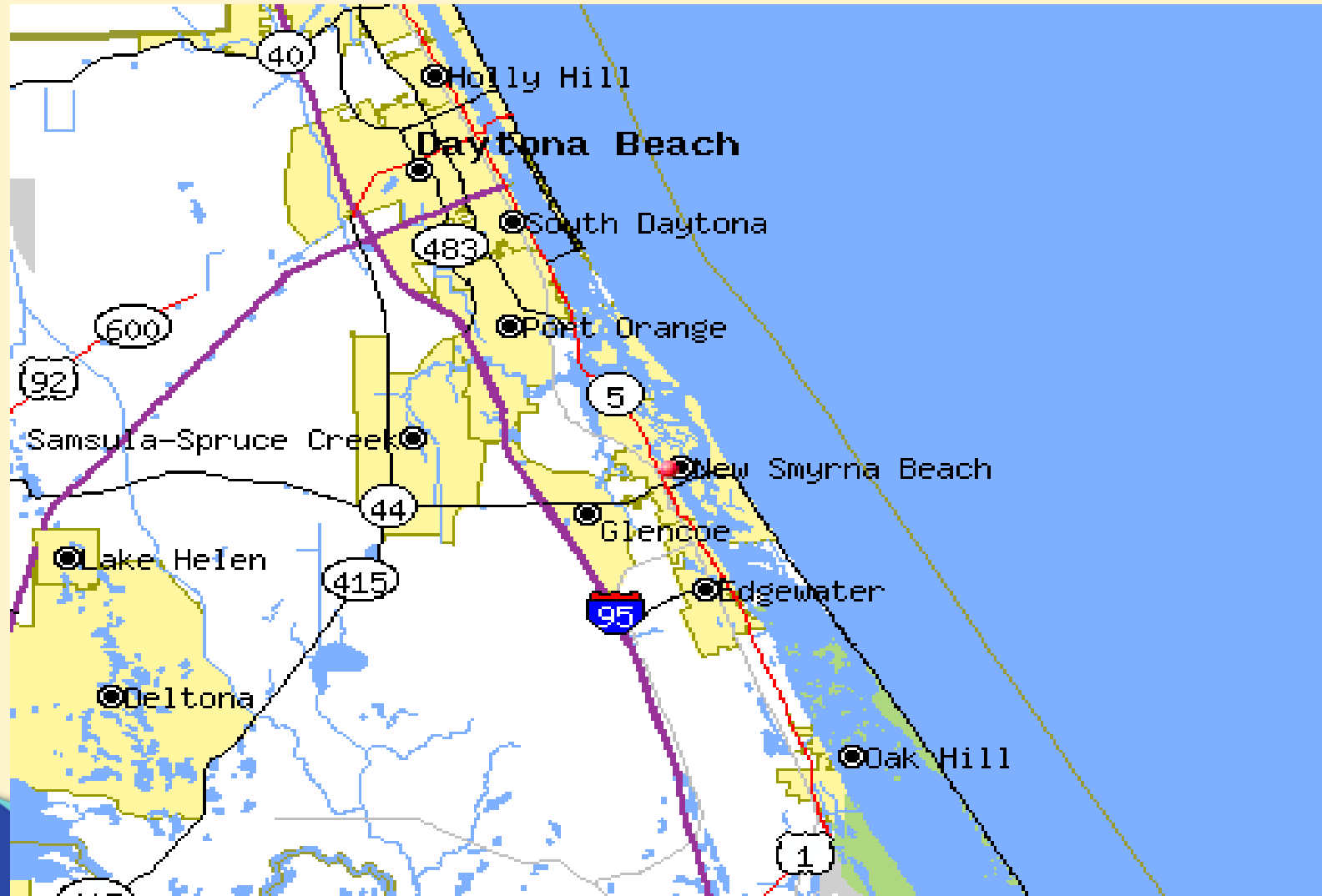


New Smyrna Beach 2009-2017

Selling (or Conveying)
Underutilized City Properties to
Catalyze Redevelopment

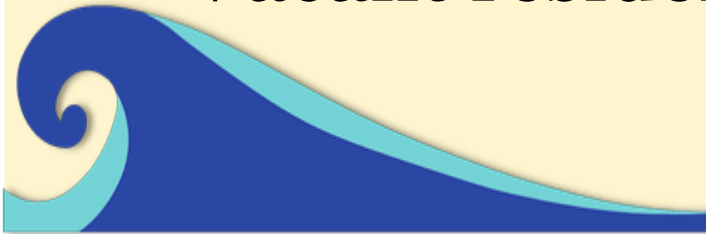


Area Map



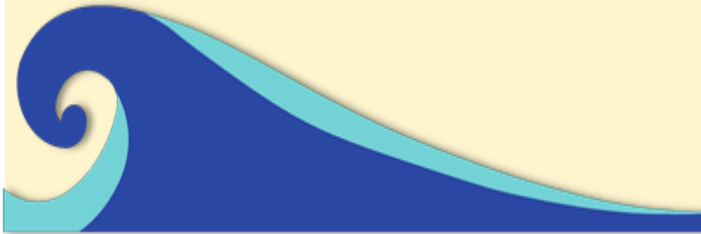
NSB Property Conveyances 2009-2017

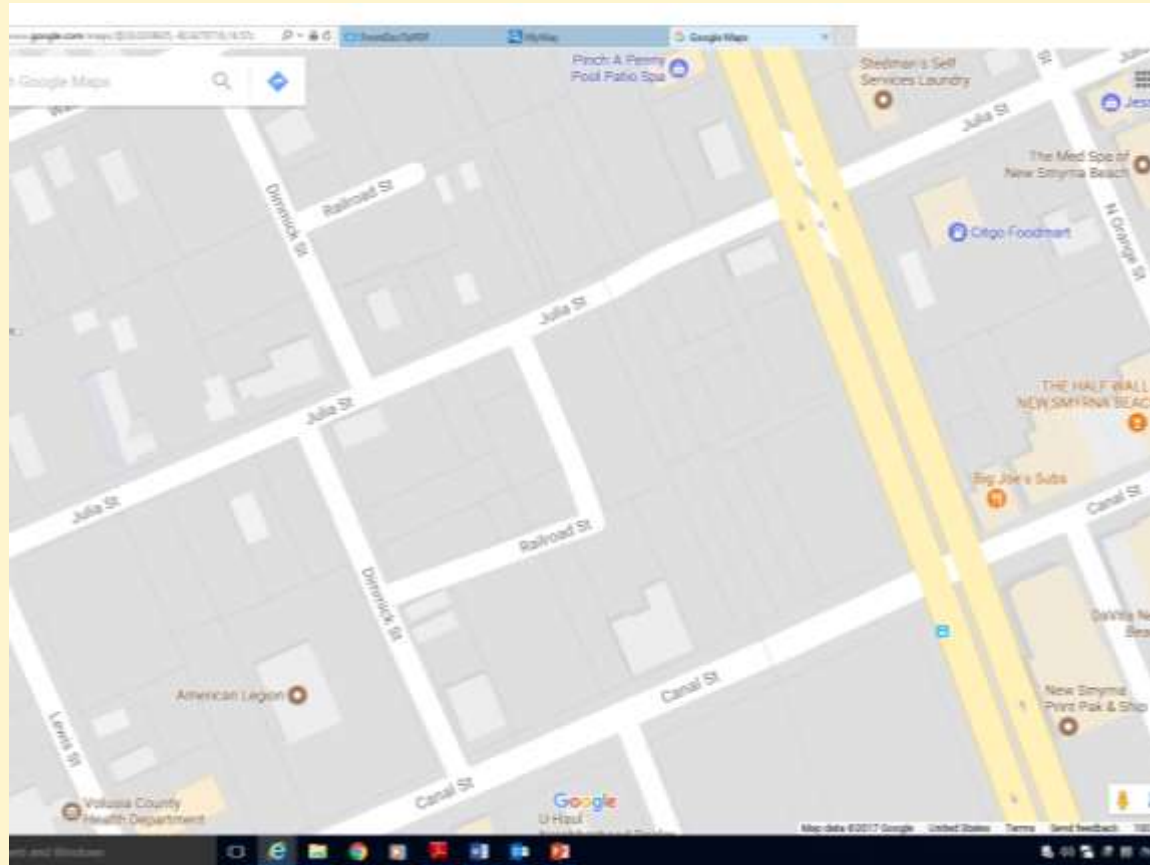
- Hampton Inn project: RFP
- Tabby House project: RFP
- Railroad Ave project: RFP
- AOB project – in process: RFP
- Boys and Girls Club: donation
- Property exchange project
- Vacant commercial property sale: Bid
- Vacant residential lots sale: Bid



Before & After: Railroad Ave development – partnership with the New Smyrna Beach Housing Authority

This project won the 2017
Outstanding Redevelopment Project
Award from the Florida Planning
and Zoning Association (FPZA)





Railroad Ave Street Map

LOCATION MAP

Railroad Street Parcels





CONSTRUCTION OF SINGLE FAMILY HOUSING DEVELOPMENT (6 DWELLING UNITS) RAILROAD STREET NEW SMYRNA BEACH, FLORIDA

Bid Set, October 20, 2014



Project Data:

Owner:
Housing Authority of the City of New Smyrna Beach
1101 South Gate Highway
New Smyrna Beach, North Florida 32155

Architect:
KCM Housing Design Partner Architecture, Inc.
2723 Piedmont Road, NE
Atlanta, Georgia 30305
T: (404)333-4666

M/E/P Engineer:
R. Powell & Associates, Inc.
1312 Kilian Way
Lithium, Georgia 30047
T: (770)939-8140

Applicable Building Codes:
2010 Florida Building Codes
2005 National Electrical Code

Project Information:
Single Family Housing Development: 2 Units
3 Bedroom House: 4 Units
