

**Proposal
To
City of Key West**

**RFP # 008-21 BAHAMA VILLAGE “3.2”
Affordable Workforce Housing Project**



From
**Oikos Development Corporation
Coral Sky Development**

October 20, 2021



Oikos Development Corporation
1712 Main Street
Suite 206
Kansas City, MO 64108
msnodgrass.odc@gmail.com

October 19th, 2021

City Clerk
City of Key West
1300 White Street
Key West, FL 33040

RE: RESPONSE TO REQUEST FOR PROPOSALS RFP NO. 008-21 BAHAMA VILLAGE “3.2” Affordable Workforce Housing Project

Dear City of Key West:

Oikos Development Corporation (ODC) is a not-for-profit 501c3 community development corporation which focuses on quality, affordable workforce housing. ODC has joined forces with Dr. Jeff Sharkey of Coral Sky Development and local Key West builders and architects to form a powerful workforce housing team.

Attached is the response to RFP No. 008-21 for Bahama Village “3.2” Affordable Workforce Housing Project. We have addressed all the questions and provided all the required notarized forms.

In summary, we intend to construct 128 units on the 3.2-acre site to maximize the number of units to provide the most quality, affordable workforce housing possible. 96 of the units are intended to be rental, and 32 units are in 1 “condo” building for homeownership. The breakdown of units, income levels, and other pertinent information is on the following pages.

We look forward to working with the City of Key West and the Bahama Village residents. If you need any additional information, please don’t hesitate to contact me.

Sincerely,



Michael Snodgrass
President/CEO
Oikos Development Corporation

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1. Executive Summary/Proposal Narrative

Oikos Development Corporation, (ODC) a not-for-profit 501c3and CHDO and **Coral Sky Development, Inc, (CSD)** have partnered to propose **128 units of workforce housing** we have named *Bahama Villas*, a mixed income development comprised of rental and homeownership in response to the City of Key West's **RFP #008-21 BAHAMA VILLAGE "3.2" Affordable Workforce Housing Project**, that we believe will meet the housing needs of Bahama Village residents, the City and other residents in need of high quality, affordable, rental and home ownership opportunities.

The Oikos/Coral Sky development team has significant national, state and Monroe County experience with the development of workforce affordable housing, securing state funding from Florida Housing Finance Corporation, HUD, other federal housing agencies and the private sector. The team is led by **Michael Snodgrass**, CEO of Oikos Development Corporation, a highly respected national not for profit workforce and affordable housing developer and **Dr Jeffrey Sharkey**, CEO of Coral Sky Development has been actively involved in affordable and workforce housing issues with the City for over 20 years and is extremely familiar with concerns of the Bahama Village residents and the potential for meaningful workforce housing on the 3.2-acre site.

We believe this project needs to be understood as a community vision driven public private partnership exercise. We understand the intense need for workforce and affordable housing, the challenges in developing housing that is financially viable for both the residents and the developer and can bring a team that can effectively combine affordable rental and home ownership in a difficult construction and development environment. As a non-profit CHDO, we ensure that the maximum amount of funding is invested in the buildings

In response to the input from the community at the various workshops held by the city, the development will consist of both rental and homeownership units in an integrated community setting on the site. Three (3) of the buildings are projected to be rental (96 units) and one of the buildings is projected to be 32 units of homeownership condominiums. Tenant and homeowner incomes will range from 30% of AMI to 120% of AMI, meeting the rental limits and ownership pricing set by both HUD, Florida Housing, and the city.

Each of the buildings will be elevated with below unit parking, and three (3) floors of workforce housing above. The buildings will be compliant with all building code and windstorm requirements, be energy efficient, provide access and transition to the Old Town and Bahama Village neighborhoods, will be designed to capture the aesthetic of the surrounding community and character of Key West, be ADA compliant and be deed restricted as affordable for 50 years at a minimum.

The final design will be developed with assistance from the Bahama Village and the city of Key West, but we have included both a site plan and rough streetscape plan for your consideration as a starting point.

The ability to secure financing for this mixed-use workforce housing project is critical for success. Most workforce affordable housing developers do either Tax Credit affordable projects or home ownership development, but not both. Combining the home ownership with a rental project is much more complicated and difficult to finance. However, ODC brings unique skill sets and experience to this project since it has completed several similar mixed rental/ownership affordable communities using its diverse state and federal financial networks to combine and layer multiple funding sources to create a successful rental and home ownership community.

The team's experience with Florida Housing's funding application process, advocating for set aside tax credit funding for the Keys and ability to attract investment from leading national and international financial institutions based on their relationship with ODC will increase the potential for a successful project and partnership with the City.

In summary, ODC/Coral Sky has the development experience, ability to access state, federal and private housing funds and knowledge of Key West, Bahama Village and the 3.2-acre site to ensure that the mixed-use community of rental and home ownership will be successful for residents, the neighborhood, the city, and development partners.

2. Qualification Statement/Team Experience Overview

Bahama Villas will form Bahama Villas LP to serve as the overall developer and owner of the project. Bahama Villas will be composed of 50% Coral Sky Development and 50% Oikos Development Corporation (and team).

B. Oikos Development Corporation

Oikos Development Corporation is a 501c3 nonprofit affordable workforce housing developer. In addition, ODC is a nonprofit Community Housing Development Organization (CHDO) that specializes in the financing and development of workforce and affordable for communities. It is our only mission.

Michael Snodgrass serves as President/CEO and has over 30 years of experience in running a variety of nonprofits and developed/built both workforce rental projects and hundreds of single-family homes for homeownership in areas of need.

Michael is an expert securing funding from federal sources including USDA, HUD, EDA as well as working with both 9% and 4% tax credits. The ODC team has decades of experience in developing and managing affordable housing using a broad array of federal, state, and private sector funding sources, which is the key to ensuring that the rental and home ownership housing stays affordable for working families in the community. In addition, CHDO's receive 15% of all HOME funds from the federal

government, providing an additional source of funding for workforce housing developments that combine rental and home ownership.

