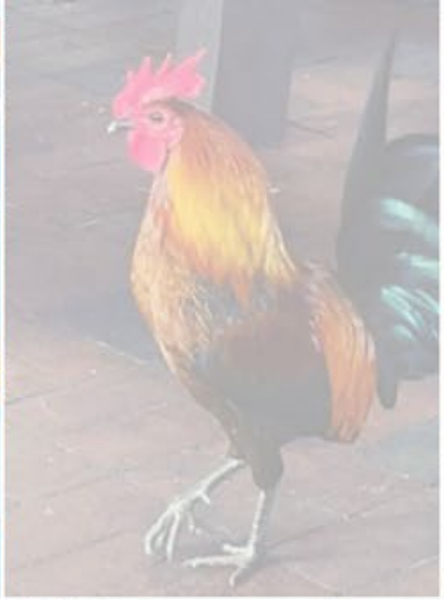


BAHAMA VILLAGE

at Fort Street 3.2

November 4, 2021

CITY OF KEY WEST FLORIDA

Presentation for Bahama Village Redevelopment Advisory Committee

BAHAMA VILLAGE at Fort Street 3.2

TEAM

Rural Neighborhoods	Rental Partner
Habitat for Humanity of Lower Keys & Key West	Ownership Partner
Lower Keys Community Center Corp.	Commercial Partner
K2M Design	Lead Architect
Bender & Associates Architects	Historic Consultant
Curtis + Rogers Design Studio	Landscape Architect
CW3 Engineering, Inc.	Civil Engineer
Chris-Tel Construction	Contractor
Nelson Mullins	Bond Consultant

Bahama Village at Fort Street 3.2 Proposal

106 units

- 30 home ownership units
- 76 rental units

1,600sf+/- commercial incubator space

Connection to Diesel Plant

Wait – there's more!

- Services
  - Financial literacy classes through Habitat
  - Children's summer arts program through RN
  - Job training/ apprenticeships through CFK

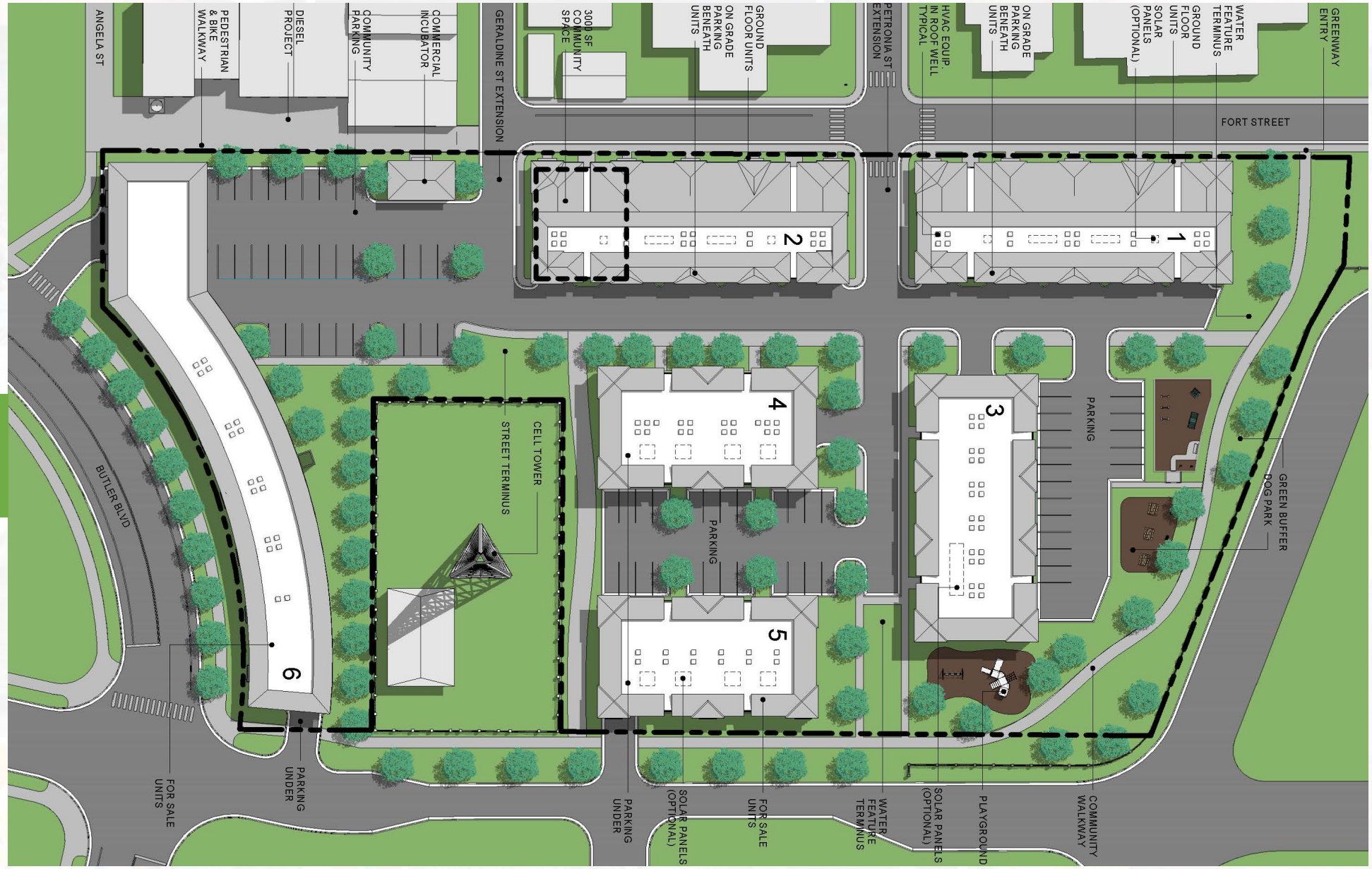
- Amenities
  - Community space
  - Fitness facility
  - Picnic/BBQ area
  - Tot lot
  - Dog park
  - Water feature
  - Ample parking

