

**DeFuniak Springs City Council  
Workshop Meeting Minutes  
Council Chambers  
January 26, 2026**

**1. Call to Order**

Mayor Bob Campbell called the meeting to order at 4:00 PM.

Present: Mayor Bob Campbell; Councilmember Todd Bierbaum (Seat 1); Councilmember Josh Sconiers (Seat 2); Mayor Pro-Tempore Amy Heavilin (Seat 3); Councilmember Glen Harrison (Seat 4); Councilmember Danny Cosson (Seat 5).

Absent:

Also, present were City Manager Koby Townsend, City Attorney Clay Adkinson and City Clerk Rafael Ali.

**2. City Owned Property**

Mr. Townsend stated that some time ago he sent out a spreadsheet listing all city-owned properties. He explained that he recently cleaned the spreadsheet up and that it ultimately reflects the city's current inventory.

Mr. Townsend stated that parcels shown in solid red are active parcels within the city and are currently being used. He noted that easements are included and that a few of the lots are vacant.

Mr. Townsend stated that the city owns the lot around Juniper Lake, though he is unsure why the city owns it. He also stated that the city owns 88 acres in the spray field.

Mr. Cosson asked whether any unused portion of the spray field will be used for future growth. Mr. Townsend answered yes.

Mr. Cosson asked if Jacobs would be able to determine whether the city will need that portion of the spray field.

Mr. Townsend stated that the sewer master plan would answer that question and that, at this time, it is not something the city needs to evaluate.

Mr. Cosson asked whether there is a list of properties that could potentially be sold.

Mayor Campbell asked if the city had made a deal with Habitat for Humanity involving properties the city had taken over.

Mr. Bierbaum stated that the city put 20 properties out to bid and may have sold one or two parcels, while several properties received no responses. He added that he gained significant

insight into the spray field after Jacobs advised the city that it needs to begin planning for a new treatment plant.

Mr. Bierbaum stated that the spray field has a specific type of soil and emphasized that the soil beneath it is critical to its function. He noted that the soil has been tested and confirmed to be appropriate for spray field use.

Mr. Harrison stated that he forwarded an email from Roy Baker with Opportunity Florida outlining items the city should review, including census tracts. He stated that this information could allow the city to expand its current map and added that there are always opportunities for annexation.

Mr. Cosson asked whether the city maintains a rotation list of realtors. Mayor Campbell stated that the city has used multiple different realtors and has not followed a rotation system.

Mrs. Heavilin stated that she submitted a bid on city property and noted that it was issued a couple of months ago.

Mr. Cosson asked what the best approach would be for the city to maximize value when selling property.

Mayor Campbell stated that the city has never paid commissions to realtors. He clarified that this is not a written rule, but rather a long-standing practice.

Mr. Bierbaum stated that while there is no written rule against paying realtor commissions, if the city chooses to do so it must follow a competitive procurement process. He noted that the city has experienced issues in the past when a realtor represented both the buyer and the seller.

Mr. Cosson asked what the procurement process would involve.

Mr. Bierbaum stated that the city would issue an RFP for realtor services and negotiate fees. He further stated that the realtor should not represent both sides of a transaction.

Mrs. Heavilin stated that she expected an agenda item related to utilizing a realtor and added that she would like to sell the City Hall building. She asked what a typical commission is for commercial property.

Mrs. Wennerberg stated that commissions vary depending on the project and how the transaction is structured. She explained that commissions are typically negotiable and that sellers may offer buyer-agent compensation. She stated that the city previously paid her broker commission and clarified that she is not serving on the City Council for personal gain. She compared hiring a realtor to hiring an accountant, stating that while it is an expense, it often pays for itself.

Mrs. Wennerberg stated that properties sold by owners without representation often sell for significantly less value. She added that limited marketing results in fewer interested buyers and lower sale prices.

Mrs. Heavilin stated that she did not support the 20th Street deal because the city lost money on it. She emphasized that City Hall should be properly marketed and sold, and that if a realtor is hired, she expects the agent to actively seek out a buyer.

Mayor Campbell asked whether there would be room for two realtors. He stated that the city should select the most qualified realtor—one capable of actively marketing the property and securing buyers.

Mr. Bierbaum stated that issuing an RFP would allow the city to evaluate qualifications and services. He added that the city does not have sufficient volume to justify a realtor rotation system.

Mrs. Heavilin asked how the city could ensure a realtor does not represent both sides of a transaction.

Mr. Bierbaum stated that the RFP would require realtors to explain how they would protect the city's interests.

Mrs. Heavilin asked who would issue the RFP.

Mr. Bierbaum stated that the City Manager would handle the process.

Mrs. Heavilin asked which properties the city should consider selling within the next 12 months.

Mr. Cosson asked about the next three months.

Mr. Townsend stated that the Council should identify properties they wish to consider for sale, review each property's history, and then determine the best method for selling them.

Mr. Cosson asked whether the next meeting would involve selecting a realtor.

Mr. Townsend answered no.

Mr. Cosson stated that he preferred to rely on subject-matter experts.

Mrs. Heavilin asked if there were any properties the city wanted to dispose of.

Mr. Bierbaum responded that City Hall was one such property.

Mr. Townsend identified additional city-owned properties that may be candidates for sale.

Mr. Adkinson asked whether the city was donated property by Birdie and Cook.

Mrs. Heavilin asked how large the lot near the tennis courts is.

Mr. Townsend responded that it is approximately one acre.

Mrs. Heavilin asked why certain properties were labeled the way they are.

Mr. Adkinson stated that the labeling is due to how the properties were entered into the system at the time.

Mrs. Heavilin asked about the Council on Aging property.

Mr. Townsend stated that the city owns the lot associated with the Council on Aging.

Mr. Cosson stated that the Council on Aging serves many residents.

Mrs. Heavilin stated that the city is working to maximize revenue from its properties and partnerships.

Mr. Townsend stated that the organization was formerly the Walton–Okaloosa Council on Aging and later became the Walton County Council on Aging.

Mrs. Heavilin stated that she wants to maximize what the city receives from these agencies.

Mrs. Heavilin asked what Tri-County is used for.

Mr. Townsend stated that the city has an agreement with Tri-County related to utilities.

Mrs. Heavilin stated that she would like the city to further investigate that agreement.


### 3. ADJOURNMENT

Meeting Adjourned 6:11 PM.

Approved:

  
Bob Campbell, Mayor

ATTEST:

  
Minutes taken by Rafael Ali  
City Clerk

*Proper notice having been duly given*

*Sumie Gabbard*  
*Deputy City Clerk*