Sample of Currently funded ODC Affordable Workforce projects include:

- **Everglades Townhomes** – 60 units of workforce housing in Pahokee, FL along with a 10,000 sq ft Childcare center, utilizing USDA 514 loan funds, 4% tax credits/bonds, USDA 538 permanent financing, and USDA Community Facility funds. Total development budget is over \$18,000,000
- **Prairiebrooke Townhomes** – 76 units of workforce housing in Gardner, KS. Funded with 9% tax credits, \$1,000,000 in National Housing Trust funds, and \$1,000,000 in County HOME funds, along with USDA 538 permanent financing. Total development budget is nearly \$16,000,000
- **Sierra Flats** – 160 units of workforce housing in Carson City, Nevada. Carson City is donating the land to the development, and the development team is using 9% and 4% tax credits, National Housing Trust Funds and HOME funds. Total development budget is over \$38,000,000.

A. Coral Sky Development

Dr. Jeffrey Sharkey is the CEO of **Coral Sky Development**, a community development corporation, and has 25 years of experience in developing and consulting on Affordable and Workforce Housing in Florida. Dr. Sharkey is an expert in securing funding from a variety of State of Florida sources. He has worked on a variety of affordable housing proposals in Key West ranging from the former Mayor’s “Big Idea” to redevelop the Trumbo Point MCSD site project in 2006, to the development of 9% Tax Credit projects on Stock Island in 2009 and 2012. Among the projects he has served as co-developer includes:

- **Flagler Village Apartments – 5300 McDonald Ave, Key West, FL - a 49-unit** single story duplex affordable housing community on Flagler Avenue designed to complement the Keys architectural styles. Financed with Low Income Housing Tax Credits from Florida Housing in 2012, the community is the result of a strong partnership between Monroe County, the Florida Housing Finance Corporation, Wells Fargo Bank, and the project developers. Rents for the 1-, 2-, and 3-bedroom duplexes range from \$546- \$1,271 per month for the 2-bedroom units and from to \$548 to \$1,465 per month for a 3-bedroom unit based on income of the tenants.
- **Banyan Grove Apartments - 5455 MacDonald Ave, Key West, FL - a 48-unit** affordable housing community located on McDonald Avenue developed in **2013**. The community has 2- & 3-bedroom units with rents ranging from \$477 to \$1465. Banyan Grove is a unique multifamily rental housing development financed with \$13 million in private investor equity from federal housing credits from the Florida Housing Finance Corporation. The project contains a mix of bedroom duplex units with energy star appliances, a wide variety of resident

amenities, recreational activities, and other attractive characteristics. Rents range from \$535 to \$1420 per month for 2 & 3 bedrooms.

C. Bahama Villas Development team includes Keys-based Partners

➤ General Contractor: Key West - Burke Construction Group

Burke Construction Group led by Tony Burke, CEO, David Martinez, CFO and John O'Neill, Vice President of Florida Keys. Burke Construction Group have built several area developments in the Key West area, including City Hall renovation. They are very familiar with the design and building requirements of the city and are well versed in the current costs for residential development. They have a team of available subcontractors ready to proceed on the project once approved for development. These qualities will ensure that the construction of the project is in total compliance and communication with city building officials and leadership.

➤ Architect(s):

Phill Badalamenti of **Little Red Rooster Architects**, and **Don Clark/Phil Davis** of **Cathexes Architects**. Both firms are Florida licensed, and Little Red Rooster is based in the Key West area and has a strong understanding of the unique “architectural vocabulary” of Bahama Village, Old Town, and Key West in general. Their design will capture and incorporate an aesthetic that reflects and embodies the site location, history, and culture of the community.

The **Little Red Rooster** firm has extensive design experience in the Keys.

- Boys & Girls Clubs of the Florida Keys: Bayview Park Improvements – Key West, FL
- Key Largo Fire & EMS: Fire Station 24 Expansion: Key Largo, FL
- Dion's C-Stores: Multiple Improvements/Repositioning – Multiple Keys Locations
- Cheeca Lodge & Spa: Pool Expansion and restaurant improvements- Islamorada, FL (Work experience prior to founding Little Red Rooster)
- Cheeca Lodge & Spa: Expansion Master Planning and Concept Design – Islamorada, FL (Work experience prior to founding Little Red Rooster)
- FKAA: Stock Island Desalination Plant Expansion Planning and Concept Design- Key West, FL (Work experience prior to founding Little Red Rooster)

Cathexes has been the architect of record for the majority of ODC's workforce and affordable housing projects across the country, including Pahokee, Port St Joe, and Gadsden County. They have deep experience in the design of workforce housing communities, providing creative, livable multifamily neighborhoods that are attractive, sustainable, durable, and integrated into their environment.

- **Other Team Members** - Among the many partners that ODC has in place to assist in the Bahama Villas project are:

Ricky Jackson, Gridiron Development –Rickey Jackson, NFL Hall of Famer played 13 years with the New Orleans Saints and 2 years with the San Francisco 49ers, where he won his Super Bowl ring. Rickey Jackson is from Pahokee, FL, and will provide community outreach education and marketing support for the development with Old Town and BHV residents.

CM Development – Currently assisting as the required guarantors on several of ODC’s projects, CM Development is composed of Jeff Carpenter, David Myers, and Jeff Lauber, each of whom is a successful businessperson in their own right.