3 Bedroom Duplex: 4 Units

List of Drawings

- 00. Cover Sheet & Index of Drawings
- AS-1. Topographic Survey & Visibility Map
- AS-2. Site Grading Plan
- AS-3. Site Utilities Plan
- AS-4. Site Planting Plan
- A-1(0). Building Type 1A 3 Bedroom House Floor Plan, Foundation & Roof Plans
- A-1(1A). Building Type 1A 3 Bedroom House Elevations
- A-1(1B). Building Type 1A 3 Bedroom House Floor Plan, Foundation & Roof Plans
- A-2(0). Building Type 1B 3 Bedroom House Elevations
- A-1(1C). Building Type 1C 3 Bedroom Duplex Floor Plan, Foundation & Roof Plans
- A-2(1). Building Type 1C 3 Bedroom Duplex Elevations
- A-1(1D). Building Type 1D 3 Bedroom Duplex Floor Plan, Foundation & Roof Plans
- A-2(2). Building Type 1D 3 Bedroom Duplex Elevations
- A-3. Typical Wall Section 3 Bedroom 1 1/2 Story
- A-4. Typical Sections & Handicap Details & Notes
- A-5. Door/Window/Finish Schedule & Details



**KCM HOUSING DESIGN PARTNER
ARCHITECTURE, INC.**
2723 Piedmont Road, NE
Atlanta, Georgia 30305
T: (404)333-4666
F: (404)333-4667
www.kcmhousing.com

R. Powell & Associates, Inc.
1312 Kilian Way
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F: (770)939-8141
www.rpowell.com

Single Family
Housing Development
Railroad Avenue
New Smyrna Beach
Florida

Project No. 14-001
Drawing No. 14-001-001

Scale: As Shown
Drawing No. 14-001-001

Cover Sheet
& Index of Drawings

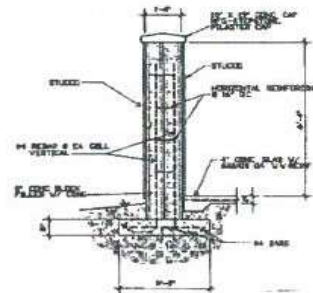
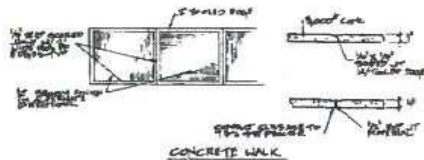
Scale: As Shown

CO

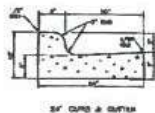
Contract No. 14-001
Date: October 20, 2014

