility and government approval of Buyer's plans for the procurement and/or production of a sufficient supply of electricity to meet all the electricity needs of the Data Center.

(B) Buyer's acquisition of a sufficient and reliable source(s) of electricity to meet all the electricity needs of the Data Center.

(vii) Water.

(A) Utility and government approval of Buyer's plans for the procurement and/or production of a sufficient water supply to meet all the water needs of the Data Center.

(B) Buyer's acquisition of a sufficient and reliable source(s) of water to meet all the water needs of the Data Center.

(vii) Wastewater. Buyer's resolution of all the wastewater needs of the Data Center.

(ix) Permits. The approval in final unappealable form of any and all Permits issued by, without limitation, any and all governmental entities (including the City), utilities, and any third parties, required for Buyer to develop, construct, use, operate, and maintain the Project after Closing. All of the entitlements and Permits shall remain in full force and effect as of the Closing in accordance with their respective terms.

(x) Financing. Buyer has obtained financing commitments sufficient to accomplish the development and construction of the Project and related infrastructure and that such funds shall be, effective as of Closing, committed for such purpose. In this regard, it is understood that Seller's approval of Buyer Project financing will be required prior to Buyer's Closing of its loan for construction of the improvements.

(xi) Reps and Warranties. Seller's full performance of all obligations under this Agreement including that Seller's Obligations, Representations and Warranties set forth in Section 10 are true and correct as of the Closing Date.

(xii) Timelines. Seller's issuance of its final approvals of the Zoning Change Applications and all governmental entities' (including the City) issuance of all approvals or Permits within the Timelines set forth in Section 9(a).

(xiii) If all of the contingencies set forth in this Section have not been satisfied or waived in writing within the period provided herein, this Agreement may be terminated by Buyer, and the Earnest Money shall be returned to Buyer and the parties shall have no further obligation hereunder.

(b) Seller's Conditions to Closing. The following conditions are solely for the benefit of Seller. At any time or times on or before the date set for the satisfaction or waiver of each of the following conditions precedent ("**Seller's Closing Conditions**"), at Seller's election in its sole and absolute discretion, Seller may waive any of the following conditions by written notice to Buyer. In the event any of the foregoing conditions or other conditions to this Agreement which are for the benefit of Seller are neither fulfilled nor

waived in writing by Seller within the time provided in this Agreement, Seller, at its election in its sole and absolute discretion, by written notice to Buyer, may terminate this Agreement and be released from all obligations under this Agreement except to the extent such obligations expressly survive termination of this Agreement. In the event of termination pursuant to this Section, the Earnest Money shall be returned to Buyer.

(i) Reps and Warranties. Buyer's full performance of all obligations under this Agreement including that Buyer's Obligations, Representations and Warranties set forth in Section 10 are true and correct as of the Closing Date.

(ii) Zoning Change Applications and Permits. The City has issued its final, unappealable approvals of all of the Zoning Change Applications required for Buyer to develop, construct, use, operate, and maintain the Project after Closing including without limitation, the City's approval by a vote of the City Council, and by a vote of the voters of the City of Page, in the event any or all of Buyer's Zoning Change Applications are referred to the voters for their approval, subject only to terms and conditions reasonably satisfactory to Buyer, and all applicable governmental entities (including the City )have issued all necessary Permits and approvals for the construction of the Project after Closing. All of the entitlements and permits shall remain in full force and effect as of the Closing in accordance with their respective terms.

(iii) Timelines. Buyer's adherence to the Timelines set forth in Section 9(a).

(iv) Financing. Buyer shall have provided evidence reasonably satisfactory to Seller that Buyer has obtained financing commitments sufficient to accomplish the construction of the Project and related infrastructure and that such funds shall be, effective as of Closing, committed for such purpose, provided however, that this provision does not apply to Buyer's financing to purchase the Property. It is understood that Buyer will require Seller's approval of Seller's Closing Condition prior to Buyer's Closing of its loan for construction of the improvements. Seller's approval of Buyer's evidence of financing shall not be unreasonably withheld, conditioned, or delayed. Seller agrees to approve or disapprove Buyer's evidence of financing within twenty (20) days after Buyer's submittal of same. Any disapproval shall be in writing and shall state in detail the reasons for Seller's disapproval and the changes Seller will require in order for Buyer to obtain such Seller approval. Upon receipt of a disapproval by Seller Buyer shall resubmit its evidence of financing and Seller agrees to approve or disapprove Buyer's revised/amended submittal within fifteen (15) days after Buyer's resubmittal.

(b) Each party shall exercise commercially reasonable diligence in an effort to satisfy the Closing Conditions as expeditiously as possible after the date of this Agreement. Each party shall cooperate with the other party in the other party's efforts with respect to the satisfaction of the conditions.

(c) The parties acknowledge and agree that Seller has executed this Agreement in its proprietary capacity as owner of the Property, and that nothing in this



Agreement binds or otherwise obligates the City of Page in the exercise of its regulatory authority. Specifically, and without limiting the foregoing, nothing in this Agreement obligates the Page Planning Commission or the Page City Council to approve any development plans or other requests, or obligates City staff as to their analyses, reports, recommendations or any other staff functions or duties relating to the proposed project.

### **13. Closing Documents.**

(a) Seller Deliveries. At least three (3) business days prior to the Closing, Seller shall deliver or cause to be delivered to Escrow Agent for the account of Buyer all of the following instruments or documents, to the extent applicable, dated as of the Closing, fully executed and, if appropriate, acknowledged:

(i) a Special Warranty Deed;

(ii) an Affidavit of Property Value or other similar instrument if required in connection with the transfer of the Property;

(iii) a Non-Foreign Person Affidavit;

(iv) an Owner's Affidavit in form reasonably required by Escrow Agent in order to issue the Title Policy, which shall include a representation that there are no facts that could give rise to a mechanic's or materialmen's lien;

(v) a settlement statement created by Escrow Agent and approved by both parties; and

(vi) such other instruments or documents as may be reasonably necessary to fulfill the covenants and obligations to be performed by Seller pursuant to this Agreement.

(b) Buyer Deliveries. Buyer shall deliver to Escrow Agent on or before Closing:

(i) all funds required pursuant to the provisions of this Agreement, including without limitation the balance of the Purchase Price plus those closing adjustments at the Closing to be paid by Buyer;

(ii) counterpart signatures on the documents described in Section 13(a) above, to the extent applicable; and

(iii) such other funds, instruments, or documents as are reasonably necessary to fulfill the covenants and obligations to be performed by Buyer pursuant to this Agreement.

### **14. Remedies.**

(a) Default by Seller. If Seller shall breach any of the terms or provisions of this Agreement, and such breach continues for ten (10) business days after Buyer provides Seller with written notice thereof, Buyer may: (i) waive the effect of such matter and proceed to consummate this transaction; (ii) terminate this Agreement, receive a full refund of the Earnest Money, and recover from Seller Buyer's reasonable actual out-of-pocket expenses incurred in connection with the negotiation and performance of this Agreement, and in which event the provisions of Section 6 shall apply; or (iii) pursue any other remedy available to Buyer at law or in equity, including an action to compel specific performance of Seller's obligations hereunder (but in no event shall Seller be liable to Buyer for any speculative, consequential, or punitive damages). Nothing contained in this Section shall limit or prevent Buyer from enforcing Seller's obligations and liabilities which survive a termination of this Agreement.

(b) Default by Buyer. If Buyer shall breach any of the terms or provisions of this Agreement, and such breach continues for ten (10) business days after Seller provides Buyer with written notice thereof, then Seller may elect to (i) waive such breach and proceed to consummate this transaction, (ii) immediately terminate this Agreement, in which event Seller may receive the Earnest Money as liquidated damages and as consideration for the acceptance of this Agreement and for taking the Property off the market, and not as a penalty, and the provisions of Section 6 shall apply, or (iii) pursue Buyer for any actual damages it may have incurred due to Seller's breach. If Seller elects to pursue option (ii) above, Buyer and Seller have determined and hereby agree that it would be impractical or extremely difficult, if not impossible, to ascertain with any degree of certainty the amount of damages which would be suffered by Seller if Buyer fails to purchase the Property in accordance with the provisions of this Agreement, and the parties agree that a reasonable estimate of such damages under the circumstances is an amount equal to the Earnest Money. Notwithstanding any provision herein to the contrary, in no event shall Buyer be liable to Seller for any special, indirect, speculative, consequential, or punitive damages. Nothing contained in this Section shall limit or prevent Seller from enforcing Buyer's obligations and liabilities which survive a termination of this Agreement.

**15. Assignment.** Buyer may assign this Agreement to any affiliated entity, subsidiary, or related party, at its sole discretion, without the prior written consent of the City. All other assignments by Buyer of this Agreement shall require the prior written consent of the Seller, which consent will not be unreasonably withheld, conditioned, or delayed. Any assignment of this Agreement shall not relieve Buyer of its obligations under this Agreement unless agreed to in writing by Seller .

**16. Escrow Instructions.**

(a) Buyer and Seller hereby employ Escrow Agent to act as their escrow agent in connection with this Agreement pursuant to the terms set forth herein.

(b) Seller and Buyer will each pay Escrow Agent upon demand all charges payable by them respectively as provided herein, if any.

(c) In the event of a breach of this Agreement or non-compliance with the terms herein, Buyer and Seller authorize Escrow Agent to hold any money and documents deposited hereunder until an action shall be brought in a court of competent jurisdiction to determine the rights of Seller and Buyer, or to interplead said parties by an action brought in any such court.

(d) Seller and Buyer will indemnify and save harmless Escrow Agent against all costs, damages, attorneys' fees, expenses and liabilities which it may incur or sustain in connection with these instructions or the escrow or any court action arising therefrom and will pay the same upon demand; provided, however, that this Section shall not apply with respect to such matters resulting from Escrow Agent's negligence, omission, error, or intentional wrong-doing.

(e) Seller and Buyer direct that all money payable hereunder be deposited with Escrow Agent. Disbursement of any funds may be made by check of Escrow Agent.

(f) Seller and Buyer agree that the employment of Escrow Agent shall not affect any rights of subrogation under the terms of any title insurance policy issued pursuant to the provisions hereof.

(g) If disbursement is made to other than the parties hereto by reason of death, insolvency, bankruptcy, dissolution of Seller or by reason of any legal proceedings, Escrow Agent shall be paid such reasonable fees as Escrow Agent shall establish.

(h) The word "charges" as used herein refers to all charges and advances made, and obligations incurred by Escrow Agent in connection herewith and all charges of Escrow Agent in connection with the issuance of its title insurance policy.

(i) The day provided herein within which compliance with any requirement must be met shall end at the close of the then regularly established public business hours of Escrow Agent for such day.

**17. Broker Commissions.** Buyer and Seller hereby represent and warrant to the other that each party has made no statement or representation nor entered into any agreement or dealing regarding the Property with a broker, salesman or finder in connection with the transactions contemplated by this Agreement. Seller shall indemnify, defend, and hold Buyer harmless from and against any claims by a broker and any other third parties made by or through the acts of Seller for real estate or brokerage commissions, or a finder's fee, in connection with the transactions provided for herein, and all costs and expenses incurred by Buyer in connection therewith including reasonable attorneys' fees. Buyer shall indemnify, defend, and hold Seller harmless from and against any claims by third parties other than broker made by or through the acts of Buyer for real estate or brokerage commissions, or a finder's fee, in connection with the transactions provided for herein, and all costs and expenses incurred by Seller in connection therewith, including reasonable attorneys' fees. The obligations in this Section shall survive Closing or earlier termination of this Agreement.

## **18. Miscellaneous.**

(a) Any notice to be given by Buyer or Seller shall be given in writing and delivered in person to Buyer or Seller, or forwarded by certified or registered mail, postage prepaid, at the address indicated in Section 1 hereof, unless the party giving any such notice has been notified, in writing, of a change of address. Any such notice shall be effective three (3) days after postmark, if mailed, or upon receipt, if delivered.

(b) This Agreement contains the complete understanding and agreement of the parties hereto with respect to all matters referred to herein, and all prior representations, negotiations and understandings are superseded hereby and merged into this Agreement. No party shall be liable or bound to any other person hereto in any manner by any agreement, warranty, representation, or guarantee, except as specifically set forth herein or in any instrument executed pursuant hereto, nor shall this Agreement create or confer any benefit with rights or provide to third parties any claim or right of action under this Agreement.

(c) In the event any party hereto shall employ legal counsel to bring an action at law or other proceeding against any other party to enforce any of the terms, covenants or conditions hereof, the party prevailing in any such action or other proceeding shall be paid all reasonable attorneys' fees and costs incurred by the other party, as determined by the court and not the jury, and in the event any judgment is secured by such prevailing party, all such attorneys' fees and costs shall be included in the judgment.

(d) If any term or provision of this Agreement is determined to be invalid, such invalid term or provision shall not affect or impair the remainder of this Agreement, but such remainder shall continue in full force and effect to the same extent as though the invalid term or provision were not contained herein.

(e) Time is of the essence of this Agreement. Except as herein otherwise provided, this Agreement and all of the terms and provisions hereof shall inure to the benefit of and be binding upon the heirs, executors, personal representatives, successors and assigns of the parties hereto.

(f) The parties hereto agree to execute, acknowledge, and deliver such other documents and instruments as may be reasonably necessary or appropriate to carry out the full intent and purpose of this Agreement.

(g) If a date provided herein within which any requirement must be met shall fall on a Saturday, Sunday or date on which Escrow Agent, state, county, or governmental offices are closed, or date on which the banks in Arizona are generally closed, then the date of compliance shall be extended through the next date when none of the above is applicable.

(h) For the convenience of the parties, this Agreement may be executed in one or more counterparts, each of which may be executed by one or more of the parties hereto, with the same force and effect as though all parties executing such counterparts had executed but one instrument.

(i) The date of this Agreement shall be the date a fully executed copy hereof is deposited with Escrow Agent, which date Escrow Agent shall insert on the first page hereof.

(j) This Agreement and the rights of the parties hereto shall be governed and construed in accordance with the laws of the State of Arizona with venue in Coconino County.

**19. Conflict of Interest.** This Agreement is subject to cancellation for conflict of interest pursuant to A.R.S. § 38-511, the pertinent provisions of which are incorporated into this Agreement by reference.

**20. Repurchase Right.**

If Buyer fails to (a) fails to commence grading and drainage activities on fifty percent (50%) of the Project compound within twelve (12) months of the date of Closing, and b) fails to expend more than One Million Dollars (\$1,000,000.00) in soft and hard pursuit costs for the development of the Project within two (2) years after the date of Closing, then City may re-purchase the Property from Buyer for the amount that Buyer paid to the City at Closing for the purchase of the Property (the “**Repurchase Option**”). The City may exercise its Repurchase Option no earlier than two (2) years after the Closing Date, but no later than three (3) years after the Closing Date, so long as each of the foregoing pre-conditions have been met. Buyer agrees that it shall cooperate in execution a deed conveying the Property back to the City if the City properly exercises its Repurchase Right.

[Signatures on Following Page]

**SELLER:**

THE CITY OF PAGE, Arizona,  
an Arizona municipal corporation

**BUYER:**

HUNTLEY, LLC, an Arizona limited  
liability company, or its Assigns

By: \_\_\_\_\_  
Mayor

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Its: \_\_\_\_\_

**ATTEST:**

\_\_\_\_\_  
City Clerk

**APPROVED AS TO FORM:**

\_\_\_\_\_  
City Attorney



## ACCEPTANCE OF ESCROW AGENT

The undersigned Escrow Agent hereby (a) accepts the Escrow created by the foregoing Agreement, (b) agrees to act in accordance with the terms of this Agreement, (c) agrees to be the person responsible for closing the transaction within the meaning of Section 6045(e)(2)(A) of the Internal Revenue Code of 1986 (the “**Code**”) and filing all necessary information reports, returns and statements (collectively, the “**Tax Reports**”) regarding the transaction required by the Code and, promptly upon the filing of the Tax Reports, transmit copies of the Tax Reports to Buyer and Seller, (d) agrees to indemnify and hold harmless Seller, Buyer and their respective attorneys and brokers from and against all claims, costs, liabilities, penalties, or expenses resulting from Escrow Agent’s failure to file the Tax Reports, (e) agrees to deliver to Buyer, within five (5) days after the Opening of Escrow, an insured closing protection letter from the company underwriting the Title Policy, and (f) confirms that the Opening of Escrow occurred on \_\_\_\_\_, 2025.

Pioneer Title Agency, Inc.

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Its: \_\_\_\_\_

**EXHIBIT A**  
(Depiction of Area of Property)

| Township | Range | Section    | Short Legal Description                                                                                                                                                                                            | Long Legal Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------|-------|------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| T40N     | R8E   | Section 1  | <ul style="list-style-type: none"> <li>• T40N, R8E, S1,</li> <li>• SE4 south of Hwy 89 alignment</li> </ul>                                                                                                        | <ul style="list-style-type: none"> <li>• Township 40 North, Range 8 East, Section 1;</li> <li>• Southeast Quarter south of the Hwy 89 alignment</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| T40N     | R8E   | Section 12 | <ul style="list-style-type: none"> <li>• T40N, R8E, S12;</li> <li>• N2NE4;</li> <li>• N2SW4NE4;</li> <li>• SE4NE4</li> </ul>                                                                                       | <ul style="list-style-type: none"> <li>• Township 40 North, Range 8 East, Section 12;</li> <li>• North Half of the Northeast Quarter;</li> <li>• North Half of the Southwest Quarter of the Northeast Quarter;</li> <li>• Southeast Quarter of the Northeast Quarter</li> </ul>                                                                                                                                                                                                                                                                                                                                |
| T40N     | R9E   | Section 6  | <ul style="list-style-type: none"> <li>• T40N, R9E, S6,</li> <li>• S2SW4 south of Hwy 89 alignment;</li> </ul>                                                                                                     | <ul style="list-style-type: none"> <li>• Township 40 North, Range 9 East, Section 6;</li> <li>• South Half of the Southwest Quarter south of Hwy 89 alignment;</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| T40N     | R9E   | Section 7  | <ul style="list-style-type: none"> <li>• T40N, R9E, S7,</li> <li>• NW4;</li> <li>• W2W2NW4NE4;</li> <li>• W2SW4NE4;</li> <li>• NW4NW4SE4;</li> <li>• W2NW4SE4;</li> <li>• N2NE4SW4</li> <li>• NE4NW4SW4</li> </ul> | <ul style="list-style-type: none"> <li>• Township 40 North, Range 9 East, Section 7;</li> <li>• Northwest Quarter;</li> <li>• West Half of the West Half of the Northwest Quarter of the Northeast Quarter;</li> <li>• West Half of the Southwest Quarter of the Northeast Quarter;</li> <li>• Northwest Quarter of the Northwest Quarter of the Southeast Quarter;</li> <li>• West Half of the Northwest Quarter of the Southeast Quarter;</li> <li>• North Half of the Northeast Quarter of the Southwest Quarter;</li> <li>• Northeast Quarter of the Northwest Quarter of the Southwest Quarter</li> </ul> |

## **EXHIBIT B**

(Legal Description and Survey of Property to be Provided by Buyer)

***[To be inserted prior on or before the end of the Feasibility Period]***

**EXHIBIT C**  
(Appraisal)

AN APPRAISAL REPORT  
CONTAINING THE RESULTS OF  
AN APPRAISAL OF  
**VACANT LAND**  
LOCATED ON  
HIGHWAY 89  
PAGE, ARIZONA

# HUCK APPRAISAL OFFICE

---

Robert C. Huck  
724 Gail Gardner Way • Prescott, Arizona 86305  
Phone (928) 778-7171 • Email: Bob@huckappraisal.com

April 9, 2025

Mr. Darren Coldwell  
City Manager  
City of Page  
P.O. Box 1180  
697 Vista Avenue  
Page, Arizona 86040

Re: An appraisal of vacant land located on Highway 89 in Page, Arizona.

---

Dear Mr. Coldwell:

In accordance with our agreement as outlined in our engagement letter dated March 17, 2025, I hereby transmit the attached appraisal report which contains the result of my appraisal of the subject property. The report sets forth my value conclusion, along with supporting data and reasoning which form the basis of my opinion. This letter is, by reference, made a part of the accompanying report.

The purpose of the appraisal is to provide an opinion of the market value of the fee simple interest in the subject property, 'As Is'. The client for the assignment is the City of Page. The intended use of the appraisal is for internal use/establish a potential sales price for the subject property. The intended user of the appraisal is Mr. Darren Coldwell and/or his designees within the City of Page to assist in their decisions regarding the property. No other parties are authorized to rely upon this report without the express written consent of the appraiser.

The results of the appraisal are reported in the attached appraisal report, which contains 43 pages. This Appraisal Report is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraiser is not responsible for unauthorized use of this report.



April 9, 2025  
Mr. Coldwell:  
Page Two

This report is also intended to have been prepared in accordance with:

- All requirements of the Uniform Standards of Professional Appraisal Practice (USPAP) as provided by the Appraisal Foundation;
- The Requirements of the State of Arizona Department of Insurance and Real Estate.

By reason of my investigation and having given careful consideration to the factors which affect real estate value, I have concluded the following market value of the fee simple interest in the subject property, 'As Is', as of March 30, 2025:

**EIGHT MILLION NINE HUNDRED SIXTY THOUSAND DOLLARS**  
**(\$8,960,000)**

The estimated exposure time linked to the value estimates for the subject property is as much as two years.

The conclusions of this appraisal are subject to the Standard Assumptions and Limiting Conditions contained in the Addenda of this report. In addition, the conclusions are also made in consideration of the following Extraordinary Assumptions and/or Hypothetical Conditions, as discussed in the report. The use of an extraordinary assumption and/or hypothetical condition might have an effect on the assignment results.

1. It is an extraordinary assumption of this appraisal that essential public utilities can be extended to the subject property without extraordinary expense.

I hereby disclose that I personally inspected the subject property on March 30, 2025. No one provided significant real property appraisal assistance to Robert C. Huck, the person signing this report.

I hereby certify that I have no interest, present or prospective, in the subject property, and that the appraisal assignment was 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

April 9, 2025  
Mr. Coldwell:  
Page Three

subsequent event directly related to the intended use of this appraisal. I further certify that to the best of my knowledge and belief, the statements and opinions contained in the appraisal are correct, subject to the limiting conditions expressed herein.

Respectfully submitted,

A handwritten signature in cursive script, reading "Robert C. Huck". The signature is written in black ink and is positioned below the text "Respectfully submitted,".

Robert C. Huck  
Certified General Real Estate Appraiser  
Certificate No. 30123

AN APPRAISAL REPORT  
CONTAINING THE RESULTS OF  
AN APPRAISAL OF  
VACANT LAND  
LOCATED ON  
HIGHWAY 89  
PAGE, ARIZONA

PREPARED FOR

MR. DARREN COLDWELL  
CITY MANAGER  
CITY OF PAGE  
P.O. BOX 1180  
697 VISTA AVENUE  
PAGE, ARIZONA 86040

PREPARED BY

ROBERT C. HUCK  
CERTIFIED GENERAL REAL ESTATE APPRAISER  
CERTIFICATE NO. 30123

OF

HUCK APPRAISAL OFFICE  
724 GAIL GARDNER WAY  
PRESCOTT, ARIZONA 86305  
(928) 778-7171

EFFECTIVE DATE OF VALUE  
MARCH 30, 2025

DATE OF REPORT  
APRIL 9, 2025

## **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 analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have performed no 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. Robert C. Huck has made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to Robert C. Huck, the person signing this certification.
11. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the State of Arizona Department of Insurance and Real Estate.
12. As of the date of this report, I, Robert C. Huck, have completed the continuing education program for a Certified General Real Estate Appraiser as specified by the State of Arizona Department of Insurance and Real Estate.

## **CERTIFICATION**

Page Two

13. The appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.

14. I hereby certify that I am competent to complete the appraisal assignment. The reader is referred to the appraiser's Statement of Qualifications contained in the Addenda.

15. All extraordinary assumptions, hypothetical conditions and limiting conditions imposed by the terms of the assignment or by the undersigned, affecting the analysis, opinions and conclusions contained in this report are contained herein.

16. No change of any item of the appraisal report shall be made by anyone other than the Appraiser, and if changed, the Appraiser shall have no responsibility for any such unauthorized change.

## **VALUE CONCLUSIONS**

The subject property is a ±640 (639.68) acre parcel of vacant land located on Highway 89, south of Highway 98 in Page, Arizona. The legal description for the property is a metes and bounds described parcel and contains all of Section 12, Township 40 North, Range 8 East, of the Gila & Salt River Base & Meridian, Coconino County, Arizona. The subject parcel is identified on the Coconino County Assessor's Map as a portion of Assessor's Parcel # 802-17-002.

By reason of my investigation and having given careful consideration to the factors which affect real estate value, I have concluded the following market value of the fee simple interest in the subject property, 'As Is', as of March 30, 2025:

**EIGHT MILLION NINE HUNDRED SIXTY THOUSAND DOLLARS  
(\$8,960,000)**

The estimated exposure time linked to the value estimates for the subject property is as much as two years.

