



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

March 9th, 2022

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

Re: Notice of Intent to Dispose of City-Owned Real Estate – 1805 18th Avenue South
(Parcel ID#25-31-16-68760-000-023 and 25-31-16-68760-000-0250)

Dear Mr. Weber,

Please find enclosed a development proposal in response to the City of St. Petersburg Notice of Intent to Dispose of City-Owned Real Estate – 1805 18th Avenue South (Parcel ID#25-31-16-68760-000-023 and 25-31-16-68760-000-0250). We look forward to engaging with the City and hopefully partnering in bringing affordable homeownership to the residents of St. Petersburg.

Respectfully submitted,

Mike Sutton
President and Chief Executive Officer



**Habitat
for Humanity**[®]
of Pinellas &
West Pasco Counties

1805 18th Ave S Development Proposal





table of contents

- Proposal Summary
- 0% Interest Mortgage Helps the Homeowner and the City
- Conceptual Site Plan and Design Intent
- Project Timeline
- Program Marketing
- Development Team & Experience
- Community Partnerships
- Financing & Subsidies

Administrative Headquarters

14010 Roosevelt Blvd, Suite 704 Clearwater, FL 33762

Clearwater ReStore & Education Center

13355 49th Street North, Suite B Clearwater, FL 33762

Palm Harbor ReStore

31541 US Highway 19 North Palm Harbor, FL 34684

St. Pete Resource Center

1350 22nd Street South St. Petersburg, FL 33712

New Port Richey ReStore

6431 US Highway 19, New Port Richey, FL 34652

Habitat for Humanity of Pinellas and West Pasco Counties (Habitat) proposes developing newly constructed townhomes that will be sold on a fee simple basis to income-qualified homebuyers. The proposal consist of two-separate conceptual site plan designs, a ten (10) unit design and a twelve (12) unit design for consideration, to be named "The Grove". The conceptual unit designs are consistent in both site-plans and will be three-story townhomes with a bottom floor garage (minimizing on-street parking) as well as laundry/storage room. Lastly, there will be a homeowners association that will maintain the common exterior areas.

One-hundred percent (100%) of the units built will be sold to home purchasers at or below 80% Area Median Income as defined annually by the United States Department of Housing and Urban Development (HUD). We anticipate serving between 35 to 42 adults/children within this development, with the average household AMI to be served being 60%.

Habitat projects an average sales price of \$225,000 and a monthly mortgage payment (including taxes, insurance, and HOA fee) for a 3br/2ba unit to average \$1,075 monthly. This mortgage payment is significantly below the \$1,536.00 monthly Florida Housing Finance Corporation rent limits for a 3br rental unit at 80% AMI and on par with the rent limits for a 3br at 60% AMI. Meaning our program participants can own a home for less than a comparable affordable tax credit rental unit.

This proposed development will be solely affordable homeownership. Mortgage restriction will not allow subleasing or rentals to help maintain the character of the development and prevent sales to investors for market-rate rentals. Additionally, land use restrictions will be utilized to maintain the affordability period of the homes. Affordability period will be negotiated with the City upon successful award and funding sources.

In 1986 we completed our very first home in St. Petersburg in the Methodist Town neighborhood and we have been serving the community ever since. We have vast experience in developing, constructing, and selling fee-simple affordable housing over our 36-year history, having just completed our 731st home. We are ranked #2 out of over 1,100 Habitat affiliate's across the nation in new home construction and are the 14th largest home building in the Tampa Bay region according the the Tampa Bay Business Journal. Our organization stands as a ready, willing, and capable partner.

The impact of a 0% interest mortgage is enormous and is felt by both the homebuyer and the funding partner.

For the homebuyer, a 0% interest mortgage means saving often hundreds of thousand of dollars in interest payments over the course of their loan. According to the most recently released data from Freddie Mac, the average mortgage 30-year fix rate mortgage sat at 3.76% (U.S. weekly averages as of 03/03/2022). If we take a 3.76% mortgage rate on a \$225,000 mortgage a homebuyer will pay an estimated \$150,583.40 in total interest payments over the course of the loan. Moreover, their monthly principal and interest (P&I) payment will total an estimated \$1,043.49. Reducing the interest to 0%, brings their monthly P&I to \$625, saving over \$400 monthly. This savings often goes towards children's college fund, additional savings for retirement and the finance flexibility to weather difficult times. Needless to say, the numbers are more pronounced with higher interest rates.

For the funding partner, rising construction costs have made the need to subsidize the development of affordable housing even greater. Thus, the greater affordability (the more home they can afford) of the perspective homebuyer, the less subsidy is needed. Additionally, removing the interest rate component and increasing affordability assists in meeting the City's stated goals of serving lower AMI individuals.

Our program further reduces barriers to homeownership by offering a \$0 down payment, not requiring private mortgage insurance (PMI), and only requiring \$1,000 in closing costs. Down payment requirements are often a huge barrier for many even to begin contemplating homeownership as a housing option. Eliminating the upfront requirement to save thousands to tens of thousands of dollars for a down payment on a traditional mortgage, helps low-income families who are often living paycheck to paycheck due to unaffordable housing become homeowners. It also allows families to save money for other priorities (college savings fund, home maintenance costs, medical emergency savings, etc.). Furthermore, Private Mortgage Insurance (PMI) is an often-overlooked cost for many first-time homebuyers. If the borrower is not making a 20% down payment, lenders often require "PMI." This insurance policy protects the lender and helps 'de-risk' the loan. Rates are based on credit score, loan amount, and loan to value. PMI is paid monthly by the borrower and can add hundreds of dollars to one's monthly mortgage payment (reducing how much home one can afford) as well as thousands of dollars of additional costs to the total cost of the loan. As of December 2020, an Urban Institute report determined homebuyers will pay on average between 0.58% and 1.86% of the original loan amount per year in PMI. Lastly, according to nerdwallet.com, the average closing costs fees run between 2% and upward of 5% of the mortgage loan amount. This means closing costs on a \$200,000 loan can range between \$4,000 to \$10,000 depending on the lender. At Habitat, we currently only charge a \$1,000 flat rate fee for closing costs, a savings of thousands of dollars in fees. Even better, the flat rate fee does not have to be paid all at once and can be made in installment payments throughout the program.



