



Pinellas County

Staff Report

File #: 19-1218A, **Version:** 1

Subject:

Contract for sale and purchase with Corporation to Develop Communities of Tampa, Inc. for the sale of five parcels located in the Dansville neighborhood.

Recommended Action:

Approval of the contract for sale and purchase with Corporation to Develop Communities of Tampa, Inc. (CDC of Tampa, Inc.) for the sale of five parcels located in the Dansville neighborhood.

- The Board declared the County-owned parcels as surplus and authorized the sale and conveyance of the parcels for housing development by Resolution 16-27.
- The purchase price is \$90,000.00.
- CDC of Tampa, Inc. is a 501c3 affordable housing developer in Tampa. The CDC of Tampa has newly constructed over 300 units of affordable housing.

Strategic Plan:

Foster Continual Economic Growth and Vitality

4.1 Proactively attract and retain businesses with targeted jobs to the county and the region

4.3 Catalyze redevelopment through planning and regulatory programs

4.6 Support a vibrant community with recreation, arts and culture to attract residents and visitors

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

Summary:

On September 7, 2018, the Purchasing Department, on behalf of the Planning Department, released a request for negotiation (RFN) (178-0564-RN) for the sale of the above referenced property. The objective of the competitive RFN was to complete the sale of forty-one (41) parcels located in the Dansville neighborhood in order to advance one or more County development goals. The solicitation resulted in five (5) submittals.

Evaluation of RFN submittals was based on the following criteria:

- Highest net sale proceeds and/or income generated by the transaction
- Highest quality development plan for the properties
- Ability of applicant to complete proposed project
- Inclusion of community amenities
- Expense reduction to County
- Experience and the financial and organizational capacity of the responder

On January 22, 2019, the RFN Evaluation Committee recommended negotiating with the top three

(3) ranked respondents for the sale of available parcels. The Committee recommended selling a portion of the available parcels to each of the three (3) respondents to expand partnership opportunities, increase the diversity of housing styles and improve the time-frame for development completion. Staff successfully negotiated sales contracts with two (2) of the three (3) respondents and was unsuccessful with the third respondent. CDC of Tampa, Inc. was the second ranked proposal (Ranking spreadsheet attached).

This contract will provide for the sale of five (5) parcels located in the Dansville neighborhood in order to advance one or more County development goals. The CDC of Tampa has chosen to designate three (3) of the parcels for sale to homebuyers under 120% of area median income and two (2) of the parcels for sale to homebuyers under 80% of area median income. The negotiated sales price per parcel is \$15,000 for the under 80% parcels and \$20,000 for the under 120% parcels. Based upon the successful demonstration of new housing development, CDC of Tampa may request additional contracts for sale of remaining parcels.

CDC of Tampa is a 501c3 affordable housing developer in Tampa. CDC of Tampa has newly constructed over 300 affordable housing units. This is the first time the County and CDC have partnered.

Background Information:

The Dansville neighborhood is an unincorporated neighborhood within the Greater Ridgecrest Area located in the mid-western section of the County. Housing construction is the final phase of Dansville redevelopment activities. The County has invested approximately \$7.78 million in redevelopment activities which have included the acquisition of thirty-one (31) acres of property, elimination of slum and blight conditions through demolition of substandard structures, Brownfield designation and remediation, dedication of public right-of-way, construction of new streets, sidewalks, improved utilities, and stormwater drainage facilities.

On April 26, 2016, the Board declared sixty (60) County-owned parcels located in Dansville, which include the above referenced property, as surplus and authorized the sale and conveyance of the parcels for housing development by Resolution 16-27.

Negotiated sales prices are based on housing affordability requirements as follows:
\$15,000 per parcel for home sales to buyers under 80% of area median income, \$20,000 per parcel for home sales to buyers under 120% of area median income, \$25,000 per parcel for unrestricted home sales.

Fiscal Impact:

The contract sales price is \$90,000. Anticipated revenue was budgeted in FY20 for this project. Sales proceeds will be deposited into the Community Development Block Grant Fund (CDBG) to comply with CDBG grant program requirements. CDBG funds were utilized to acquire the parcels.

Staff Member Responsible:

Andrew W. Pupke, Division Director, Department of Administrative Services
Renea Vincent, Director, Planning

Partners:

CDC of Tampa

Attachments:

Contract for Sale and Purchase

Map of Dansville (2)

Resolution 16-27

Evaluation Ranking Spreadsheet