D. Strength and Advantages of the ODC/Coral Sky team

We believe that the ODC/Coral Sky team is the best partner for the city to select to finance, develop and manage the proposed 128 units of high quality, income accessible mixed rental and home ownership units for essential services personnel in the city, such as police, fire, teachers, health care workers, etc. for the following reasons:

- **Extensive Capacity and Ability to Develop Project**– ODC has built a team of local professionals/experts to work with the City in the design, development, construction, and management of the parcel. We have extensive experience in financing, developing, and managing workforce affordable housing for essential services personnel all over the U.S. and in Florida and the Keys.
- **Not for Profit** - Oikos Development Corporation (ODC) is a Not-for-profit and Focused on the Community – ODC, as a not-for-profit 501c3, is focused on developing the best plan and product for the community, and thus not “profit motivated”. More of the project funds stay in the building and management of the community.
- **CHDO** – ODC is a 501c3 Community Housing Development Organization (CHDO), which is a special kind of nonprofit. By law, 15% of all federal HOME funds must be provided to CHDOs to develop projects which will allow ODC access to funds that will ensure the units are – and stay – affordable
- **Ability to Secure Multiple State, Federal and Private Funding Sources** -- We know that to develop the 3.2-acre property in Key West that the final product will require an array of multiple federal, state, and private funding sources and ODC is an expert at “stacking” these various funding sources into a comprehensive funding package. ODC and staff have experience with multiple USDA programs, HUD programs, HHS-OCS funding programs, EDI funding programs, and many others. Dr Sharkey has close working ties with Florida Housing Finance Corporation and has extensive experience in securing funding in their RFA process for Workforce and Affordable Housing.

He is very knowledgeable about the timeline and requirements for the Monroe County Workforce Housing RFA that will be issued by Florida Housing in Early April 2022.

- **Neighborhood Project Planning** – Per our submittal, ODC would like to work with City staff to develop a “neighborhood concept” and build townhomes, duplexes, and single-family homes for working families. All will have garages, so all units have a “home” feel to the tenants and neighborhood. In addition, we would work with the city to develop the greenspace into parks or other amenities if desired. Each type of housing may require a different funding source. Attached is a rough concept of both the site, and possible styles of townhomes that ODC is currently developing in other smaller areas.
- **Long-term Management and Maintenance** – ODC develops and builds long term affordable workforce housing and works with the property manager to ensure that all maintenance items are handled promptly, lawns/greenspace are mowed in a timely manner, and the units are “home,” and anyone would be proud to live.
- **Experts at Management & Compliance** – ODC, as a 501c3, is subject to a minimum of annual audits from local, state, federal and each and every funding agency. USDA reports, for example, may encompass 50+ reporting forms for one project. The team will bring a highly experience management operation to the community to ensure that the facilities, grounds, and units are meticulously maintained, residents are supported, marketing is community based, and income levels are compliant. Management is the key to long term success of the development.
- **Mission Driven Focus** - As a nonprofit our goal is to ensure that the maximum amount of funding secured for the project is invested in the housing units and surrounding landscaping. Our mission driven focus and long-standing relationships with federal, state, and private funding partners allows us to create a truly affordable workforce community.
- **Knowledge of Key West Affordable Housing Needs and Housing Development** - Dr. sharkey has extensive experience and knowledge of the challenging affordable and workforce housing needs for the city and community. For over 15 years, Dr sharkey has been discussing affordable housing policy and funding solutions with City Elected Officials and staff and was instrumental in passing state legislation and budget proviso to provide on an annual basis at least one affordable housing development for Monroe County funded through Housing Tax Credit and SAIL funds for Monroe County.

- **Commitment to Community Partnership & Collaboration**

ODC/Coral Sky is committed to a strong community partnership with the City and the multiple stakeholders who have been working hard on identifying the highest and best use for the very valuable 3.2 piece of property on the Truman Waterfront location. We are committed to providing long term lease payments to the City, ad valorem property taxes to fund the CRA and activities within the Bahama Village neighborhood and providing a wide range of tenant services to assist with job skills development, education, recreation and wellness activities, and exceptional resident-focused management supervision of the community. We are confident that partnering with Wendover Housing Partners will ensure that the BVTW affordable rental apartment community will be a recognized as an award-winning signature housing development for Key West.

3. Proposed Unit Mix, Including Estimated Rental and Sales Prices for Unit Types, And Preliminary Total Development Cost Budget

Bahama Villas LLC proposes to build **128 units in 4 buildings**, roughly 32 units/building, in an effort to maximize zoning and provide the desperately needed workforce housing.

The project would remain affordable for the community for a minimum of 50 years. We would provide the city with annual lease payments and provide Bahama Village CRA and Bahama Village Redevelopment Advisory Committee (BVRAC) with some modest support from a PILOT. ODC/Coral Sky are committed to a marketing and education strategy that would provide opportunities for Bahama Village and city residents to submit applications for units in a timely and successful fashion.

We are proposing:

- **96 (ninety-six) 1-, 2- & 3-bedroom Rental units** at income levels ranging from 30% AMI to 120% AMI
- **32 (thirty-two) 2- & 3-Bedroom Condo Ownership Units** ranging from

The information on the Rental Prices and Sales Price mix by AMI levels is on following page.

BAHAMA VILLAS Total Development Cost

Bahama Villas - Rental

	1 br	2 br	3 br	Total Units
Unit Mix	18	72	6	96
Sq Ft Estimate	725	850	950	
Total Development Cost			\$29,500,000	

Bahama Villas - Condos

Homeownership

	1 BR	2 BR	3 BR	Total Units
Unit Mix	5	25	2	32
TDC/Unit Type	\$275,000	\$278,000	\$307,000	

Homeownership Total Development Cost \$10,100,000

OVERALL TOTAL DEVELOPMENT COST \$39,600,000 128 Units

Key West - Bahama Villas - Homeownership Unit mix and Potential Mortga

Unit Mix			
1 BR	2 BR	3 BR	Total
5	25	2	32

Assumptions:

3 person average, 4% interest rate

Monthly Mortgage Payment (30% of income)

Available for

PITI 41% (debt/income ratio)

AMI

30%
40%
50%
60%
70%
80%

\$939
\$1,251
\$1,565
\$1,417
\$1,730
\$ 2,503

can afford up to \$100,000 condo

can afford up to a \$165,900 condo

can afford up to a \$231,400 condo

can afford up to a \$296,000 condo

can afford up to a \$362,000 condo

can afford up to a \$428,000 condo

4. Conceptual Site Plan and Optional Renderings for Redevelopment Site

In response to the City of Key West RFP #008-21 “Bahama Village “3.2” Affordable Workforce Housing Project, we respectfully submit this design proposal for the 3.2-acre property fronting on the Fort Street and Petronia Street junction. The project we propose consists of up to 128 living units in four buildings and provides rental and homeownership opportunities in the affordable housing sector. The intent of this proposal is to put forward a viable project that contributes to the community, bringing much needed rental and home ownership opportunities where few existed before.