Conceptual Site Plan and Design Intent

As stated previously in the proposal, we are suggesting two conceptual site plan designs, a ten unit design and a twelve unit design. The maximum density allowable on the site is 13 DU, yet due to site constraints including storm water and roadway, 12 DU is the maximum developability for the site. Building height and setbacks will be consistent with the existing CRT-1 zoning category, with no variances being sought. The development will be in harmony and consistent with the scale, bulk, coverage, and character of adjacent properties and again permissible within the current zoning.

All units developed will be three-story with bottom floor garages and utility/storage area as well as secondary exterior parking pad. A total of 2 parking spaces per unit will be provided to limit the impact of on street parking in the area. Units will average 1,704 sqft of total space with an average of 1,224 of livable sqft. We anticipate the majority of units will be a minimum of 3br/2ba, dependent on the final site design and unit count. Building elevations will include sufficient architectural elements to create visual interest and break up building massing. Such treatments may include elements such as covered porches, a variety of façade materials, compatible color variations, decorative columns, etc. The development will also incorporate Florida friendly landscaping.

As for our building construction, every home will be EnergyStar certified. This includes insulated fiberglass exterior doors, Low-E double panel windows throughout, HVAC system with programmable thermostat and fresh air intake damper, Mastic sealed ductwork, R-30 fiberglass insulation over living spaces, R-11 frame wall insulation, R-4.1 insulation on concrete exterior walls, and Microwave vented to the outside. Homes also come equipped with hurricane shutters and hurricane-rated garage doors as well as roof trusses hurricane strapped. All homes' finished floor elevations are built above the local-based flood elevation to mitigate flood issues. Lastly, finishes include hardwood cabinets, carpet/tile/vinyl flooring, whirlpool appliances, and be pre-wiring for both cable and phone.

Our proposed townhome dwelling design will not result in any adverse visual impacts on adjacent properties. We will seek to utilize rear alleys whenever possible, remain consistent with the form-based code, and maintain a pattern of development that promotes walkability. Since the proposed residential development(s) are similar in nature vis-à-vis placement of other residential uses in the area, it is not expected to impair the value of those properties. This will also likely have no negative or otherwise effect on the health or safety of persons residing or working in the neighborhood and likely have no negative or otherwise impact on traffic congestion.

We shall seek to develop the property in accordance with the selected conceptual site plan, yet the parties must recognize that as of the time of this proposal, this is only conceptual in nature and will be subject to both further due diligence as well as final site plan approval from the CITY consistent with zoning and any future agreement. This may include the final number of units, square footage, location, and design of the buildings and driveway access points.