Project No. 14-001
Drawing No. 14-001-001

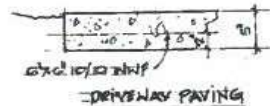
Scale: As Shown
Drawing No. 14-001-001



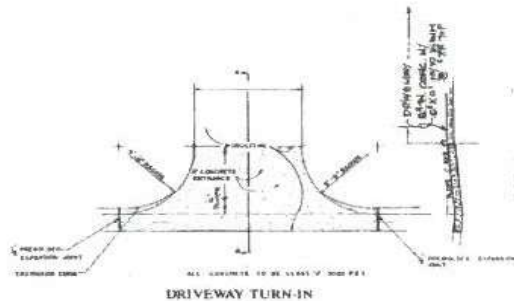
SOUND ATTENUATION WALL



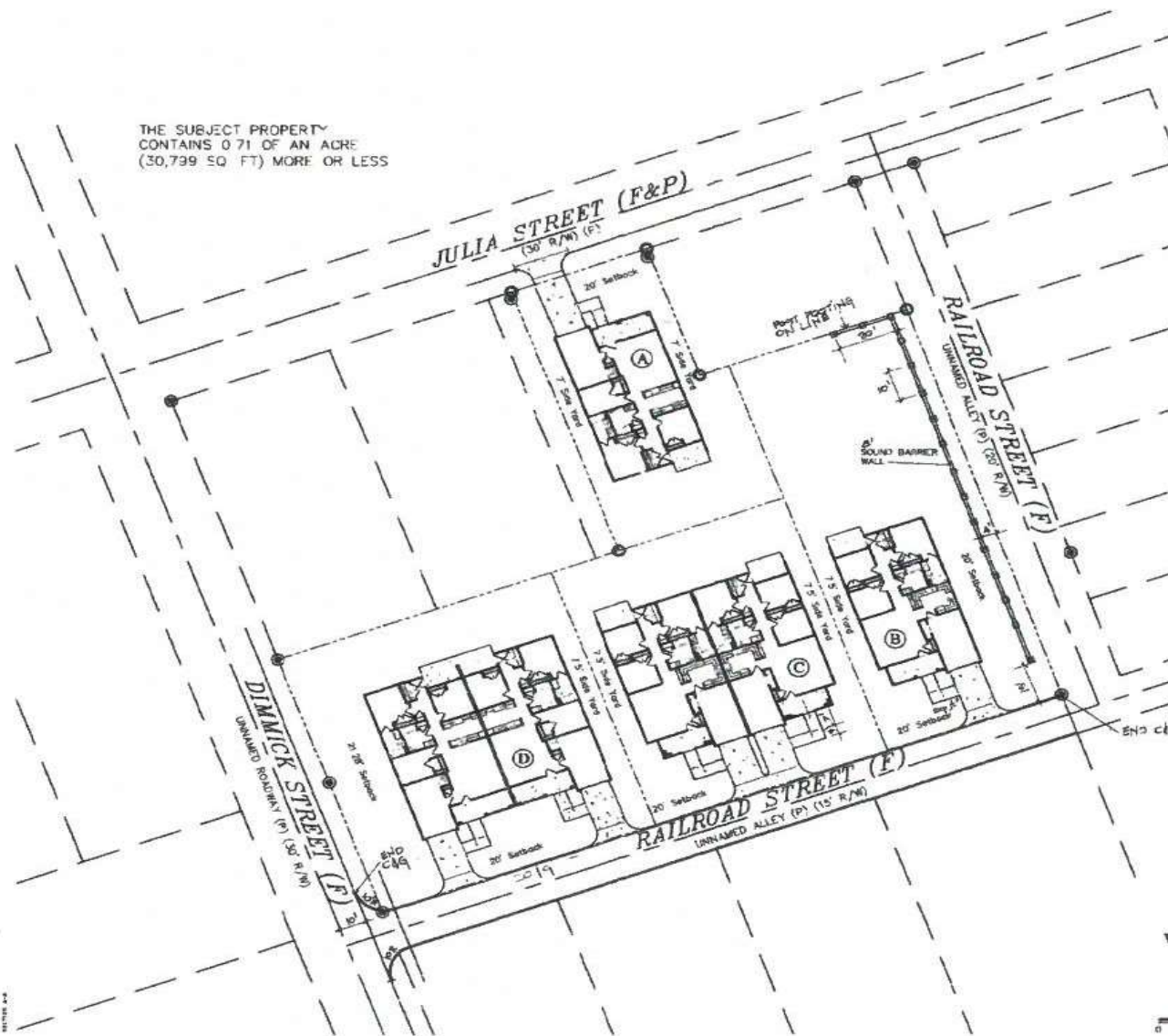
2' CURB & GUTTER



DRIVEWAY PAVING



THE SUBJECT PROPERTY
CONTAINS 0.71 OF AN ACRE
(30,799 SQ. FT.) MORE OR LESS

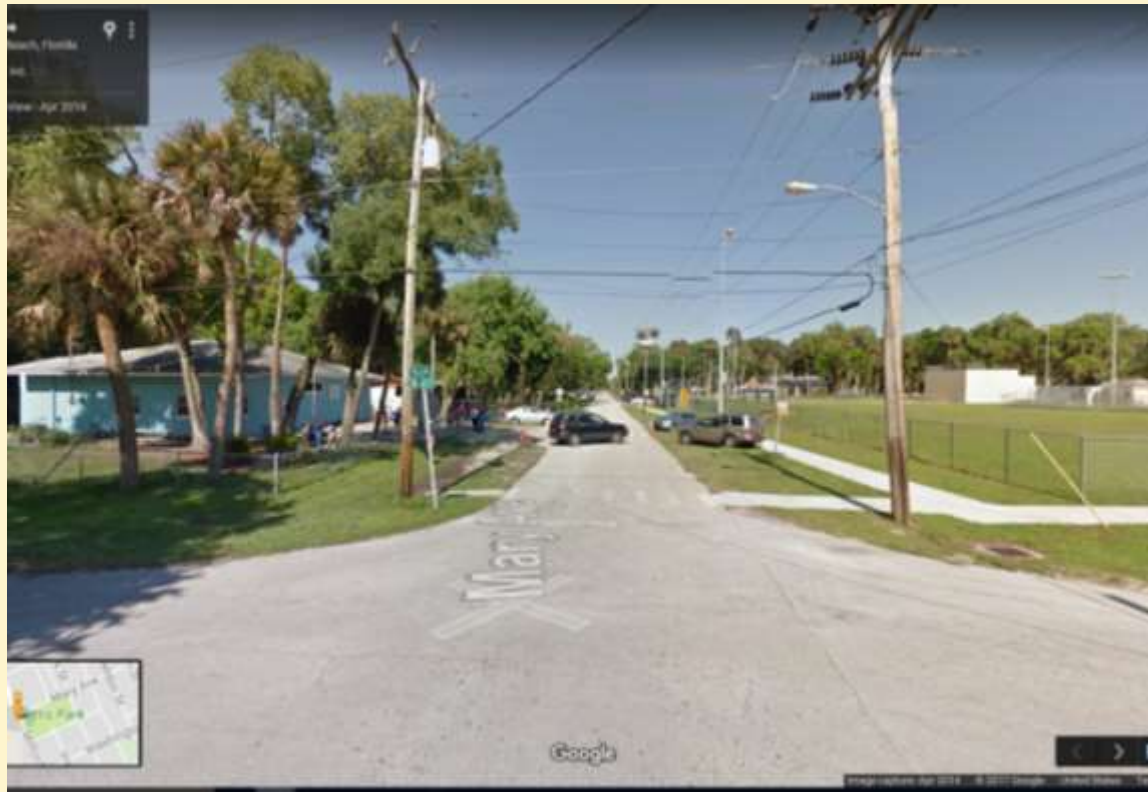




City property leased to Boys & Girls Club, conveyed to Boys and Girls Club

- A former fire station

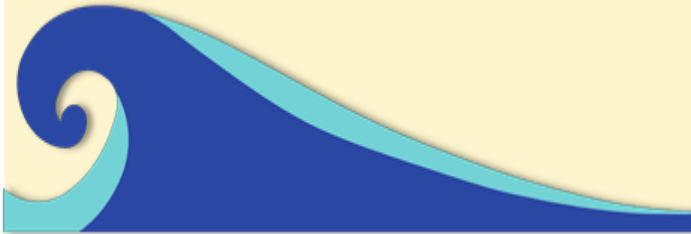




Boys and Girls Club – former fire station

Across from Pettis Park

Unimproved parking lot
conveyed to Habitat in exchange
for their conveyance of a lot to
the Boys and Girls Club



Lewis St

Julia St



Historic New Smyrna Beach



A map snippet showing the area around Dresser New Smyrna and Richmond Donlon Cove. The map includes labels for 'DRESSER NEW SMYRNA', 'Palmetto', and 'RICHMOND DONLON COVE'. A yellow line indicates a road or boundary. The map is partially obscured by a blue decorative wave graphic on the left and a yellow background on the right.

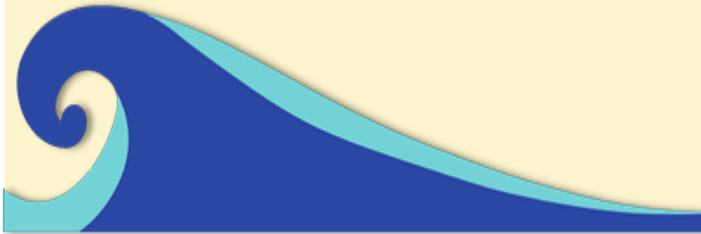


NSB Property Conveyances 2009-2017

- Hampton Inn project sale: RFP
- Tabby House project sale: RFP
- Railroad Ave project donation: RFP
- AOB project sale – in process: RFP
- Boys and Girls Club: donation
- SE Volusia Habitat: Donation - Property exchange
- 3rd Ave Vacant commercial property sale: Bid
- Columbus Ave Vacant residential lots sale: Bid