Key West or *Cayo Hueso* (The Island of Bones) is more than a cruise ship stop in the Florida Keys. The small island has a colorful and rich history as a deep-water port that attracted pirates such as Blackbeard and Jean LaFitte in the early nineteenth century.

The first Naval port was established on Key West in 1823, Fort Zachary Taylor was constructed in 1845, and by the mid-nineteenth century, a series of lighthouses were constructed along the reefs of Key Largo to Key West. This allowed safer navigation to the port and new industries such as: sponging, fishing, and farming of pineapples, Key limes, tomatoes, and melons became a mainstay on the Keys.

The residents of Key West, and especially of Bahama Village, have a strong connection the historical underpinnings of their community and to the culture of this unique location.

The residential buildings proposed for this project are designed as two and three stories of housing units, and each will be constructed over a single level of parking. A surface parking lot with a capacity of up to 40 cars will be provided on the south border of the telecommunications tower parcel. The combination of surface parking and parking under buildings will provide approximately 170 parking spaces for the development. Solar PV panels will also be incorporated into the design of the buildings to assist in making the project more affordable.

The proposed construction will provide up to 128 living units and a small commercial space fronting on Petronia Street, which is proposed to extend to Dekalb Ave. Along this extension the sidewalks will be expanded in width, lined with street trees, promoting walking, and cycling. At the intersection of Petronia Street and Fort Street, the building arrangement has been pulled away from the intersection to provide the feeling of a large plaza, welcoming people into the community, and possibly a suitable gathering place during the Goombay festival, held in the Fall each year.

Our program will also incorporate the “Diesel Plant” to accommodate community outreach programs for such things as: after school programs; adult literacy; employment assistance programs, family support coordination; a financial management program and or a homeownership opportunity program.

The architectural style used in the building design is known in the region as the “Conch Style” or “Key West Style.” Typical features of this style offer shady covered porches and numerous windows to allow flow through ventilation for much needed relief in

this hot and humid climate. The architectural forms are residential with sloping roofs, lap siding on some exterior walls, and stucco as a contrasting finish. The stucco walls on these buildings are intended to provide a canvas for “Street Art” or “Public Art.” These surfaces might become murals, 3D wall graffiti or another form of artistic expression. This display is intended to reflect the rich cultural history of Key West and the Bahama Village area within the island.

One project cannot rectify a past burdened with neglect and desolation. It is our hope that through the development of this project, we can be a part of a movement to revive and restore dignity, prosperity, and hope to the people of Bahama Village.

As a part of our program, we would reach out to the community to make commentary on the needs and desires of those who live and work in Bahama Village. This could manifest as town hall meetings or through small focus groups offering ideas.

Site Plan and Design renderings are included on next pages (see attached)



SITE PLAN

PROJECT STATS
 • UP TO 126 LIVING UNITS
 • ± 170 PARKING SPACES

CATHEXES

KW-RFP # 008-21

ERR PROJECT NO: 21016
 DATE: 10/20/2021
 ORIGINAL SIZE: 24x36

SITE PLAN

BAHAMA VILLAGE 3.2

BAHAMA VILLAGE
 KEY WEST, FL



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CATHEXES

KW-RFP # 008-21

ERR PROJECT NO: 21016

DATE: 10/20/2021

ORIGINAL SIZE: 24x36



VIEW LOOKING NORTHWEST

BAHAMA VILLAGE 3.2

BAHAMA VILLAGE
KEY WEST, FL



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CATHEXES

KW-RFP # 008-21

ERP PROJECT NO: 21016

DATE: 10/20/2021

ORIGINAL SIZE: 24x36

PETRONIA STREET BUILDING 1 ELEVATION

BAHAMA VILLAGE 3.2

BAHAMA VILLAGE

KEY WEST, FL



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CATHEXES

Cathexes is a 36 year old architectural firm based in Reno, Nevada that carries out diverse work across multiple states.

Their portfolio includes a range of projects from single family homes, small commercial projects, to complex urban mixed-use developments and large master-planned communities.

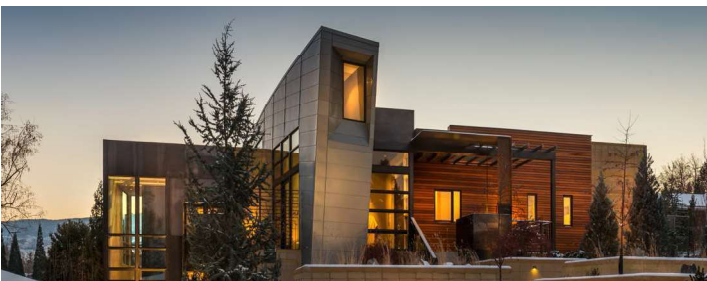
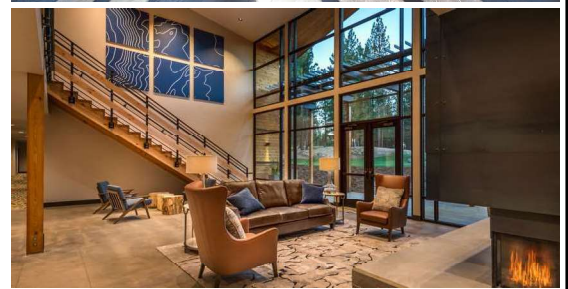
Cathexes' work focuses on community, a sense of place, and a high degree of sustainability. Everything they design has not only a positive effect on the project itself, but also the neighbors and surrounding community. They see each project as an opportunity to move all of these forward.