10 Unit Design

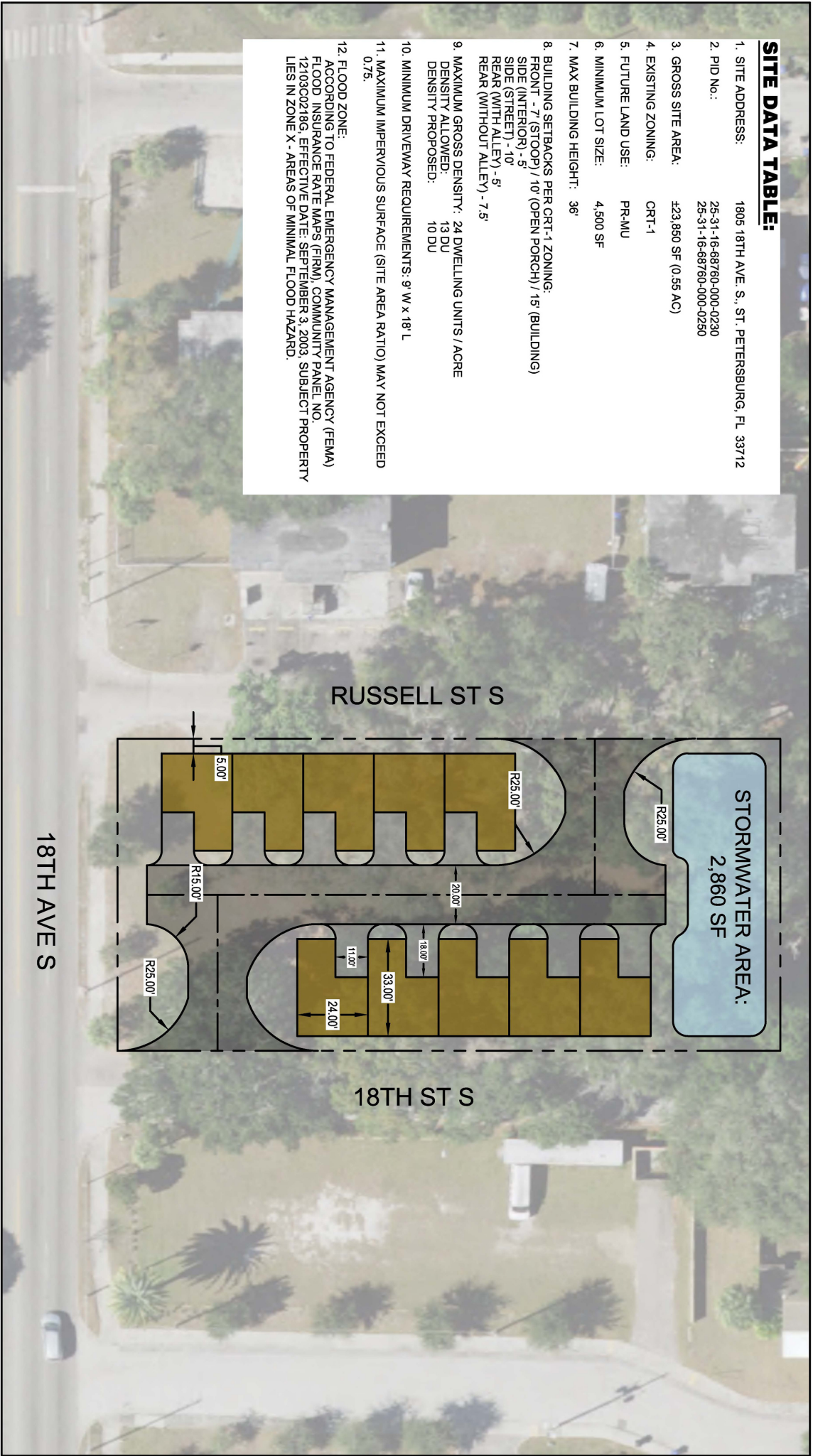
10 Unit Design

The ten (10) unit design consists of two (2) five (5) unit buildings with primary frontage on Russle Street and to the east on 18th Street S. All garages will be rear-loaded with an accompanying parking pad. This site-plan does not have frontage on 18th Ave S, however allows for a more open design with added green space for residents. It may also offer a preferred Crime Prevention Through Environmental Design (CEPTED) layout to the other design. Storm water retention will be located on the south-end of the property. The design also mitigates the noise impact to residents of the well traveled 18th Ave S. Traffic ingress/egress for both 18th St and Russel street.



SITE DATA TABLE:

1. SITE ADDRESS:	1805 18TH AVE. S., ST. PETERSBURG, FL 33712
2. PID No.:	25-31-16-68760-000-0230 25-31-16-68760-000-0250
3. GROSS SITE AREA:	±23,850 SF (0.55 AC)
4. EXISTING ZONING:	CRT-1
5. FUTURE LAND USE:	PR-MU
6. MINIMUM LOT SIZE:	4,500 SF
7. MAX BUILDING HEIGHT:	36'
8. BUILDING SETBACKS PER CRT-1 ZONING:	FRONT - 7' (STOOP) / 10' (OPEN PORCH) / 15' (BUILDING) SIDE (INTERIOR) - 5' SIDE (STREET) - 10' REAR (WITH ALLEY) - 5' REAR (WITHOUT ALLEY) - 7.5'
9. MAXIMUM GROSS DENSITY:	24 DWELLING UNITS / ACRE
DENSITY ALLOWED:	13 DU
DENSITY PROPOSED:	10 DU
10. MINIMUM DRIVEWAY REQUIREMENTS:	9' W x 18' L
11. MAXIMUM IMPERVIOUS SURFACE (SITE AREA RATIO) MAY NOT EXCEED	0.75.
12. FLOOD ZONE:	ACCORDING TO FEDERAL EMERGENCY MANAGEMENT AGENCY (FEMA) FLOOD INSURANCE RATE MAPS (FIRM), COMMUNITY PANEL NO. 12103C0218G, EFFECTIVE DATE: SEPTEMBER 3, 2003, SUBJECT PROPERTY LIES IN ZONE X - AREAS OF MINIMAL FLOOD HAZARD.