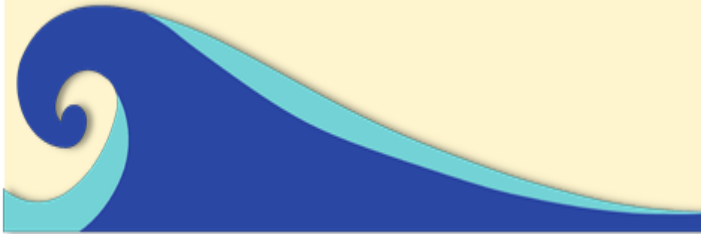


New Smyrna Beach
approach to City property
conveyance to catalyze
redevelopment



Inventory and Classification

- Identify Under-utilized City properties that could be sold for redevelopment
- Classify:
 - Need a negotiated contract?
 - Need a standard real estate contract?
 - A conveyance



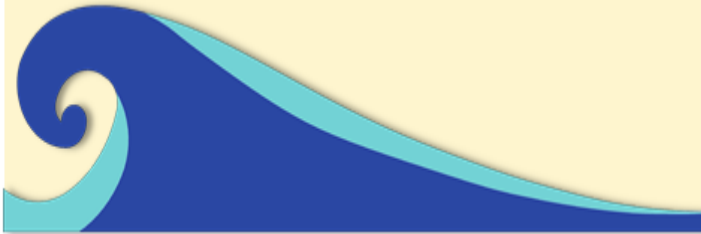


Aerial of Tabby House site

Former uses: shuffleboard courts, clubhouse, informal parking lot, former fire station building

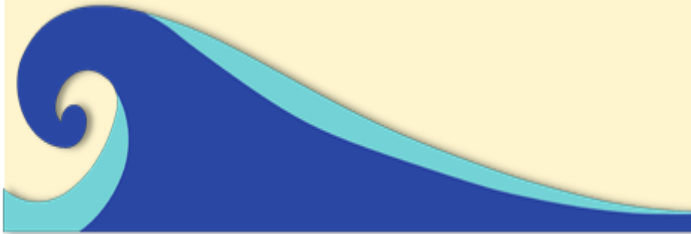
Need a Negotiated Contract

- City properties that are prominent, special, or are key to furthering redevelopment goals
- City needs to know:
 - Exactly what will be built (PUD zoning – Master Development Agreement required)
 - When it will be built
 - Assurances – proof of financing



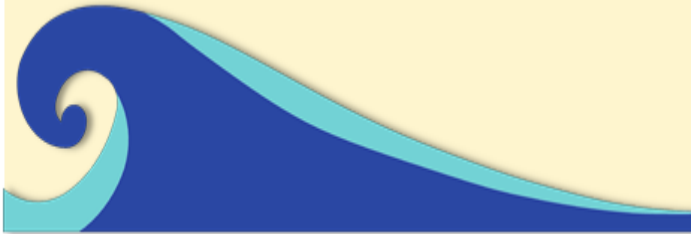
Process for Negotiated Contract

- Request for Proposals
- Review Responses
- Selection for Negotiation
- Negotiation
- Presentation of Contract
- Follow schedule: zoning, financing
- If actions satisfactory: Closing



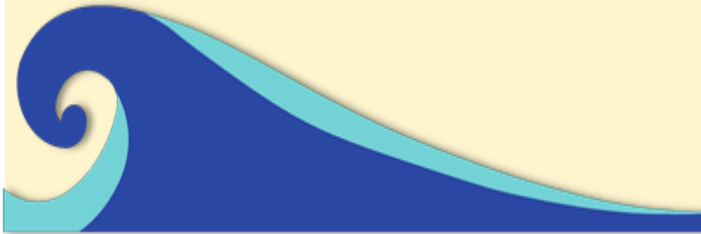
Note on Negotiated Contract

- Contracts specify that the re-zoning process is separate and makes no warranties concerning zoning approvals
- Zoning is mentioned in the Development Schedule but is separate



Examples of Negotiated Contracts

- Railroad Ave residential development
- Hampton Inn
- Tabby House Mixed-Use Development
- AOB property (in schedule phase)



