



# CITY OF SALEM

585 Liberty St SE  
Salem, OR 97301

## Staff Report

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**File #:** 20-431

**Date:** 11/9/2020

**Version:** 1

**Item #:** 3.3c.

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**TO:** Mayor and City Council  
**THROUGH:** Steve Powers, City Manager  
**FROM:** Kristin Rutherford, Urban Development Director

**SUBJECT:**

Sale of Six Acres at the Salem Business Campus to HD Fowler Co., Inc.

Ward(s): Ward 3

Councilor(s): Nanke

Neighborhood(s): Southeast Mill Creek Association

Result Area(s): Strong and Diverse Economy

**ISSUE:**

Shall the City Council authorize the City Manager to execute the attached Purchase and Sale Agreement with HD Fowler Co., Inc. for six acres of City land at the Salem Business Campus totaling \$888,624?

**RECOMMENDATION:**

Authorize the City Manager to execute the attached Purchase and Sale Agreement with HD Fowler Co., Inc. for six acres of City owned land at the Salem Business Campus totaling \$888,624.

**SUMMARY:**

Representatives for HD Fowler contacted the City regarding purchase of Lot 3 at the Salem Business Campus (Attachment 1). Headquartered in Bellevue Washington, the family owned company distributes plumbing equipment for a variety of applications. They have more than 20 branches and distribution sites in the northwest. They want to build a 15,000 SF distribution site at the Salem Business Campus to serve Mid-Valley customers. The company expects they will create up to 18 jobs with the opening of this facility, and employment will increase over time. The site is shovel ready.

**FACTS AND FINDINGS:**

The use is consistent with the City Council adopted requirements for the Salem Business Campus.

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Terms of the Purchase and Sale Agreement (Attachment 2) include:

**Size:** Approximately 6 acres (a partition plat is required to create the legal lot)

**Purchase price:** \$888,624

**Earnest money:** \$25,000, in the form of a promissory note which will be due when the Buyer waives or satisfies its conditions to purchase the property.

**Special conditions:** Approval of a partition plat creating the 6- acre lot.

**Closing:** Following a 90-day investigation period and 15 days after the Buyer has waived or satisfied the conditions.

#### **BACKGROUND:**

The needed infrastructure is in place for this use.

Annie Gorski  
Economic Development Manager

#### Attachments:

1. Proposed Subdivision Layout
2. Purchase and Sale Agreement