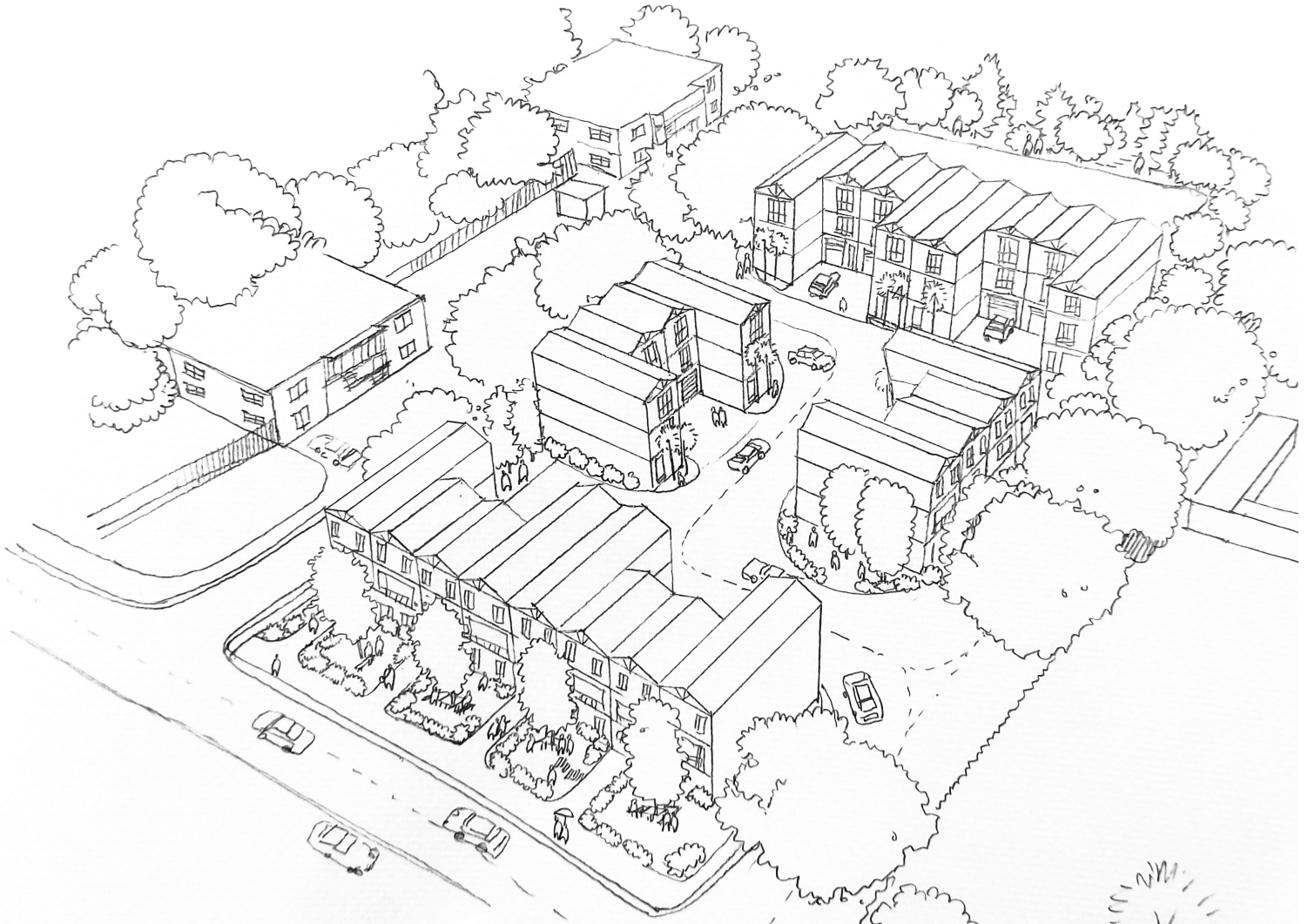




12 Unit Design

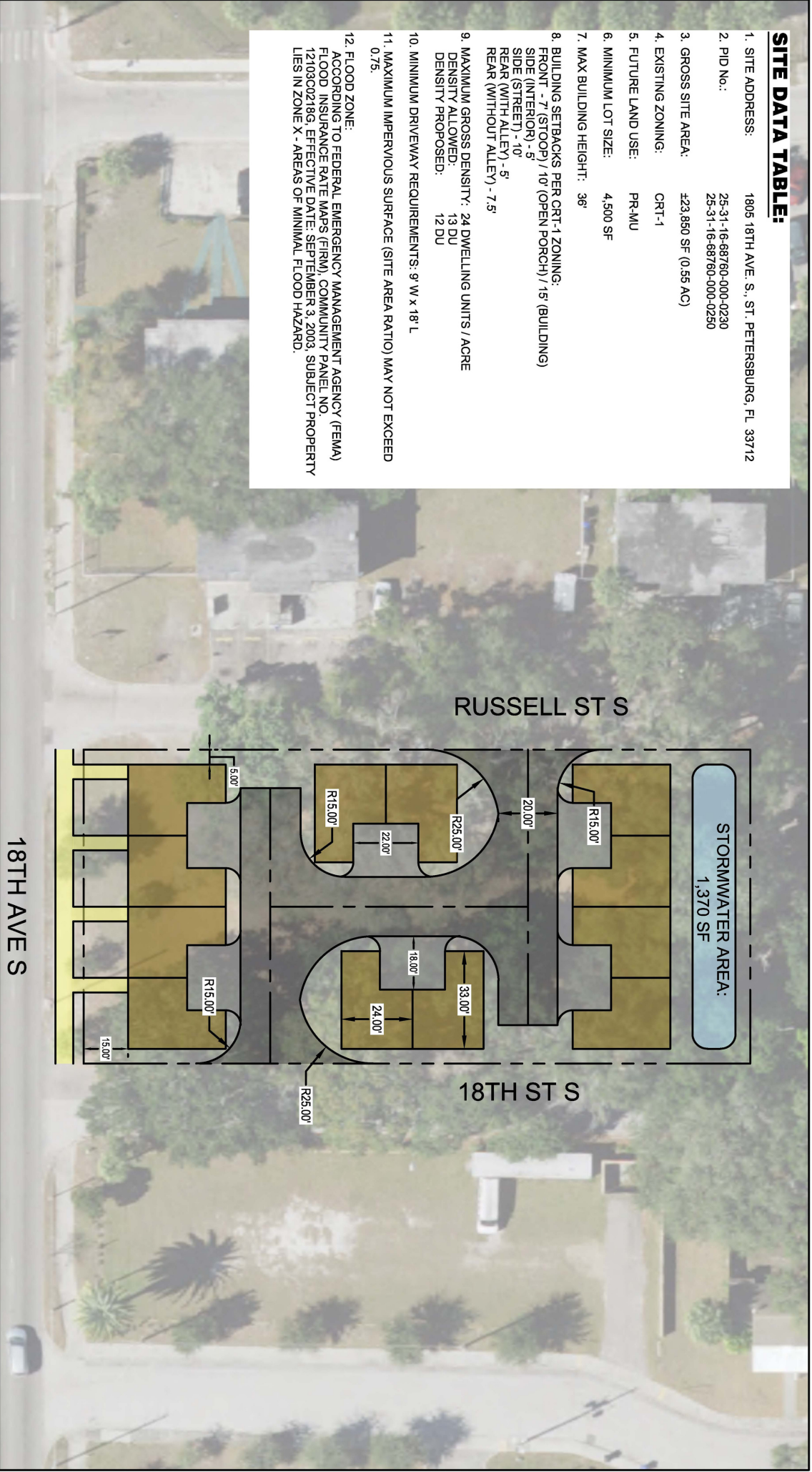
12 Unit Design

The twelve (12) unit design consists of four (4) separate buildings. Two (2) four (4) unit buildings to the north and south of the property and two (2) additional two (2) units buildings to the east and west. This design has primary frontage on 18th Ave S, which is desired per zoning. All garages will be rear-loaded with an accompanying parking pad. This site-plan creates a courtyard layout, which may lend to a more communal atmosphere for residents. Storm water retention will be located on the south end of the property. Traffic ingress/egress for both 18th St and Russel street.



SITE DATA TABLE:

1. SITE ADDRESS: 1805 18TH AVE. S., ST. PETERSBURG, FL 33712
2. PID No.: 25-31-16-68760-000-0230
25-31-16-68760-000-0250
3. GROSS SITE AREA: ±23,850 SF (0.55 AC)
4. EXISTING ZONING: CRT-1
5. FUTURE LAND USE: PR-MU
6. MINIMUM LOT SIZE: 4,500 SF
7. MAX BUILDING HEIGHT: 36'
8. BUILDING SETBACKS PER CRT-1 ZONING:
FRONT - 7' (STOOP) / 10' (OPEN PORCH) / 15' (BUILDING)
SIDE (STREET) - 5'
SIDE (STREET) - 10'
REAR (WITH ALLEY) - 5'
REAR (WITHOUT ALLEY) - 7.5'
9. MAXIMUM GROSS DENSITY: 24 DWELLING UNITS / ACRE
DENSITY ALLOWED: 13 DU
DENSITY PROPOSED: 12 DU
10. MINIMUM DRIVEWAY REQUIREMENTS: 9' W x 18' L
11. MAXIMUM IMPERVIOUS SURFACE (SITE AREA RATIO) MAY NOT EXCEED 0.75.
12. FLOOD ZONE:
ACCORDING TO FEDERAL EMERGENCY MANAGEMENT AGENCY (FEMA)
FLOOD INSURANCE RATE MAPS (FIRM), COMMUNITY PANEL NO.
12103C0218G, EFFECTIVE DATE: SEPTEMBER 3, 2003, SUBJECT PROPERTY
LIES IN ZONE X - AREAS OF MINIMAL FLOOD HAZARD.

