



Pinellas County

Staff Report

File #: 19-1436A, **Version:** 1

Subject:

Contract for sale and purchase with Habitat for Humanity of Pinellas & West Pasco Counties, Inc. for the sale of six parcels located in the Dansville neighborhood.

Recommended Action:

Approval of the contract for sale and purchase with Habitat for Humanity of Pinellas & West Pasco Counties, Inc. (Habitat) for the sale of six 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 contract sales price is \$90,000.
- Habitat is a 501c3 affordable housing developer in Pinellas and West Pasco Counties. Since July 2016, Habitat has successfully completed the development, construction and sale of nineteen affordable homes in the Dansville neighborhood.

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 released a Request for Negotiation (RFN) (178-0564-RN) for the sale of forty-one (41) County owned parcels located in the Dansville neighborhood in order to advance one or more County community development goals. The RFN resulted in five (5) response submittals.

Evaluation of RFN submittals were 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 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. Habitat was the third ranked proposal (Ranking spreadsheet attached).

This contract will provide for the sale of six (6) parcels located in the Dansville neighborhood in order to advance one or more County development goals. The negotiated sales price per parcel is \$15,000. Based upon the successful demonstration of new housing development, Habitat may request additional contracts for sale of the remaining parcels.

Habitat is a 501c3 affordable housing developer in Pinellas and West Pasco Counties. Since July 2016, Habitat has successfully completed the development, construction and sale of nineteen (19) affordable homes in the Dansville neighborhood.

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 properties, as surplus and authorized the sale and conveyance of the parcels for housing development by Resolution 16-27.

Since the adoption of Resolution 16-27, the County has conveyed ten (10) parcels, at no cost, to Habitat for Humanity of Pinellas County and Habitat has purchased nine (9) parcels at a cost of \$118,920.

Since July of 2016, Habitat for Humanity of Pinellas & West Pasco Counties has successfully completed the development, construction and sale of nineteen (19) affordable homes in the Dansville community.

Negotiated sales prices are based on housing affordability requirement 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. The funds were anticipated and the revenue was budgeted in FY20.

All 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, Administrative Services
Renea Vincent, Director, Planning

Partners:

Habitat for Humanity of Pinellas & West Pasco Counties, Inc.

Attachments:

Contract for Sale and Purchase
Maps of Dansville (2)
Resolution 16-27
Evaluation Ranking Spreadsheet