## **CERTIFICATION**

Page Three

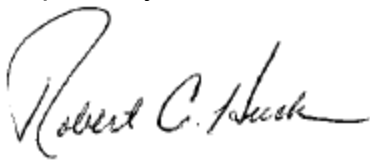
The conclusions of this appraisal are subject to the Standard Assumptions and Limiting Conditions contained in the Addenda of this report. In addition, the conclusions are also made in consideration of the following Extraordinary Assumptions and/or Hypothetical Conditions, as discussed in the report. The use of an extraordinary assumption and/or hypothetical condition might have an effect on the assignment results.

1. It is an extraordinary assumption of this appraisal that essential public utilities can be extended to the subject property without extraordinary expense.

I hereby disclose that I personally inspected the subject property on March 30, 2025. No one provided significant real property appraisal assistance to Robert C. Huck, the person signing this report.

I hereby certify that I have no interest, present or prospective, in the subject property, and that the appraisal assignment was 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. I further certify that to the best of my knowledge and belief, the statements and opinions contained in the appraisal are correct, subject to the limiting conditions expressed herein.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Robert C. Huck". The signature is fluid and cursive, with a large initial "R" and a long, sweeping underline.

Robert C. Huck  
Certified General Real Estate Appraiser  
Certificate No. 30123

## **SUMMARY OF CONCLUSIONS**

|                                 |                                                                                                                                            |
|---------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|
| PROPERTY NAME:                  | City of Page Section 12 Land                                                                                                               |
| PROPERTY ADDRESS:               | Highway 89 South of Highway 98, Page, Arizona                                                                                              |
| PROPERTY TYPE:                  | Vacant land                                                                                                                                |
| ASSESSOR'S PARCEL #'s:          | 802-17-002 (Coconino County)                                                                                                               |
| EFFECTIVE DATE OF VALUE:        | March 30, 2025                                                                                                                             |
| DATE OF REPORT:                 | April 9, 2025                                                                                                                              |
| ZONING:                         | City of Page Commercial C-2, Parks and Open Space<br>POS and Undevelopable District UNDV                                                   |
| SIZE:                           |                                                                                                                                            |
| Land Area:                      | ±640 (639.68) Acres                                                                                                                        |
| Building Area:                  | N/A                                                                                                                                        |
| HIGHEST AND BEST USE:           |                                                                                                                                            |
| As Vacant:                      | Commercial, residential, tourist-related or mixed use<br>and/or speculative holding pending development with<br>one or more of these uses. |
| As Improved:                    | N/A                                                                                                                                        |
| EXPOSURE TIME:                  | As much as two years                                                                                                                       |
| PRELIMINARY ESTIMATES OF VALUE: |                                                                                                                                            |
| Sales Comparison Approach:      | \$8,960,000                                                                                                                                |
| Cost Approach:                  | N/A                                                                                                                                        |
| Income Capitalization Approach: | N/A                                                                                                                                        |
| FINAL ESTIMATE OF VALUE:        | \$8,960,000                                                                                                                                |



## **TABLE OF CONTENTS**

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## **ADDENDA**

Subject Photos  
Zoning Ordinance  
Comparable Location Map  
Comparable Photos  
Engagement Letter  
Standard Assumptions and Limiting Conditions  
Appraiser's State Certificate  
Appraiser's Qualifications

## **PREMISES OF THE APPRAISAL**

### **PURPOSE OF THE APPRAISAL**

The purpose of the appraisal is to provide an opinion of the market value of the fee simple interest in the subject property, 'As Is'.

### **IDENTIFICATION OF THE CLIENT**

The client for this appraisal assignment is the City of Page.

### **INTENDED USE OF THE APPRAISAL**

The intended use of the appraisal is for internal use/establish a potential sales price for the subject property.

### **INTENDED USER OF THE APPRAISAL**

The intended user of the appraisal is Mr. Darren Coldwell and/or his designees within the City of Page to assist in their decisions regarding the property. No other parties are authorized to rely upon this report without the express written consent of the appraiser.

### **DEFINITION OF MARKET VALUE**

The value addressed in the appraisal of the subject property is *market value*.

*Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite a fair sale, the buyer and seller each acting prudently, knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is consummation of a sale as of a specified date and 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 own best interests;*
- 3. A reasonable time is allowed for exposure in the open market;*
- 4. Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto;*
- 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.<sup>1</sup>*

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<sup>1</sup> Rules and Regulations, Federal Register, Vol. 55, No. 165, page 34696 and 12 CFR 34.42.

## **DEFINITION OF "AS IS" PREMISE**

The valuation premise addressed in this appraisal is the 'As Is' premise.

*"Market Value as is" on appraisal date means an estimate of the market value of a property in the condition observed upon inspection and as it physically and legally exists without hypothetical conditions, assumptions, or qualifications as of the date the appraisal is prepared.<sup>2</sup>*

## **DEFINITION OF EXTRAORDINARY ASSUMPTION**

An extraordinary assumption is defined as:

*An assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions.<sup>3</sup>*

Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.

It is an extraordinary assumption of this appraisal that essential public utilities can be extended to the subject property without extraordinary expense.

## **DEFINITION OF HYPOTHETICAL CONDITION**

A hypothetical condition is defined as:

*A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.<sup>4</sup>*

Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.

There are no hypothetical conditions in the appraisal of the subject property.

---

<sup>2</sup> Appraisal Policies and Practices of Insured Institutions and Service Corporations, Federal Home Loan Bank Board, "Final Rule", 12 CFR 34.42(g)

<sup>3</sup> Uniform Standards of Professional Appraisal Practice, 2014 - 2015 Edition.

<sup>4</sup> Uniform Standards of Professional Appraisal Practice, 2014 - 2015 Edition.

## **PROPERTY RIGHTS APPRAISED**

The rights to the property being appraised are the *fee simple estate*.

The *fee simple estate* is defined as:

*Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.*<sup>5</sup>

## **EFFECTIVE DATE OF VALUE**

The effective date of value for the property is March 30, 2025. The formal inspection of the property was made on this date by Robert C. Huck.

## **DATE OF THE REPORT**

The date of the report is April 9, 2025.

## **SCOPE OF THE APPRAISAL**

The appraiser has personally inspected the subject property, subject neighborhood, and market area, and has gathered sufficient data to form an opinion of value for the subject property. Data has been gathered on vacant land sales and listings. Only one of the three widely recognized approaches to value, the sales comparison approach, is processed. All emphasis is placed on this approach in the final conclusion of value.

No one provided significant real property appraisal assistance to Robert C. Huck, the person signing this report.

In developing an opinion of value for the subject property, the appraiser has complied with the requirements of Standard 1 of the Uniform Standards of Professional Appraisal Practice (USPAP).

The results of the appraisal are reported in this Appraisal Report. This is an Appraisal Report which is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report. *Supporting documentation concerning the data, reasoning, and analyses, is retained in the appraiser's file and is available to the client during regular business hours.* The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraiser is not responsible for unauthorized use of this report.

---

<sup>5</sup> The Appraisal of Real Estate, Tenth Edition, page 122.

This report is also intended to have been prepared in accordance with:

- All requirements of the Uniform Standards of Professional Appraisal Practice (USPAP) as provided by the Appraisal Foundation;
- The Requirements of the State of Arizona Department of Insurance and Real Estate.

### **EXTRAORDINARY ASSUMPTIONS, HYPOTHETICAL & LIMITING CONDITIONS**

The conclusions of this appraisal are subject to the Standard Assumptions and Limiting Conditions contained in the Addenda of this report. In addition, the conclusions are also made in consideration of the following Extraordinary Assumptions and/or Hypothetical Conditions, as discussed in the report. The use of an extraordinary assumption and/or hypothetical condition might have an effect on the assignment results.

1. It is an extraordinary assumption of this appraisal that essential public utilities can be extended to the subject property without extraordinary expense.

## **PRESENTATION OF DATA**

### **PROPERTY IDENTIFICATION AND LEGAL DESCRIPTION**

The subject property is a ±640 (639.68) acre parcel of vacant land located on Highway 89, south of Highway 98 in Page, Arizona. The legal description for the property is a metes and bounds described parcel and contains all of Section 12, Township 40 North, Range 8 East, of the Gila & Salt River Base & Meridian, Coconino County, Arizona. The subject parcel is identified on the Coconino County Assessor's Map as a portion of Assessor's Parcel # 802-17-002.

### **STATEMENT OF OWNERSHIP OF THE APPRAISED PROPERTY**

According to records found in the office of the Coconino County Assessor, title to the subject property is currently held in the name of:

City of Page  
P.O. Box 1180  
Page, AZ 86040-1180

### **ECONOMIC HISTORY OF THE SUBJECT PROPERTY**

According to records found in the Coconino County Assessor's Office, the subject property has been owned by the current owner for many years.

Other than as noted above, there have been no sales of the two properties in the three years prior to the date of valuation. The appraiser is unaware of any current listings, options, or leases involving the property.

## **AREA DESCRIPTION - PAGE**

Page is a planned community on the shore of Lake Powell near the Arizona/Utah border. The town was named after John C. Page, a 1930's Commissioner of the Bureau of Reclamation.

Page is located approximately 134 miles north of Flagstaff on U.S. Highway 89 in the extreme north end of Arizona. The community is 275 miles north of Phoenix, the state's capitol, and about five miles south of the Arizona/Utah border. The town is situated at the southern boundary of the Glen Canyon National Recreation Area and overlooks the Glen Canyon Dam and Lake Powell. Page is the third largest community in Coconino County, the county seat of which is Flagstaff.

Access to Page is typically via U.S. Highway 89 from north or south. To the south, the highway leads through the Navajo Indian Reservation to Flagstaff. North of Page, Highway 89 turns west and connects with Kanab and St. George, Utah. Alternate access is via a less traveled route, State Highway 98, which leads east into the Reservation.

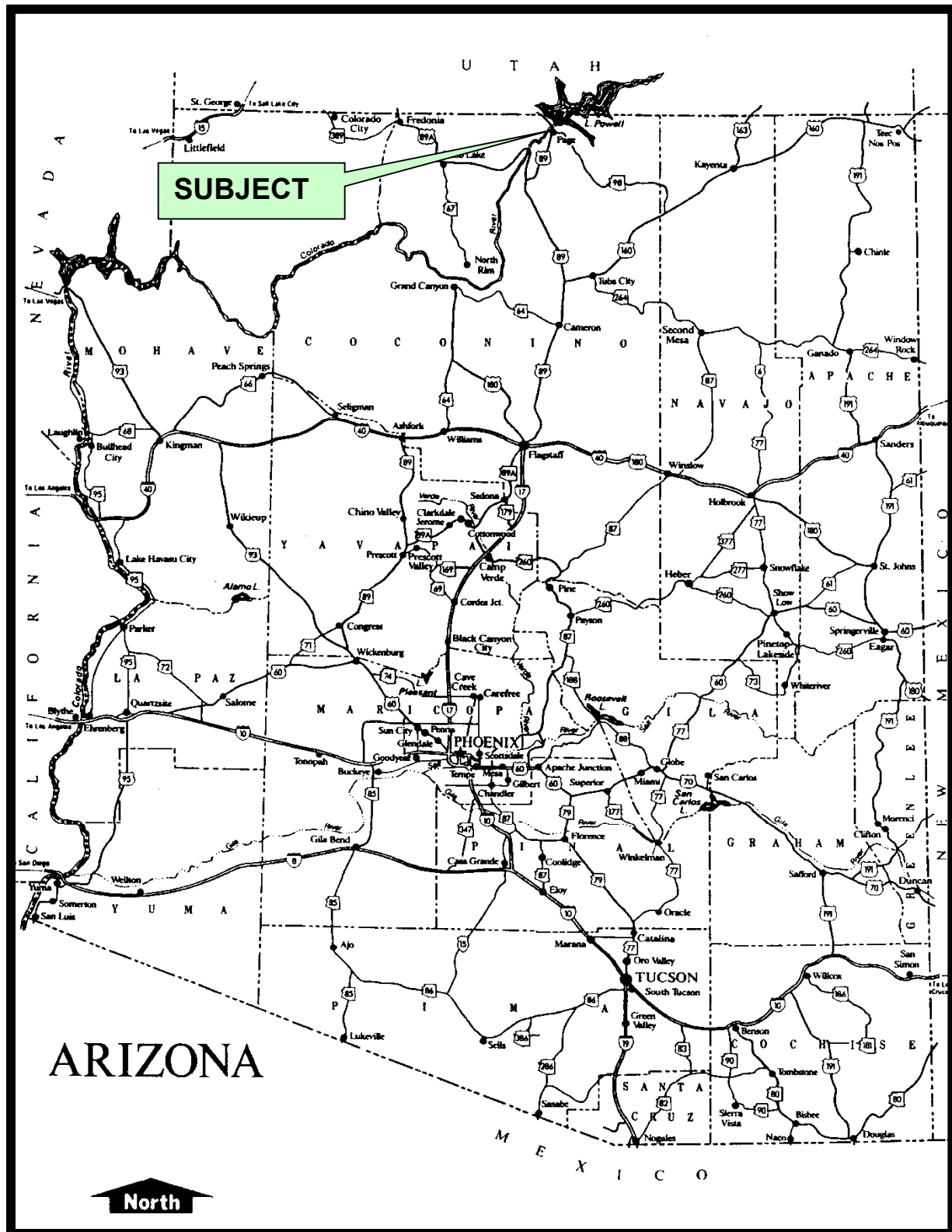
While Highway 89 has traditionally provided the most common access to Page from other points in Arizona, a portion of this highway was destroyed by a landslide in February, 2013. The road became totally impassable as it ascended a steep cliff near Bitter Springs. The alternate route to the community became Highway 89 to Highway 160 through Tuba City, then north on Highway 98 which connects with Page in the southeastern corner of the city. This detour added approximately 45 miles and 50 minutes to the trip to Page from such points as Phoenix, Flagstaff, Prescott, etc. An alternate detour was developed along Navajo Road 20 through the Navajo Indian Reservation. This road was completed in around June, 2013 and continues to be in use. The Navajo Road 20 detour does not add any significant mileage or travel time to Page.

Page was planned and built by the U.S. Bureau of Reclamation, which began construction in 1957. The construction of the town coincided with the construction of Glen Canyon Dam. Page was founded to house and provide services for the Dam's construction workers. In 1975, the Bureau of Reclamation transferred ownership of the land in and around the town to the City of Page, which became incorporated at that time. The town remains closely associated with Lake Powell in image and economy.

The population of Page has fluctuated widely during the history of the community. From a high of around 6,000 during the construction of the dam, the town's population dropped to around 2,000 during the late 1960's. The second boom in population occurred during the construction of the Navajo Generating Station in the early 1970's. The population in the community reached around 10,000 during 1974 and 1975. However, the population again declined dramatically after the completion of this project falling to around 4,000 in 1977. From 1977 through 1988, the population of the community increased steadily to 7,190 in 1988. However, another decline in population occurred in 1988 until 1990, when



# AREA MAP



the census placed the population of the community at 6,598, a reduction of over 8% in the population of the community. This reduction in population was attributable to a general downturn in the Page economy, as discussed elsewhere in this section of the report.

By mid-1990, the population in Page began to increase once again and reached approximately 8,162 persons by the 1995 census. The increase from 1990 to 1995 represents a 4.3% annual compounded rate of growth in the community. The population of the community, as reported in the 2000 census was 6,809, while the current population of the community is estimated to be approximately 7,549. The current population indicates a slight decrease in population when compared with the 2000 census, although some locals maintain that the census results do not provide an accurate indication of the current population of the community.

The population statistics for Page, according to the Arizona Department of Administration are summarized in the following table.

| YEAR | POPULATION   | Δ/PREVIOUS  | Δ/2000    |
|------|--------------|-------------|-----------|
| 2024 | 7,479 (Est.) | (2.0%/Year) | 0.4%/Year |
| 2023 | 7,633 (Est.) | (0.1%/Year) | 0.5%/Year |
| 2022 | 7,642 (Est.) | 0.3%/Year   | 0.5%/Year |
| 2021 | 7,618 (Est.) | 0.9%/Year   | 0.5%/Year |
| 2020 | 7,549 (Est.) | (1.7%/Year) | 0.5%/Year |
| 2019 | 7,686 (Est.) | 0.6%/Year   | 0.6%/Year |
| 2018 | 7,640 (Est.) | (0.3%/Year) | 0.6%/Year |
| 2017 | 7,665 (Est.) | 0.8%/Year   | 0.7%/Year |
| 2016 | 7,607 (Est.) | 2.9%/Year   | 0.7%/Year |
| 2015 | 7,668        | 1.1%/Year   | 0.8%/Year |
| 2014 | 7,582 (Est.) | 2.5%/Year   | 0.8%/Year |
| 2013 | 7,395 (Est.) | 0.7%/Year   | 0.6%/Year |
| 2012 | 7,346 (Est.) | (0.3%/Year) | 0.6%/Year |
| 2011 | 7,369 (Est.) | 1.7%/Year   | 0.7%/Year |
| 2010 | 7,247        | (2.7%/Year) | 0.6%/Year |
| 2009 | 7,447 (Est.) | 1.0%/Year   | 1.0%/Year |
| 2008 | 7,374 (Est.) | 0.9%/Year   | 1.0%/Year |
| 2007 | 7,307 (Est.) | 1.0%/Year   | 1.0%/Year |
| 2006 | 7,230 (Est.) | 1.7%/Year   | 1.0%/Year |
| 2005 | 7,110 (Est.) | 0.9%/Year   | 0.9%/Year |
| 2000 | 6,809        | (3.6%)/Year | N/A       |
|      |              |             |           |
| 1995 | 8,162        | 4.3%/Year   | N/A       |
| 1990 | 6,598        | 3.0%/Year   | N/A       |
| 1980 | 4,907        | N/A         | N/A       |

While the 2024 population estimate is 7,479, the Page Chamber of Commerce website reports that around 9,000 people live in the immediate area.

The historical fluctuations notwithstanding, it may be noted that the population in Page has generally grown quite slowly over many years. Modest increases in population are anticipated over the coming years.

The climate in Page is temperate, with a relatively small amount of snow in the winter and few days surpassing 100 degrees in the summer. In general, during the months of December, January and February, the average minimum temperature is between 24 and 32 degrees; and during June, July and August, the average maximum temperature is from 90 to 97 degrees. The annual average minimum temperature is 47.2 and the average maximum temperature is 71.8. The total average precipitation is 4.78 inches.

Because of its youth, the community is largely without older, blighted areas. Accordingly, it is also without historical buildings or landmarks, except for the historical significance of the town's contribution to the building of the Glen Canyon Dam. Page is well laid out, with appropriate areas designated for residences, schools, and commercial enterprises. The primary commercial district is in the center of the community along Lake Powell Boulevard, although an increasing number of commercial concerns are being located off of the Mesa along Highway 89, on the north and south ends of the Highway 89 Loop, and in the Industrial Park along Highway 98

Although it was begun as a temporary camp for construction workers, Page has emerged as a self-sufficient and progressive city, with a much more diversified economic base. Lake Powell, the Navajo Generating Station, and tourism are the major economic factors in Page.

The National Park Service estimates that the Page/Lake Powell area has around three million visitors per year. A significant portion of the tourists are foreign visitors, thousands of whom visit the area on bus tours each year. Businesses in Page provide supplies and services to boaters, campers, and fishermen, who visit Page on their way to and from Lake Powell. In addition, employees of the marinas, lodge, dam, and service facilities adjacent to Lake Powell are typically Page residents.

Closely associated with this segment of the economy is the tourism generated by other surrounding attractions. For some travelers, Page serves as a stopping off point en route to the north and south rims of the Grand Canyon, the Colorado River, Kaibab National Forest, and Bryce and Zion National Parks in southern Utah. In addition, many Native American ruins and cultural centers are located near Page. Many of the foreign visitors are booked onto tours which include Las Vegas, the Grand Canyon, Page/Lake Powell, Sedona, and other nearby attractions.

A threat to the tourist economy was presented by the Sierra Club's statement that the Glen Canyon Dam should be removed and Lake Powell drained. Obviously, if these events were to take place, the economy of the community would be damaged immensely. Congressional hearings of the Sierra Club's case were heard in Washington, D.C. in September, 1997. However, the removal of the dam and draining of the lake would be radical moves, ones which are not likely to be embraced by the Federal government, at least in the near future.

For the time being, business in the community is proceeding without undo concern over these possibilities, although the drought affecting the Southwestern United States drastically lowered the water level in the lake beginning in the early 2000's and continuing through 2022. The impact of the lake level and the reduction in tourism caused by the events of September, 2001 reduced the volume of tourism in the community although the level has bounced back and is now greater than ever. In 2021 the water level reached its lowest level since the lake was filling in the 1960's and the recreational uses of the lake and the businesses which accompany these uses were being threatened. However, the heavy snowfall in the winter of 2022/23 resulted in a much higher than average snowpack and water runoff. As a result, the water level in Lake Powell rose by approximately 65' during the spring and early summer runoff in 2023. This reprieve from many years of declining water levels was welcomed by recreational aficionados of the lake as well as the many Page businesses which depend on lake visitation for profitable operation. However, it will take more years of similar snowfall to bring the lake back up to optimal levels.

The Salt River Project's Navajo Generating Station had for many years been located just outside of Page. For many years, this facility had been the single largest employer in the community, supplying as many as 700 jobs. A change in the hiring and promotion policy at this facility was implemented in 1989. This policy stipulated that hiring and promotion in the plant will be made in preference to Navajo Indians rather than to individuals of other ethnic groups. The community braced itself for the impact of this hiring policy, which until the end of the 1989 tourist season, was minimized. However, by the end of 1989, the community and its governing body had become somewhat alarmed by the effect of this policy. The population decreased and the housing market slumped, as evidenced by housing vacancies which equaled approximately 11% of the total housing stock at the time of the 1990 census.

Although completed, the Page economy benefited from the 'scrubber project' at the Navajo Generating Station. This \$500 million project was designed to remove 90% of the sulfur dioxide emissions from the power plant. The 'scrubber project' required the hiring of approximately 500 workers for five to six years. Several permanent workers have been retained to operate the equipment, once installed. Another large scale project to overhaul portions of the plant was considered, although an impasse was reached between the Navajo Nation and Salt River Project with regards to renewing the lease for the land on which the generating station is situated. The most pessimistic forecast was that the plant would close although it remained in operation for a few years until economic issues again threatened its future.

Salt River Project, an owner and the plant's operator, had negotiated to keep it open but faced a variety of headwinds, from retrofits required by federal environmental regulations to renewing a property lease with the Navajo Nation. The NGS is one of the biggest carbon emitters in the County. The lease with the Navajo Nation expired in 2019. If the plant owners did not keep running the plant and didn't negotiate a lease extension, they would start tearing it down for decommissioning by the end of 2019.

The economic benefits of the plant extend far beyond northern Arizona, as its power pumps Colorado River water in the Central Arizona Project canal to Phoenix and Tucson. About half the water used in metro Phoenix comes from the canal. But its impacts, particularly its climate-changing carbon emissions, also extend far beyond the region, making it a major target for environmental groups.

The plant remained in operation until November, 2019 when the plant closed and decommissioned in the face of low natural-gas prices that undercut the economics of the plant. The glut of cheap natural gas that swept the country has made the plant's electricity more expensive than simply buying power from natural-gas-fired plants. The Navajo Generating Station was demolished in December, 2020.

Other significant sectors of Page's economy include trades and public administration. Because of the absence of any major city in the region, Page has become a major trade center for northeastern Arizona and southern Utah. Over 50% of the employees in the community are in the retail and services sector of the economy. In spite of Wal-Mart's initial disruptive impact on the retail sector, sales tax receipts increased by almost 14% per year compounded in the years following the construction of the new Wal-Mart store. This observation indicates that residents are shopping in Page, rather than in Flagstaff, Phoenix, or Kanab, Utah. Furthermore, Page's status as a regional retail center has been strengthened by Wal-Mart's presence. Wal-Mart moved into a new facility on the west side of Highway 89 at its intersection with Haul Road in early 2006. This relocation/expansion further increased the prominence of the area as a retail center, although it created a large vacant space in the existing Gateway Shopping Center.

Public administration is dominated by federal government agencies. The Glen Canyon National Recreation Area is administered by the National Park Service through headquarters in Page. Glen Canyon Dam is managed by the Bureau of Reclamation, and both agencies are part of the U.S. Department of the Interior. There are several locations in and around the community which are being used by these agencies.

Motivated by the 'boom and bust' cycles which had impacted the community, the town embarked on a new growth and development program in the late 1980's. After extensive public input through town hall meetings, the City government adopted a Community Master Plan in January, 1989, and the Gateway Area Specific Development Plan in July, 1989. The purpose of these plans was to embark on a pro-active program to diversify and expand the economic base, and to curb the economic drain which had periodically plagued the community. The Master Plan focused on the development of special use districts, a championship golf course, convention centers, shopping centers, and residential uses. The 'Gateway' Plan focused on consistent quality and design of new development in the newly emerging area off of the Mesa. The City's primary asset for accomplishing these goals was its land holdings. Augmenting this asset has been the City's aggressive pursuit of federal and state grants available for community development.

