TRANSFORMATION FROM RE-ACTIVE TO PRO-ACTIVE DISPOSAL MODEL

Phil Copeland
Assistant Director of Engineering
Georgia Department of Transportation
TALKING POINTS

- Historical Performance and Revenue Generated
- Current Initiatives
- Moving Forward
HISTORY OF SALES

LEASES

- FY 2011  25  $240,000
- FY 2012  15  $233,113
- FY 2013  33  $308,844
- FY 2014  55  $484,730
- FY 2015  56  $491,123
INITIATIVES

(1) Property Identification and Inventory

(2) GIS Database Development

(3) Pilot Disposal Initiative
GIS DATABASE DEVELOPMENT

GDOT GIS Database 2013-2014
- Migration of 1st Initiative into GDOT system
- External Access Development

Database Enhancement
- Search Capabilities
- Subsequent Property Acquisition inclusion
- High Potential Property Search and Cataloging
GIS DATABASE WEB ACCESS
GIS DATABASE MAPS
GIS DATABASE MAPS
GIS DATABASE MAPS
PILOT DISPOSAL INITIATIVE

• Step 1 – Develop a Best Practices Process – (Completed)

• Step 2 – Develop a Manual for Selling of Excess Property (Draft Manual Completed)

• Step 3 – Pilot Marketing and Sales – ongoing

• Step 4 – Lessons Learned and Manual/Process Modifications
PILOT MARKETING AND SALES

- 12 Parcels in Initial Inventory
- 4 Parcels Removed as Not Approved
- 3 Additional Parcels Substituted
- 11 Parcels in Current Inventory
PILOT MARKETING AND SALES

$1,600,000 to $2,100,000 Preliminary Value

$1,387,650 Appraised Value

$69,500 Unsuccessful in Disposing- 2 Properties

$1,194,363 Sales Revenue- 9 Properties
LESSONS LEARNED - PROCESS REFINEMENTS

• Indoctrinate Staff on the Importance of Initiative

• Outreach to Staff to Identify Roles

• Determine Resources - Internal vs. External

• Establish Parameters, Expectations, and Tracking

• Take Proactive Approach to Additional Parcels
MOVING FORWARD

- Statutory/Regulatory Changes
- Policy and Procedure Updates
- Internal and External Resource Analysis
- Develop Sustainable Long Term Approach
- Reporting Requirements and Goals
STATUTORY/REGULATORY CHANGES

- Time Saving Opportunities
- Valuation and Sales Price Flexibilities
- Marketing Flexibilities
- External Resource Utilization
- Streamline Federal Highway Oversight Requirements
POLICY AND PROCEDURE UPDATES

- Lessons Learned from Pilot Initiatives
- Best Practices from other States
INTERNAL/EXTERNAL RESOURCE ANALYSIS

• Increased staffing requirements for Pro-Active Approach

• Internal- Program Oversight and Support Staff

• External- Database Management and Analysis

• External- Pro-Active Disposal
DEVELOP SUSTAINABLE LONG TERM APPROACH

- Database Updates

- Pre-Qualifying properties for Disposal

- Identify and Dispose of property at conclusion of Right of Way Acquisition

- Reporting Requirements and Goals
  - Bi-Annual
  - Annual
POTENTIAL PRO-ACTIVE INVENTORY

- 1.0 Acre to 1.99 Acres
  - 121 Properties
  - 176.58 Acres
  - $19,500,000 +

- 2.0 Acres Plus
  - 143 Properties
  - 1100 Acres
  - $50,100,000 +
POTENTIAL PRO-ACTIVE INVENTORY

- Based on Lessons Learned in Pilot Initiative
  - 264 Properties - 33% = 177 Properties For Sale
  - $69,600,000 Potential Revenue – 33% = $46,632,000 Sale Proceeds
  - $46,632,000 – Cost to Dispose (15%) = $39,637,200 Net Proceeds
  - 5 – 7 Year Sell Out
  - $5,500,000 to $7,900,000 Per Year
TRANFORMATION FROM RE-ACTIVE TO PRO-ACTIVE DISPOSAL MODEL

Questions