Before: Hampton Inn Hotel Building Site –



Before

Vacant Lot Hampton Inn Hotel Building Site

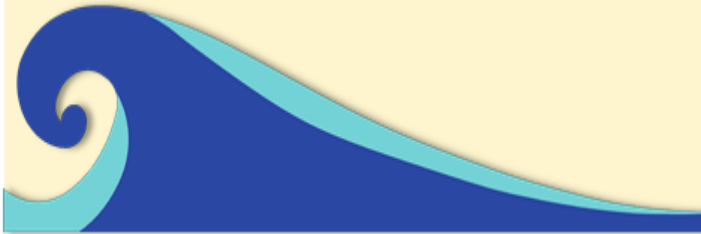


After Hampton Inn





Before pictures of Tabby House Development





Aerial of Tabby House site

Former uses: shuffleboard courts, clubhouse, informal parking lot, former fire station building





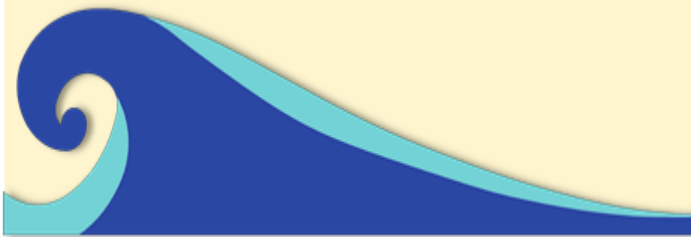




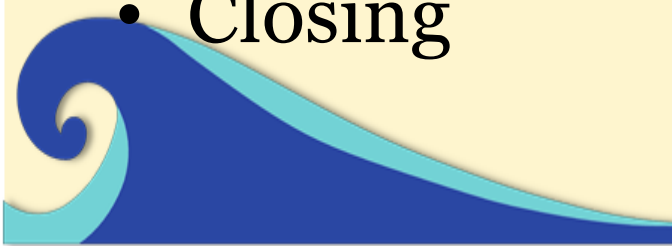


Need a Standard FARBAR Real Estate Contract

- City does not care when property will have buildings constructed
- City is willing to let existing land development code regulate what is built

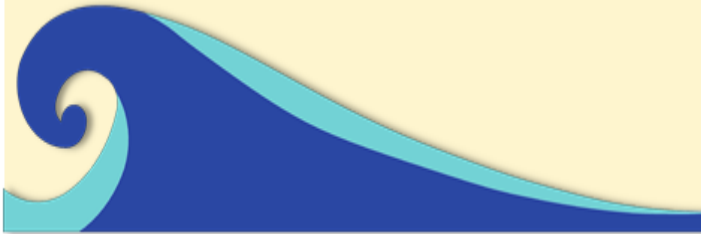


Process for Standard Contract

- Appraisal
 - Invitation to Bid
 - Appraised price is base bid
 - Marketing
 - Pre-bid Meeting
 - Review of Bid Responses
 - Presentation of Bid Responses and Recommendation
 - Contract execution
 - Closing
- 

Examples of a Standard Contract

- Five residential lots sold in one Invitation to Bid, sold separately
- One commercial lot sold in an Invitation to Bid



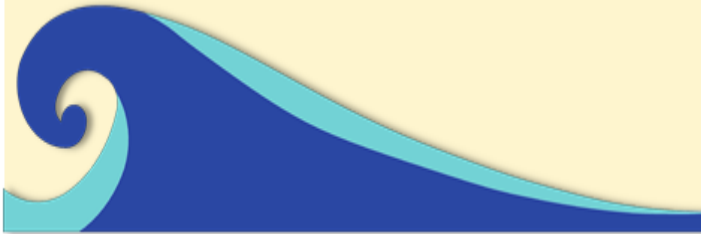
A Conveyance

- The City conveys property to another government agency or a non-profit organization to further redevelopment goals



Process for a Conveyance

- Meetings with organization reps to clarify goals and expectations
- Standard Real Estate contract; conditions
- City Commission approval
- Closing



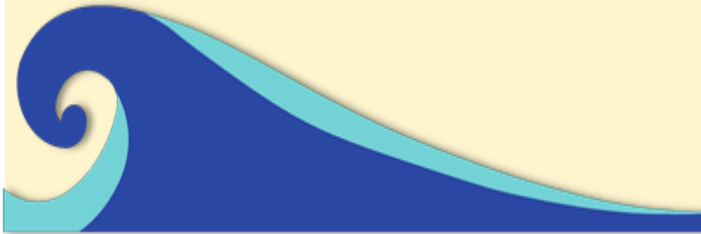
Examples of a Conveyance

- Boys and Girls Club
- Habitat for Humanity



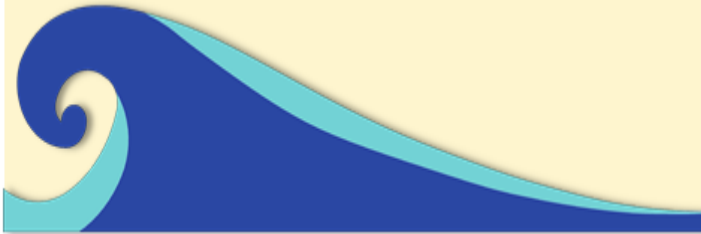
Request for Proposals (RFP)

- Can be used for Sale or Lease
- Preparation of the RFP document:
- Section 1: Introduction
 - RFP Response Due Date & Time
 - City Contact person



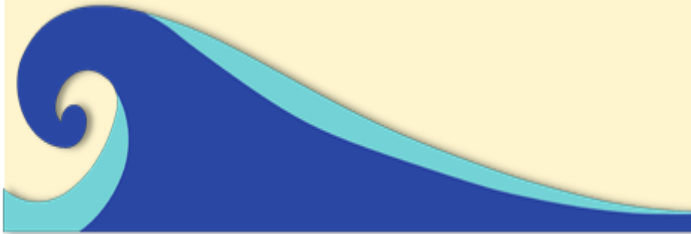
Request for Proposals (RFP)

- Section 2: Property Overview - includes
 - Location, size, FLU, zoning
 - Previous studies
 - Area context
 - Current and previous uses
 - Road access and ROW, Utilities, Easements
 - Special Features
 - Incentives



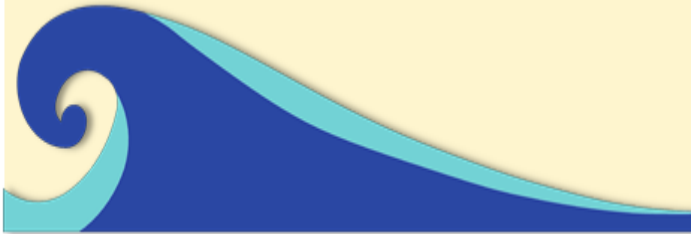
Request for Proposals (RFP)