The unusual origin of the City of Page has resulted in an atypical real estate market. Because the town is located on land once owned by the federal government, and subsequently transferred to the municipality, the City of Page is the dominant owner of undeveloped land in the vicinity. Although some parcels have been transferred to private ownership, most undeveloped acreage in the area is owned by the city. Consequently, the typical real estate market, in which many buyers and sellers interact to establish the market, is not found in Page. In the past, the City government has periodically sold land to private parties through the auction process. This process has recently changed to allow more direct negotiation in the acquisition of city owned land. However, the Page real estate market is still widely affected by the oligopolistic position held by the City in the supply of undeveloped land.

The main portion of the city is located at the Manson Mesa, at an elevation of 4,300 feet. The Mesa is accessed from Highway 89 via a loop road that enters the community from the southwest and the northwest. The mesa is about 100 feet above the level of the highway creating topographical and visibility barriers between the land on the mesa and the land area around the highway. The land on the mesa is quite level and presents few barriers to construction and development. Land off of the Mesa is also typically near level to gently sloping and developable. However, the development of the escarpment at the edge of the Mesa is challenged by sloping terrain.

Historically, growth in Page has been on the Mesa, with most commercial growth taking place in the traditional central business district (CBD) along Lake Powell Boulevard. Although available land has become scarce in the CBD, several new projects have been developed on the Mesa in recent years with the redevelopment of some properties also noted.

While the Mesa remains the heart of the community, the growth in Page has required the development of lands surrounding, but just off the mesa. Abundant land is available for development in this area, which remains within the city limits. Much of the land development off the Mesa has been for commercial and light industrial uses, although a few residential subdivisions offering mobile home and mini-ranch sites have been established to the south of the mesa and the original Townsite.

The development of a previously undeveloped expanse of land along Highway 89 on the west side of the community become known as the 'The Gateway Area'. Infrastructure was extended in this area and some new road construction took place. The City's championship 18 hole Lake Powell Golf Course abuts the escarpment at the west edge of the Mesa. The Courtyard by Marriott hotel borders the golf course near the golf course clubhouse. The National Park Service Headquarters building and a Denny's Restaurant represent other new developments in the north end of The Gateway Area. A C-store/gas station, car wash, Days Inn Motel, Jack-in-the-Box and McDonald's Restaurants and the new Wal-Mart Store add to the development in the Gateway Area.

Additional development is taking place in the south end of The Gateway Area around the intersection of Highway 89 and the South Loop Road. The first major development in this area was the Wal-Mart-anchored Gateway Shopping Center which opened in 1991. This

center initially included Wal-Mart, Basha's, Burger King, Subway Sandwich, and several in-line spaces. However, as noted, Wal-Mart moved to the west side of Highway 89. A Ford dealership, several traveler's hotels, low income apartment complex and a Coconino Community College campus have been constructed east of Highway 89 on the South Loop Road.

Page is governed by a mayor and council form of government. In general, the community appears to be well managed, although turnover in the city council has caused some inconsistency in programs and planning during some periods of time. Law enforcement for the community is provided by a municipal police force, the Coconino County Sheriff's Office, and the State Department of Public Safety. The Page fire department has a full time chief and assistant chief and volunteer fire fighters and EMT's.

City services include municipal water and sewer, with trash removal being contracted to private business, with customer billing handled by the City of Page. The City has added a sports complex on Haul Road, a City Library on the South Loop and a new police and fire station on Coppermine Road. A site for a new airport has been selected and studies for this \$50 - \$60 million project are being conducted. This project, however, is not scheduled for completion for approximately ten years.

The City of Page has taken over the electrical service in the area, formerly operated by Arizona Public Service Company. Because of an allocation of electric power generated by Glen Canyon Dam, the City of Page is able to provide electric power at a rate that is lower than many other areas in the state. The community has underground natural gas service by Alliant Gas, telephone by Qwest, and portable propane and butane by local distributors. Trash removal is by a private vendor. Availability and rates for these services are typical as compared with other Northern Arizona communities.

Education is provided by two public elementary schools, a junior high school, a high school, and a branch of Coconino Community College. In addition, there are two pre-schools and the Bureau of Indian Affairs operates two boarding schools and one day school.

Two statewide banks, Wells Fargo and Bank of the West (formerly Community First Bank, Bank One and Valley National Bank), have offices in Page, and both Salt River Project and Coconino County Employees have credit union offices in the community. Page businesses are eligible for assistance in financing fixed assets through the Development Finance Division of the Arizona Department of Commerce. Industrial development is further assisted by the Industrial Authority of the City of Page, and the Industrial Development Committee of the Page/Lake Powell Chamber of Commerce.

Page is served by a small local newspaper, which is published weekly. The Arizona Republic and USA Today provide daily news service. Television and radio communication are via several stations broadcasting from Phoenix, Flagstaff, and Kanab, Utah. Several trucking companies, including UPS, provide surface transportation to the city. The Page Airport has a lighted 5,500 foot paved runway and is used by a small passenger airline as well as a charter service and private planes.



Page offers over 13 churches of numerous denominations, along with other community facilities including; a public library, bowling alley, indoor theater, several recreation areas with tennis courts, golf course and sports fields, a museum and a senior center. Medical facilities include the Page Hospital (25 beds) and three medical clinics. A wide range of medical services are available in Page, although some specialties require transportation to Flagstaff.

## CONCLUSION

The City of Page has grown sporadically since its beginning in 1957, although the 'boom & bust' cycles appear to have stabilized. However, growth in population is currently at a slow pace. Originally planned and built as a camp community for construction workers, Page has emerged as a healthy, self-sufficient city with close ties to the recreational activities of Lake Powell.

The real estate market has been molded in part by the City's dominant position as the primary owner of undeveloped land. As increasing amounts of land are transferred to private ownership, the real estate market in Page has become better defined. Nevertheless, the complexion of the market is still colored by the City's vast holdings.

The economy of the community is tied closely to the seasonal tourism industry and, until recently, year round stability was provided by governmental and Navajo Generating Station employment. However, The NGS shut down in late 2019 and the City of Page has had to reduce its workforce in an effort to cope with budget constraints.

Highlighted by the adoption of a 'Community Master Plan' and Gateway Area Specific Development Plan in 1989, Page is well positioned for future growth and development. However, the planned closure of the Navajo Generating Station represents a threat to the local economy.

## **NEIGHBORHOOD ANALYSIS**

The subject property is located in an emerging area south of Manson Mesa. As noted in the Area Analysis, development in the community has typically been on the Mesa. However, with the supply of land on the Mesa shrinking, development of lands off of the Mesa have become more common over the past several years and many of the most prominent businesses in the community are now located off the Mesa along Highway 89 or east of the highway and south of the Mesa.

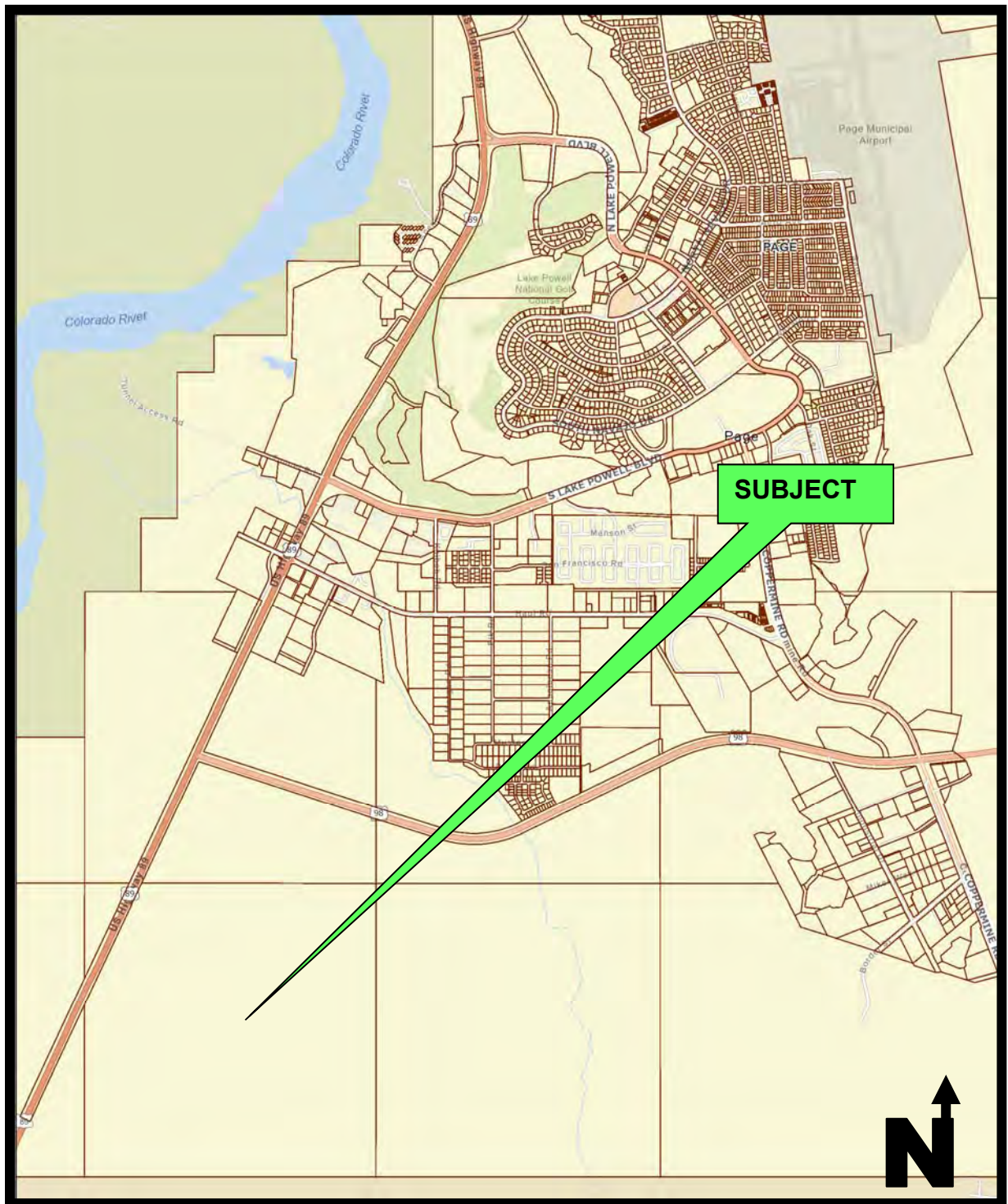
The 'Mesa', which is north of the subject area, is bounded on the north by undeveloped land which is part of the Glen Canyon National Recreation Area. South of the subject property is the newer development south of the Mesa including those new developments around the intersections of U.S. Highway 89 and South Lake Powell Boulevard and Haul Road. The area is bounded on the east by undeveloped land east of the Mesa and on the west by undeveloped land between Highway 89 and the Colorado River/Glen Canyon. Access to and throughout the area is via Highway 89 to Lake Powell Boulevard, Haul Road and/or Highway 98.

Lands along Highway 89, South Lake Powell Boulevard and on Haul Road have been the location of much of the new commercial development in Page in recent years. Development in the Highway 89 Corridor was initiated with the 1991 development of the Wal-Mart-anchored Gateway Shopping Center at the southeast corner of Highway 89 and the 89 Loop. In addition, to the anchor Wal-Mart Store, this center once contained the Basha's Grocery Store, Subway Sandwich Shop, Burger King, and several in-line units. This center had become the dominant retail center in the community and has lured shoppers from the Mesa. However, Wal-Mart built a new store on the west side of Highway 89 at Haul Road. This store opened in 2006 and left the major anchor unit in the Gateway Shopping Center vacant. Basha's subsequently closed their store in this center and several other vacant units are noted in this center. However, the former Wal-Mart space has now been occupied by Page Lumber. In addition, a pizza restaurant and a machine gun shooting range, along with a few other businesses have renewed activity in this retail location.

Among the developments along the South Loop are Page Ford Auto Dealership, Holiday Inn Express, La Quinta Inn & Suite, Super 8 Motel and Motel 6 motels, a low-income apartment complex, and the campus of the Coconino Community College and Northern Arizona University (the subject parcel adjoins these educational facilities). All of these developments have been built along the south side of the 89 Loop, while the north side is consumed with Page's new Lake Powell National Golf Course.

A significant amount of commercial activity has also taken place around the Highway 89/Haul Road Roundabout. The most prominent commercial developments in this area are the Wal-Mart, McDonalds, Taco Bell, Jack-in-the-Box and Sonic Restaurants, a Texaco C-Store/gas station, Jack-in-the-Box Restaurant and several hotels including

# NEIGHBORHOOD MAP



Days Inn Suites, Comfort Inn & Suites, Hampton Inn & Suites and Country Inn and Suites by Radisson. Other businesses in the immediate vicinity of the Highway 89/Haul Road Roundabout include a car and boat washing facility. A variety of small, commercial and light industrial uses and a low quality motel comprise the rest of the commercial development east of the highway on Haul Road.

A fairly large, light industrial and storage condominium type project known as the Easy Street Commercial Subdivision and two boat storage and service facilities are located near the intersection of Haul Road and Coppermine Road. A new Page Honda dealership and Bruce's Rent-to-Own store have recently been built on Coppermine Road just south of its intersection with Haul Road.

The Page Industrial Park is located in the south end of the community. This industrial park is minimally developed with most roads being unpaved and without curb, gutter or sidewalks. However, the area is served by a fairly complete package of utilities and is the home to numerous businesses, most notable Page Steel, Yamamoto Custom Baits, and Reddy Ice (formerly Page Ice). Several other light industrial uses, particularly those which deal with the storage or servicing of boats, storage facilities and miscellaneous uses are also found in the Industrial Park. Other light industrial uses, most notably the Page Flex-Crete plant, have been developed along Highway 98 adjacent to the Industrial Park.

While Page's primary residential neighborhoods are located on the Mesa, a growing number of residential properties are located south of the Mesa. A well-established mobile home park has existed in the area for many years, and a subdivision of small ranchettes has slowly gained momentum. Another, newer residential subdivision, the Paria Canyon Estates is located between the 89 Loop and Haul Road. This subdivision offers manufactured dwellings of good quality and appearance and has gained good acceptance in recent years. While the number of residential developments has grown in the area, it is still generally considered a secondary residential location in Page.

Other uses south of the Mesa include the Lake Powell Mobile Home Village, Page Cemetery, the Page Sports Complex, an equestrian center, and an abundance of vacant land.

The uses immediately surrounding the subject's immediate area are:

- North: Vacant land, and then (Across Highway 98) Vacant undeveloped land along the north side of Highway 98.
- South: Vacant undeveloped land.
- East: Vacant undeveloped land.
- West: (Across Highway 89) mostly vacant undeveloped land. The parking area and trail to Horseshoe Bend is located across Highway 89 west of the most southerly portion of the subject property.

Utilities in the area are similar to other locations in Page. Electric power, natural gas, telephone, and City of Page sewer and water can be made available to the parcel although some utility lines would need to be extended to the property. An agent of the City reports that no restrictions on development in the area are presented because of utility limitations. Financing for real estate is most likely through one of the three banks located in the community. The neighborhood is largely unaffected by nuisances or hazards. This is consistent with all of Page, which is largely without detrimental conditions, as a result of its young age.

## **SITE DESCRIPTION**

The subject property is described below and on the following pages.

|             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|-------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| DIMENSIONS: | The subject property is a square which is approximately one mile on each side. It is noted that Highway 89 extends through the northwest corner of the property creating two parcels which have different dimensions. However, surveys of the two parcels have not been supplied and the entire property, including both segments, is appraised as a single economic entity.                                                                                                                                 |
| SIZE:       | ±639.68 acres based on data found in the Coconino County Assessor's records. However, there appears to be some loss of land area due to the Highway 89 path through the property. It is also likely that a formal survey of the property would result in a marginally different land area. Again, it is noted that no surveys of the two parcels has been provided and the sizes of the two parcels are unknown. For the purposes of this appraisal, the property will be described as containing 640 acres. |
| FRONTAGE:   | Based on informal measurements made on the Coconino County Assessor's website, the larger portion of the property on the east side of the highway appears to have approximately 2,400 feet of frontage on the east side of Highway 89 while the smaller portion of the site on the west side of the highway has approximately 1,900 feet of frontage.                                                                                                                                                        |
| POSITION:   | Both segments of the parcel have characteristics of interior, rather than corner parcels although the development of the property would likely include the creation of some corner positions.                                                                                                                                                                                                                                                                                                                |
| SHAPE:      | The larger portion of the property on the east side of the highway is a regularly shaped polygon with five sides. The smaller portion of the property on the west side of the highway is a triangle.                                                                                                                                                                                                                                                                                                         |
| ACCESS:     | Access to this parcel is from the north and south on Highway 89.                                                                                                                                                                                                                                                                                                                                                                                                                                             |

**STREET IMPROVEMENTS:** Highway 89 is an asphalt paved road with one lane of traffic in each direction. The road has no other improvements.

**UTILITIES:** At the time it is developed, the subject property will be served by utilities as noted below.

|                |                                             |
|----------------|---------------------------------------------|
| Water:         | City of Page, must be extended to property. |
| Sewer:         | City of Page, must be extended to property. |
| Electricity:   | City of Page, must be extended to property. |
| Phone Service: | CenturyLink                                 |
| Natural Gas:   | Alliant Gas                                 |

**TOPOGRAPHY:** The subject land ranges from near level to steeply sloping with significant rock outcroppings. The topography will likely impact the development potential of the parcel. It is also noted that the zoning for a portion of the property is undevelopable district. This district appears to coincide with some of the more steeply sloping portions of the parcel including the rock face which has been painted with the 'Page P'.

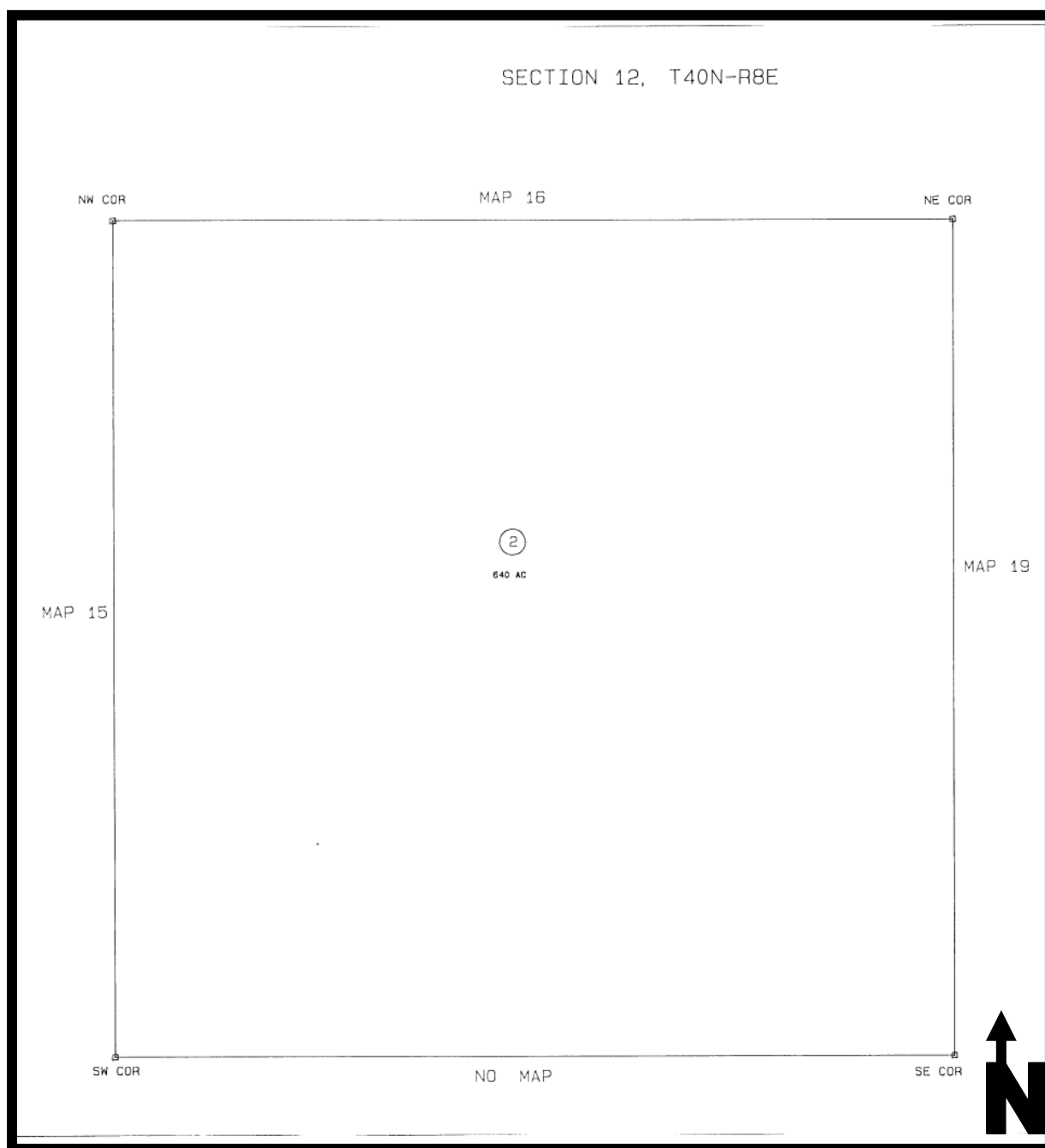
**SOIL AND SUBSURFACE:** The appraiser is unaware of any soil or subsurface conditions which might reduce the utility of the site. However, given the rugged terrain which characterizes portions of the parcel coupled with its large size, some soil and subsurface challenges are likely to be encountered when the property is developed.

**EASEMENTS:** The appraiser has not been supplied with a title report on the property which would reveal easements on the property. However, it appears likely that the electric power transmission lines which cross the property are located in easements. It would not be surprising to find that some other easement cross the property although the large size of the parcel suggests that existing easements would not likely impact the development potential of the property to a significant degree.

**FLOOD:** According to the Federal Emergency Management Agency (FEMA) Flood Insurance Rate Map (FIRM) for this portion of Page, (Panel # 04005C0400G, dated September 3, 2010), the subject property is located in Zone X, an area determined to be out of the 500 year flood plain.



# PARCEL MAP

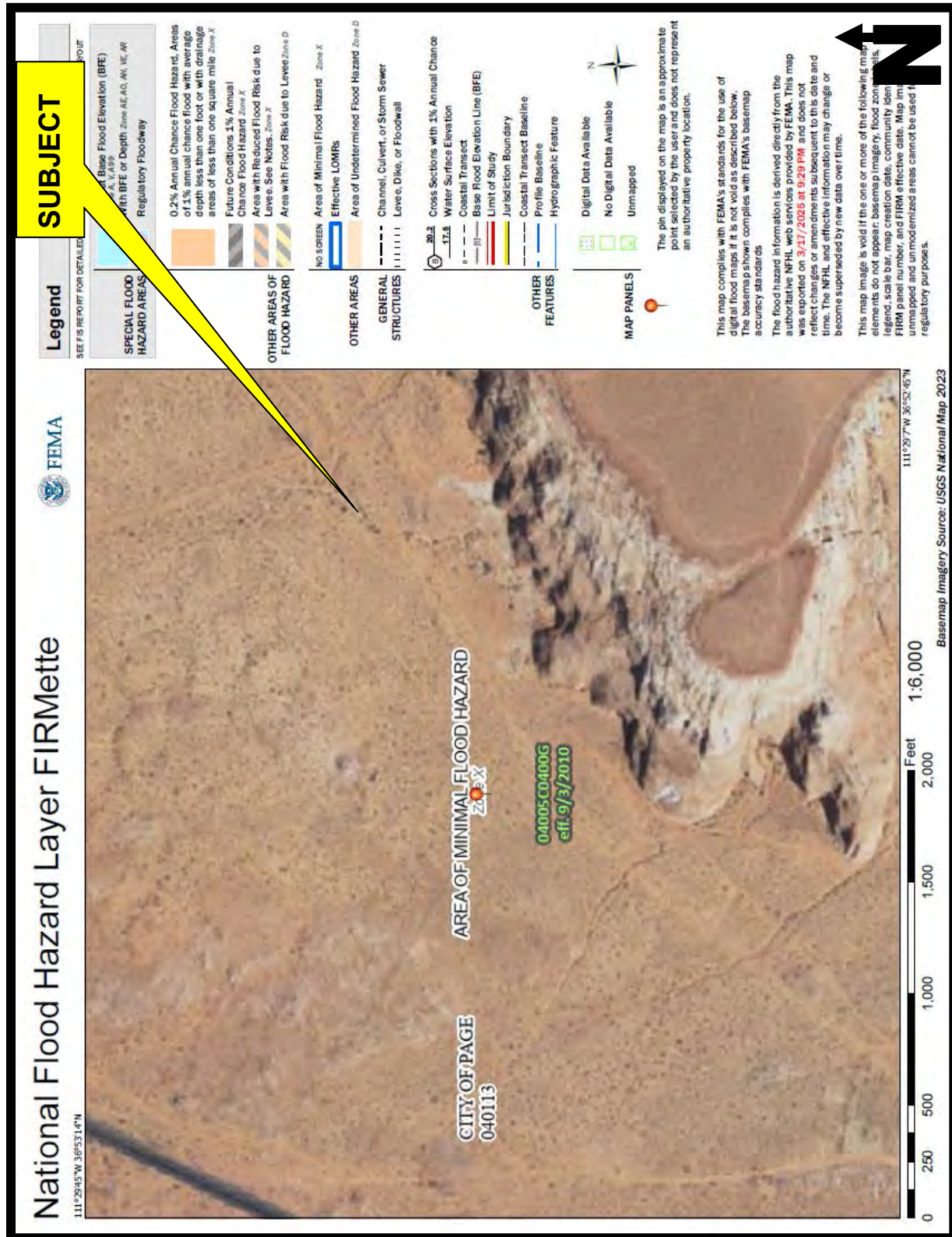


## AERIAL VIEW





# FLOOD MAP



HAZARDS, ETC.: The existence of high voltage overhead power lines on or near the property represent a visual impairment to the property. The steeply sloping terrain and the accompanying designation of undevelopable areas also represent negative influences on the property.