For more on Cathexes and their work:

 pdavis@cathexes.com

 www.cathexes.com

 [@cathexesarchitecture](https://www.instagram.com/cathexesarchitecture)





CATHEXES

Recently Completed
Affordable Housing
Projects

Juniper Village Reno, NV

45,000 SF. affordable housing, multi-family project completed in 2015.



Hillside Meadows Reno, NV

48,000 SF. affordable veterans housing project completed in 2017.



Alpine Haven Reno, NV

40 Unit affordable, family housing project completed in 2018.





CATHEXES

Current Affordable Housing
Projects In Progress With
Oikos Development



Pahokee Mixed Use Pahokee, FL

60 units of multi-family affordable housing surrounding a 10,000 SF. childcare facility. Construction projected to begin in 2022. [Fly through.](#)

Sierra Flats Carson City, NV

160 units of a mix of senior housing and family housing.
Construction projected 2022



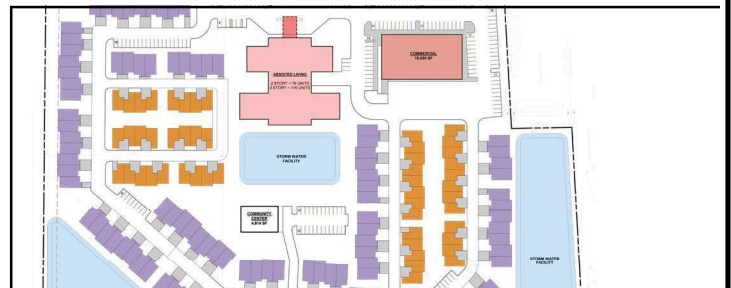
Port St. Joe Mixed Residential Port St. Joe, FL

177 units of mixed affordable housing types including single family, duplexes and multi-family. Also included is a 10,000 SF. child care, community center facility and community park space. [Fly through.](#)



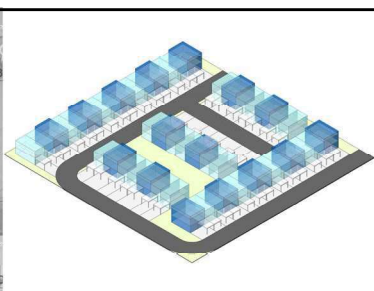
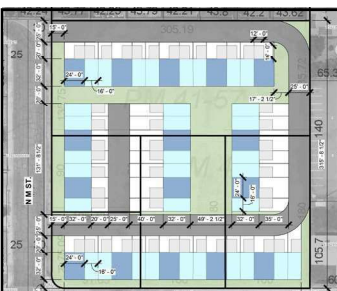
Quincy Mixed Use Project Quincy, FL

Plan for a mix of +/- 160 affordable mutli-family units, a senior care facility and an adjoining commercial site.



Las Vegas Mixed Residential Las Vegas, NV

42 affordable townhome units in conjunction with the City of Las Vegas.



PROJECT LIST

Project Name	Location
Cheeca Lodge & Spa	Islamorada, FL
Postcard Inn	Islamorada, FL
Seabreeze Resort	Islamorada, FL
Hampton Inn	Marathon, FL
Ocean Isles Fishing Village	Marathon, FL
Sugarmills Villas	Christiansted, St. Croix USVI
Key West City Hall	Key West, FL
Monroe County Fire Station #8	Stock Island, FL
Seven Fish Restaurant	Stock Island, FL
The Basilica of Saint Mary Star of the Sea	Key West, FL
Key West High School	Key West, FL
Nelson English Park	Key West, FL
Pinnacle Park	Miami, FL
Pinnacle Place	Miami, FL
Bernstein Park	Stock Island, FL



Seabreeze Resort



Ocean Isles Fishing Village

5. Proposed Timeline and Bahama Village Marketing plan

Oikos Development Corporation, Coral Sky Development and Rickey Jackson, along with the Property Manager, will aggressively market both the rental units as well as the homeownership units to current residents in the Bahama Village area. This will involve engaging the neighborhood in pre-construction neighborhood meetings as the site is being further refined and the units are designed. Upon award of tax credits and other funding, and prior to construction Oikos Development Corporation and partners will begin holding regular meetings. As construction begins and we have a more reliable build out schedule we can begin building a “wait list” for the rental units.

Our **Rental Leasing Education Outreach Program** will start months prior to final CO’s for the rental units. Recognizing the requirements under the Federal Fair Housing laws, which means that units must be made available to any interested income qualified tenants, our outreach program and lease up program will target market information to Bahama Village residents initially to give them an understanding of the development in their neighborhood as well as information on the timeline for applying for a lease. We anticipate a great deal of interest in the rental units and will develop a list of interested families from which leases will be assigned on a first come first serve basis. We will focus that initial outreach to residents residing in the neighborhood of Bahama Villas. We recognize the need to address requests from non-Key West or Monroe County interested applicants and our marketing plan will take those issues into strong consideration.

At the regular neighborhood meetings, Oikos Development Corporation will also present more information regarding the **Bahama Villas First Time Homeownership Program**. Credit can sometimes be a challenge for new homebuyers, and so while construction is ongoing it will be an emphasis to work with potential homebuyers on financial literacy and credit issues and prepare the buyer for homeownership. We intend on inviting local lenders to speak at these meetings on a variety of topics, and we will either refer the individuals/families to local or national homebuyer education and financial literacy organizations to assist in the homebuyer education process.

The meetings will be advertised in advance, and we will be working on finding a local meeting place in the Bahama Village area or City Hall.