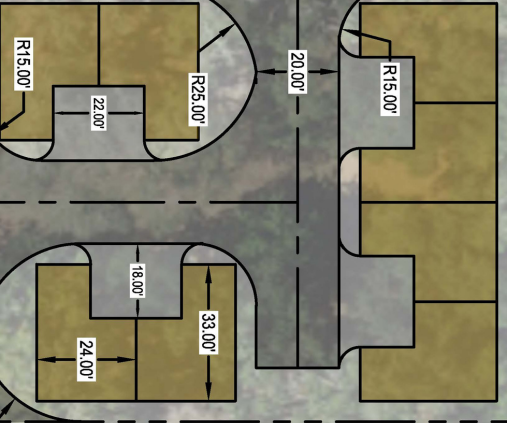


RUSSELL ST S

18TH ST S

18TH AVES S

STORMWATER AREA:
1,370 SF



SCALE: 1"=40'



1805 18TH ST S - CONCEPT SITE PLAN

This plan is conceptual in nature. Site revisions may occur based on grading and jurisdictional requirements.

03/03/2022



now



of Pinellas & West Pasco Counties



Our organization has provided affordable homeownership opportunities in the community since 1985. Through our extensive community involvement, there is significant awareness of our services within the public. On average, we receive approximately 250 pre-application submissions monthly from individuals/families seeking assistance. We maintain a website that can be accessed 24/7 where prospective applicants can learn more about program eligibility and guidelines and complete the first steps in the pre-application process. Additionally, we advertise our homeownership program via social media, email, direct mail, and in both earned and unearned local media outlets. Lastly, we employ program recruitment and engagement coordinators whose full-time positions are to recruit potential homeowner candidates in the community.

Our program also operates differently than the traditional developers who spec build homes. We actively recruit homeowners throughout the year and maintain a pipeline of 100+ qualified candidates at any given time. These qualified homeowners are then matched to vacant properties based on location and need, with the homes being built to family size. We anticipate our marketing and recruitment efforts to begin immediately upon successful agreement. Given our model, we would expect the lots provided to be matched with a qualified candidate before a building permit is pulled.

Historically, we have successfully recruited homebuyers from the local areas we built in. This is typically accomplished through a coordinated marketing and outreach effort within the focus community. While unique to each community, marketing efforts may include ad placements in hyper-local publications, location-targeted social media advertising, direct mail campaigns, and unearned media attention highlighting new initiatives. In synchronization, our community outreach efforts may include recruitment events at local community centers, engaging local businesses who serve the area or employ residents, word of mouth referrals, door knocking, attending community events, and leveraging stakeholders to spread the messaging.

Although not a requirement, our preference, as stated above, is to recruit homeowners locally from the areas we are serving. Specific to the South St. Petersburg CRA, we believe our resource center just blocks away from the site location will be a tremendous benefit for recruitment. We intend to partner with community partners, such as first-time homebuyers' programs and potentially the city to hold homeownership information events for residents.

If selected to develop the site, Habitat would commit to exclusively marketing the site to South St. Petersburg CRA residents for the first three months of the program. We would also commit to extend the exclusive marketing to the surrounding zip codes as well as city employees on an additional three-month exclusivity period.

Development Experience

As stated previously in the proposal we have vast experience in developing, constructing, and selling fee-simple affordable housing over our 36-year history in our community, having just completed our 729th home. We have also previously completed townhome developments in Clearwater and Dunedin as well as completed planned single family developments throughout our county. We are currently in the planning or development stage 57 unit townhome development in Largo, another 25+ unit townhome development planned in Clearwater and 30+ units in Pasco County. Additionally, we have significant development experience particularly working within the South St. Petersburg CRA and have completed well over 200 homes in St. Petersburg.

Our current development team has directly contributed to the majority of our growth and success over the last several years. Our CEO Mike Sutton has led our organization to this immense growth in serving more families, building over 400 homes since taking over the helm in 2014. He leads our development team who collectively has more than 100 years of experience within the construction, development, and financial services sectors. This last fiscal year, we completed 65 single-family fee-simple homes sold to qualified low to moderate-income buyers. This fiscal year we are on track to complete 70 homes and have a 3- year strategic plan to complete a total of 210 homes. Nationally, we rank as the 2nd largest Habitat affiliate by new home construction and locally, according to the Tampa Bay Business Journal, we are the 14th largest homebuilder in the Tampa Bay region.

Please See Bios of Key Staff Below



Mike Sutton, CFRE, CFRM

PRESIDENT & CEO

Mike Sutton is the President and Chief Executive Officer for Habitat for Humanity of Pinellas and West Pasco Counties, where he has served since March 2014. As CEO of a \$25M nonprofit organization, Mike provides leadership and oversees the continued delivery of the Habitat for Humanity mission of partnering with people in need to build and


renovate decent, affordable housing in Pinellas and West Pasco Counties. He is responsible for building and growing community partnerships, directing staff and volunteers, overseeing fundraising efforts, and maintaining a high level of quality for all Habitat programs. Since 2017, Habitat for Humanity of Pinellas and West Pasco Counties has been one of the top 3 highest performing Habitat affiliates (of nearly 1,100 Habitat affiliates in the U.S.) based on new home construction each year.