UNIT OF COMPARISON: Price per acre.

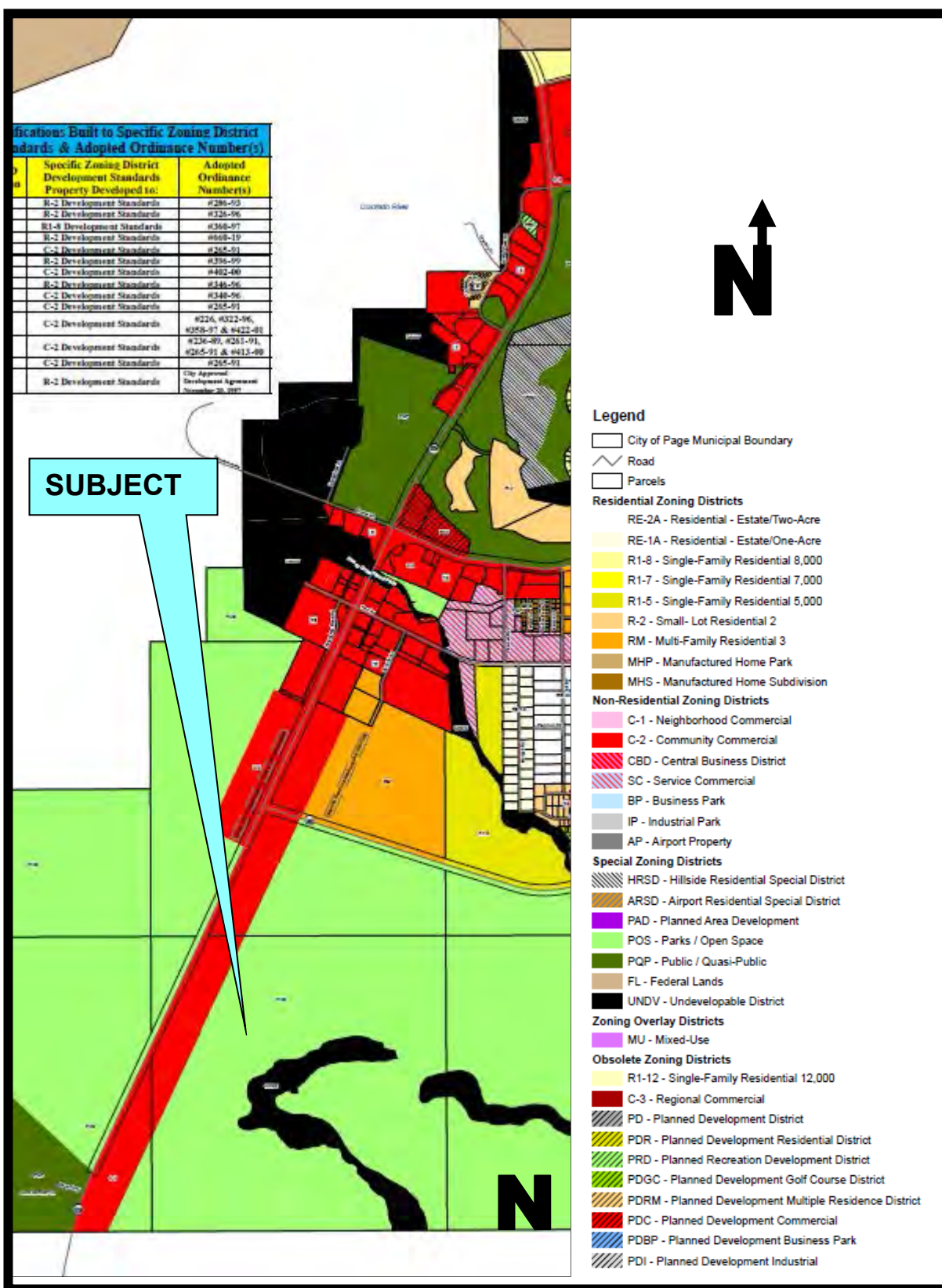
ZONING: City of Page C-2, POS & UNDV

Community Commercial District (C-2). This district is intended to provide a range of general commercial needs, such as: major business groupings; regional size shopping centers; retail sales and personal, professional and business services, excluding business parks, that meet the daily demands of the overall larger community and traveling public. This district may also act as a transition between high density, centrally located commercial activities customarily found in the Central Business District, and multi-family residential districts. Businesses in this district require high visibility, maintain sufficient 12 parking, are buffered from traditional residential neighborhoods, and are predominantly located in commercial strips or nodes located beside or at intersections of major highways and arterials. This district does allow a Mixed-Use Overlay as a Conditional Use, as shown in Table 2.3-1, and in accordance with Section 152.027(B)(5).

Parks/Open Space District (POS). The intent and purpose of this district is to promote the public health, safety and general welfare of the community by protecting and preserving open space as a limited and valuable resource which conserves natural resources, protects scenic vistas, provides recreational opportunities, and contributes to the overall quality of life in the city. These properties or parcels have been set-aside and designated by the city for these purposes.

Undevelopable District (UNDV). The intent of this special district is to define and show the areas of the city that are undevelopable due to steep escarpments, flood zones, or other specific areas designated by the city as undevelopable.

# ZONING MAP



## **DESCRIPTION OF IMPROVEMENTS**

The subject parcel is unimproved. Therefore, no description of improvements is applicable.

## **REAL ESTATE TAXES**

The subject property is identified by the Coconino County Assessor's Office as a portion of Assessor's Parcel # 802-17-002. The property is tax exempt.

(Tax data supplied by the Coconino County Treasurer's Office Official Website)

In the opinion of the appraiser, the assessing methods employed by Coconino County are not sufficiently refined. Therefore, meaningful relationships between full cash value, market value, and the conclusions of this report do not necessarily exist.

## **ANALYSIS OF DATA AND CONCLUSIONS**

### **HIGHEST AND BEST USE**

In the third edition of The Dictionary of Real Estate Appraisal, published by the Appraisal Institute, *highest and best use* is defined as:

*The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability.*<sup>6</sup>

The highest and best use of land or a site as though vacant is defined as:

*“Among all reasonable, alternative uses, the use that yields the highest present land value, after payments are made for labor, capital, and coordination. The use of a property based on the assumption that the parcel of land is vacant or can be made vacant by demolishing any improvements.”*<sup>7</sup>

The highest and best use of a property as improved is defined as:

*“The use that should be made of a property as it exists. An existing property should be renovated or retained as is so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and constructing a new one.”*<sup>8</sup>

The definitions of highest and best use indicate that there are two types of highest and best use. The first type is highest and best use of the land or a site as though vacant. The second is highest and best use of a property as improved. Each type requires a separate analysis. Moreover, in each case, the existing use may or may not be different from the site's highest and best use.

In estimating Highest and Best Use we examine possible use, permissible use, feasible use, and among the uses stated that use which will provide the highest return.

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<sup>6</sup> The Dictionary of Real Estate Appraisal, Third Edition, page 171

<sup>7</sup> The Dictionary of Real Estate Appraisal, Third Edition, page 171

<sup>8</sup> The Dictionary of Real Estate Appraisal, Third Edition, page 171

## AS VACANT

In analyzing the highest and best use of the site as vacant, uses that are *legally permissible* are considered first. The legally permissible uses of the site are generally those included in the zoning designation which governs the area. The current zoning districts for the property are the City of Page Commercial (C-2), Parks & Open Space (POS) and undevelopable (UNDV) districts. The description of these zoning categories is detailed in the zoning portion of this report. It is also noted that the program of development for portions of the parcel may require rezoning. In any event, the existing and potential zoning categories for the property appear to provide great flexibility in planning and development. Therefore, many potential uses may be found to be legally permissible and the delineation of the specific uses is difficult to make with precision.

Within the uses that are outlined as legally permissible, those uses that are *physically possible* are identified next. The subject property contains approximately 640 acres (or slightly less when the Highway 89 roadway area is removed). The parcel is regularly shaped although the parcel is characterized by near level to fairly steeply sloping terrain and the topography of the parcel restricts its development potential to a slight degree. It is also noted that the property is actually divided into two non-contiguous parcels separated by Highway 89 which cuts through the property. As such, the property could be treated as two independent economic entities. However, for the purposes of this appraisal, the entire 640 acres is considered to be a single economic entity.

The location, size and zoning – including the potential for flexibility in eventual use - of the parcel suggest that it can be used for a fairly wide range of potential uses including single family residential, multi-family residential, school, church, commercial, tourist-related use, or mixed use combining two or more of these uses. However, the land contained in the parcel ranges from near level to steeply sloping and is characterized by rock outcroppings, buttes, bluffs and plateaus. The topography of the parcel likely restricts its development potential to a some degree although most of the property appears to be generally suitable for development. It is likely that some areas will be reserved for open space and to preserve the unique topographical features of the property.

An agent for the City of Page reports that City water and sewer can be extended to the property without extraordinary challenges or expense. The cost associated with these extensions has not been established.

The *financially feasible* use of the site are those uses not previously eliminated which produce some return to the land. Infrastructure is available in the area and can reportedly be extended to the parcel. The characteristics of the property and the dynamics of the Page market suggest that the property can be used for a fairly wide range of uses. That is, the characteristics of the property do not clearly indicate any one or two most likely use or uses. In addition, speculative holding represents another use of the property which



would be preferred by some property owners. In the absence of a clearly identified likely use of the property and in the absence of any type of a development plan or development cost, the financially feasible uses of the property are somewhat speculative and necessarily broad.

The *maximally productive* use of the parcel is that use which provides the greatest return to the land. Any of the aforementioned land uses might be found to be the maximally productive use of the land depending, in part, on the preference of the property owner and the demand expressed for one or more of these uses. An alternative use of the land is for speculative holding pending future development.

#### As Improved

The subject property is not improved. Therefore, no analysis of the highest and best use of the parcel, as improved, is warranted.

## **MARKET ANALYSIS**

The term *market analysis* is used broadly in economics but has more specific meaning within the appraisal discipline. For appraisers, market analysis is the identification and study of the market for a particular economic good or service. Appraisers generally consider market analysis at two levels:

- First, from a broad market viewpoint, without a specific property as the focus of the study.
- Second, from the perspective of the market in which a given property competes.

The market analysis component of an appraisal relates market conditions to the subject property and shows how the interaction of supply and demand affects the value of the subject property. It is also used to determine whether there is appropriate market support for an existing property under a specified use. The market analysis for a property also forms the basis for the highest and best use analysis of the property.<sup>9</sup>

The market analysis for the subject property is conducted in five steps: 1) market definition and delineation; 2) demand; 3) competitive supply; 4) market equilibrium; and 5) trends in market activity. The market analyses for the two properties may be presented in a single discussion.

1. *Property Productivity Analysis*: The subject site contains 640 acres of land which is currently unimproved. Most of the adjacent land is vacant and provides little indication of the likely uses of the subject land. The location of the property suggests that it is a good candidate for development in the not too distant future although the specific type of development and the development horizon are speculative.

The strengths and weaknesses of subject property relative to competing properties may be summarized as noted below.

### **Strengths**

- Location on Highway 89 and in the path of development to the south of the traditional developed areas of Page.
- Adequate buildable terrain and access to infrastructure in the area.
- Easy access from Highway 89 and other locations within the community.
- Aesthetically pleasing topographical features.

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<sup>9</sup> The Appraisal of Real Estate, Tenth Edition, The Appraisal Institute, Chicago, Ill. Page 50

## Weakness

- Fairly large size of parcel reduces the number of prospective buyers.
- Difficult terrain reduces the effectively usable land area.

2. *Market Area Delineation:* The market area for this type of property is the entire Page area. Given the isolated position of Page, virtually no overlap into other markets is applicable.

Page has grown slowly over recent years and no pronounced increase in population is anticipated. However, the Page market does benefit from a large number of tourists which travel through the area annually. Situated at the edge of scenic Lake Powell, Page is annually visited by around three million tourists who come to see Lake Powell and the Glen Canyon Recreation area. Together with the local population, the tourist trade fuels the hospitality industry including restaurants, C-stores and other uses which may be suitable for the subject site.

The demand for Page real estate has gained strength in recent years as evidenced by the construction of multiple new hotel properties. However, market conditions are still fairly sluggish and demand is moderate in the short term. The subject land would be attractive to some developers over the near and longer terms although its relatively large size restricts the number of prospective buyers.

The Page real estate market has been characterized by value appreciation over many years with some periods of rapid appreciation for both commercial and residential properties. According to the popular Zillow website, the market was characterized by just a 1% appreciation in mean home values over the year preceding the date of value. However, the data relies on a relatively small sampling of home sales.

Downside risks to the economic forecast in Page include the recent closure of the Navajo Generating Station which had provided approximately 700 jobs in the community. The concerns surrounding the recreational and employment opportunities associated with Lake Powell and the low water level in recent years represents another challenge to the future of economic development in the community. Other long term risks include such possibilities as: mortgage interest rates increasing to a point which would stifle new development (not a problem in the current economic climate); and inadequate employment opportunities for the new middle aged in-migrants.

3. *Demand Analysis:* In discussing the supply and demand for any type of real estate in Page, it must be noted that this community is small enough that data from secondary sources, such as published studies, are not readily available. Therefore, more general information must be considered.

The demand for vacant land is linked to new development which is spurred by the growth in population of a market area and to the number of visitors to the area. While there has been little growth in population in recent years, the millions of tourists who visit Page each year represent a huge economic impact on the community and fuel the demand for tourist related facilities. The location of the subject parcel would tend to attract greater demand than would some competing properties. The growth in the tourism industry results, in turn, on the demand to create additional workforce housing.

4. *Competitive Supply:* The primary determinant of supply is the existing supply of undeveloped land in comparable locations in Page. As a result of the history of the community the supply of land in the subject corridor and in competing locations is extensive. As noted, the City of Page is the predominant land owner in the community and it actively promotes the sales of city owned parcels to private developers and users. There is a vast supply of land which may be considered as alternatives to the subject land.

5. *Interaction of Supply and Demand:* The previous analyses conclude that the demand for vacant land has grown slowly but steadily in response to the expanded tourism and modest long-term population growth in the community. Over the longer term this demand is expected to persist.

6. *Forecast Subject Capture:* As noted, the demand for undeveloped land suitable for development in Page has been mixed over recent years. Given this source of demand and the subject's relatively large size, it can be forecast that the subject parcel would be met with moderate interest if exposed to the market.

## **APPROACHES TO VALUE**

In the valuation of real estate, three approaches to value are generally recognized.

**COST APPROACH:** *That approach in appraisal analysis which is based on the proposition that the informed purchaser would pay no more than the cost of producing a substitute property with the same utility as the subject property. It is particularly applicable when the property being appraised involves relatively new improvements which represent the highest and best use of the land or when relatively unique or specialized improvements are located on the site and for which there exists no comparable properties on the market.*<sup>10</sup>

**SALES COMPARISON APPROACH:** *Traditionally, an appraisal procedure in which the market value estimate is predicated upon prices paid in actual market transactions and current listings, the former fixing the lower limit of value in a static or advancing market (price wise), and the latter fixing the higher limit in any market. It is a process of analyzing sales of similar recently sold properties in order to derive an indication of the most probable sales price of the property being appraised. The reliability of this technique is dependent upon; (a) the availability of comparable sales data, (b) the verification of sales data, (c) the degree of comparability or extent of adjustment necessary for time differences, and (d) the absence of non-typical conditions affecting the sale price.*<sup>11</sup>

**INCOME CAPITALIZATION APPROACH:** *That procedure in appraisal analysis which converts anticipated benefits (dollar income or amenities) to be derived from the ownership of property into a value estimate. The income approach is widely applied in appraising income-producing properties. Anticipated future income and/reversion are discounted to a present worth figure through the capitalization process.*<sup>12</sup>

In essence, all approaches to value (particularly when the purpose of the appraisal is to establish market value) are market data approaches since the data inputs are presumed to be market derived.

In the valuation of the subject property, only the sales comparison approach is considered applicable. All emphasis is placed on this approach to value.

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<sup>10</sup> Byrl N. Boyce, Ph.D. Real Estate Appraisal Terminology (Cambridge, Mass., 1975) page 53

<sup>11</sup> Boyce, Real Estate Appraisal Terminology, page 136

<sup>12</sup> Boyce, Real Estate Appraisal Terminology, page 112

## **LAND VALUATION**

### **SALES COMPARISON APPROACH**

In order to estimate the value of the subject land, a search has been made for recent vacant land sales of parcels which are similar to the subject in location, land area, utility and physical characteristics. The appraiser has conducted a search for such parcels in the subject's immediate area and in competing locations in Page. Because of the uncommonly large size of the subject property, no sales which are even remotely similar to the subject in size have been found in the Page market. As a result, the search was broadened to include all of Coconino, Yavapai and Mohave Counties. However, sales of very large properties which have the potential for commercial and mixed uses are scarce in any of the markets with which the appraiser is familiar. As a result, sales and listings of properties which are not closely comparable to the subject with respect to location, size and use are necessarily used in this analysis.

The land valuation herein is based upon the economic theory of substitution which holds that an informed buyer would pay no more for a piece of property than an equally desirable one. The most common units of comparison for large parcels of land in this market are the price per square foot and price per acre. Because price per acre is more common for large commercial parcels, each comparable sale will be reduced to this unit of comparison for use in this analysis.

#### **Introduction of Comparable Sales & Listings**

The sales and listings preliminarily examined by the appraiser are arrayed on the following pages. The data is arranged according to parcel size on the next page. On the following page, the data is presented based on ascending price per acre order.

### Comparables Listed By Parcel Size

| LOCATION           | COUNTY   | AP#          | SALE/LIST<br>DATE | SIZE<br>ACRES | SALE/LIST<br>PRICE | SALE/LIST<br>\$/ACRE |
|--------------------|----------|--------------|-------------------|---------------|--------------------|----------------------|
| Page, Haul Rd.     | Coconino | 802-18-012   | 6/2023            | 14.25         | \$925,000          | \$64,912             |
| Page, Coppermine   | Coconino | 802-10-020P+ | 6/2021            | 21.46         | \$525,000          | \$24,464             |
| Page, Haul Rd.     | Coconino | 802-09-001   | 8/2023            | 29.89         | \$1,495,000        | \$50,017             |
| Prescott, CVID     | Yavapai  | 102-02-003+  | 12/2023           | 60.74         | \$850,000          | \$13,994             |
| Williams           | Coconino | 202-11-007J  | 6/2021            | 81.86         | \$1,890,000        | \$23,088             |
| Congress           | Yavapai  | 202-18-006D  | 2024 Listing      | 110.50        | \$425,000          | \$3,846              |
| Ash Fork           | Yavapai  | 302-18-180   | 2/2022            | 120.00        | \$150,000          | \$1,250              |
| Cornville          | Yavapai  | 407-30-002J  | 7/2021            | 131.20        | \$4,000,000        | \$30,488             |
| Skull Valley       | Yavapai  | 100-07-016   | 9/2021            | 144.43        | \$400,000          | \$2,770              |
| Kingman            | Mohave   | 252-05-021   | 6/2022            | 163.01        | \$800,000          | \$4,908              |
| Ash Fork           | Yavapai  | 302-18-107+  | 2022 Listing      | 172.33        | \$179,750          | \$1,043              |
| Prescott,WmsnVly   | Yavapai  | 300-28-117+  | 8/2021            | 200.43        | \$1,068,000        | \$5,329              |
| Chino Valley       | Yavapai  | 306-40-034B  | 5/2024            | 207.83        | \$800,000          | \$3,849              |
| Chino Valley       | Yavapai  | 306-40-034B  | 5/2024            | 207.83        | \$800,000          | \$3,849              |
| Castle Hot Springs | Yavapai  | 204-02-025   | Listing           | 210.00        | \$945,000          | \$4,500              |
| Prescott, Senator  | Yavapai  | 205-14-246Q  | Listing           | 221.11        | \$5,500,000        | \$24,874             |
| Paulden            | Yavapai  | 303-03-003R  | Pending           | 223.62        | \$650,000          | \$2,907              |
| Dewey-Humboldt     | Yavapai  | 402-01-060J+ | 8/2023            | 230.87        | \$750,000          | \$3,249              |
| Dewey-Humboldt     | Yavapai  | 402-01-063D  | 4/2023            | 246.75        | \$950,000          | \$3,850              |
| Ash Fork           | Yavapai  | 302-18-069A  | 4/2021            | 250.02        | \$160,000          | \$640                |
| Paulden            | Yavapai  | 305-01-045B  | Listing           | 279.82        | \$2,154,614        | \$7,700              |
| Prescott,WmsnVly   | Yavapai  | 300-28-070H+ | 3/2021            | 308.43        | \$2,228,279        | \$7,225              |
| Rimrock            | Yavapai  | 405-22-004   | 5/2022            | 314.00        | \$4,650,000        | \$14,809             |
| Seligman           | Yavapai  | 301-16-002A  | 10/2023           | 319.12        | \$225,000          | \$705                |
| Kingman            | Mohave   | 352-10-017+  | 3/2024            | 320.00        | \$745,000          | \$2,328              |
| Seligman           | Yavapai  | 301-09-003X  | 6/2022            | 320.00        | \$290,000          | \$906                |
| Seligman           | Yavapai  | 301-16-002A  | Listing           | 320.00        | \$240,000          | \$750                |
| Prescott,WmsnVly   | Yavapai  | 300-28-140H  | 8/2024            | 360.05        | \$4,330,000        | \$12,026             |
| Skull Valley       | Yavapai  | 300-04-006B  | 6/2023            | 395.14        | \$1,990,000        | \$5,036              |
| Winslow            | Coconino | 108-03-001B  | Listing           | 480.00        | \$18,000,000       | \$37,500             |
| Seligman           | Yavapai  | 301-05-122   | 9/2024            | 517.61        | \$285,000          | \$551                |
| Prescott Airport   | Yavapai  | 102-01-002A+ | 12/2020           | 534.86        | \$7,208,000        | \$13,476             |
| Wikieup            | Mohave   | 102-33-036   | Listing           | 580.00        | \$350,000          | \$603                |
| Ash Fork           | Yavapai  | 206-38-001B  | 12/2021           | 608.45        | \$735,000          | \$1,208              |
| Golden Valley      | Mohave   | 339-24-002   | 3/2022            | 614.00        | \$1,300,000        | \$2,117              |
| Dewey-Humboldt     | Yavapai  | 402-11-041+  | 10/2019           | 642.29        | \$1,550,000        | \$2,413              |
| Wickenburg         | Maricopa | 506-12-003   | 5/2023            | 679.94        | \$1,985,300        | \$2,920              |
| Prescott,WmsnVly   | Yavapai  | 300-28-003N  | Listing           | 891.79        | \$8,000,000        | \$8,971              |
| Kirkland           | Yavapai  | 205-25-032   | 6/2023            | 1464.89       | \$4,500,000        | \$3,072              |
| Kingman            | Mohave   | 341-15-022   | 2/2023            | 1901.00       | \$3,200,000        | \$1,683              |



### Comparables Listed By \$/Per Acre

| LOCATION           | COUNTY   | AP#          | SALE/LIST<br>DATE | SIZE<br>ACRES | SALE/LIST<br>PRICE | SALE/LIST<br>\$/ACRE |
|--------------------|----------|--------------|-------------------|---------------|--------------------|----------------------|
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| Kingman            | Mohave   | 341-15-022   | 2/2023            | 1901.00       | \$3,200,000        | \$1,683              |
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| Skull Valley       | Yavapai  | 100-07-016   | 9/2021            | 144.43        | \$400,000          | \$2,770              |
| Paulden            | Yavapai  | 303-03-003R  | Pending           | 223.62        | \$650,000          | \$2,907              |
| Wickenburg         | Maricopa | 506-12-003   | 5/2023            | 679.94        | \$1,985,300        | \$2,920              |
| Kirkland           | Yavapai  | 205-25-032   | 6/2023            | 1464.89       | \$4,500,000        | \$3,072              |
| Dewey-Humboldt     | Yavapai  | 402-01-060J+ | 8/2023            | 230.87        | \$750,000          | \$3,249              |
| Congress           | Yavapai  | 202-18-006D  | 2024 Listing      | 110.50        | \$425,000          | \$3,846              |
| Chino Valley       | Yavapai  | 306-40-034B  | 5/2024            | 207.83        | \$800,000          | \$3,849              |
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| Castle Hot Springs | Yavapai  | 204-02-025   | Listing           | 210.00        | \$945,000          | \$4,500              |
| Kingman            | Mohave   | 252-05-021   | 6/2022            | 163.01        | \$800,000          | \$4,908              |
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| Prescott,WmsnVly   | Yavapai  | 300-28-070H+ | 3/2021            | 308.43        | \$2,228,279        | \$7,225              |
| Paulden            | Yavapai  | 305-01-045B  | Listing           | 279.82        | \$2,154,614        | \$7,700              |
| Prescott,WmsnVly   | Yavapai  | 300-28-003N  | Listing           | 891.79        | \$8,000,000        | \$8,971              |
| Prescott,WmsnVly   | Yavapai  | 300-28-140H  | 8/2024            | 360.05        | \$4,330,000        | \$12,026             |
| Prescott Airport   | Yavapai  | 102-01-002A+ | 12/2020           | 534.86        | \$7,208,000        | \$13,476             |
| Prescott, CVD      | Yavapai  | 102-02-003+  | 12/2023           | 60.74         | \$850,000          | \$13,994             |
| Williams           | Coconino | 202-11-007J  | 6/2021            | 81.86         | \$1,890,000        | \$23,088             |
| Rimrock            | Yavapai  | 405-22-004   | Listing           | 284.50        | \$6,900,000        | \$24,253             |
| Page, Coppermine   | Coconino | 802-10-020P+ | 6/2021            | 21.46         | \$525,000          | \$24,464             |
| Prescott, Senator  | Yavapai  | 205-14-246Q  | Listing           | 221.11        | \$5,500,000        | \$24,874             |
| Cornville          | Yavapai  | 407-30-002J  | 7/2021            | 131.20        | \$4,000,000        | \$30,488             |
| Winslow            | Coconino | 108-03-001B  | Listing           | 480.00        | \$18,000,000       | \$37,500             |
| Page, Haul Rd.     | Coconino | 802-09-001   | 8/2023            | 29.89         | \$1,495,000        | \$50,017             |
| Page, Haul Rd.     | Coconino | 802-18-012   | 6/2023            | 14.25         | \$925,000          | \$64,912             |

Of the many sales and listings initially researched by the appraiser, six are introduced as comparables in this analysis. The land transactions used in the valuation of the subject site are summarized below.