The proposed timeline for Bahama Villas is as follows:

10/20/21	Submission of Proposal to City of Key West
11/16/21	Approval of submission by City of Key West
11/16/21 – 3/30/22	Site and Construction Design Work, and neighborhood design input meetings (4-5) Project Update Briefings to City Commission and Staff (3)

3/30/22 – 9/30/22	Submission of funding proposals to Florida Housing Finance Agency, For Monroe County Workforce RFA 2022- 208 as well as other local and State programs
11/30/22	Award of various funding sources, including 9% tax credits, National Housing Trust Funds, and other
11/30/22 – 3/23	Final construction documents
3/2023 – 5/24	Construction period on 4 buildings, 128 units
5/2024 – 11/24	C/O and Marketing Outreach, Lease-up, Resident Home Education and Home Buyer Counseling

6. Project References and Contact Information for The Last 3 Projects Completed

(See Following Pages)

PROPOSER'S QUALIFICATION STATEMENT

The undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

PROJECT NAME: Bahama Villas

SUBMITTED TO: The City of Key West
1300 White Street
Key West, FL 33040

SUBMITTED BY:
 Company Name: Oikos Development Corporation & Coral Sky Development Corporation

Company Website: _____ Partnership

Principle's Name: Michael Snodgrass, ODC
Dr. Jeff Sharkey, Coral Sky Development Individual

Principle's Title: President/CEO Joint Vent

Address 1: 106 East College Ave, Suite 1110
Tallahassee, FL 32301 Other

Address 2: 1712 Main St, Ste 206
Kansas City, MO 64108

Contact Email: msnodgrass.odc@gmail.com

LICENSING:
 ODC Authority to do Business
 State of Florida License No. FN21000000586 Expires 12/31/2021

PROPOSER REFERENCES: List references, including contact name of whom we may call.

Coral Sky Reference List			
Reference	Contact Name	Phone	Email
Wendover Housing Partners	Jonathan Wolf, CEO (2 projects)	407 323-3333, 202	jwolf@wendovergroup.com
Monroe County	Roman Gastesi, County Administrator	305 292 4441	gastesi-roman@monroecounty-fl.gov

Oikos Development Corporation Reference List			
Reference	Contact Name	Phone	Email
Finney County Economic Development	Lona Duval	620-271-0388	i
City of Pahokee, Florida	Mayor Keith Babb	561-924-5534	kbabb@cityofpahokee.com
Southwest Kansas Workforce	Dan Garrett	515-259-9407	dgarrett@wnc.inc

I certify under oath that all the information herein is true.



Signature

State of Florida
County of Leon

Sworn to (or affirmed) and subscribed before me this 19th day of October, 2021

By Michael Snodgrass

(Seal)



LAUREN GALLO
Commission # GG 907646
Expires August 26, 2023
Bonded Thru Budget Notary Services



Personally Known yes Produced Identification yes Type Produced FD

7. Required Forms & Affidavits

**SWORN STATEMENT UNDER SECTION 287.133(3)(a)
FLORIDA STATUTES ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICE AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid, Bid or Contract No. RFP# 008-21 for Bahama Village "3.2" Affordable Workforce Housing Project

2. This sworn statement is submitted by Oikos Development Corporation
(Name of entity submitting sworn statement)
whose business address is 1712 Main Street, Suite 206, Kansas City, MO 64108
_____ and (if applicable) its Federal
Employer Identification Number (FEIN) is 83-2398791 (If the entity has no FEIN,
include the Social Security Number of the individual signing this sworn statement.)

3. My name is Michael Snodgrass and my relationship to
(Please print name of individual signing)
the entity named above is President/CEO

4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including but not limited to, any Bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, material misrepresentation.

5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(h), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means
 1. A predecessor or successor of a person convicted of a public entity crime: or
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(8), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which Bids or applies to Bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)


Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND (Please indicate which additional statement applies.)

There has been a proceeding concerning the conviction before a hearing of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order.)

The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order.)

The person or affiliate has not been put on the convicted vendor list. (Please describe any action taken by or pending with the Department of General Services.)



(Signature)

STATE OF Florida _____ (Date)

COUNTY OF Leon _____

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

(Name of individual signing)

who, after first being sworn by me, affixed his/her signature in the

space provided above on this 19th day of October, 2021.

My commission expires:
NOTARY PUBLIC



LAUREN GALLO
Commission # GG 907646
Expires August 26, 2023
Bonded Thru Budget Notary Services

INDEMNIFICATION

To the fullest extent permitted by law, the CONSULTANT expressly agrees to indemnify and hold harmless the City of Key West, their officers, directors, agents, and employees (herein called the "indemnitees") from liabilities, damages, losses and costs, including, but not limited to, reasonable attorney's fees and court costs, such legal expenses to include costs incurred in establishing the indemnification and other rights agreed to in this Paragraph, to persons or property, to the extent caused by the negligence, recklessness, or intentional wrongful misconduct of the CONSULTANT, its Sub-consultants or persons employed or utilized by them in the performance of the Contract. Claims by indemnitees for indemnification shall be limited to the amount of CONSULTANT's insurance or \$1 million per occurrence, whichever is greater. The parties acknowledge that the amount of the indemnity required hereunder bears a reasonable commercial relationship to the Contract and it is part of the project specifications or the bid documents, if any.

The indemnification obligations under the Contract shall not be restricted in any way by any limitation on the amount or type of damages, compensation, or benefits payable by or for the CONSULTANT under workers' compensation acts, disability benefits acts, or other employee benefits acts, and shall extend to and include any actions brought by or in the name of any employee of the CONSULTANT or of any third party to whom CONSULTANT may subcontract a part or all the Work. This indemnification shall continue beyond the date of completion of the work.

CONTRACTOR: Oikos Development Corporation

SEAL:

1712 Main Street, Suite 206, Kansas City, MO 64108
Address



Signature

Michael Snodgrass
Print Name

President/CEO
Title

Oikos Development Corporation
Date

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)
 : SS
COUNTY OF Leon)

I, the undersigned hereby duly sworn, depose and say that the firm of Oikos Development Corporation provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses per City of Key West Ordinance Sec. 2-799.

By: [Signature]

Sworn and subscribed before me this

19th day of October, 2021.