Mike is a Certified Fund Raising Executive (CFRE) with experience in the nonprofit sector dating back to 2001. Prior to his role with Habitat for Humanity, he spent five years with Big Brothers Big Sisters where he served as Executive Vice President & Chief Development Officer. Before he relocated back to the Tampa Bay community, he served as Director of Development for Habitat for Humanity in Bryan/College Station, Texas, while also serving as a member of the Board of Directors for the State Association of Texas for Habitat for Humanity. Mike also has experience working for the YMCA for five years.


Mike holds a Bachelor of Arts degree from the University of South Florida. He has received his Certificate in Fundraising Management through Indiana University's Center on Philanthropy. In 2010, Mike was honored as an Up & Comer through the Tampa Bay Business Journal. In 2022, he was recognized for the second year in a row on the Tampa Bay Business Journal's Power 100 list, which highlights influential business leaders in the region.


Mike is an active member of the Valspar Championship CopperHeads, the University of South Florida Alumni Association, and the Tau Kappa Epsilon Fraternity Education Foundation. He has served on the Board of Directors for the Nonprofit Leadership Center of Tampa Bay, the Habitat for Humanity State Association of Florida and the Pinellas Park Chamber of Commerce. He currently serves on the Board of Directors for Amplify Clearwater, formerly known as the Clearwater Regional Chamber of Commerce, which he chaired in 2020.


personal contact info

 msutton@habitatpwp.org

 (727) 536-4755 ext. 205

 [linkedin.com/in/mesutton](https://www.linkedin.com/in/mesutton)

 [@msuttontke](https://twitter.com/msuttontke)

 [facebook.com/mike.suttonathabitat](https://www.facebook.com/mike.suttonathabitat)



Gabriela Camacho, M. Arch.
CHIEF CONSTRUCTION OFFICER

Gabriela "Gaby" Camacho has been with Habitat since 2009 and currently serves as our Chief of Construction. Gaby is a trained architect and holds a Master of Architecture (M.Arch.) from the University of Colorado - Denver. She has over two decades of experience in the construction industry, including project design, senior project management, lead procurement, and other executive-level related responsibilities. In her current role as Chief Construction Officer, she is responsible for all aspects of our organization's construction services, including strategic vision, pre-development, design, budgeting, procurement, permitting and planning. Her department has an annual budget of over \$10,000,000 and maintains consistent on-time delivery of construction projects. Throughout her tenure, the Construction Department has experienced 300% growth and currently completes over 60 homes annually. She has previously served on the Recover Pinellas Board and has served on the City of Clearwater Neighborhood and Affordable Housing Advisory Board (NAHAB) since 2018. Gaby is viewed as a national leader within the Habitat network of affiliates and has assisted in crafting national construction policies for Habitat for Humanity International.



Pamela Lee, CPA
CHIEF FINANCIAL OFFICER

Pamela is a dedicated CPA with over 14 years of experience in both the private and public sectors. She has spent her career developing and implementing financial systems, strategies, processes, and controls to improve efficiencies and compliance. Before joining Habitat, Pamela led the finance team for FAST er Way to Fat Loss, the fastest growing company in Tampa Bay in 2019 and the number-one fastest-growing privately held digital fitness and Nutrition Company in the country. She joined the Habitat team in 2020 as CFO and is directly responsible for overseeing the organization's financial operations. This includes managing an over \$18,000,000 annual budget, overseeing long-term financial planning and cost management in alignment with the strategic plan, GAAP-based financial reporting and management of annual independent auditing. Pamela is Certified Public Accountant and formally a Certified Fraud Examiner. Her background and track record brings a new dynamic to our team and complements the significant growth of the organization over the past 5 years.



Ken Rush
CHIEF OPERATIONS OFFICER

Ken has been a dedicated Habitat employee since 2006. Throughout his time with Habitat, he has served in various roles and responsibilities, including Director of Construction, before ultimately becoming Chief Operating Officer. Ken brings in a wealth of both institutional knowledge as well as experience. He is an expert in local zoning, building regulations, affordable housing policy and various public funding mechanisms. Ken is currently responsible for all of Habitat's site selection, property acquisition and site development activities. Ken is a proud and active member of the St. Petersburg Affordable Housing Advisory Committee.

Habitat maintains both formal and informal relationships with a multitude of local community partners.

As an example, Feeding Tampa Bay has committed to 'stock the pantry' for every Habitat family, helping combat food insecurity as families transition into their new home. We are a partner, including holding a board seat with the Phyllis Wheatley campaign to increase childhood literacy. The Holiday Sharing Fund provides a new bicycle to every child of a homeowner in our program and Sleep in Heavenly Peace will provide children's beds for participants in need.

Community Action Stops Abuse (CASA) provides domestic violence education to all program participants and stands as a community resource. The Pinellas Park Fire Department provides CPR and fire safety training, while the Pinellas County Sheriff's Office provides education on Crime Prevention through Environmental Design (CPTED).

We enjoy partnerships with local housing authorities, supporting their family self-sufficiency programs assisting to move individuals onward to homeownership. We also partner with Neighborhood Home Solutions (NHS) for homebuyer education services and local program referrals. Lastly, we maintain relationships with local workforce development program/organizations such as St. Petersburg College and St. Pete Works, providing program referrals for participants who may want to increase their earned income, while in partnership providing a pathway to homeownership for their program participants/graduates.





Financing & Subsidies

As a nonprofit organization, we received a 4-Star Charity Navigator rating and GuideStar Platinum Seal of Transparency, which is the highest level of transparency for nonprofits. We're also happy to report that 95 cents of every dollar donated to Habitat Pinellas and West Pasco goes directly to building homes for moderate-income families in our community.

Per the proforma(s) submitted as a part of this proposal Habitat intends to self-finance the construction component of the above referenced development. Our organization has significant operational reserves and capital required to complete this project. We intend to utilize reserve capital to fully execute the first phase of this project which includes; site development, infrastructure, and initial construction of residential units. Additionally, we have access to multiple credit facilities to help facilitate our capital requirements if needed. The mortgage sales of the phase one units will be recapitalized to fund construction of additional units/phases.