### COMPARABLE LAND SALES & LISTINGS

1. AP# 300-28-070H, 070T, 070U, 097, 117, 118B, 140D; W. Meadowlark Rd, Prescott:  
3/21, 8/21 & 11/21 Sale @ \$2,228,279/308.43 Acres = \$7,225/Acre
2. AP# 305-01-045B; 1595 E. Verde Ranch Road, Paulden:  
4/25 Listing @ \$2,154,614/279.82 Acres = \$7,700/Acre
3. AP# 300-28-140H; N. Unbridled Trail, Prescott:  
8/24 Sale @ \$4,330,000/360.05 Acres = \$12,026/Acre
4. AP# 102-02-003; 7000 Ruger Road, Prescott:  
12/23 Sale @ \$850,000/60.74 Acres = \$13,994/Acre
5. AP# 102-01-002A, 002D, 229, 231B & 102-02-004C, 004D, 005 & 102-03-008C &  
102-04-001V, 001W; Highway 89 & Airport, Prescott:  
12/20 Sale @ \$7,208,000/534.86 = \$13,476/Acre
6. AP# 202-11-007J; Airport Road, Williams:  
6/21 Sale @ \$1,890,000/81.86 = \$23,088/Acre

The comparable sales all refer to vacant parcels of land in locations which directly or indirectly compete with the subject location in Page. They are summarized in the chart below and further identified in the paragraphs which follow.

### **COMPARABLE LAND CHART**

| COMP #   | LOCATION                    | SALE DATE | EFFECTIVE* SALE PRICE | SIZE IN ACRES | ZONING         | \$/AC    |
|----------|-----------------------------|-----------|-----------------------|---------------|----------------|----------|
| 1.       | Prescott, Williamson Valley | 2021      | \$2,228,279           | 308.43        | Residential    | \$ 7,225 |
| 2.       | Paulden, Verde Ranch Road   | Listing   | \$2,154,614           | 279.82        | Residential    | \$ 7,700 |
| 3.       | Prescott, Williamson Valley | 8/24      | \$4,330,000           | 360.05        | Residential    | \$12,026 |
| 4.       | Prescott, Airport Area      | 12/23     | \$ 850,000            | 60.74         | Industrial     | \$13,994 |
| 5.       | Prescott, Airport Area      | 12/20     | \$7,208,000           | 534.86        | RCU (Holding)  | \$13,476 |
| 6.       | Williams, Airport Area      | 6/21      | \$1,890,000           | 81.86         | Commercial     | \$23,088 |
| Means:   |                             |           |                       | 270.96        |                | \$12,918 |
| Subject: |                             |           |                       | 640.00        | C-2, PQP, UNDV |          |

\*May reflect adjustments for: Rights Conveyed, Financing Terms, Conditions of Sale, Expenditures After Sale.

### Discussion of Comparable Sales:

*Comparable #1, 2 and 3* represent the sales of large parcels of residentially zoned land located in the broader Prescott market. Comparables #1 and 3 are located north of Prescott in the Williamson Valley sub-market. Comparable #2 is located in the Paulden area, also north of Prescott. While Williamson Valley and this portion of Paulden are attractive areas in the general Prescott market, these parcels have no potential for development with any use other than low-density, rural residential uses. 30028Because the subject has potential for a mixed program of use, including commercial and possibly industrial development, these comparables are inferior to the subject with respect to location and development potential.

*Comparables #4 and 5* are the sales of relatively large parcels of land located near the Prescott Airport. These parcels are more similar to the subject in location in that they are nearer the commercial and residential centers of Prescott and because they have the potential for commercial, light industrial and mixed programs of use. They are also more similar to the subject since they are conveniently accessed from Highway 89 and from other heavily trafficked roadways in Prescott. Of the comparables selected for use in this analysis, Comparable #5 most closely resembles the subject in parcel size.

*Comparable #6* is the sale of a parcel of land which is located near the small airport in Williams. This parcel also provides the potential for commercial, light industrial and/or mixed programs of use. Like Comparables #4 and 5 it is closer to the commercial and residential centers of this community. The comparable is much smaller than the subject and requires a significant adjustment for parcel size.

## Adjustments to Comparable Sales

The comparable sales are analyzed with respect to various *elements of comparison*. Such characteristics as *property rights conveyed, financing terms, conditions of sale, expenditures after the sale, market conditions (time), location, physical characteristics (size, configuration, corner, topography/flood & infrastructure)* and *zoning/density/use* are studied to arrive at the need for adjustments. The adjustments required for the various elements of comparison are discussed below.

1. The *rights conveyed* for all of the comparables are essentially the fee simple interest as impacted by typical easements. There are no atypical easements or deed restrictions and no adjustments are required for this element of comparison.
2. Each of the sales was for cash or terms that are found to be substantially cash equivalent. None of the comparables requires adjustment for *financing terms*.
3. None of the comparables was characterized by atypical *conditions of sale* and no adjustments are made for this element of comparison.
4. No adjustments are made to any of the comparables for *expenditures after the sale*. None of the comparables was impacted by required expenditures after the sale.
5. Adjustments are made to the closed sales for *market conditions* to reflect the apparent advances in market conditions that have taken place over the period of time represented by the comparable sales. The adjustments made to the comparables are based in part on the changes in mean sales prices of residential properties in the comparables' markets and in part due to interviews with market participants.
6. Comparables #1, 2 and 3 are judged to be inferior to the subject in *location* and these comparables require positive adjustments for this element of comparison. Comparables #4, 5 and 6 are viewed as being most similar to the subject in location and are not adjusted.
7. Adjustments for *size* are made to all of the comparables since all of the comparable parcels are much smaller than the subject. These adjustments are made in accordance with the general rule that larger parcels sell for smaller unit prices *ceteris paribus*. This adjustment reflects the greater demand associated with smaller parcels in this market. In making these adjustments, the appraiser acknowledges that little or no market data exists in the Page market to allow the reliable extraction of size adjustments for a parcel as large as the subject's 640 acres. Therefore, the appraiser has analyzed the differences in unit values for sales of very large and smaller parcels in other Northern Arizona markets. Still, the adjustments made for this element of comparison are relatively large and are necessarily subjective.

8. The subject is fairly regularly shaped with the exception of the triangular portion of the property located on the west side of Highway 89. Nevertheless, its configuration is not viewed as having a significant impact on its development potential. All of the comparables, except #3, are fairly regular in *configuration*. Therefore, the size/configuration adjustment for this comparable is slightly greater than for the other comparables in this general size range.

9. None of the comparables receives an adjustment for *corner position* since none of the properties derives specific benefit from position since corner position in this submarket is not considered to provide a significant advantage.

10. Comparables #3 and 4 are found to be inferior to the subject in *topography* and *impact of flood zone status*. These comparables receive positive adjustments for this element of comparison although the adjustment is applied as a qualitative adjustment rather than a quantitative adjustment. Comparables #5 and 6 are judged to be superior to the subject in this respect and receive negative qualitative adjustments.

11. Comparables #1, 2 and 3 are viewed as being inferior to the subject with respect to *infrastructure* since utilities and roadways in the areas of these properties are adequate for low-density rural residential use, but are inadequate for commercial or mixed programs of use. By contrast, Comparables #4, 5, and 6 are found to be generally similar to the subject with respect to this element of comparison.

12. Adjustments are made to Comparables #1, 2 and 3 for *zoning, density or use* since, as noted, these comparables are zoned only for low-density rural residential uses. Comparables #4, 5 and 6 are generally similar to the subject in this respect and no adjustments are warranted for these comparables for this element of comparison.

The comparable sales and the required adjustments are summarized in the land adjustment grid shown on the following page.

## LAND ADJUSTMENT GRID

| Comparable Number       | SUBJECT         | 1              | 2           | 3            | 4             | 5                | 6           |          |
|-------------------------|-----------------|----------------|-------------|--------------|---------------|------------------|-------------|----------|
| Property Identification | Highway 89      | Prescott, WV   | Paulden     | Prescott, WV | Prescott, CVD | Prescott Airport | Williams    | Means    |
| Size In Acres           | 640.00          | 308.43         | 279.82      | 360.05       | 60.74         | 534.86           | 81.86       | 270.96   |
| Transaction Price       |                 | \$2,228,279    | \$2,154,614 | \$4,330,000  | \$850,000     | \$7,208,000      | \$1,890,000 |          |
| Price Per Acre          |                 | \$7,225        | \$7,700     | \$12,026     | \$13,994      | \$13,476         | \$23,088    | \$12,918 |
| Rights Conveyed         | Fee Simple      | Fee Simple     | Fee Simple  | Fee Simple   | Fee Simple    | Fee Simple       | Fee Simple  |          |
| Adjustment %            |                 | 0.0%           | 0.0%        | 0.0%         | 0.0%          | 0.0%             | 0.0%        |          |
| Adjustment \$           |                 | \$0            | \$0         | \$0          | \$0           | \$0              | \$0         |          |
| Financing Terms         | Cash Equivalent | Cash           | Cash Equiv. | OCB          | Cash          | OCB              | Cash        |          |
| Adjustment %            |                 | 0.0%           | 0.0%        | 0.0%         | 0.0%          | 0.0%             | 0.0%        |          |
| Adjustment \$           |                 | \$0            | \$0         | \$0          | \$0           | \$0              | \$0         |          |
| Conditions of Sale      | Typical         | Typical        | Typical     | Typical      | Typical       | Typical          | Typical     |          |
| Adjustment %            |                 | 0.0%           | 0.0%        | 0.0%         | 0.0%          | 0.0%             | 0.0%        |          |
| Adjustment \$           |                 | \$0            | \$0         | \$0          | \$0           | \$0              | \$0         |          |
| Expend. After Sale      | None            | Typical        | Typical     | Typical      | Typical       | Typical          | Typical     |          |
| Adjustment %            |                 | 0.0%           | 0.0%        | 0.0%         | 0.0%          | 0.0%             | 0.0%        |          |
| Adjustment \$           |                 | \$0            | \$0         | \$0          | \$0           | \$0              | \$0         |          |
| Adjusted Price          |                 | \$2,228,279    | \$2,154,614 | \$4,330,000  | \$850,000     | \$7,208,000      | \$1,890,000 |          |
| Adjusted Price/Acre     |                 | \$7,225        | \$7,700     | \$12,026     | \$13,994      | \$13,476         | \$23,088    | \$12,918 |
| Market Conditions       | 3/30/2025       | 3, 8 & 11/2021 | Listing     | 8/2024       | 12/2023       | 12/2020          | 6/2021      |          |
| Adjustment %            | 5.0%            | 29%            | -20%        | 0%           | 1%            | 25%              | 20%         |          |
| Adjustment \$           |                 | \$646,200.91   | (\$430,923) | \$0          | \$8,500       | \$1,802,000      | \$378,000   |          |
| MC-Adjusted Price       |                 | \$2,874,480    | \$1,723,691 | \$4,330,000  | \$858,500     | \$9,010,000      | \$2,268,000 |          |
| MC-Adjusted \$/Acre     |                 | \$9,320        | \$6,160     | \$12,026     | \$14,134      | \$16,846         | \$27,706    | \$14,365 |
| Location                | Highway 89      | Inferior       | Inferior    | Inferior     | Similar       | Similar          | Similar     |          |
| Adjustment %            |                 | 20%            | 30%         | 20%          | 0%            | 0%               | 0%          |          |
| Adjustment \$           |                 | \$1,864        | \$1,848     | \$2,405      | \$0           | \$0              | \$0         |          |
| Physical Character,     |                 |                |             |              |               |                  |             |          |
| Size in Acres           | 640.00          | 308.43         | 279.82      | 360.05       | 60.74         | 534.86           | 81.86       |          |
| Configuration           | Typical         | Similar        | Similar     | Inferior     | Similar       | Similar          | Similar     |          |
| Adjustment %            |                 | -5%            | -5%         | -10%         | -20%          | 0%               | -20%        |          |
| Adjustment \$           |                 | (\$466)        | (\$308)     | (\$1,203)    | (\$2,827)     | \$0              | (\$5,541)   |          |
| Vegetation/View         | Typical         | Similar        | Similar     | Similar      | Similar       | Similar          | Similar     |          |
| Adjustment %            |                 | 0%             | 0%          | 0%           | 0%            | 0%               | 0%          |          |
| Adjustment \$           |                 | \$0            | \$0         | \$0          | \$0           | \$0              | \$0         |          |
| Topography/Flood        | Some Unusable   | Similar        | Similar     | Inferior     | Inferior      | Superior         | Superior    |          |
| Adjustment %            |                 | 0%             | 0%          | (+)          | (+)           | (-)              | (-)         |          |
| Adjustment \$/Acre      |                 | \$0            | \$0         | (+)          | (+)           | (-)              | (-)         |          |
| Infrastructure          | Near/Extension  | Inferior       | Inferior    | Inferior     | Similar       | Similar          | Similar     |          |
| Adjustment %            |                 | (+)            | (+)         | (+)          | 0%            | 0%               | 0%          |          |
| Adjustment \$/Acre      |                 | (+)            | (+)         | (+)          | \$0           | \$0              | \$0         |          |
| Other Physical          | Typical         | N/A            | N/A         | N/A          | N/A           | N/A              | N/A         |          |
| Adjustment %            |                 | 0%             | 0%          | 0%           | 0%            | 0%               | 0%          |          |
| Adjustment \$/Acre      |                 | \$0            | \$0         | \$0          | \$0           | \$0              | \$0         |          |
| Zoning/Density/Use      | PDC/FD          | Inferior       | Inferior    | Inferior     | Similar       | Similar          | Similar     |          |
| Adjustment %            |                 | 20%            | 20%         | 20%          | 0%            | 0%               | 0%          |          |
| Adjustment \$/Acre      |                 | \$1,864        | \$1,232     | \$2,405      | \$0           | \$0              | \$0         |          |
| Indicated Price \$/Acre |                 | \$12,582       | \$8,932     | \$15,634     | \$11,307      | \$16,846         | \$22,165    | \$14,577 |
| Net Adjustment \$/Acre  |                 | \$5,357        | \$1,232     | \$3,608      | -\$2,687      | \$3,369          | -\$924      |          |
| Net Adjustment %        |                 | 74.1%          | 16.0%       | 30.0%        | -19.2%        | 25.0%            | -4.0%       |          |

### Conclusions of Land Value

The unadjusted unit sales prices for the subject produce a range of value of \$7,225 to \$23,088 per acre. The mean value is \$12,918 per acre. This range is inordinately wide and requires significant adjustments.

After all adjustments the range of values becomes from \$8,932 to \$22,165 per acre. The mean for the fully adjusted unit price is \$14,577 per acre. This range is narrower and provides some indication of value for the subject property although further refinement is required. It is again noted that the required adjustments are large and necessarily subjective. When the high and low values are removed, the range is narrowed further to \$11,307 to \$16,846 per acre. The mean for this subset is \$14,092 per acre.

The fully adjusted range of values extracted from Comparables #1, 2 and 3, the properties which are strictly residential in their development potential is \$8,932 to \$15,634. The mean for this subset is \$12,383.

By contrast, the fully adjusted range of values extracted from Comparables #4, 5 and 6, the properties which offer potential for commercial and/or mixed programs of use is \$11,307 to \$22,165. The mean for this subset is \$16,772.

Some emphasis is placed on the fully adjusted unit values extracted from each of the comparables, on their mean and on the means for the subset with the high and low values removed. It is also noted that upward pressure on value is exerted by the qualitative adjustments made to Comparables #1 – 4. This observation suggests a value near the high end of the range extracted from these comparables. Negative pressure is exerted by the qualitative adjustments made to Comparables #5 and 6 suggesting a unit value near or below the range of values exerted from these comparables. A unit value equal to \$14,000 per acre is concluded for the subject property.

The total value of the subject parcel based on this unit value and the land area in the subject is calculated as shown below.

$$640 \text{ Acres @ } \$14,000/\text{Acre} = \$8,960,000$$



## **VALUE CONCLUSIONS**

The estimate of the market value for the subject property as of the applicable date of valuation using the applicable approaches to value are:

Sales Comparison Approach: \$8,960,000  
Cost Approach: N/A  
Income Capitalization Approach: N/A

Because only one approach to value is considered applicable in the valuation of the subject parcel, all emphasis is placed on this approach to value and an opinion of market value equal to \$8,960,000 is concluded for the subject property.

By reason of my investigation and having given careful consideration to the factors which affect real estate value, I have concluded the following market value of the fee simple interest in the subject property, 'As Is', as of March 30, 2025:

**EIGHT MILLION NINE HUNDRED SIXTY THOUSAND DOLLARS  
(\$8,960,000)**

## **EXPOSURE TIME & MARKETING TIME**

This discussion includes analysis of both the *exposure time* and *marketing time*. Exposure time is the estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market. Marketing time is the length of time it would probably take to sell the property if it were placed on the market on the date of valuation. This period of time begins with the date of valuation.

Both exposure and marketing time for the subject property are very subjective given the lack of activity for vacant land in this submarket. As noted, the appraiser is aware of only a few sales in the past few years although there is evidence of an increase in activity suggesting greater demand. Furthermore, the subject property is very large for this market and would likely take a relatively long period of time to locate a buyer with a preference for the subject's specific characteristics.

Based on these observations, it is concluded that the exposure time is as much as two years. In the absence of evidence which suggests that the market is likely to accelerate markedly in the foreseeable future, the exposure and marketing times for the subject property are generally the same.

## **A D D E N D A**

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Subject Photos  
Zoning Ordinance  
Comparable Location Maps  
Comparable Photos  
Letter of Engagement  
Certification  
Standard Assumptions and Limiting Conditions  
Appraiser's State Certificate  
Appraiser's Qualifications

**640 Acres, East Side of Highway 89, Page, Arizona**  
Subject Photographs



Street view looking north on Highway 89.



Street view looking south on Highway 89.



View of the east portion of the subject property taken from Highway 89.



View of the east portion of the subject property taken from Highway 89.



View of the east portion of the subject property taken from Highway 89 near the southwest corner of the property.



Typical terrain contained in the east portion of the subject property.



Typical terrain contained in the east portion of the subject property.



View of a dirt road which crosses the east portion of the subject property.



View of the west portion of the subject property.



Typical terrain contained in the west portion of the subject property.





Typical terrain contained in the west portion of the subject property.



|                          |     |                         |                         |               |    |        |       |        |            |    |
|--------------------------|-----|-------------------------|-------------------------|---------------|----|--------|-------|--------|------------|----|
|                          |     | MHS                     | 10                      | 5,000 lot     | 40 | 15[3 ] | 5[4]  | 10     | 45         | 30 |
| Multi-Family Residential | MPH | Manufactured Home Park  | 10 (spaces/ gross acre) | 3 Acre Site   | 40 | 15[3 ] | 5[4]  | 10     | 50 (space) | 30 |
|                          |     |                         |                         | 3,000 space   |    |        |       |        |            |    |
|                          |     | Campground/RV Park      | 18 (spaces/ gross acre) | 2 Acre Site   | 28 | 10     | 5     | 5      | -          | 20 |
|                          |     |                         |                         | 1,200 space   |    |        |       |        |            |    |
|                          | R-2 | Single- Family Detached | 8                       | 3,500         | 35 | 15[3 ] | 5[4]  | 10     | 50         | 30 |
|                          |     | All other uses          | 12                      | 7,000 Site[6] | -  | 20     | 15[5] | 15[5 ] | 50[7]      | 30 |
|                          | RM  |                         | 12 (min)                | 7,000 Site[6] | -  | 20     | 15[5] | 15[5 ] | 50[7]      | 35 |

**Table 2.2-2: Residential District Development Standards (Cont'd)**

- [1] Lot width is measured at front setback.
- [2] Front setback shall be 15 feet for side entry garages and/or covered front porch.
- [3] Front setback shall be 20 feet for front entry garages and carports.
- [4] For all corner lots adjacent to a public right-of-way, the minimum street side yard setback shall be ten feet.
- [5] Zero feet for dwelling units with common walls.
- [6] For Single-Family Attached uses within a common site, the minimum individual lot/dwelling unit size shall be 1,500 square feet.
- [7] For Single-Family Attached uses within a common site, the maximum individual lot/dwelling unit coverage shall be 95%.

(E) *Single-family Residential design guidelines.* The purpose of this section is to help provide a pleasant residential environment for all single-family dwelling units and subdivisions. Multi-family design guidelines are defined under § 152.027 Commercial and Mixed-Use Overlay Districts.

(1) *Utilities.* All on-site and off-site electric and communication utility lines shall be placed underground. To allow for future connections and extensions, all underground utilities shall be extended a minimum of two feet (2'-0") beyond the farthest property boundary, to prevent damaging existing pavement or landscaping when future utility extensions are made.

(Ord. 648-18, passed 11-28-2018; Ord. 671-20, passed 5-27-2020; Ord. 703-23, passed 3-22-2023)

#### **§ 152.027 COMMERCIAL AND OVERLAY DISTRICTS.**

(A) *General purpose.* The purpose of the Commercial and Mixed-Use Districts is to provide for a variety of commercial and select residential areas, each suited to specific retail, service, entertainment, and residential uses in order to maintain compatibility with adjacent uses. These districts are intended to provide attractive, well-designed developments that are appropriately located along primary roadways and pedestrian facilities to serve large volumes of customers.

##### **(B) Commercial and Mixed-Use Overlay Districts.**

(1) *Neighborhood Commercial District (C-1).* This district is intended to provide convenient locations for small scale retail or service-related establishments. These locations are to provide services and goods primarily for the surrounding neighborhood and are not intended to draw customers from the entire community. The location of uses in this district are limited to the intersection of a collector street and local street or greater.