- Section 3: Submittal Requirements – includes
 - Letter of Interest
 - Experience on similar projects: Firm and individuals assigned to the project
 - References
 - Insurance coverage capability



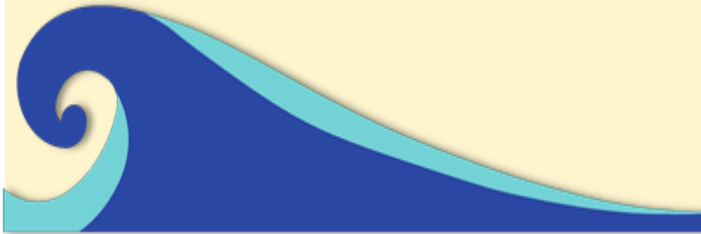
Request for Proposals (RFP)

- Submittal Requirements – continued
 - Legal Proceedings
 - Financial Feasibility and References
 - Preliminary financing plan
 - Project pro forma
 - Claims against Performance or Payment Bonds
 - Bonding capabilities
 - Bankruptcy filings



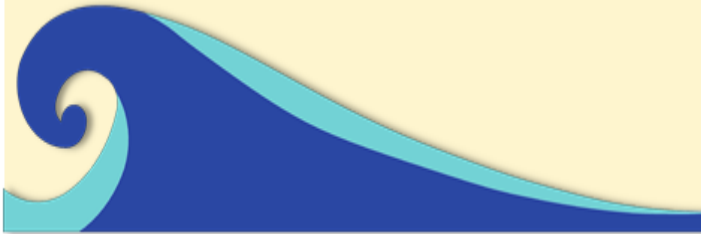
Request for Proposals (RFP)

- Submittal Requirements – continued
 - Conceptual Development and Vision
 - Both narrative and visual form
 - Site layout, building dimensions
 - If hotel, letter from franchisor
 - Jobs created; salaries and benefits



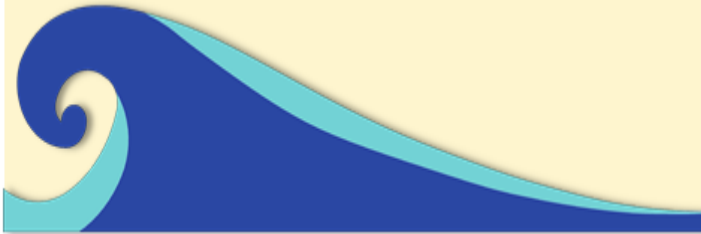
Request for Proposals (RFP)

- Submittal Requirements – continued
 - Development Schedule
 - Schedule for RFP process
 - Proposal Evaluation Criteria
 - Terms and Conditions



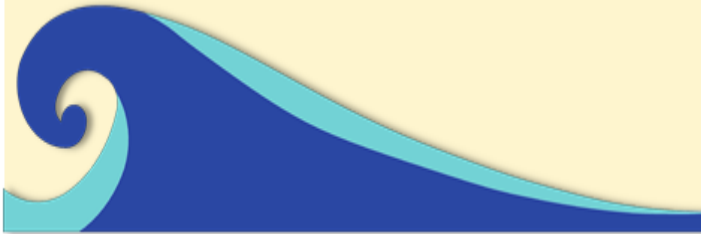
RFP Selected Conditions

- Accept or reject any or all responses
- No guarantee that any award will be made
- Response preparation at respondent's cost
- City authorized to check anyone for a reference
- Anti-Lobbying provisions



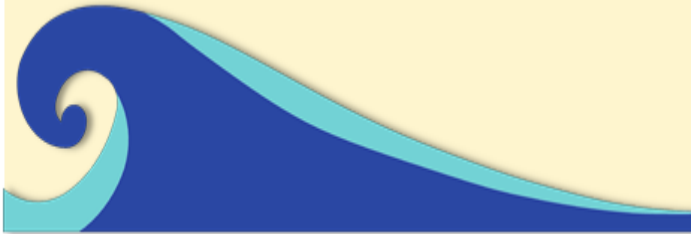
RFP Process: Review Responses

- City staff committee reviews
 - May want assistance –e.g. financial review
 - Rating sheets are public record
- Ensure that all RFP submittal requirements are met
- Response to Proposed Development



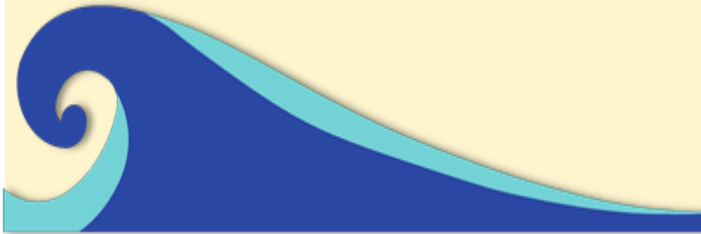
RFP Process: Recommendation following RFP Response Review

- Prepare City Commission agenda item recommendation:
 - Select a Respondent for Negotiation; or
 - Reject all Responses
- Notify Respondents following agenda publication



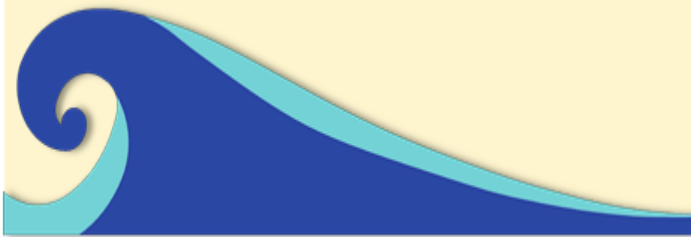
RFP: Staff Contract Negotiation

- Select Lead City Negotiator and Assemble Negotiation Team; include City Attorney
- Will these meetings be closed staff – developer negotiations or open to the public?
- Purchase price: the last item negotiated, based on recent appraisal



RFP: Staff Contract Negotiation

- Key point: the goal is to present a contract fully supported by both staff and the buyer. Keep negotiations at the table.