We are requesting the land be provided at \$0 cost and would seek to utilize the \$10,000 per unit CRA affordable housing developer incentive provided by South St. Petersburg. Additionally we are seeking a \$540,000/\$64,000 per unit subsidy for the ten (10) unit development or \$585,000/\$58,750 per unit subsidy for a twelve (12) unit development to assist in offsetting the funding gap. We would request the additional funding from the Housing Capital Improvement Fund or other relevant funding source.

If awarded, a Letter of Commitment would be submitted as an assurance of financial support for the proposed development, however is neither an expressed nor implied commitment by Habitat to provide equity financing to the Project. This commitment remains subject to awards of other grant funding, financing provided by the City of St. Petersburg and final project feasibility. Therefore, the commitment will remain 'in principle' until the above steps have been completed.

Development Proforma Continues on Next Page



Financing & Proforma

10 units

Uses

of Units

10

Per Unit Costs

Acquisition Costs:

Acquisition: Land	\$ -	\$ -
Acquisition Closing - Legal and Recording Fees	\$ -	\$ -
Total Acquisition:	\$ -	\$ -

Construction:

Demolition or Site Prep		\$ 20,000	\$ 2,000.00
Design / Engineering		\$ 35,000	\$ 3,500.00
Sewer / Water		\$ 50,000	\$ 5,000.00
Stormwater		\$ 80,000	\$ 8,000.00
Roadway		\$ 122,500	\$ 12,250.00
Sidewalk		\$ 20,000	2000
Utilities		\$ 3,000	\$ 300.00
Building Construction		\$ 1,850,000	\$ 185,000.00
Construction Contingency	10%	\$ 216,050.0	\$ 21,605.00
Total Construction:		\$ 2,396,550	\$ 239,655.00

Soft Costs:

Building Permit, Impact Fees & Other Fees		\$ 50,000	\$ 5,000.00
Environmental Review		\$ 3,500	\$ 350.00
Sale: Title Search & Title Insurance		\$ 1,500	\$ 150.00
Sale: Surveys		\$ 12,000	\$ 1,200.00
Sale: Appraisals		\$ 5,000	\$ 500.00
Sales: Legal, Closing and Recording Costs		\$ 50,000	\$ 5,000.00
Other		\$ -	\$ -
Soft Cost Contingency	10%	\$ 12,200	\$ 1,220.00
Developer Fee	15%	\$ 359,483	\$ 35,948.25
Total Soft Costs:		\$ 493,683	\$ 49,368.25

Total Development Cost:		\$ 2,890,233	\$ 289,023.25
--------------------------------	--	---------------------	----------------------

Sources

Proceeds from Sales of Units	\$ 2,250,000	\$ 225,000
Additional Sources of Funds:		
South St. Pete CRA Incentives	\$ 100,000	\$ 10,000.00
City of St. Petersburg ARPA	\$ 540,000	\$ 54,000.00
Total Development Sources:	\$ 2,890,000	
Gap/(Or Excess Sources):	\$ 233	\$ 23.25



Financing & Proforma

12 units

Uses

of Units

12

Per Unit Costs

Acquisition Costs:

Acquisition: Land	\$	-	\$	-
Acquisition Closing - Legal and Recording Fees	\$	-	\$	-
Total Acquisition:	\$	-	\$	-

Construction:

Demolition or Site Prep		\$	20,000	\$	1,666.67
Design / Engineering		\$	38,000	\$	3,166.67
Sewer / Water		\$	60,000	\$	5,000.00
Stormwater		\$	80,000	\$	6,666.67
Roadway		\$	122,500	\$	10,208.33
Sidewalk		\$	24,000		2000
Utilities		\$	3,600	\$	300.00
Building Construction		\$	2,220,000	\$	185,000.00
Construction Contingency	10%	\$	254,810.0	\$	21,234.17
Total Construction:		\$	2,822,910	\$	235,242.50

Soft Costs:

Building Permit, Impact Fees & Other Fees		\$	60,000	\$	5,000.00
Environmental Review		\$	3,500	\$	291.67
Sale: Title Search & Title Insurance		\$	1,800	\$	150.00
Sale: Surveys		\$	14,400	\$	1,200.00
Sale: Appraisals		\$	6,000	\$	500.00
Sales: Legal, Closing and Recording Costs		\$	60,000	\$	5,000.00
Other		\$	-	\$	-
Soft Cost Contingency	10%	\$	14,570	\$	1,214.17
Developer Fee	15%	\$	423,437	\$	35,286.38
Total Soft Costs:		\$	583,707	\$	48,642.21

Total Development Cost:	\$	3,406,617	\$	283,884.71
--------------------------------	-----------	------------------	-----------	-------------------

Sources

Proceeds from Sales of Units	\$	2,700,000	\$	225,000
Additional Sources of Funds:				
South St. Pete CRA Incentives	\$	120,000	\$	10,000.00
City of St. Petersburg ARPA	\$	585,000	\$	48,750.00
Total Development Sources:	\$	3,405,000		
Gap/(Or Excess Sources):	\$	1,617	\$	134.71



**Habitat
for Humanity®**

of Pinellas & West Pasco Counties

Admin HQ

14010 Roosevelt Blvd, Suite 704 Clearwater, FL 33762

Clearwater ReStore & Education Center

13355 49th Street North, Suite B Clearwater, FL 33762

Palm Harbor ReStore

31541 US Highway 19 North Palm Harbor, FL 34684

New Port Richey ReStore

6431 US Highway 19, New Port Richey, FL 34652

St Pete ReSource Center

1350 22nd Street South St. Petersburg, FL 33712

our mission

Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities, and hope.

habitatpwp.org | (727) 536-4755



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

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

April 8, 2022

Re: Notice of Intent to Dispose of City-Owned Real Estate – 1805 18TH Avenue South (ID# 25-31-16-68760-000-023 and 25-31-16-68760-000-0250)

Dear Mr. Weber,

Please find enclosed our responses to the additional information requested by the administration in reference to the development proposal for 1805 18TH Avenue South (ID# 25-31-16-68760-000-023 and 25-31-16-68760-000-0250). We have answered all questions earnestly and look forward to the continued dialog.