[Signature]
NOTARY PUBLIC, State of Florida at Large



LAUREN GALLO
Commission # GG 907646
Expires August 26, 2023
Bonded Thru Budget Notary Services

My Commission Expires: _____

8. Addendum acknowledgement



City of Key West
1300 White Street
Key West, FL
33040

ADDENDUM NO. 1

**Bahama Village "3.2" Affordable
Workforce Housing Project
RFP# 008-21**

The information contained in this Addendum adds information to be included in the Bid and is hereby made a part of the Contract Documents. The referenced bid package is hereby addended in accordance with the following items:

QUESTIONS/ CLARIFICATIONS:

1. Is there a digital copy of the site plan (Appendix B) or better, a CADD drawing available for use?

See attachment 11558 (Bahama Village)_C.dwg

All other elements of the Contract and Bid documents, including the Bid Date shall remain unchanged. All Bidders shall acknowledge receipt and acceptance of this Addendum No. 1 by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.

A handwritten signature in blue ink, appearing to be "AMS", written over a horizontal line.

Signature

A handwritten signature in blue ink, appearing to be "Orlos DemquidCorjona", written over a horizontal line.

Name of Business



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

Addendum 2 RFP# 008-21

Section I. Pre-Proposal Meeting Questions and Answers (Wednesday, September 22, 2021)

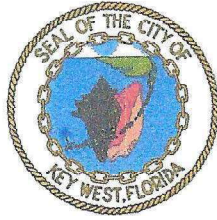
Thank you for your participation in the mandatory pre-proposal meeting. Besides the clarifications provided at the meeting, the following inquiries and responses are provided to all proposers:

- Will there be any extension in time provided for proposers to assemble a team and respond to the RFP?
Unfortunately, this will not be possible.
- Please provide names of Selection Committee/Ranking Committee members. *Names of Selection/Ranking Committee members will be separately released through Demandstar.*
- How soon after the January 18 referendum on site control will the provisions of that referendum take effect?
If the referendum passes, the term of the lease would then be inserted into a document the parties agree upon ahead of the referendum. The next scheduled Commission meeting is likely on the 1st of February where the lease will be considered.
- Please provide a copy of the sign-in sheet. *Previously provided through Demandstar.*
- How many parking spaces for the CHI community health center will be provided at the 918 Fort Street Parking lot?
Eight (8) off-street parking spaces for the CHI community health center at 727 Fort Street will be provided at the parking lot at 918 Fort Street.
- Please provide topographic elevations for the site.
Elevations are depicted in the RFP, Appendix B- Site Survey, and on the City of Key West website under Floodplain Management/Flood Maps/Elevation Maps of Ground Heights.
- What is the total allowed height for the project, is it the number of stories or height over crown of road? Would only 2 ½ stories receive Historic Architecture Review Commission approval or would three stories, and potentially three stories over parking, be an option?

The City of Key West Building Height Exception allows for up to +4 feet above the height maximum for the HNC-4 zoning district, which is 35 feet from crown of the road. This increased elevation doesn't translate into a taller building; only how much higher that building envelope may be elevated due to flood considerations. Absent a referendum, any maximum building height is limited to +40 feet above the nearest crown-of-road. The elevation of grade differs significantly between the north and south side of the site.

The City of Key West is in need of affordable housing and the 3.2 acres is intended specifically for such development. While the Key West Historic Architectural Guidelines establish a two-and-a-half-story cap as

Key to the Caribbean – average yearly temperature 77 ° Fahrenheit.



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

maximum height within the historic district, staff advises not exceeding two-stories with higher stories set back from the Fort Street frontage. Two-and-a-half-stories as maximum building frontage would be appropriate for any extensions to existing streets, again, with higher stories set back. The City recognizes that the established maximum height towards the center, west and northwest portions of the lot be achieved with more than two-and-a-half-stories, as these will face the park and will not be surrounded by historic buildings, except for the Diesel Plant on the north east. Flat, pitched roofs or a combination of both are acceptable and can assist in the reduction of scale and mass. Proposed parking under a building will not count as a story but it is advisable that this feature be screened from view from the public right of way.

Section II. Additional Emailed Questions to date (Tuesday, September 28, 2021)

- Mr Bill Schneider emailed the City of Key West on Monday, September 27, 2021, 3:50 p.m.: In speaking to our architect I would like to know what you define your height limit by according to your building department? In the RFP it states 35-feet but we need to know if that is from the plate of the roof, median, or top of roof? This will affect design.

Please reference the City of Key West Code: Sec. 122-1149. - Height.

(a) The term "building height" as used in the land development regulations shall mean the vertical distance from the crown of the nearest adjacent street to the highest point of the proposed building.

[...]

(c) These height regulations may be waived subject to the variance criteria found in [section 90-391](#) in order to accommodate nonhabitable hardware and utility structures typically associated with the principal structure, including spires, belfries, cupolas, antennas, water tanks, ventilators, chimneys, or other appurtenances usually required to be placed above the roof level and not intended for human occupancy or use.

Name

Company



City of Key West
1300 White Street
Key West, FL
33040

ADDENDUM NO. 3

**Bahama Village "3.2" Affordable
Workforce Housing Project
RFP# 008-21**

The information contained in this Addendum adds information to be included in the Bid and is hereby made a part of the Contract Documents. The referenced bid package is hereby addended in accordance with the following items:

QUESTIONS/ CLARIFICATIONS:

1. At the Zoom meeting it was indicated that the City was going to post a CADD of the "topo" survey to the demandstar site. I do not see that yet?

Response - Addendum 1 and I-A (.dwg format) were uploaded to DemandStar on September 21, 2021.

2. I work for Gorman & Company, an affordable housing developer based out of Wisconsin with operations throughout the country, including Florida. We are currently in the process of responding to the Bahama Village RFP #008-21 and I was hoping you would be able to clarify some documentation. In the Forms and Affidavits, I noticed that some of the notary documents already have information filled out for the State and County of the notary public. As our notary's are based in Wisconsin, this information will not be signed in Monroe County, Florida. Is there a way we can get blank forms, or other actions we can take to make sure this is filled in correctly? I included the Non-Collusion Affidavit for your reference.

Response - In the past, a notary in the proposer's local jurisdiction has sufficed.

All other elements of the Contract and Bid documents, including the Bid Date shall remain unchanged. All Bidders shall acknowledge receipt and acceptance of this **Addendum No. 3** by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.

