



# Pinellas County

## Staff Report

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File #: 20-840A, Version: 1

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### **Subject:**

Contract for sale and purchase with Habitat for Humanity of Pinellas County, Inc. for the sale of 27 vacant parcels located in the Dansville neighborhood.

### **Recommended Action:**

Approval of the contract for sale and purchase with Habitat for Humanity of Pinellas County, Inc. (Habitat) for the sale of 27 vacant parcels located in the Dansville neighborhood.

- The Board of County Commissioners 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 \$455,000.00.
- Twenty-two of the parcels will be restricted for home sales to buyers under 80% of area median income. The remaining five parcels are unrestricted.
- The closings for this transaction will be completed incrementally over the next year.
- Habitat is a 501c3 affordable housing developer in Pinellas County. Since July 2016, Habitat has successfully completed the development, construction and sale of nineteen affordable homes in the Dansville neighborhood.

Authorize the Chairman to sign and the Clerk of the Circuit Court to attest the County Deed and the Land Use Restriction Agreement as necessary.

### **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 County owned parcels located in the Dansville neighborhood in order to advance one or more County community development goals. The RFN resulted in the sale of 11 parcels.

This contract will provide for the sale of twenty-seven of the remaining parcels located in the Dansville neighborhood in order to advance one or more County development goals. Habitat has

chosen to designate twenty-two of the parcels for sale to homebuyers under 80% of area median income and five of the parcels will be unrestricted. The negotiated sales price per parcel is \$15,000 for the under 80% parcels and \$25,000 for the unrestricted parcels.

The closing for this transaction will be completed incrementally over the next year. After the first closing of five parcels on or before ninety days (90) of the effective date, the remaining parcels will be closed in increments approximately every forty-five (45) days.

Habitat is a 501c3 affordable housing developer in Pinellas County. Since July 2016, Habitat has successfully completed the development, construction and sale of nineteen affordable homes in the Dansville neighborhood. Currently, Habitat owns six parcels in Dansville and five homes under construction.

**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 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 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 parcels, at no cost, and Habitat has purchased fifteen parcels at a cost of \$209,100.

**Fiscal Impact:**

Estimated revenue \$455,000.

Sale 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.

This revenue is not budgeted in FY20 or FY21.

**Staff Member Responsible:**

Andrew W. Pupke, Division Director, Administrative Services  
Brian Lowack, Interim Director, Planning

**Partners:**

Habitat for Humanity of Pinellas County, Inc.

**Attachments:**

Contract for Sale and Purchase  
Map of Dansville  
Resolution 16-27

Evaluation Ranking Spreadsheet