(2) *Community Commercial District (C-2).* This district is intended to provide a range of general commercial needs, such as: major business groupings; regional size shopping centers; retail sales and personal, professional and business services, excluding business parks, that meet the daily demands of the overall larger community and traveling public. This district may also act as a transition between high-density, centrally located commercial activities customarily found in the Central Business District, and multi-family residential districts. Businesses in this district require high visibility, maintain sufficient parking, are buffered from traditional residential neighborhoods, and are predominantly located in commercial strips or nodes located beside or at intersections of major highways and arterials. This district does allow a Mixed-Use Overlay as a Conditional Use, as shown in Table 2.3-1, and in accordance with § 152.027(B)(5).

(3) *Central Business District (CBD).* This district provides an office, retail and business services area that serves the entire community. Uses are allowed which complement the central downtown area and are suited to high vehicular and pedestrian traffic areas. The CBD should also be a focal point for meeting the needs of tourists visiting the community and provide a strong community identity through design standards and main street activities. This district does allow a Mixed-Use Overlay as a Conditional Use, as shown in Table 2.3-1, and in accordance with § 152.027(B)(5).

##### **(4) Mixed-Use Overlay District (MU).**

(a) This overlay district is intended to require both residential and non-residential uses, either vertically or horizontally, and to promote site and building design that accommodates multimodal travel that creates opportunities to live and work within the central downtown area.

(b) The mixed-use overlay district shall be utilized as an overlay zone. Land classified in the mixed-use overlay district shall be limited to those areas located within the CBD, C-2 and SC zoning districts. Property so classified shall be identified on the zoning map by both the underlying CBD, C-2 or SC district and the mixed-use overlay designation. The mixed-use regulations set forth in this section shall be in addition to those regulations set forth in the underlying CBD, C-2 and SC district. In the event of a conflict between the provisions of the mixed-use overlay district and the provisions of the CBD, C-2 or SC district, the provisions of the mixed-use overlay district shall prevail. If the mixed-use overlay district is silent in relation to any development standard, the development standard identified in the underlying CBD, C-2 or SC zone shall prevail.

(C) *Commercial use and mixed-use overlay standards.* Table 2.3-1: Table of Allowed Uses for Commercial and Mixed-Use Overlay Districts, lists land uses permitted by right (P), permitted with approval of a conditional use permit (C) in accordance with § 152.091, or prohibited in each zoning district (NP). The Use Table also includes references to additional use-specific standards that may be applicable to that use. The organization headings and individual abbreviations utilized in the table are explained as follows:

(1) *Use category.* The "use categories" are intended merely as an organizational tool and are not regulatory. These use categories simply help to

organize the list of "specific use types" into common groupings for ease of reference.

(2) *Specific use type.* The "specific use types" are regulatory and function as the basis for defining present and future land uses that are appropriate in each zoning district. Rather than list every possible individual land use type, this list classifies individual land uses and activities into specific use types based on common functional, product or physical characteristics, such as the type and amount of activity, the type of customers or residents, and how goods or services are sold or delivered and site conditions. Further definitions of each specific use type can be found in §§ 152.035 through 152.037.

(3) *Use-specific standards.* Section numbers listed in the "Supplemental Use Regulations" column denote the location of additional regulations that are applicable to the specific use type; however, provisions in other sections of this chapter may also apply.

(4) *Non-specified uses.* When a use cannot be reasonably classified into a specific use type, or appears to fit into multiple specific use types, the Director is authorized to determine the most similar and thus most appropriate specific use type based on the actual or projected characteristics of the individual use or activity (including but not limited to size, scale, operating characteristics and external impacts) in relationship to the specific use type definitions provided in §§ 152.035 through 152.037. Appeal of the Director's decision may be made to the Board of Adjustment following the procedures under § 152.086(K).

| Table 2.3-1: Table of Allowed Uses for Commercial and Mixed-Use Overlay Districts |                                        |                                                             |     |     |    |                              |
|-----------------------------------------------------------------------------------|----------------------------------------|-------------------------------------------------------------|-----|-----|----|------------------------------|
| Use Category                                                                      | Specific Use Type                      | P = Permitted Use C = Conditional Use<br>NP = Not Permitted |     |     |    |                              |
|                                                                                   |                                        | Commercial and Mixed-Use Zoning Districts                   |     |     |    |                              |
|                                                                                   |                                        | C-1                                                         | C-2 | CBD | MU | Supplemental Use Regulations |
| Table 2.3-1: Table of Allowed Uses for Commercial and Mixed-Use Overlay Districts |                                        |                                                             |     |     |    |                              |
| Use Category                                                                      | Specific Use Type                      | P = Permitted Use C = Conditional Use<br>NP = Not Permitted |     |     |    |                              |
|                                                                                   |                                        | Commercial and Mixed-Use Zoning Districts                   |     |     |    |                              |
|                                                                                   |                                        | C-1                                                         | C-2 | CBD | MU | Supplemental Use Regulations |
| Residential Use Category                                                          | Assisted Living Center                 | P                                                           | P   | C   | P  | § 152.045(D)                 |
|                                                                                   | Boarding/Shelter Care                  | NP                                                          | P   | NP  | NP |                              |
|                                                                                   | Dwelling, Live/Work                    | P                                                           | P   | C   | P  |                              |
|                                                                                   | Mixed-Use Overlay                      | NP                                                          | C   | C   |    | § 152.027(B)(5)              |
|                                                                                   | Dwelling, Multi-Family                 | NP                                                          | C   | C   | P  |                              |
|                                                                                   | Nursing Home                           | P                                                           | P   | C   | P  | § 152.045(D)                 |
|                                                                                   | Vacation Home Rentals                  | NP                                                          | NP  | C   | P  | § 152.045(BB)                |
| Public and Semi-Public Use Category                                               | Arboretum or Botanical Garden          | NP                                                          | P   | P   | P  |                              |
|                                                                                   | Assembly Hall/Auditorium               | NP                                                          | P   | P   | P  |                              |
|                                                                                   | Bus Terminal                           | NP                                                          | C   | C   | C  |                              |
|                                                                                   | Campground/RV Park                     | NP                                                          | P   | NP  | NP | § 152.045(I)                 |
|                                                                                   | Cemetery                               | NP                                                          | C   | NP  | NP |                              |
|                                                                                   | Child Care, Center                     | C                                                           | P   | P   | P  | § 152.045(J)                 |
|                                                                                   | College or University                  | NP                                                          | P   | P   | P  | § 152.045(X)                 |
|                                                                                   | Community Playfields and Parks         | NP                                                          | P   | P   | P  |                              |
|                                                                                   | Community Recreation Center            | P                                                           | P   | P   | P  |                              |
|                                                                                   | Crematorium or Funeral Parlor          | NP                                                          | P   | NP  | NP |                              |
|                                                                                   | Fraternal or Social Club, Nonprofit    | C                                                           | P   | P   | P  |                              |
|                                                                                   | Government Offices and Civic Buildings | P                                                           | P   | P   | P  |                              |
|                                                                                   | Health Care/Medical Facility or Clinic | NP                                                          | P   | P   | P  |                              |
|                                                                                   | Hospitals                              | NP                                                          | P   | P   | P  |                              |
|                                                                                   | Library                                | P                                                           | P   | P   | P  |                              |
|                                                                                   | Museum, Cultural Facility              | NP                                                          | P   | P   | P  |                              |
|                                                                                   | Public Safety Facility                 | P                                                           | P   | P   | P  |                              |
|                                                                                   | Religious Assembly                     | P                                                           | P   | P   | P  | § 152.045(V)                 |
|                                                                                   | School, Boarding                       | C                                                           | C   | C   | C  | § 152.045(X)                 |
|                                                                                   | School, Public or Private, K-8         | C                                                           | C   | C   | C  | § 152.045(X)                 |
|                                                                                   |                                        | School, Public or Private, 9-12                             | C   | C   | C  | C                            |
|                                                                                   |                                        |                                                             |     |     |    |                              |

|                                |                                                                                   |    |   |    |    |               |
|--------------------------------|-----------------------------------------------------------------------------------|----|---|----|----|---------------|
|                                | Social Service Facility                                                           | C  | C | C  | C  |               |
|                                | Utility Facility and Service Yard, Major                                          | C  | C | C  | C  |               |
|                                | Utility Facility, Minor                                                           | P  | P | P  | P  |               |
|                                | Wireless Communication Facility (WCF) (including Tower and Supporting Facilities) | C  | C | C  | C  | § 152.045(CC) |
| <b>Commercial Use Category</b> | Alcoholic Beverages, Retail Sale                                                  | NP | P | P  | P  |               |
|                                | Animal Kennel/Shelter                                                             | NP | P | NP | NP | § 152.045(C)  |
|                                | Animal, Hospital/Veterinarian                                                     | NP | C | C  | NP | § 152.045(C)  |
|                                | Automobile/Boat, Rentals                                                          | NP | P | P  | P  | § 152.045(G)  |
|                                | Automobile/Boat, Repair Minor                                                     | NP | P | NP | NP | § 152.045(F)  |
|                                | Automobile/Boat, Sales and Leasing                                                | NP | P | NP | NP | § 152.045(G)  |
|                                | Bar, Lounge, or Tavern                                                            | NP | P | P  | P  |               |
|                                | Business Services                                                                 | C  | P | P  | P  |               |
|                                | Car Wash                                                                          | NP | P | NP | NP |               |
|                                | Coffee Shop/Cafe                                                                  | P  | P | P  | P  |               |
|                                | Coffee Shop/Cafe with Drive Through                                               | NP | P | C  | C  | § 152.045(M)  |
|                                | Commercial Entertainment, Indoor                                                  | NP | P | C  | C  |               |
|                                | Commercial Entertainment, Outdoor                                                 | NP | C | C  | C  |               |
|                                | Convenience Store                                                                 | P  | P | P  | P  | § 152.045(L)  |
|                                | Farmers Market, Permanent                                                         | C  | P | P  | P  |               |
|                                | Feed Store                                                                        | C  | P | NP | NP |               |
|                                | Financial Institution                                                             | C  | P | P  | P  |               |
|                                | Financial Institution, with Drive Through                                         | NP | P | C  | P  | § 152.045(M)  |
|                                | Fitness and Sports Center                                                         | C  | P | P  | P  |               |
|                                | General Personal Services                                                         | P  | P | P  | P  |               |
|                                | General Personal Services with Drive Through                                      | NP | P | C  | P  | § 152.045(M)  |
|                                | General Recreation, Indoor                                                        | NP | P | P  | P  |               |
|                                | Hotel or Motel                                                                    | NP | P | P  | P  |               |
|                                | Instructional Services or Trade Schools                                           | NP | P | C  | C  |               |
|                                | Microbrewery, Craft Distillery or Tasting Room                                    | NP | P | P  | P  | § 152.045(R)  |
|                                | Movie Theater                                                                     | NP | P | P  | P  |               |
|                                | Nightclub                                                                         | NP | C | C  | C  |               |
|                                | Non-Chartered Financial Institution (Check Cashing)                               | NP | P | C  | C  |               |
|                                | Nursery, Commercial                                                               | NP | C | NP | NP |               |
|                                | Office Business or Professional                                                   | C  | P | P  | P  |               |
|                                | Parking Lots and Parking Structure                                                | NP | P | P  | P  |               |
|                                | Restaurant                                                                        | C  | P | P  | P  |               |
|                                | Restaurant, with Drive Through                                                    | NP | P | C  | C  | § 152.045(M)  |
|                                | Retail, General                                                                   | P  | P | P  | P  |               |
|                                | Retail, General with Drive Through                                                | NP | P | C  | C  | § 152.045(M)  |
|                                | Retail, Large                                                                     | NP | P | C  | C  |               |
|                                | Retail, Smoke/Vape Shop                                                           | NP | P | P  | P  |               |
|                                | Self-Storage, Indoor                                                              | NP | P | NP | NP | § 152.045(Y)  |

|                                |                                                |    |   |    |    |               |
|--------------------------------|------------------------------------------------|----|---|----|----|---------------|
|                                | Service Station                                | NP | P | P  | P  | § 152.045(Z)  |
|                                | Service Station with Car Wash                  | NP | P | C  | C  | § 152.045(Z)  |
|                                | Tour Services                                  | NP | P | P  | P  | § 152.045(AA) |
| <b>Industrial Use Category</b> | Building Materials Sales, Indoor Retail        | NP | P | C  | C  |               |
|                                | Building Materials Sales, Outdoor or Wholesale | NP | C | NP | NP |               |
|                                | Heavy Rental, Outdoor                          | NP | C | NP | NP |               |

(D) *Commercial and mixed-use development standards.* The following development standards identified in Table 2.3-2 apply to all principal uses and structures in commercial and mixed-use overlay districts, except as otherwise expressly stated in this code.

| <b>Table 2.3-2: Commercial and Mixed-Use Overlay Districts Development Standards</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                             |                   |                   |                   |                                  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------|-------------------|-------------------|-------------------|----------------------------------|
| <b>Zoning District</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                             | <b>C-1</b>        | <b>C-2</b>        | <b>CBD</b>        | <b>MU</b>                        |
| <b>Table 2.3-2: Commercial and Mixed-Use Overlay Districts Development Standards</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                             |                   |                   |                   |                                  |
| <b>Zoning District</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                             | <b>C-1</b>        | <b>C-2</b>        | <b>CBD</b>        | <b>MU</b>                        |
| <b>Lot Dimensions, maximum</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>Size of Use or User (square feet)</b>    | 25,000            | -                 | -                 | 7,000 (min)                      |
| <b>Residential Density, minimum</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                             | X                 | X                 | w/ CUP            | 3 units                          |
| <b>Setbacks, minimum</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <b>Front, (feet)</b>                        | 15                | 20 <sup>[1]</sup> | 15 <sup>[2]</sup> | 0 <sup>[1]</sup>                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>Side, (feet)</b>                         | 10 <sup>[2]</sup> | 15 <sup>[2]</sup> | 15 <sup>[2]</sup> | 0 <sup>[1]</sup>                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>Side, (feet) Adjacent to Residential</b> | 20 <sup>[1]</sup> | 30 <sup>[1]</sup> | 30 <sup>[1]</sup> | 30 <sup>[1]</sup> <sup>[3]</sup> |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>Rear, (feet)</b>                         | 10                | 20                | 10 <sup>[4]</sup> | 10 <sup>[4]</sup>                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>Rear, (feet) Adjacent to Residential</b> | 20                | 30                | 30                | 30 <sup>[3]</sup>                |
| <b>Lot Coverage, maximum (%)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                             | 35                | 50                | -                 | -                                |
| <b>Building Height, maximum (feet)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                             | 30                | 35                | 30                | 35 <sup>[5]</sup>                |
| <p>[1] Front and side setback for street facing parking areas shall be a minimum of 15 feet.</p> <p>[2] Zero setbacks are permitted for structures if adjacent structures also have zero setbacks and regulations of the building code in force at the time of the review are met.</p> <p>[3] Fifteen foot setbacks are permitted if adjacent parcel is zoned RM.</p> <p>[4] Rear setback can be reduced to five feet if adjacent to a public alley.</p> <p>[5] Building height may be increased to 45 feet for development that contains vertical mixed-use with residential above ground floor commercial uses.</p> |                                             |                   |                   |                   |                                  |

(E) *Commercial, mixed-use and multi-family site and architectural design guidelines.* The commercial, mixed-use and multi-family design guidelines contained in this section have been established to: create an attractive and functional setting along primary gateway roadway corridors; create and maintain an efficient, functional, safe and pleasant built environment for residents and visitors; and promote attractive, high quality development that will support and enhance the greater community.

(1) *Applicability.*

(a) These requirements shall apply to development or renovation of buildings within any Commercial, Mixed-Use Overlay, and Multi-Family Zoning District. In the case of mixed-use buildings, the standards of this section and the standards of § 152.045(E), shall both apply.

(b) These guidelines will be used as a framework for evaluating development proposals and for commenting on the design aspects of those proposed projects. The city subdivision regulations should also be referenced for additional site design standards specifically applicable to multi-family and commercial subdivision developments.

(2) *Prohibited uses.* The following uses are prohibited within any Commercial and Mixed-Use Overlay Zoning District that has frontage along U.S. Highway 89, Lake Powell Boulevard, Coppermine Road, and State Route 98:

- (a) Adult entertainment businesses; and
- (b) Heavy rental, outdoor.

(3) *Architectural guidelines.*

(a) Natural materials and deep earthtone colors are preferred, and design elements should not consist primarily of metal, glass, plastic, highly reflective materials and bright colors. Such materials may have limited application in trim or accent areas but should not be predominant visual elements of the building(s) or site improvements.

(b) Large bland monolithic facades or rooflines and repetition of very simple details which become monotonous in character should be avoided. Building elevations should create a unique character which is emphasized through interesting architectural details or facade articulation in each component. For example, windows may be arched or rectangular, bayed out or recessed, have raised borders, awnings, planter boxes or shutters.

(c) All building facades should be designed with architecturally finished materials, with the following recommended primary facade building materials:

- 1. Modular masonry materials such as brick, block, and stone;
- 2. Precast concrete or aggregate panels with a decorative finish;

3. Stucco or stucco-like materials;
4. Wood, provided surfaces are finished for exterior use or wood of proven exterior durability; or
5. Other materials as determined by the Director.

(4) *Site design/orientation guidelines.*

(a) Buildings, structures, open space areas and other features shall be oriented to protect and/or enhance major vistas and panoramas that give special emphasis to mountains, mesas, lake views, and special man-made or natural landmarks.

(b) On-site pedestrian walks shall be provided to connect street sidewalks to primary commercial and mixed-use building entries by the most direct route practicable. Multi-building developments shall minimize auto/pedestrian conflicts and maximize convenient pedestrian access between buildings.

(c) Openings for vehicular uses, such as garage door bays used to access vehicles into and out of a building for repair or storage, must be located on facades that do not face the primary street.

(5) *Circulation.*

(a) The primary vehicular access into a multi-family project shall be through an entry drive rather than a parking lot drive.

(b) Developments along ADOT controlled roadways shall complete a traffic study analysis, including access needs, traffic control needs, highway expansion needs, drainage management plan, and/or a cost sharing plan. ADOT approval will be required as part of the development plan approval process.

(c) Access points along primary gateway roadways shall be placed and designed in accordance with ADOT and/or city requirements.

(6) *Utilities.* All on and off-site electric and communication utility lines shall be placed underground. To allow for future connections and extensions, all underground utilities shall be extended a minimum of two feet (2'-0") beyond the farthest property boundary, to prevent damaging existing pavement or landscaping when future utility extensions are made.

(F) *Additional development standards.*

(1) *Setback and height exceptions.* See §§ 152.035 through 152.037 for additional development and design regulations.

(2) *Parking and loading requirements.* See § 152.056 for additional development and design regulations.

(3) *Landscaping and screening requirements.* See § 152.057 for additional development and design regulations.

(4) *Signage requirements.* See § 152.058 for additional development and design regulations.

(5) *Exterior lighting requirements.* See § 152.059 for additional development and design regulations.

(6) Further reference, as appropriate, should be given to the city International Building Codes (IBC), Fire Codes, Subdivision Regulations, and the Floodplain Management ordinance.

(Ord. 648-18, passed 11-28-2018; Ord. 703-23, passed 3-22-2023)

**§ 152.028 BUSINESS AND INDUSTRIAL DISTRICTS.**

(A) *General purpose.* The purpose of the Business and Industrial Districts is to provide areas that promote employment opportunities while also protecting desired or established residential and commercial areas from the potential objectionable influences these uses may create.

(B) *Business and Industrial Districts.*

(1) *Business Park District (BP).* This district is intended to provide sites for a range of business research and business park uses, including office and administrative uses, designed to be conducted wholly within enclosed buildings. Light manufacturing uses conducted wholly indoors that complement the business or research park use that are free from nuisance factors may be permitted if pertinent to the primary use. This district encourages the development of attractive buildings in a campus type setting on landscaped sites which may be close to residential areas.

(2) *Service Commercial District (SC).* This district is intended to allow more intense outdoor light manufacturing and business uses which are compatible with the developed local economy. These uses generally require unique services such as truck delivery, outdoor storage, major motor vehicle or boat repair, or other activities or operations conducted outside an enclosed building or structure. Because of the character and intensity of these uses, this district requires public services and should be appropriately located on primary roadways or near major highways. This district does allow a Mixed-Use Overlay as a Conditional Use, as shown in Table 2.4-1, and in accordance with § 152.027(B)(5).

(3) *Industrial Park District (IP).* The intent of this district is to provide for heavier or more intense industrial uses in areas which do not encroach on the community's residential environment. Uses in this district generally include manufacturing and industrial activities that may generate nuisances that cannot be adequately mitigated on site. The IP district is not appropriate adjacent to any residential district.

(C) *Business and industrial use standards.* Table 2.4-1: Table of Allowed Uses for Business and Industrial Districts, lists land uses permitted by right (P), permitted with approval of a conditional use permit (C) in accordance with § 152.091, or prohibited in each zoning district (NP). The Use Table also includes references to additional use-specific standards that may be applicable to that use. The organization headings and individual abbreviations utilized in the table are explained as follows:

(1) *Use category.* The "use categories" are intended merely as an organizational tool and are not regulatory. These use categories simply help to organize the list of "specific use types" into common groupings for ease of reference.

(2) *Specific use type.* The "specific use types" are regulatory and function as the basis for defining present and future land uses that are appropriate in each zoning district. Rather than list every possible individual land use type, this list classifies individual land uses and activities into specific use types based on common functional, product or physical characteristics; such as the type and amount of activity, the type of customers or residents, and how goods or services are sold or delivered and site conditions. Further definitions of each specific use type can be found in §§ 152.035 through 152.037.

(3) *Use-specific standards.* Section numbers listed in the "Supplemental Use Regulations" column denote the location of additional regulations that are applicable to the specific use type; however, provisions in other sections of this chapter may also apply.

(4) *Non-specified uses.* When a use cannot be reasonably classified into a specific use type, or appears to fit into multiple specific use types, the Director is authorized to determine the most similar and thus most appropriate specific use type based on the actual or projected characteristics of the individual use or activity (including but not limited to size, scale, operating characteristics and external impacts) in relationship to the specific use type definitions provided in §§ 152.035 through 152.037. Appeal of the Director's decision may be made to the Board of Adjustment following the procedures under § 152.086(K).

**Table 2.4-1: Table of Allowed Uses for Business and Industrial Districts**

| Use Category | Specific Use Type | P = Permitted Use C = Conditional Use NP = Not Permitted |
|--------------|-------------------|----------------------------------------------------------|
|              |                   | Business and Industrial Zoning Districts                 |

(3) Except as otherwise provided in this chapter, no vegetation or tree shall be planted or allowed to grow, or be maintained in any airport district created by this chapter to a height in excess of the applicable height limit herein established.

(Ord. 648-18, passed 11-28-2018; Ord. 703-23, passed 3-22-2023)

#### § 152.032 SPECIAL DISTRICTS.

(A) *General purpose.* The purpose of the special districts is to recognize there are unique areas within the city that require special treatment to provide for their continuance or preservation. Unlike residential, commercial or industrial zoning districts that exist to regulate development, special districts provide mechanisms for the protection of undeveloped areas, federal lands, or recreational resources that are located within the city.

(B) *Special Districts.*

(1) *Federal Lands District (FL).* The intent and purpose of the Federal Lands District is to conserve natural resources, protect scenic vistas, and provide recreational opportunities for undeveloped federal lands that are administered by the National Park Service and Bureau of Land Management. Land within this district shall preclude future development, unless a significant change in conditions occurs, and only if a change to another district is approved pursuant to the provisions of this chapter or as directed by and pursuant to applicable federal law and jurisdiction. This district shall in no way diminish, modify, amend, interfere with, or change the rights, duties and privileges of the federal land's ownership and enjoyment as property of the United States.

(2) *Parks/Open Space District (POS).* The intent and purpose of this district is to promote the public health, safety and general welfare of the community by protecting and preserving open space as a limited and valuable resource which conserves natural resources, protects scenic vistas, provides recreational opportunities, and contributes to the overall quality of life in the city. These properties or parcels have been set-aside and designated by the city for these purposes.

(3) *Airport Residential Special District (ARSD).* The intent of this special district is to allow very low density single-family residential developments, with conventional site-built homes, with attached or detached airplane hangars, next to the Page Municipal Airport, while protecting scenic vistas.

(a) Development in this district shall comply with all Federal Aviation Administration (FAA) Regulations and Standards, all development requirements listed in this code, the subdivision regulations, the International Residential Codes (IRC), and any other relevant and applicable city codes.

(b) Development in this district shall adhere to the minimum development standards assigned to the Residential Estate/One-Acre District (RE-1A), which are as follows:

1. Minimum Lot : 43,560 Sq. Ft. (1-Acre)
2. Minimum Lot Width: 150 Ft.
3. Minimum : 25 Ft. Front; 25 Ft. Sides; and 25 Ft. Rear
4. Maximum Lot Coverage: 20%
5. Maximum Building Height: 35 Ft.