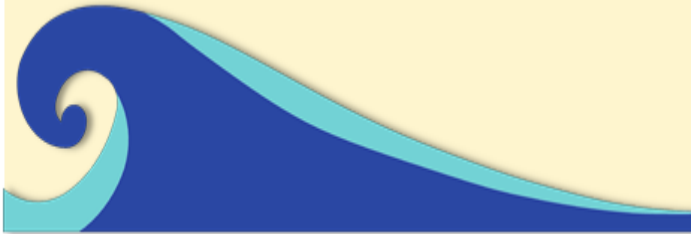
RFP: Presentation of Contract

- Selected Contract Features (from AOB contract)
 - Scheduled Earnest Money payments from Developer, non-refundable unless City default
 - Buyer to hold one neighborhood meeting and one City Commission workshop after zoning application
 - Buyer schedule extensions and closing costs outlined



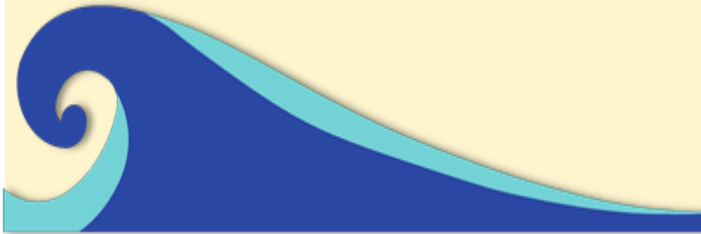
RFP: Presentation of Contract

- Penalty for Buyer's failure to construct within three years after closing: annual payment to City of \$ amount of annual ad valorem taxes based on \$40 million assumed taxable value.
- Covert to build the project as described, running with the land
- Consistent Buyer management to C.O.



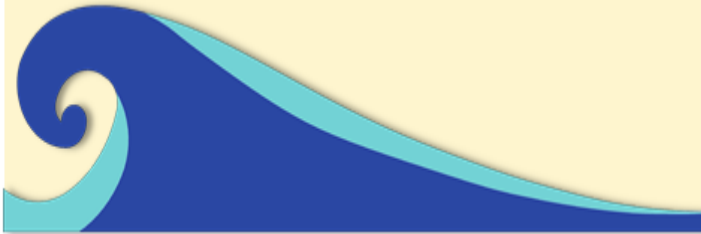
RFP: Follow Schedule; Closing

- Following approval of the purchase contract, Staff monitors Buyer's compliance with the Contract schedule
- If all contract items are fulfilled, Closing.



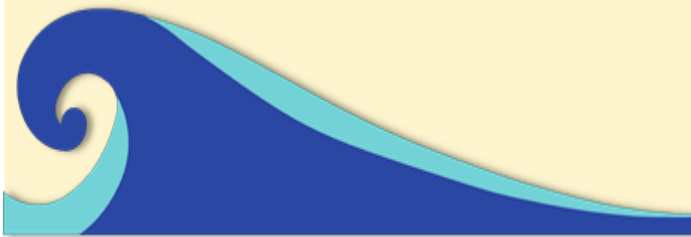
Standard Real Estate Contract

- City does not care when property will have buildings constructed
- City is willing to let existing land development code regulate what is built
- Examples:
 - Residential lots
 - Commercial lots that are not prominent or in a special location



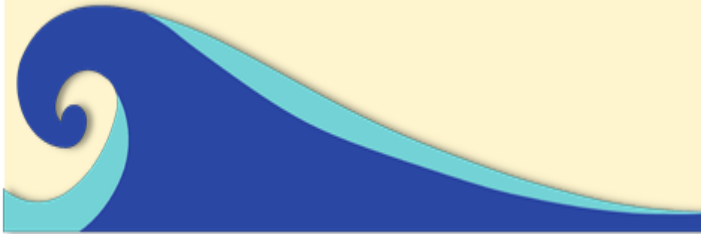
Standard Real Estate Contract Process

- Obtain two appraisals
- Follow the standard City procedure for an Invitation to Bid
 - The appraised price is listed as the base bid amount
 - If more than one lot and all adjoin, allow bids on individual lots or all of them



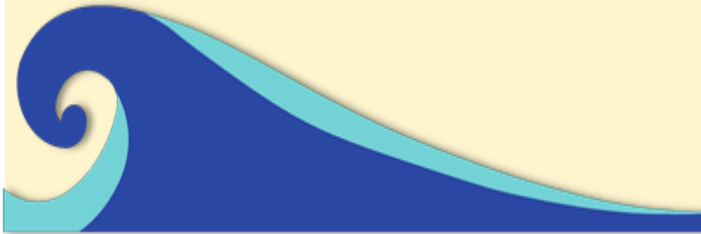
Standard Real Estate Contract

- Invitation to Bid – continued
 - Bidders submit bid on bid proposal form supplied in bid package
 - Bid Security: \$1,000 certified check
 - Contract Security: \$5,000 certified check



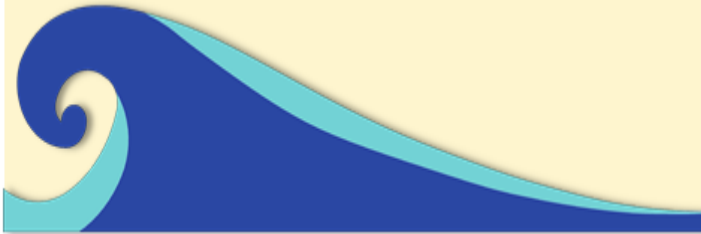
Standard Real Estate Contract

- Marketing
 - Use standard City procedure to market: City website, demandstar, etc.
 - Important: For Sale signs on site with lot identification and City contact person
 - Pre-bid meeting – to answer any questions for potential bidders



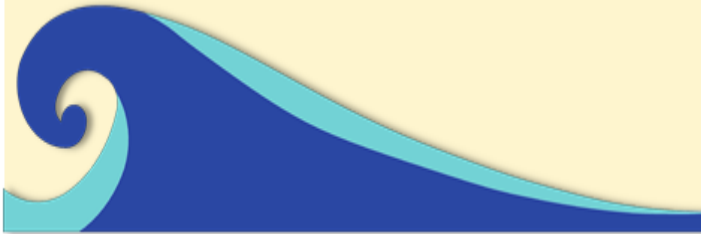
Standard Real Estate Contract

- Pre-bid meeting
- Review of Bid Responses: \$1,000 check
- Presentation of Bid Responses and Recommendation to City Commission
- Contract execution
- Closing



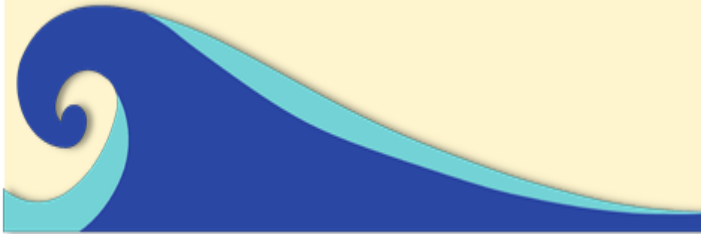
Process for a Conveyance

- Meetings with organization reps to clarify goals and expectations
- Standard Real Estate contract; conditions
- City Commission approval
- Closing



