



We build **strength, stability, self-reliance** and **shelter**.

Dennis Weber  
Real Estate Coordinator  
City of St. Petersburg  
Real Estate and Property Management Department  
One- 4<sup>th</sup> Street North  
9<sup>th</sup> Floor  
St. Petersburg, FL 33701

March 22, 2022

Re: Notice of Intent to Dispose of City-Owned Real Estate – 2100 18<sup>th</sup> Avenue South (ID# 25-31-16-88981-001-0020)

Dear Mr. Weber,

Please find enclosed our responses to the additional information requested by the administration in reference to the development proposal for 2100 18<sup>th</sup> Avenue South (ID# 25-31-16-88981-001-0020). We we have answered all questions earnestly and look forward to the continued dialog.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Mike Sutton".

Mike Sutton  
President and Chief Executive Officer

**2100 18<sup>th</sup> Avenue South (ID# 25-31-16-88981-001-0020)**  
**Additional Information Requested**

**Q: Described why the project is not maximizing the 32 du/acre density allowed on the site**

We believe this parcel is best suited for this townhome style development and allows for a seamless transition from single family detached 1 and 2 story homes to a more transitional hierarchy of 3 story attached townhomes with individual garages and driveways. The homeowners we serve generally prefer a housing product which reflect a home and neighborhood feel , including individual driveways, garages, and greenspace. The aforementioned is greatly preferred to the alternative of a high story apartment style block development with large parking areas and little or no green space.

Pelican Place proposes building heights consistent with the CCT-1 category, all homes will be 3-story between 1000 sf at 1300 sf with 2, 3 and 4 bedroom floorplans. Recognizing the proximity to the coastal flood zone, the 1st story will be garage and utility space, with living space on the second and third floor. This home type design also allows for units with attractive architectural frontage along 18th Ave South to promoting walkability and integration into the neighborhood.

The site is in the CTC District and part of the St. Petersburg CRA, which while allowing flexibility, still requires the LDC setbacks from adjacent properties, interior properties, ROW's and adjacent buildings. Additionally there is an existing 40' ingress/egress easement (Union Street South) on the west property serving the adjacent site, as well as an existing bus stop/shelter and bike rack which all take up potential developable space. The required 24' access drive ROW per engineering, fire turnaround and required parking spaces as provided all require square footage from developable area. The developable area remaining after planning for those required elements is approximately 1.12 acres; equating to 35 units at 32 du/ac for that remaining area. The proposed ISR is .76 which still allows the development to provide 34% green space, enhancing the neighborhood feel to the surrounding area.

While there is 32 du/ac allowed on the site, this 44 unit site plan maximizes the density for this individual site and all of its infrastructure and LDC requirements and better integrates with the surrounding density of the neighborhood.

**Q: Regarding shutters - would the homeowners each need to install wood shutters that are provided to them by Habitat or are the shutters proposed to be fixed Bermuda style which could just be dropped down by the homeowner. The photo seems to show some windows with fixed Bermuda style shutters and some without. Would all windows have the fixed Bermuda shutters that would just be lowered in case of a storm?**

The design of the Bermuda style shutters is both conceptual and to lend to the developments Florida coastal design esthetic. Due to the 3-story nature of each unit, we anticipate some of the windows above the first floor would be hurricane rated impact resistant windows or be a Bermuda style fixed shutter that can be easily accessed to be closed by the homeowner. As such, all windows would not have Bermuda shutters. Yet, we envision intermittent placement of the Bermuda style shutters to create sufficient architectural elements and create visual interest while breaking up building massing.

**Q: Examples of similar projects that the developer has built, specifically those townhome completed in Clearwater and Dunedin as well as those currently the planning and development stage in Largo, Clearwater and Pasco as described in proposal**

There was an immaterial error in the original development proposal which mistakenly stated Habitat completed a previous townhome community in Clearwater. The community referenced (Haven Ridge) was in fact developed in St. Petersburg and not Clearwater.

Please see the attached documents which provide additional information and past and future developments.

**Q: Will project require a special exception or variances?**

The plan provided to the City is conceptual in nature and in its very preliminary state does not conceptually appear to require any special exception or variance according to the LDC requirements for setbacks, ISR, parking, fire turnaround and drive access. While ever measure was taken to comply with code during conceptual site plan development such that no variance or special exception would be required, we reserve the right to review this further once a survey and more detailed site plan infrastructure information becomes available in the site plan review phase.

**Q: Expected timeframe for completion of project after the receipt of financing**

Please see attached project timeline

**Q: The proforma states \$750k in acquisition costs – is this your financial offer? Is it fair to state this will be nearly fully offset by the \$725k SSPCRA funding ask?**

That would be a fair statement. We are seeking a \$725,000 subsidy from the City, which can come in the form of land donation or land purchase with a subsidy from SSPCRA and/or another City funding source. Per our proforma we anticipate needing approximately \$16,500 per unit subsidy from the City and seek to request an additional \$23,000 per unit subsidy from Penny for Pinellas funding, totaling approximately \$40,000 per unit subsidy from municipal sources.