A handwritten signature in blue ink, appearing to be "MS".

Signature

A handwritten signature in blue ink that reads "Oikos Development Company".

Name of Business



City of Key West
1300 White Street
Key West, FL
33040

ADDENDUM NO. 4

**Bahama Village "3.2" Affordable
Workforce Housing Project
RFP# 008-21**

The information contained in this Addendum adds information to be included in the Bid and is hereby made a part of the Contract Documents. The referenced bid package is hereby addended in accordance with the following items:

QUESTIONS/ CLARIFICATIONS:

1. For the W/MBE inclusion, is the City looking for inclusion from just the development partner, or will hiring practices throughout the construction period count as well? Also, there is talk about a marketing plan for existing resident priority, what exactly is meant by "existing residents" as there are no residential buildings on the site?

Response - The city wants to foster diversity equity and inclusion throughout all of the development process including members on the development team, local hiring practices, local subcontracting practices, property management, leasing and sales practices, etc.

It is critical that the winning respondent's approach be expressly reflective of solving the housing needs of the existing residents of the Bahama Village neighborhood and more specifically the socially disadvantaged communities of color within the neighborhood.

All other elements of the Contract and Bid documents, including the Bid Date shall remain unchanged. All Bidders shall acknowledge receipt and acceptance of this **Addendum No. 4** by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.

A handwritten signature in blue ink, consisting of stylized initials, positioned above a horizontal line.

Signature

A handwritten signature in blue ink, reading "Oikos Development Company", positioned above a horizontal line.

Name of Business

4. Appendix H includes Appendix II to Part 200. Will the development be required to comply with all provisions of Appendix II (i.e. Davis-Bacon) or is this required only if financing obtained by an Applicant requires these provisions?

Response: Yes. Compliance with Appendix H is required. In the event there is a conflicting requirement within the Applicant's lender requirements, upon the city's review and approval, the applicant shall comply instead with the Lender's provision in question.

5. There is a Selection/Ranking Criteria called "Financing packaging & leverage proposal;" however, there is not a section of the RFP that speaks to requirements for this Criteria. It is not included as part of the 10 items requested as part of the Proposal Content. What information is the City looking for as it reviews Financial packaging & leverage proposal.

Response: Please review Proposal Content item #3 and Section I-Eligible Applicant of the RFP for further direction. Narrative must describe how you intend to finance and identify resources you expect to leverage as necessary for your proposed approach to the RFP request.

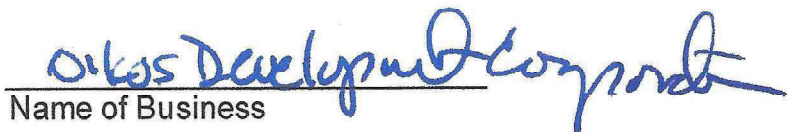
6. There isn't any discussion within the RFP concerning proposed ground lease terms. Are applicants expected to provide a draft ground lease or will terms of a ground lease be negotiated after selection of a developer?

Response: No. City staff along with its housing consultants and the city's legal department will prepare and provide a ground lease for execution to the winning respondent.

All other elements of the Contract and Bid documents, including the Bid Date shall remain unchanged. All Bidders shall acknowledge receipt and acceptance of this **Addendum No. 5** by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.



Signature



Name of Business



City of Key West
1300 White Street
Key West, FL
33040

ADDENDUM NO. 5

Bahama Village "3.2" Affordable Workforce Housing Project RFP# 008-21

The information contained in this Addendum adds information to be included in the Bid and is hereby made a part of the Contract Documents. The referenced bid package is hereby addended in accordance with the following items:

QUESTIONS/CLARIFICATIONS:

1. Item #2 on the Proposer's Checklist, page 36 of the RFP states "All questions from part V Questionnaire answered." Where is the Part V Questionnaire located within the RFP documents.

Response: Strike out item 2. Scribner's error.

2. RFP mentions "Project references and contact information for the last 3 projects completed." What specific references are you looking for (i.e. local government contacts/references, lender contacts, etc.)?

Response: Please provide the contact name, title, phone and email address for one Local government reference, one Financial sponsor reference and one Property Management reference.

3. In the Public Involvement and Transparency section, page 14 of the RFP, it mentions "A website, along with regular public information releases, are required to ensure full public access to project information throughout the development review, approval, construction, and leasing/sale phases." Does this mean a website needs to be created specifically for this development and set-up/active as of the application due date? Or is it only the strategy that needs to be provided, which includes the creation of a website?

Response: Describe your proposed implementation strategy to meet the objective of providing broad transparency for the public on the project during all phases listed above.

4. Appendix H includes Appendix II to Part 200. Will the development be required to comply with all provisions of Appendix II (i.e. Davis-Bacon) or is this required only if financing obtained by an Applicant requires these provisions?

Response: Yes. Compliance with Appendix H is required. In the event there is a conflicting requirement within the Applicant's lender requirements, upon the city's review and approval, the applicant shall comply instead with the Lender's provision in question.

5. There is a Selection/Ranking Criteria called "Financing packaging & leverage proposal;" however, there is not a section of the RFP that speaks to requirements for this Criteria. It is not included as part of the 10 items requested as part of the Proposal Content. What information is the City looking for as it reviews Financial packaging & leverage proposal.

Response: Please review Proposal Content item #3 and Section I-Eligible Applicant of the RFP for further direction. Narrative must describe how you intend to finance and identify resources you expect to leverage as necessary for your proposed approach to the RFP request.

6. There isn't any discussion within the RFP concerning proposed ground lease terms. Are applicants expected to provide a draft ground lease or will terms of a ground lease be negotiated after selection of a developer?

Response: No. City staff along with its housing consultants and the city's legal department will prepare and provide a ground lease for execution to the winning respondent.

All other elements of the Contract and Bid documents, including the Bid Date shall remain unchanged. All Bidders shall acknowledge receipt and acceptance of this **Addendum No. 5** by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.



Signature

Oikos Development Corporation

Name of Business