(c) Due to the special nature and scenic views afforded to these properties, the approval process for any developments in the ARSD Zone shall be in accordance with the requirements defined in the Planned Area Development (PAD) zoning district § 152.030.

(d) The applicant shall secure all FAA required approvals and permits before making application with the city to begin the PAD review and approval process.

(4) *Hillside Residential Special District (HSRSD).* The intent of this very high-profile special district is to allow very low density single-family residential developments, with conventional site-built homes, along one of the most prominent hillsides in the city, where aesthetics is the highest priority.

(a) Development in this district shall comply with all development requirements listed in this code, the subdivision regulations, the International Residential Codes (IRC), and any other relevant and applicable city codes.

(b) Development in this district shall adhere to the minimum development standards assigned to the Residential Estate/One-Acre District (RE-1A), which are as follows:

1. Minimum Lot Size: 43,560 Sq. Ft. (1 -Acre)
2. Minimum Lot : 150 Ft.
3. Minimum Setbacks: 25 Ft. Front; 25 Ft. Sides; and 25 Ft. Rear
4. Maximum Lot Coverage: 20%
5. Maximum Building Height: 35 Ft.

(c) Due to the high visibility of this district, the architectural cartoons and features showing the home styles shall be required to accompany the development plan through the Planned Area Development approval process as defined in § 152.030, to ensure that what is planned to be built meets with the approval of the Planning and Zoning Commission and City Council.

(5) *Public Quasi-Public District (PQP).* The purpose and intent of this special district is to show those properties or parcels within the city limits that are owned, occupied, used, and maintained by governmental entities, to include federal, state, county or city facilities or services, such as: governmental offices, schools, recreational facilities, utilities and other such uses.

(6) *Undevelopable District (UNDV).* The intent of this special district is to define and show the areas of the city that are undevelopable due to steep escarpments, flood zones, or other specific areas designated by the city as undevelopable.

(C) *Parks/open space use standards.*

| Table 2.5-1: Table of Allowed Uses for Parks/Open Space District |                   |                                                          |                              |
|------------------------------------------------------------------|-------------------|----------------------------------------------------------|------------------------------|
| Use Category                                                     | Specific Use Type | P = Permitted Use C = Conditional Use NP = Not Permitted |                              |
|                                                                  |                   | Parks/Open Space Zoning District                         |                              |
|                                                                  |                   | POS                                                      | Supplemental Use Regulations |
| Table 2.5-1: Table of Allowed Uses for Parks/Open Space District |                   |                                                          |                              |
|                                                                  |                   | P = Permitted Use C = Conditional Use NP = Not Permitted |                              |
|                                                                  |                   |                                                          |                              |



| Use Category                               | Specific Use Type                                                                  | Parks/Open Space Zoning District |                              |
|--------------------------------------------|------------------------------------------------------------------------------------|----------------------------------|------------------------------|
|                                            |                                                                                    | POS                              | Supplemental Use Regulations |
| <b>Public and Semi Public Use Category</b> | Arboretum or Botanical Garden                                                      | P                                |                              |
|                                            | Campground/RV Park                                                                 | P                                | § 152.045(I)                 |
|                                            | Cemetery                                                                           | C                                |                              |
|                                            | Community Playfields and Parks                                                     | P                                |                              |
|                                            | Community Recreation Center                                                        | C                                |                              |
|                                            | Indoor and Outdoor Gun Club and Shooting Range                                     | C                                |                              |
|                                            | Museum, Cultural Facility (Public)                                                 | C                                |                              |
|                                            | Nature Preserves, Trails, and Trailheads                                           | P                                |                              |
|                                            | Public Safety Facility                                                             | C                                |                              |
|                                            | Wireless Communications Facility (WCF) (including Tower and Supporting Facilities) | C                                | § 152.045(CC)                |
| <b>Agriculture Use Category</b>            | Agribusiness, Entertainment Farming                                                | C                                |                              |
|                                            | Agriculture, General                                                               | C                                |                              |
| <b>Commercial Use Category</b>             | Golf Course, Unlighted                                                             | C                                |                              |
|                                            | Resort, Cabins, Lodges                                                             | C                                |                              |

(D) Park/open space development standards.

| Table 2.5-2 Park/Open Space District Development Standards |                                   |     |
|------------------------------------------------------------|-----------------------------------|-----|
| Zoning District                                            |                                   | POS |
| Table 2.5-2 Park/Open Space District Development Standards |                                   |     |
| Zoning District                                            |                                   | POS |
| <b>Lot Dimensions, maximum</b>                             | Size of Use or User (square feet) | -   |
|                                                            | Front (feet)                      | 25  |
| <b>Setbacks, minimum</b>                                   | Side (feet)                       | 25  |
|                                                            | Rear (feet)                       | 25  |
| <b>Lot Coverage, maximum (%)</b>                           |                                   | -   |
| <b>Building Height, maximum (feet)</b>                     |                                   | 40  |

(Ord. 648-18, passed 11-28-2018; Ord. 703-23, passed 3-22-2023)

#### § 152.033 MEASUREMENTS AND EXCEPTIONS.

(A) *General purpose.* The purpose of this section is to provide uniform measures for interpretation and enforcement of this code.

(B) *Setback regulations.* This section establishes setback standards to ensure the provision of open areas for access to and around structures, maintain natural light and ventilation for individual properties, separation of incompatible land uses, and space for landscaping, privacy, traffic safety, and visibility.

(1) *Setback requirements.* All structures shall conform to the setback requirements as provided within this chapter, unless otherwise provided in division (B)(3) below.

(2) *Setback measurement.* Setbacks shall be measured as follows:

(a) *Front setback.* The front setback shall be measured at right angles from the nearest point on the front property line to the nearest wall of the structure.

(b) *Side and street side setback.* The side and street side setbacks shall be measured at right angles from the nearest point on the side property line to the nearest wall of the structure, establishing a setback line parallel to the side property line, that extends between the front and rear yards.

(c) *Rear setback.* The rear setback shall be measured at right angles from the nearest point on the rear property line to the nearest wall of the structure, establishing a setback line parallel to the rear property line that extends between the side yards.

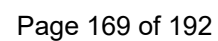
(3) *Setback encroachment.* Every part of a required yard shall be unobstructed from ground level to the sky, except as follows:

(a) Setback restrictions do not apply to: slabs, uncovered patios, walks, steps, fences, hedges, or freestanding walls. Freestanding walls are subject to any sight triangle regulations; or

(b) Certain architectural features and improvements may encroach into required setbacks as follows:

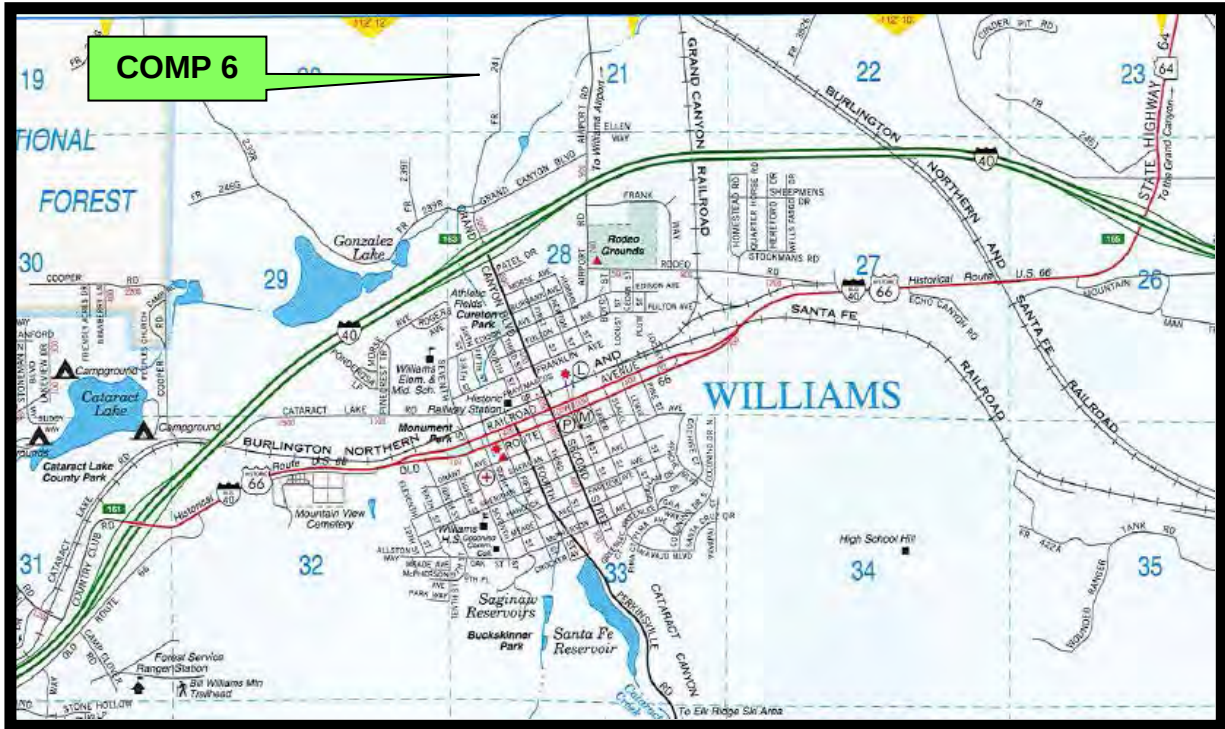
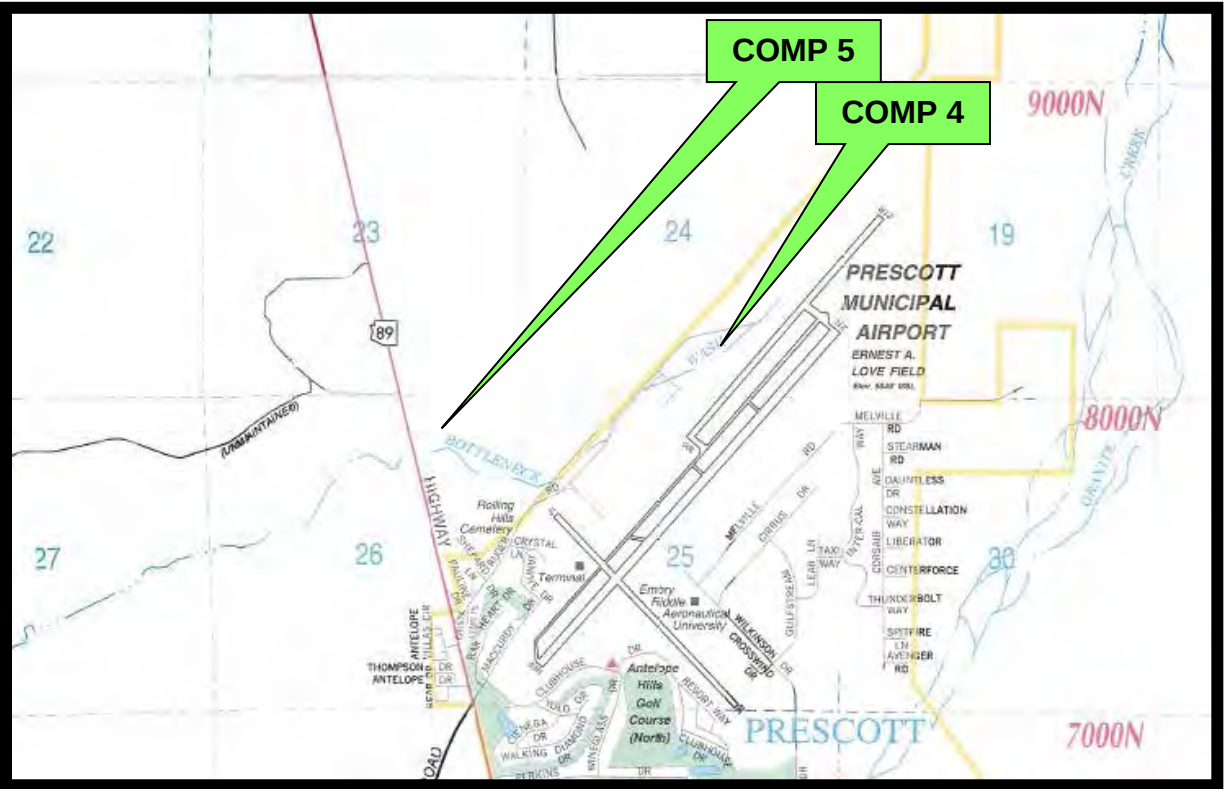
1. Ordinary projections of window sills, cornices, eaves and other ornamental features may project a distance not exceeding two feet into any required yard.

2. Patio covers and ornamental features may project into any required side yard, provided such features shall be a minimum of three feet from any lot or setback line whichever is most restrictive.



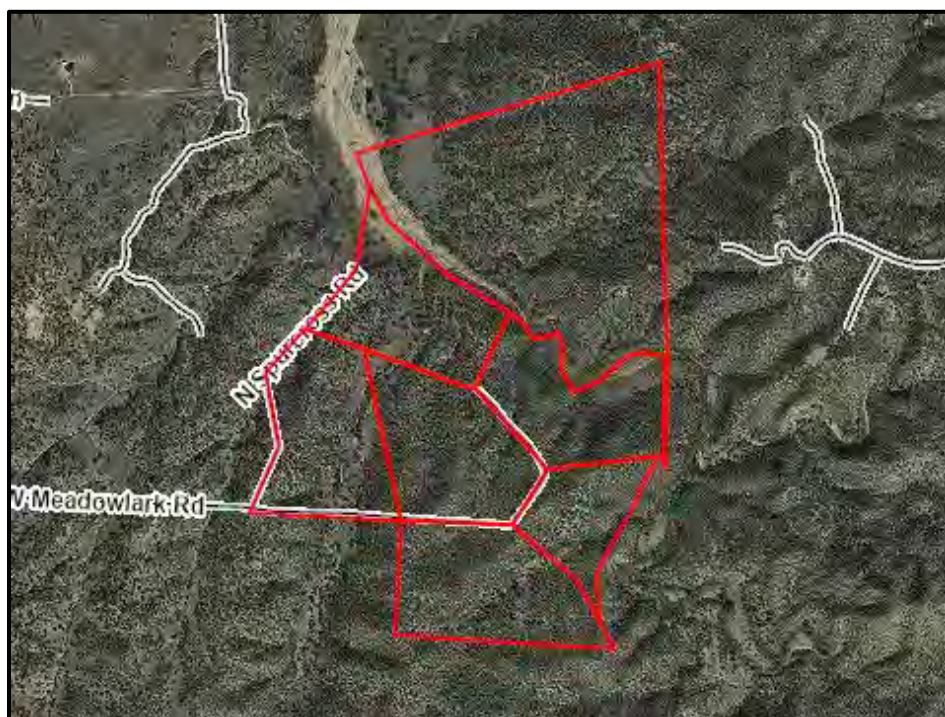


COMPARABLE LAND MAP

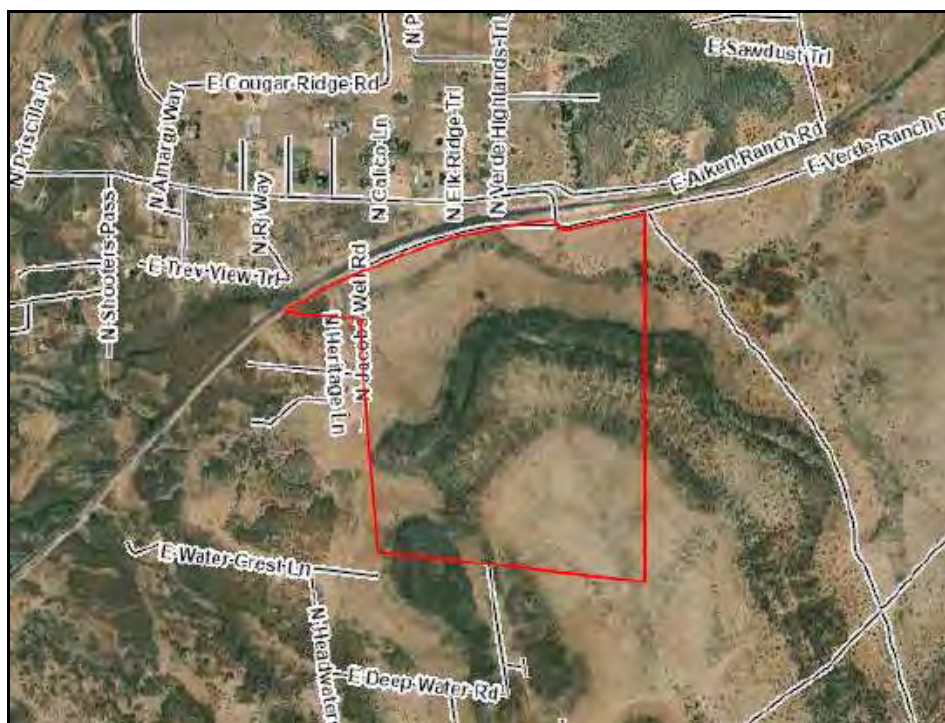




## COMPARABLE PHOTOS

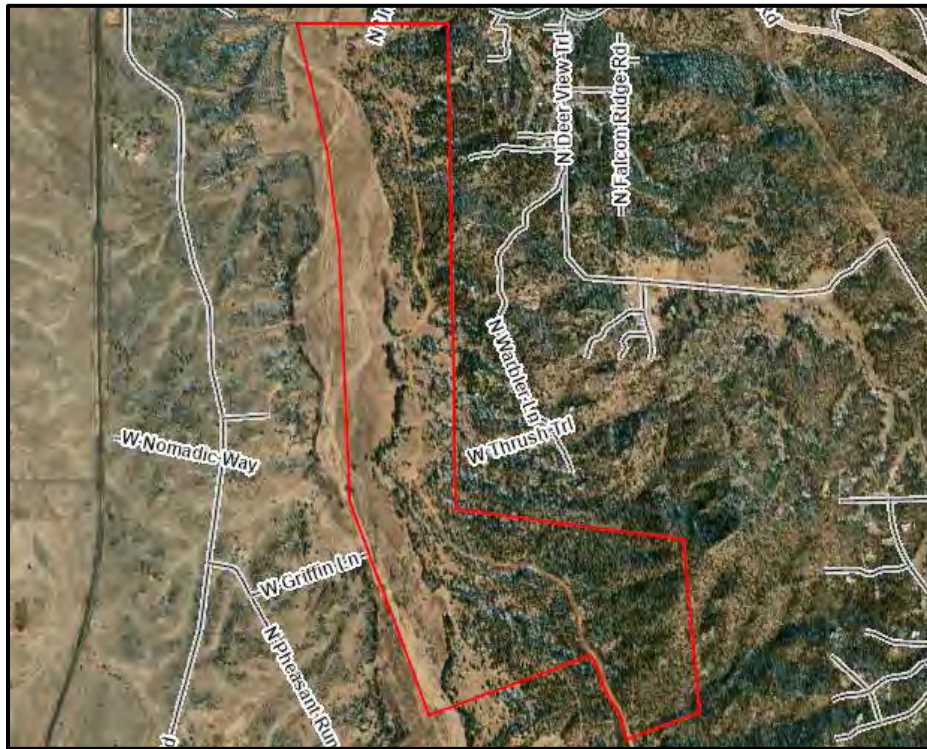


**LAND COMPARABLE #1**  
**300-28-070H@ (YAVAPAI)**



**LAND COMPARABLE #2**  
**305-01-045B (YAVAPAI)**





**LAND COMPARABLE #3**  
**300-28-140H (YAVAPAI)**



**LAND COMPARABLE #4**  
**102-02-001P, 001R, 002 & 003 (YAVAPAI)**



**LAND COMPARABLE #5**  
**102-01-002A@ (YAVAPAI)**



**LAND COMPARABLE #6**  
**202-11-007J (COCONINO)**



# HUCK APPRAISAL OFFICE

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Robert C. Huck  
724 Gail Gardner Way • Prescott, Arizona 86305  
Phone (928) 778-7171 • Email: Bob@huckappraisal.com

March 17, 2025

Mr. Darren Coldwell  
City Manager  
City of Page  
P.O. Box 1180  
697 Vista Avenue  
Page, Arizona 86040

Email: [dcoldwell@pageaz.gov](mailto:dcoldwell@pageaz.gov)

Re: Appraisal proposal for 640 acres located in Page, Arizona.

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Dear Mr. Coldwell:

As a follow up to our recent communications, I submit the following proposal for an appraisal of the property referenced below.

|                     |                                                                                                                                                                                          |
|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Subject Property:   | 640 Acres of vacant land located on the east side of Highway 89, south of Highway 98, Page, Arizona                                                                                      |
| APN:                | Portion of 802-17-002 (Coconino County)                                                                                                                                                  |
| Client:             | City of Page                                                                                                                                                                             |
| Intended Users:     | Mr. Darren Coldwell and/or his designees within the City of Page                                                                                                                         |
| Intended Use:       | Internal Use/establish a potential sales price for the subject property                                                                                                                  |
| Interest Appraised: | Fee Simple Estate                                                                                                                                                                        |
| Appraisal Premise:  | 'As is' as of the date of valuation                                                                                                                                                      |
| Purpose:            | Develop an opinion of the market value of the fee simple interest in the property as of the date of valuation.                                                                           |
| Date of Valuation:  | Current, as of the date of inspection                                                                                                                                                    |
| Reporting Option:   | USPAP compliant Summary Appraisal Report                                                                                                                                                 |
| Scope:              | Inspect subject property; compile data to develop the sales comparison approach to value. Changes to the scope of the appraisal may result in revisions to the fee and/or delivery date. |

March 17, 2025  
Mr. Coldwell:  
Page Two

|                                       |                               |
|---------------------------------------|-------------------------------|
| Fee:                                  | \$4,000                       |
| Delivery:                             | To be determined              |
| Number of Copies:                     | Electronic PDF copy of report |
| Certification:                        | Attached                      |
| Assumptions &<br>Limiting Conditions: | Attached                      |

The appraisal shall be prepared for the City of Page, my client, and is for the sole and exclusive use of Mr. Darren Coldwell and/or his designees within the City of Page to assist in their decisions regarding the subject property. I request that you seek my written authorization before releasing the reports to any other party.

The appraisal will be prepared in accordance with the Uniform Standards of Professional Appraisal Practice. Attached to this letter you will find a copy of our Statement of Limiting Conditions and Appraiser's Certification which are attached to all appraisals prepared by this office. Please review and sign the last page of each of these documents and return the executed copy to me indicating your acceptance and approval of the Limiting conditions and Appraiser's Certification.

It is generally the policy of federally insured financial institutions, to select an appraiser approved by their Board of Directors, and be responsible for the origination of the appraisal assignment. This policy has been mandated by federal regulation. By ignoring this procedure, the lender may require a second appraisal by another qualified appraiser. THE OWNER is aware of this policy and acknowledges that THE APPRAISER cannot be held responsible for the actions of the lender.

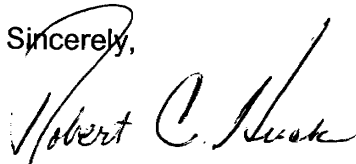
The completion date of the appraisal is to be determined. I can only complete the appraisal by this date if I receive from you in a timely manner any relevant information needed for the preparation of the report.

I will proceed with the preparation of this appraisal upon receipt of signed copies of this letter, Statement of Limiting Conditions and Appraiser's Certification. The appraisal fee of \$4,000 is due when the report is delivered.

March 17, 2025  
Mr. Coldwell:  
Page Three

If you have any questions about anything contained in this letter or in any of the attachments, please give me a call.

Sincerely,



Robert C. Huck  
Certified General Real Estate Appraiser  
Certificate No. 30123

Engagement Letter Accepted:



Darren Coldwell  
City Manager  
City of Page

\_\_\_\_ 10/18/25 \_\_\_\_  
\_\_\_\_ Date \_\_\_\_



## CERTIFICATION

(The following certification will be signed by the appraiser and included in the appraisal report.)

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 analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have performed no 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. Robert C. Huck has made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to Robert C. Huck, the person signing this certification.
11. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the State of Arizona Department of Insurance and Real Estate.

## CERTIFICATION

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12. As of the date of this report, I, Robert C. Huck, have completed the continuing education program for a Certified General Real Estate Appraiser as specified by the State of Arizona Department of Insurance and Real Estate.

13. The appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.

14. I hereby certify that I am competent to complete the appraisal assignment. The reader is referred to the appraiser's Statement of Qualifications contained in the Addenda.

15. All extraordinary assumptions, hypothetical conditions and limiting conditions imposed by the terms of the assignment or by the undersigned, affecting the analysis, opinions and conclusions contained in this report are contained herein.

16. No change of any item of the appraisal report shall be made by anyone other than the Appraiser, and if changed, the Appraiser shall have no responsibility for any such unauthorized change.

(The preceding certification will be signed by the appraiser and included in the appraisal report.)