Respectfully submitted,

Mike Sutton
President and Chief Executive Officer

Additional Information Requested

1805 18TH Avenue South

(ID# 25-31-16-68760-000-023 and 25-31-16-68760-000-0250)

1. How long is the current waiting list for interested homebuyers?

We do not operate a waitlist and accept applications into the program on a rolling basis. We field about 250 inquiries monthly and generally accept in the range of 10 to 15 homeowner candidates into our program per month. We currently have 103 qualified and approved homeowners in our program. Fifty-eight have already been matched with a property, leaving Forty-Five qualified homeowners awaiting properties to be matched.

2. What will be the process for determining who would have first access for consideration of the these units?

The first step for consideration is when a single-adult household reaches 100 hours of sweat equity worked, and is in good standing with other program requirement or when a multiple-adult household reach 150 hours of sweat equity and is in good standing with other program requirements. The second step includes a financial review to determine affordability and loan readiness. If the first two steps are successful, homeowner services will contact the homeowner candidate to complete an area preference form. Based on preferences and household size the homeowner candidate is provided a list of available properties/lots. The last step, the homeowner selects the property and officially signs a property offer form.

3. How does the “sweat equity” model work with multi-family units?

Sweat Equity is an exciting cornerstone to the Habitat program and is designed to meet three important goals: 1) Partnership – Provides meaningful interaction between, Habitat staff, Habitat volunteers, sponsors/donors, and the community. 2) Pride in homeownership – Investing sweat equity hours helps families transition to homeownership. 3) Development of skills and knowledge – On the worksite, HOC members gain an understanding of home construction and the maintenance issues they will face.

Our sweat equity policy will not change based on multi-family units. Single adults will still be required to complete 350 hours and a multiple adult household 450 hours. However, the construction activities may change in scope based. Activities may still include; cabinet installation, interior/exterior painting, window and door installation, interior trim, and landscaping, just to name a few. That being said, not all hours must be direct construction activities. Homeowners can earn sweat equity by volunteering at local community events, our ReStore and even children can get involved by making good grades in school.

4. Who are your construction contractors and how would Habitat affirmatively market to increase the level of SBE/MBE's utilization?

It is Habitat's policy to award a fair share of contracts to small, minority, and women's business firms. Affirmative steps must be taken to assure that small, minority, and women's businesses are utilized where possible as a source or supplies, equipment, Including the above businesses on solicitation lists. Assuring that the above businesses are solicited whenever they are potential sources. When economically feasible, dividing total requirements into smaller tasks or quantities so as to permit maximum participation by the above businesses. Where the requirement permits, establishing delivery schedules which will encourage participation by the above businesses. Using the services and assistance of the Small Business Administration, the Office of Minority Business Enterprise, of the Department of Commerce and the Community Services Administration as required. All procurement transactions entered into by the Affiliate regardless of whether negotiated or advertised and without regard to dollar value shall be conducted in a manner so as to provide maximum open and free competition.

Habitat subcontracts various construction-related activities and maintains active business relationships with about 40 subcontractors as a general contractor. Currently, 95% of our subcontractors meet Pinellas County SBE program definition of not exceeding 50 full-time employees and having less than \$8,000,000 in gross revenues for construction services. Additionally, 60% of our subcontractors are with Minority-Owned or Women-Owned businesses.

5. If you are unsuccessful in acquiring city funds (CRA & ARPA), do you have another strategy for raising the capital required to complete this project?

As highlighted in the proforma, this project necessitates subsidies to make the development financially feasible. Yet, we believe we have a competitive advantage with our ability to sell homes with 0% interest mortgages. Eliminating the interest component of the mortgage means homeowners can increase their purchasing power affording a higher purchase price, while still reaming in their monthly payment affordability. However, if unsuccessful in receiving gap funding from the City, we would attempt to request Penny for Pinellas affordable housing funding. Yet it must be noted that such funding request would be unattractive without finical support from the municipality in which the development is located in.

6. Is Habitat expecting the City's financial contribution to be made prior to the start of construction?

No, the financial contribution is not conditioned prior to construction commencing. We seek to utilize the funding to close the gap between the development costs and ultimate proceeds from sales. However, we would necessitate a funding agreement prior to any significant upfront costs being incurred.

7. Are any of the units designed to be wheelchair accessible?

In an effort to maximize density not only to meet the immense affordable housing needs, but to also reduce the per unit development costs, the site plan is designed for three-story townhome design with a garage on the bottom floor. Unfortunately, due to this design the units will not be wheelchair accessible. However, we will make other ADA accommodations as needed for the families we serve. We always strive to design housing in such a way that it can be lived in or visited by individuals who have trouble with steps or utilize wheelchair/walkers, yet the limitations of the site does not afford the amenity of visitability standards.

8. Please provide details on contractors and subcontractors for the proposal. Will Habitat contract with Small Business Enterprises (SBEs)?

Yes. As stated in the related question above, it is Habitat's policy to award a fair share of contracts to small, minority, and women's business firms. Currently, 95% of our subcontractors meet Pinellas County SBE program definition of not exceeding 50 full-time employees and having less than \$8,000,000 in gross revenues for construction services. Additionally, 60% of our subcontractor are with Minority Owned Business or Women Owned Business.

9. Please elaborate on any sustainable and resilient design process and/or features.

Balancing affordable housing and sustainable/resilient design can be difficult as costs play a large factor in what can be accomplished. However, many different things can be achieved. The livable conditioned space begins on the second floor within this development, which mitigates future sea-level rise concerns. Additionally, when intend to utilize sustainable building materials such as structural insulated panels (SIPs) or pre cast concrete walls or CMU block as a primary building material. The manufacturing and material utilized in these processes have demonstrated exceptional insulation and airtightness, which reduces energy costs over the building's lifetime. Lastly, we intend to utilize building products that meet or exceed Miami Dade hurricane specifications to maximize and ensure these homes' sustainability for years to come.