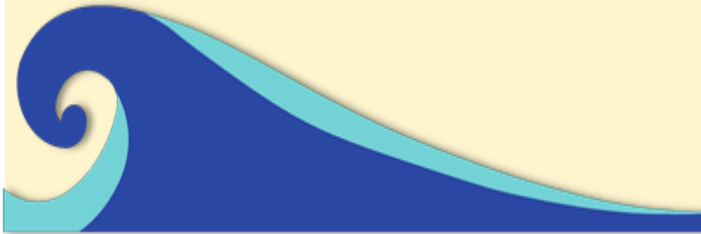
Deals

- Hampton Inn - 2010
 - Cash sale for appraised value
 - Buyer reimburses City for parking leases
 - Incentives:
 - Cost of moving power off property for adjacent lots
 - New power easement value
 - Reimburse one-half of impact fees at CO; other half from reimbursed from TIF payments



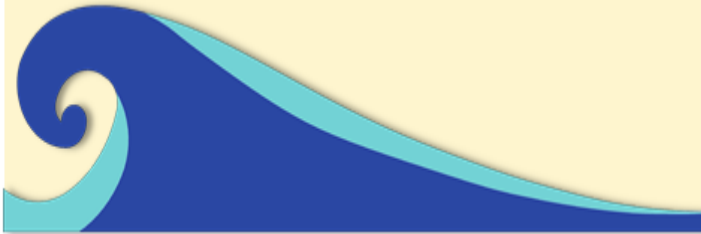
Deals

- Tabby House – 2015
 - Cash sale for appraised value
 - Grant award for development costs in amount up to sale amount
 - Buyer had no restrictions on use of former fire station
 - Selected commercial uses permitted on first floor of residential units



Deals

- Housing Authority – 2014
 - Assembled property conveyed at no cost to the sole respondent to the RFP: New Smyrna Beach Housing Authority
 - CRA grant funds



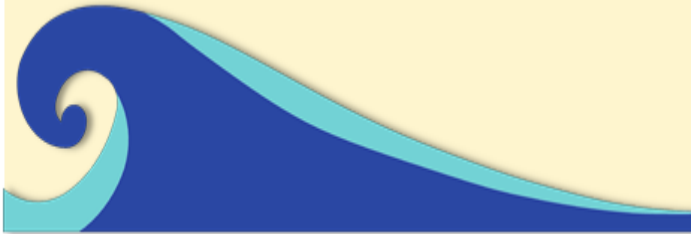
Deals

- AOB site:
 - Contract to Purchase approved
 - Developer still moving forward
 - Sale not closed



Deals (not a conveyance)

- Grant for parking lot development near beach
 - CRA required a non-exclusive lease with a \$500 per space per year value until the amount of the grant was exhausted.
 - Property sold six years later – buyer had to buy out remainder of the lease, paid City \$13,000.



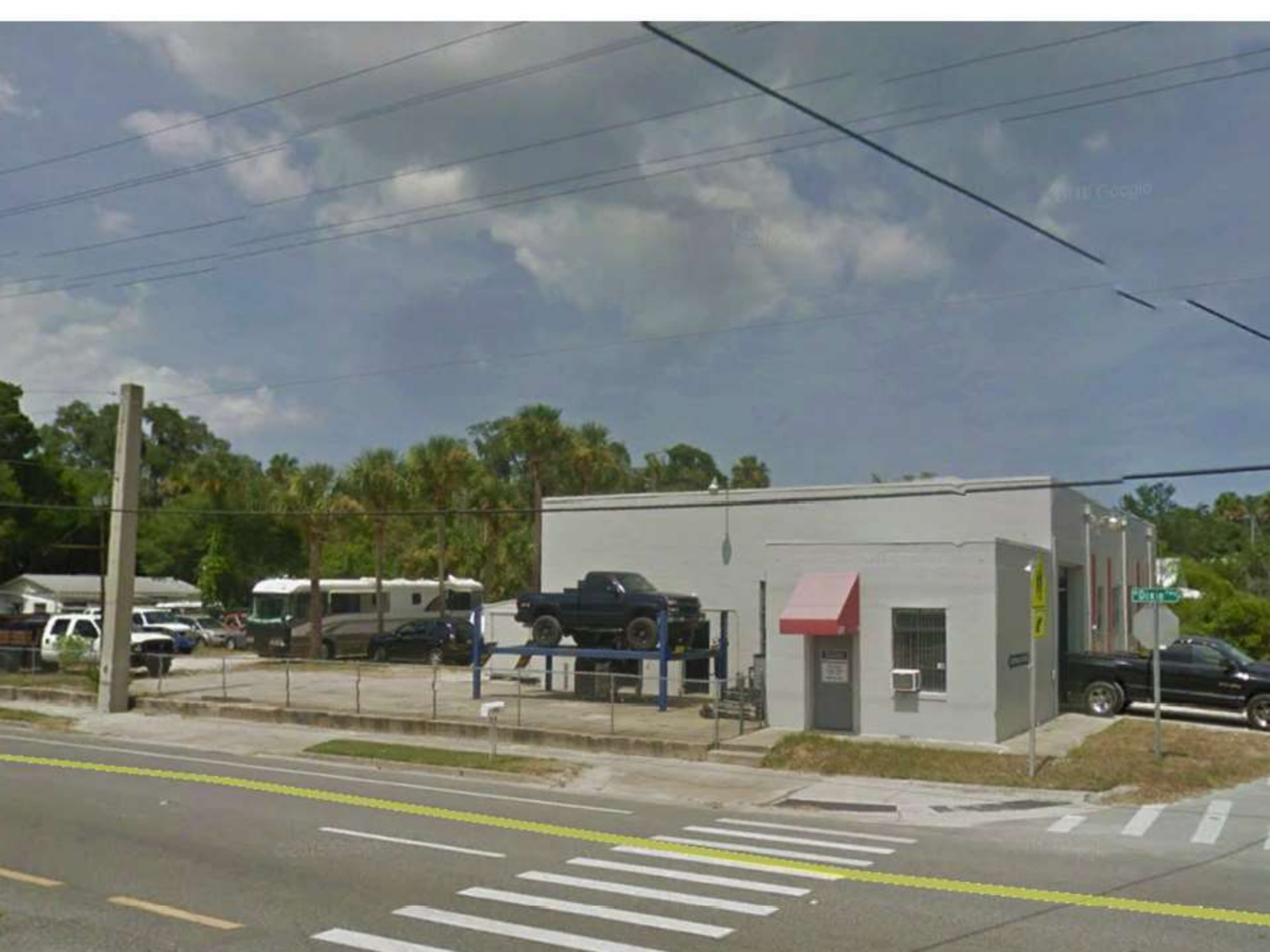
New CRA



Two US 1 Sites: Photoshop

- The next six slides show two existing sites with photoshoped improvements.















DESIGN
IDEAS
WEB

Questions?

Tony Otte, CEcD, FRA-RA

totte@cityofnsb.com

(386) 566-3941