I acknowledge receipt of this certification:

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Darren Coldwell  
City Manager  
City of Page

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Date

## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

(The following Statement of Standard Assumptions and Limiting Conditions will be included in the appraisal report)

By this notice, all persons and firms reviewing, utilizing or relying on this report in any manner bind themselves to accept these assumptions and limiting conditions. Do not use this report if you do not so accept. These conditions are a part of the appraisal report, they are a preface to any certification, definition, fact or analysis, and are intended to establish as a matter of record that the appraiser's function is to provide a present market value for the subject property based upon the appraiser's observations as to the subject property and real estate market. This appraisal report is an economic study to estimate value as defined in it. It is not an engineering, construction, legal or architectural study nor survey and expertise in these areas, among others, is not implied.

This is an Appraisal Report which is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraiser is not responsible for unauthorized use of this report.

1. **LIMIT OF LIABILITY:** The liability of Huck Appraisal of Northern Arizona, Inc. and employees and affiliated independent contractors is limited to the client only and to the fee actually received by the appraiser (total per appraisal). Furthermore, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than client, the client shall make such party aware of all limiting conditions and assumptions of the assignments and related discussions. The Appraiser is in no way to be responsible for any costs incurred to discover or correct any deficiencies of any type present in the property, physically, financially, and/or legally. In the case of limited partnerships or syndication offerings or stock offerings in real estate, the client agrees that in case of a lawsuit (brought by the lender, partner or part owner in any form of ownership, tenant, or other party), any and all awards, settlements of any type in such suit, regardless of outcome, the client will hold the Appraiser completely harmless in any such action.

2. **COPIES, PUBLICATION, DISTRIBUTION, USE OF REPORT:** Possession of this report or any copy thereof does not carry with it the right of publication, nor may it be used for other than its intended use; the physical report(s) remain the property of the Appraiser for the use of the client, the fee being for the analytical services only. The Bylaws and Regulations of the Appraisal Institute require each Member and Candidate to control the use and distribution of each appraisal report signed by such Member or Candidate. Except as hereinafter provided, the client may distribute copies of this

## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

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appraisal report in its entirety to such third parties as he may select; however, selected portions of this appraisal report shall not be given to third parties without the prior written consent of the signatories of this appraisal report. Neither all nor any part of this appraisal report shall be disseminated to the general public for use by the advertising media, public relations, news, sales or other media for public communication without the prior written consent of the Appraiser.

3. **CONFIDENTIALITY**: This appraisal is to be used only in its entirety and no part is to be used without the whole report. All conclusions and opinions concerning the analysis as set forth in the report were prepared by the Appraiser(s) whose signature(s) appears on the appraisal report, unless indicated as "Review Appraiser". No change of any item in the report shall be made by anyone other than the Appraiser and/or officer of the firm. The Appraiser and firm shall have no responsibility if any such unauthorized change is made.

The Appraiser may not divulge the material (evaluation) contents of the report, analytical findings or conclusions, or give a copy of the report to anyone other than the client or his designate as specified in writing except as may be required by the Appraisal Institute as they may request in confidence for ethics enforcement, or by a court of law or body with the power of subpoena.

4. **TRADE SECRETS**: This appraisal was obtained from Huck Appraisal of Northern Arizona, Inc. or related companies and/or its individuals of related independent contractors and consists of "trade secrets and commercial or financial information" which is privileged and confidential and exempt from disclosure under 4 U.S.C. 552 (b) (4). (Notify the Appraiser(s) signing report or an officer of Huck Appraisal of Northern Arizona, Inc. of any request to reproduce this report in whole or part.)

5. **INFORMATION USED**: No responsibility is assumed for accuracy of information furnished by the work of others, the client, his designate, or public records. We are not liable for such information or the work of possible subcontractors. Be advised that some of the people associated with Huck Appraisal of Northern Arizona, Inc. and possibly signing the report are independent contractors. The comparable data relied upon in this report has been confirmed with one or more parties familiar with the transaction or from affidavit or other sources thought reasonable; all are considered appropriate for inclusion to the best of our factual judgment and knowledge. An impractical and uneconomic expenditure of time would be required in attempting to furnish unimpeachable verification in all instances, particularly as to engineering and market related information. (It is suggested that the client consider independent verification as prerequisite to any transaction involving sale, lease, or other significant commitment of funds on the subject property.)

## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

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6. TESTIMONY, CONSULTATION, COMPLETION OF CONTRACT FOR APPRAISAL SERVICE: The contract for appraisal, consultation or analytical service is fulfilled, and the total fee is payable upon completion of the report. The Appraiser(s) or those assisting in preparation of the report will not be asked or required to give testimony in court or hearing because of having made the appraisal, in full or in part, nor engage in post appraisal consultation with client or third parties except under separate and special arrangement and at additional fee. If testimony or deposition is required because of any subpoena, the client shall be responsible for any additional time, fees, and charges regardless of issuing party.

7. EXHIBITS: The sketches and maps in this report are included to assist the reader in visualizing the property and are not necessarily to scale. Various photos may be included for the same purpose. Site plans are not surveys unless shown from a separate surveyor.

8. LEGAL, ENGINEERING, FINANCIAL, STRUCTURAL, OR MECHANICAL, HIDDEN COMPONENTS, SOIL: The Appraiser and/or firm has no responsibility for matters legal in character or nature, nor of any architectural, structural, mechanical, or engineering nature. No opinion is rendered as to the title, which is presumed to be good and merchantable. The property is appraised as if free and clear, unless otherwise stated in particular parts of the report.

The legal description is assumed to be correct as used in this report as furnished by the client, his designate, or as derived by the Appraiser.

Please note that no advice is given regarding mechanical equipment or structural integrity or adequacy, nor soils and potential for settlement, drainage, and such (seek assistance from qualified architect and/or engineer) nor matters concerning liens, title status, and legal marketability (seek legal assistance) and such. The lender and owner should inspect the property before any disbursement of funds; further it is likely that the lender or owner may wish to require mechanical or structural inspections by a qualified and licensed contractor, civil or structural engineer, architect, or other expert.

The Appraiser has inspected as far as possible, by observation, the land and the improvements; however, it was not possible to personally observe conditions beneath the soil or hidden structural or other components. We have not critically inspected mechanical components within the improvements and no representation is made herein as to these matters unless specifically stated. Unless stated, the value estimate assumes no such conditions that would cause a loss of value. The land or the soil of the area being appraised appears firm; however, the Appraiser(s) do not warrant against this condition or occurrence of problems arising from soil conditions.

## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

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The appraisal is based on there being no hidden, unapparent conditions of the property site, subsoil, structures or toxic materials which would render it more or less valuable. The appraiser and firm have no responsibility for any such conditions or for any expertise or engineering to discover them. Conditions of heating, cooling, ventilation, electrical and plumbing equipment are considered to be commensurate with the condition of the balance of the improvements unless otherwise stated. No judgment may be made by us as to adequacy of insulation, type of insulation, or energy efficiency of the improvements or equipment which is assumed or made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained. No representation or warranties are made concerning obtaining the above mentioned items.

The Appraiser has no responsibility for any costs or consequences arising due to the need or the lack of need for flood hazard insurance. An Agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.

9. **LEGALITY OF USE:** The appraisal is based on the premise that there is full compliance with all applicable federal, state and local environmental regulations and laws unless otherwise stated in the report; further, that all applicable zoning, building, use regulations and restrictions of all types have been complied with unless otherwise stated in the report; further, it is assumed that all required licenses, consents, permits, or other legislative or administrative authority whether local, state, federal and/or private, have been or can be obtained or renewed for any use considered in the value estimate.

10. **COMPONENT VALUES:** The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. The separate valuations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.

11. **AUXILIARY AND RELATED STUDIES:** No environmental or impact studies, special market study of analysis, highest and best use analysis study or feasibility study has been requested or made unless otherwise specified in an agreement for services or in the report.

12. **DOLLAR VALUES, PURCHASING POWER:** The market value estimated, and the costs used, are as of the date of the estimate of value. All dollar amounts are based on the purchasing power and the price of the dollar as of the date of the value estimate.

13. **EXCLUSIONS:** Furnishings, equipment, personal property and business operations, except as specifically indicated or if typically considered a part of the real estate, have been disregarded. Only the real estate is considered in the value estimate unless otherwise stated. In some property types, business and real estate interests and values are combined.

## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

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14. **PROPOSED IMPROVEMENTS:** Proposed improvements and repairs are assumed to be completed in good and workmanlike manner according to information submitted and/or considered by the appraisers. The estimate of market value is as of the date shown and assumes completion as described in the report. Completion significantly different than described may change the value estimate.

15. **VALUE CHANGE, DYNAMIC MARKET, INFLUENCES, ALTERATION OF ESTIMATE BY APPRAISER:** The estimated market value, which is defined in the report, is subject to change with market changes over time; value is highly related to exposure, time, promotional effort, terms, motivation, and conditions surrounding the offering. The value estimate considers the productivity and relative attractiveness of the property physically and economically in the marketplace.

In cases of appraisals involving the capitalization of income benefits, the estimate of market value, investment value, or value in use is a reflection of such benefits and Appraiser's interpretation of income and yields and other factors derived from general and specific client and market information. Such estimates are as of the date of valuation and are subject to changing market conditions.

The "Estimate of Market Value" or "Opinion of Market Value" in the appraisal report is not based in whole or in part upon the race, color or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.

The appraisal report and value estimate are subject to change if the physical or legal entity, or financing are different than that envisioned in this report.

16. **MANAGEMENT OF THE PROPERTY:** It is assumed that the property which is the subject of this report will be under prudent and competent ownership and management; neither inefficient nor super-efficient.

17. **CONTINUING EDUCATION CURRENT:** The Appraisal Institute conducts voluntary programs of continuing education for their designated members; MAI and SRPA Designates who meet the minimum standards of this program are awarded periodic educational certification. The MAI signing this report is currently certified under the program(s).

18. **FEE:** The fee for this appraisal or study is for the service rendered and not for the time spent on the physical report or the physical report itself. The fee for services is not contingent on any predetermined result or approved amount.

19. **AUTHENTIC COPIES:** The authentic copies of this report have original signatures of the appraiser(s) completing the report. Any copy that does not have the above is unauthorized and may have been altered.



## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

Page 6

20. **INSULATION AND TOXIC MATERIALS:** Unless otherwise stated in this report, the Appraiser(s) signing this report has (have) no knowledge concerning the presence or absence of toxic or hazardous materials and/or urea-formaldehyde foam insulation in existing improvements; if such is present the value of the property may be adversely affected. The existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser unless otherwise stated. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, radon gas, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.

21. **REVIEW:** Unless otherwise noted herein, named review Appraiser of/from Huck Appraisal of Northern Arizona, Inc., has reviewed the report and has not necessarily inspected the subject nor market comparable properties.

22. **CHANGES, MODIFICATIONS:** The Appraisers and/or officers of Huck Appraisal of Northern Arizona, Inc. reserve the right to alter statements, analyses, conclusions or any value estimates in the appraisal if facts pertinent to the appraisal process become known which were unknown to us when the report was finished.

23. **AFTER TAX ANALYSIS, AND/OR VALUATION:** Any "after" tax income or investment analysis and resultant measures of return on investment are intended to reflect only possible and general market considerations, whether as part of estimating value or possible returns on investment at an assumed value or price paid. Note that the Appraiser(s) does not claim expertise in tax matters and advises the client and any other using the appraisal to seek competent tax advice as the Appraiser is in no way to be considered a tax advisor or investment advisor.

24. **AMERICANS WITH DISABILITIES ACT:** Unless otherwise stated in this report, the subject property is appraised without a specific compliance survey having been conducted to determine if the property is or is not in conformance with the requirements of the Americans with Disabilities Act. The presence of architectural and communications barriers that are structural in nature that would restrict access by disabled individuals may adversely affect the property's value marketability or utility.

25. **ENVIRONMENTAL CONDITIONS:** The appraiser is not qualified to detect hazardous waste and/or toxic materials. Any comment by the appraiser that might suggest the possibility of the presence of such substances should not be taken as confirmation of the presence of hazardous waste and/or toxic materials. Such determination would require investigation by a qualified expert in the field of environmental assessment.

## **STANDARD ASSUMPTIONS AND LIMITING CONDITIONS**

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The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the property. The appraiser's value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value unless otherwise stated in this report.

No responsibility is assumed for any environmental conditions, or for any expertise or engineering knowledge required to discover them. The appraiser's descriptions and resulting comments are the results of the routine observations made during the appraisal process.

Acceptance of, and/or use of, this appraisal report by the client or any third party constitutes acceptance of the above conditions. Appraiser liability extends only to the stated client and not to subsequent parties or users of any type, and the total liability of appraiser and firm is limited to the amount of fee received by the Appraiser.

(The preceding Statement of Standard Assumptions and Limiting Conditions will be included in the appraisal report)

ACKNOWLEDGED AND ACCEPTED BY:

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Darren Coldwell  
City Manager  
City of Page

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Date

ARIZONA FINANCIAL ENTERPRISE CREDENTIAL CERTIFICATE

No. CGA-30123

| CREDENTIAL TYPE             |  | ISSUE DATE      | EFFECTIVE DATE     | EXPIRATION DATE |
|-----------------------------|--|-----------------|--------------------|-----------------|
| Certified General Appraiser |  | August 15, 1991 | September 01, 2024 | August 31, 2026 |

ROBERT C. HUCK

DITAT DEUS



This certificate was printed on August 27, 2024 and will remain in effect until a change request has been approved by the Department or the credential is surrendered, suspended, revoked or expired.

Arizona Department of Insurance and Financial Institutions  
difi.az.gov  
100 N 15th Ave, Suite 261  
Phoenix, AZ 85007-2630

**QUALIFICATIONS OF ROBERT C. HUCK**  
**Certified General Real Estate Appraiser, Certificate No. 30123**

**EDUCATION:**

Arcadia High School; Phoenix, AZ, 1965 - 1969, High School Diploma  
Southern Methodist University; Dallas, TX 1969 - 1973. Graduated Cum Laude with BA in Economics. Phi Beta Kappa. Extensive course work in Business and Investments.  
University of Adelaide; Adelaide, South Australia, 1974. Post Graduate courses in Economics.  
Arizona Department of Real Estate: Passed Licensing Exam, 5/81.  
Appraisal Institute: Received MAI Designation, July, 1988  
State of Arizona Board of Appraisal

**EXPERIENCE:**

Owner and President of Huck Appraisal of Northern Arizona, Inc., 724 Gail Gardner Way, Prescott, Arizona; May 1997 to Present.  
Independent Fee Appraiser, Appraisal Consultants (formerly Russell L. Parker Company), 814 West Gurley Street, Prescott, AZ; July 1984 to May 1997.  
Independent Fee Appraiser, RAM Enterprises, Prescott, AZ; 1983 to July 1984.  
Real Estate Sales, Sandretto Properties, Inc., Prescott, AZ; 1981-1983; Commercial/Indust. Sales  
Owner/President of Squires, Inc., DBA the Two Squires Restaurant, Prescott, Arizona; 1979-1981

**PROFESSIONAL DESIGNATIONS**

Member, Appraisal Institute 1988 - 2024 (MAI Certificate #7882)  
Certified General Real Estate Appraiser, State of Arizona; (Certificate Number 30123)

**ORGANIZATION MEMBERSHIPS**

Member, Phoenix Chapter, Appraisal Institute  
Member, Prescott Kiwanis Club  
Member, Prescott United Methodist Church

**COURT TESTIMONY**

Qualified as an expert witness: Yavapai County Superior Court, Division II  
Qualified as an expert witness: U.S. Bankruptcy Court, Phoenix, AZ  
Qualified as an expert witness: Mohave County Superior Court  
Qualified as an expert witness: Coconino County Superior Court  
Qualified as an expert witness: Colorado District Court, Garfield County, CO  
Qualified as an expert witness: California District Court, Orange County, CA

## SCOPE OF APPRAISAL WORK:

Experience includes the valuation of single & multi-family residential properties, subdivisions, mobile homes, condominium projects, bare land and acreage, retail, office, motel, restaurant, storage, commercial, industrial properties, easement/right of way condemnation and special purpose properties.

## APPRAISAL COURSES & SEMINARS

National Association of Independent Fee Appraisers (NAIFA), "Manfctrd Housing Seminar", 2/84  
NAIFA, "Mini-Math For Appraisers Seminar," 6/84.  
NAIFA, "Member Appraisal Examination," 11/84  
Arizona School of Real Estate, "Case Studies, Rules & Regulations Seminar, 4/85  
Arizona School of Real Estate, "Introduction to Tax Shelters Seminar," 4/85  
NAIFA, "Depreciation Seminar," 7/85  
American Institute of Real Estate Appraisers (AIREA), "Problem Solving In Today's Market", 9/85  
AIREA, "Standards of Professional Practice," Course Attendance/Exam 2-3, 9/86  
AIREA, "Real Estate Appraisal Principles," Challenged & Passed Exam 1A-1, 9/86  
AIREA, "Basic Valuation Procedures," Challenged & Passed Exam 1A-2, 9/86  
AIREA, "Capitalization Theory & Technique, Part A," Course Attendance/Exam 1B-A 7/87  
AIREA, "Capitalization Theory & Technique, Part B," Course Attendance/Exam 1B-B, 6/87  
AIREA, "Case Studies in Real Estate Valuation," Course Attendance/Exam 2-1, 10/87  
AIREA, "Valuation Analysis and Report Writing," Course Attendance/Exam 2-2, 10/87  
AIREA, Submitted "Income-Property Demonstration Appraisal Report," 9/87; Passing Grade, 1/88  
AIREA, Wrote "Comprehensive Examination", February, 1988; Received Passing Grade, 3/88  
Resolution Trust Corporation (RTC), Seminar "RTC Appraisal Seminar", 12/90  
Appraisal Institute (AI), "Standards of Professional Practice, Part A" Attendance/Exam, 2/91  
AI, "Exam Preparation Seminar/Arizona Appraisal Law," Seminar Attendance/ Exam, 3/91  
AI, "Standards of Professional Practice, Part B" Course Attendance/Exam, 5/92  
AI, "Subdivision Analysis", Attended Seminar, 4/93  
AI, "Standards of Professional Practice, Part A", Course Attendance/Exam, 4/94  
AI, "Market Analysis", Seminar Attendance, 6/94  
AI, "Fair Lending & The Appraiser", Seminar Attendance, 6/94  
AI, "Understanding Construction Documents", Seminar Attendance, 6/94  
AI, "Understanding Limited Appraisals", Seminar Attendance, 6/94  
AI, "Standards of Professional Practice, Part B" Course Attendance/Exam, 10/95  
AI, "Evaluations", Seminar Attendance, 10/95  
AI, "Litigation", Seminar Attendance, 11/95  
AI, "Special Purpose Properties", Seminar Attendance, 11/95  
AI, "Highest & Best Use Applications", Seminar Attendance, 6/96  
AI, "Data Confirmation & Verification", Seminar Attendance, 6/96  
AI, "The Internet & Appraising", Seminar Attendance, 10/96  
AI, "Tomorrows Appraiser, Videoconference", Seminar Attendance 10/96  
AI, "Environmental Law", Seminar Attendance 11/96  
AI, "Eminent Domain & Condemnation", Seminar Attendance 9/97  
AI, "Internet Strategies for Appraisers", Online Education 2/00

## APPRAISAL COURSES & SEMINARS (Continued)

AI, "Appraising Non-Conforming Properties", Seminar Attendance 2/00  
AI, "Condemnation Appraising", Seminar Attendance 5/00  
AI, "Appraising From Blueprints", AI Online Education 10/00  
AI, "Residential Database Training", AI Online Education 2/01  
AI, "Analyzing Operating Expenses", AI Online Education 3/01  
AI, "Introduction to GIS", AI Online Education 10/01  
AI, "Using HP12C Calculator", AI Online Education 11/01  
AI, "Standards of Professional Practice, Part C" Course Attendance/Exam 11/01  
AI, "Appraising Properties with Detrimental Conditions" AI Online Education 12/01  
AI, "Energy Performance & Commercial Property Values", Seminar Attendance 5/04  
McKissock Schools, "Residential Construction", Seminar Attendance 6/04  
McKissock Schools, "Does My Report Comply With USPAP", Seminar Attendance 6/04  
McKissock Schools, "Legal Issues for Appraisers", Seminar Attendance 6/04  
AI, "Appraising Motels", AI Online Education 11/04  
AI, "Interest Strategies For Appraisers", AI Online Education 9/05  
AI, "Apartment Appraisal", AI Online Education 1/06  
Arizona School of Real Estate, "USPAP 2005 Update", Seminar Attendance 1/06  
Arizona School of Real Estate, "USPAP 2006 Update", Seminar Attendance 6/06  
AI, "Introduction to International Valuation Standards", AI Online Education 11/06  
AI, "Marshall Valuation Service Applications", AI Online Education 1/08  
AI, "What Commercial Clients Want to Know", AI Online Education 2/08  
AI, "USPAP 2007 Update", Seminar Attendance 5/08  
AI, "Data Verification Methods", AI Online Education 8/09  
AI, "Valuation of Green Residential Buildings", AI Online Education 9/09  
AI, "Valuation of Green Commercial Buildings", AI Online Education 10/09  
AI, "Business Practices & Ethics", AI Online Education, 11/09  
USPAP 2010-2011 7-hour Update 7/10  
AI, "Appraisal Curriculum Overview – Residential", AI Online Education 9/10  
AI, "Appraisal Curriculum Overview – Commercial", AI Online Education 9/10  
AI, "Apartment Appraisals", AI Online Education 5/11  
AI, "Appraisal of Convenience Stores", AI Online Education 8/11  
AI, "Analyzing Distressed Properties", AI Online Education 10/11  
USPAP 2012-2013 7-hour Update 4/12  
AI, "Business Practices & Ethics", AI Online Education 2/14  
Arizona Appraiser's State Conference, "USPAP 2014-2015 Update" Seminar Attendance 3/14  
AI, "Advanced Internet Search Strategies", AI Online Education 6/14  
AI, "Small Hotel/Motel Valuation", AI Online Education 7/14  
AI, "Subdivision Valuation", AI Online Education 8/15  
AI, "Forecasting Revenue", AI Online Education 2/16  
USPAP 2016-2017 7-hour Update Seminar Attendance 2/16 Arizona Appraisal Seminars & Classes  
AI, "Rates and Ratios: Making Sense of GIMs, OARs and DCF", AI Online Education 7/16  
AI, "Appraisal of Medical Office Buildings", AI Online Education 12/17  
USPAP 2018-2019 7-hour Update Seminar Attendance 3/18 Arizona Appraisal Seminars & Classes

## APPRAISAL COURSES & SEMINARS (Continued)

Arizona Board of Appraisal, "Supervisor-Trainee", Online Education 3/18

AI, "Appraisal Business Practices & Ethics", AI Online Education 5/18

AI, "Discounted Cash Flow Model Concepts", AI Online Education 7/18

AI, "Fundamentals of UASFLA": AI Online Education 9/19

USPAP 2020-2021, AI Online Education 4/20

AI, "Analyzing Operating Expenses": AI Online Education 6/20

AI, "Appraising Automobile Dealerships": AI Online Education 7/20

McKissock Schools, "Supporting Spreadsheets-Residential", 8/20

AI, "Excel Applications for Valuation", 10/21

USPAP 2022-2023, AI Online Education 4/22

Arizona Department of Insurance and Financial Institutions, "Appraisal of Fast Food Facilities" 7/22

Arizona Department of Insurance and Financial Institutions, "Appraisal of Industrial and Flex Buildings" 7/22



## PARTIAL CLIENT LIST

American Bank  
Apache County  
Babbitt Brothers Trading Company  
Bank of America (Including banks acquired by Bank of America)  
Bayview Financial  
California Bank & Trust  
Chase Bank (Including banks acquired by Chase)  
City Governments (Cottonwood, Page, Prescott, Prescott Valley, Williams, et.al.)  
Commercial Capital Bank  
Community First Bank  
Compass Bank (Including banks acquired by Compass Bank)  
Country Bank  
Desert Hills Bank  
Downey Savings  
Farm Credit Services  
Fain Family/Fain Signature Group  
First American Title Company  
First National Bank of Amarillo, Texas  
First State Bank  
Foothills Bank  
Heritage Bank  
Home National Bank  
Irwin National Bank  
Laventhol & Horwath  
M & I Bank (Including banks acquired by M & I Bank)  
Mission Bank  
Mohave State Bank  
National Bank of Arizona (Including banks acquired by National Bank)  
North American Savings Bank  
Northern Trust Bank  
Peabody Mining Company  
Regions Bank  
Resolution Trust Corporation (RTC)  
State of Arizona  
Summit Bank  
Temecula Valley Bank  
United States Government,  
    Government Services Administration  
    U.S. Dept. of Interior, Bureau of Indian Affairs  
    U.S. Dept. of Interior, National Park Service  
U.S. Post Office  
U.S. Veterans Administration  
Valley Bank  
Wells Fargo Bank (Including banks acquired by Wells Fargo Bank)  
Western Bank  
Yavapai County