**Q: If you are unable to secure Penny funds, how will this impact your ability to execute your proposed development?**

We are confident, if selected by the City to develop this parcel we will put forth a competitive application to Pinellas County for funding consideration. The Board of County Commissioners adopted resolution 19-6 in February of 2019 that provides preference to developments in which 100% of units will benefit households making 80% of the AMI or less. Additionally, this development meets several of the top tier Penny for Pinellas scoring criteria, including; per unit subsidy, local government assistance (both local contribution and regulatory relief), county funds to affordable units ratio, development location (in the CRA) and low income homeownership. To date we are unaware of an affordable homeownership development that has been funded by Penny IV, which again would put this project in a unique competitive landscape for funding.

That being said, if Penny IV funding cannot be secured, we will need to seek additional subsidy from the City and/or other funding sources. We believe a \$40,000 per unit subsidy to serve the below 80% AMI population through homeownership is extremely reasonable given the current market conditions and may be suitable for the City to fully fund to serve as a catalytic development for the community.

**Q: What is your timeline for development?**

Please see attached project timeline





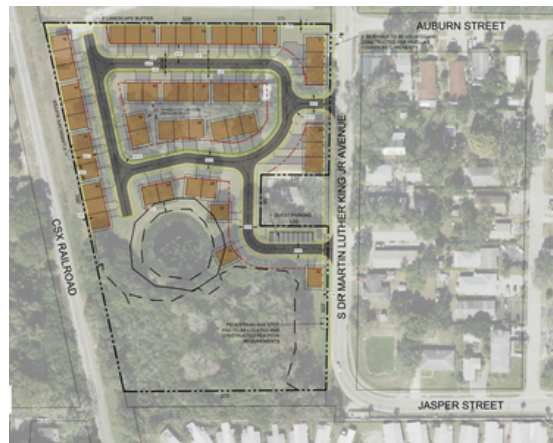
## Current Development Updates

### 1756 Dr. MLK Ave | Largo

This 7 acre site in Largo was purchased in October of 2021 and is currently in development to create 57-affordable townhome units. Development agreement was recently approved in March 2022 and we hope to break ground within the next 6 months. The concept is to have a mix of two to three-bedroom homes with a modern style with a total square footage of roughly 1,200 square feet. The overall project is estimated to cost \$12 million, including the land acquisition.

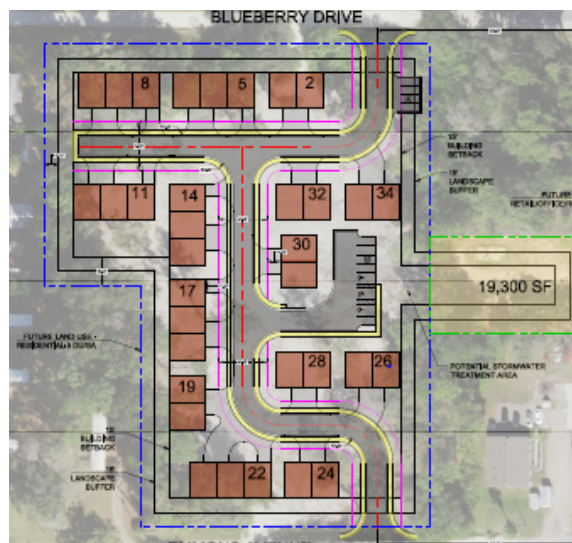


FRONT ELEVATION - MLK STREET - "ANTHONY" TOWNHOMES



### Little Road | New Port Richey

Habitat is excited to advance homeownership efforts in Pasco county through the purchase of an almost 5 acres site, conveniently located off Little Road. While we are still in the initial planning phases, we are planning for this development to provide 30 - 40 new affordable homeownership opportunities for the residents of Pasco County. This will be over a \$6 million investment into the area and provide increased property tax revenues for decades to come.



### 1718 N Betty Lane | Clearwater

Our affiliate purchased this 2.5-acre parcel in September of 2021. The parcel is an old salvage yard site and requires brownfield remediation, which is currently in the process. The ultimate site-plan design will be influenced by remediation factors and stormwater, yet anticipate developing between 20 to 25 townhomes on the site.





## Past Townhome Development

### Shady Grove | Dunedin

Shady Grove was once Highlander Village, a public housing complex. After three decades of housing seniors and low-income families, the buildings were in need of refurbishing. The high cost of removing lead paint and asbestos and refurbishing the dilapidated buildings led to a decision to relocate tenants and demolish the complex. The property sat as an eyesore until Habitat developed the properties

Eventually, 19 residences covered the 2.5 acres. and many families were able to move into the development. The townhomes have three bedrooms with two baths or four bedrooms with two baths in 1,300 to 1,400 square feet. Each has a single-car garage and a front porch.





## Past Townhome Development

### Haven Ridge | St. Petersburg

Habitat developed 9 townhomes on this 0.7 acre site in north St. Petersburg located off of 42nd Ave North. Each unit is approximately 1,500 sqft of total space and consists of 3br/2.5ba. Units had both a fenced-in front yard as well as a courtyard-style backyard, which abutted a 2-car detached garage with an adjoining parking pad.

The property is held within the Pinellas County Community Land Trust with a 99 year leasehold agreement.