Future development of Diesel Plan to coordinate with project; demolish concrete structure at corner of Geraldine; create open café/market/ community space

Proposed Site Plan

Buildings 1-4: Rental Units

Buildings 5 & 6: Home Ownership



Top 5 Reasons to Select Bahama Village at Fort Street 3.2

1. Home ownership
2. Non-profits
3. True affordability
4. Historic expertise
5. Local listeners

1. Home Ownership

28% HOME OWNERSHIP (30 UNITS)

AFFORDABLE IN PERPETUITY

- **Homeownership units – Up to 30% of the total units to be developed on the site are preferred to be for-sale units.**
  - **100% of the on-site for-sale dwelling units shall be deed restricted in perpetuity for affordable workforce units.**
  - The on-site affordable work force **homeownership units must be deed restricted in perpetuity**. The ownership model must allow for some equity building for owners, while ensuring units remain affordable at the same income level over time.

Village Residents Want to be Homeowners

Survey says…

- 57% want homeownership
  - Remainder wants rental or have no preference
- 46% believe they qualify
- 76% need a 2bd or 3bd unit

"The City's intent for this redevelopment is to stabilize Bahama Village…"

*"…homeownership remains the cornerstone of the American Dream – providing families with a sense of emotional and financial **stability** …"* – Freddie Mac®

*"Strong and consistent evidence indicates that homeowners are more likely to: a) be satisfied with their homes and neighborhoods; b) participate in voluntary and political activities; and c) stay in their homes longer, contributing to neighborhood **stability**."* – Joint Center for Housing Studies of Harvard University

*"Homeownership plays a vital role in helping to build strong, **stable** communities. In addition to it bolstering your community's treasury through taxes, research shows the many social benefits it provides, including increased volunteerism, improved health, and less crime."* – Freddie Mac ®

2. Non-Profits

Created to fulfill a housing need

Experienced in building communities

Not driven by a profit motive

Habitat for Humanity®

of Key West and Lower Florida Keys

- Founded in 1976
- 89 homes built in the Lower Keys and Key West

We promote decent, affordable housing for all, and we support the global community's commitment to housing as a basic human right. We will advocate for just and fair housing policy to eliminate the constraints that contribute to poverty housing. And, in all of our work, we will seek to put shelter on hearts and minds in such powerful ways that poverty housing becomes socially, politically and religiously unacceptable.

- Founded in 1982
- 2,300+ homes built in Florida

Our mission is providing shelter, a simple decent place to live for working families…We want to develop strong communities in which people can live and grow…

3. True Affordability

Bahama Village incomes are "far lower than other areas of Key West."

$32,213 average for renters

$97,171 median for owners

Affordable Ownership

RFP Requests:

- **Up to 20%** of on-site for-sale dwelling units accessible to individuals with a median household income of **60% AMI or less.**
- **Up to 30%** of on-site for-sale dwelling units accessible to individuals with a median household income of **60%-80% AMI or less.**
- **Up to 50%** of on-site for-sale dwelling units accessible to individuals with a median household income of **80%-140% AMI or less.**
- Proposals that incorporate innovative loan products offering flexibility in credit scores and debt to income front and back-end ratios will receive higher weighted ranking.
- Proposals that show proposed sales prices that require less in total down payment subsidy for the buyers at 80% AMI or below will be scored higher.

This is what Habitat does.

Affordable Ownership

- 17% at 60% AMI or less
- 43% at 60% to 80% AMI or less
- 40% at 80% to 100% AMI

Nothing over 100% AMI!

No down payments!

Size	Income Level AMI	Sales Price	Units per AMI	Est. Total Monthly Payment	Minimum Down Payment
1 BR/1 BA	60%	$162,750		$ 926	$-0-
2 BR/2 BA	60%	$183,125	5	$ 998	$-0-
3 BR/2 BA	60%	$203,375		$ 1,070	$-0-
1 BR/1 BA	80%	$162,750		$ 1,051	$-0-
2 BR/2 BA	80%	$183,125	13	$ 1,123	$-0-
3 BR/2 BA	80%	$203,375		$ 1,205	$-0-
1 BR/1 BA	100%	$284,900		$ 1,483	$-0-
2 BR/2 BA	100%	$320,425	12	$ 1,618	$-0-
3 BR/2 BA	100%	$355,950		$ 1,745	$-0-

Affordable Rentals

RFP Requests:

- **Rental dwelling units – 70% of the total units to be developed on the site reserved for rental is preferable.**
  - **100% of the new rental dwelling units shall be deed restricted in perpetuity for affordable workforce units.**

Desired reservation goals by income category:

- **At least 50%** of the rental dwelling units must be accessible to individuals with a median household income of **60% AMI or less**. **30% of the 50% total to be available at 30% AMI or less.**
- **Up to 30%** of the rental dwelling units accessible to individuals with a median household income of 60%-80% AMI or less.
- **Up to 20%** of the rental dwelling units accessible to individuals with a median household income of **80%-140% AMI or less.**

72% rental, deed-restricted in perpetuity.

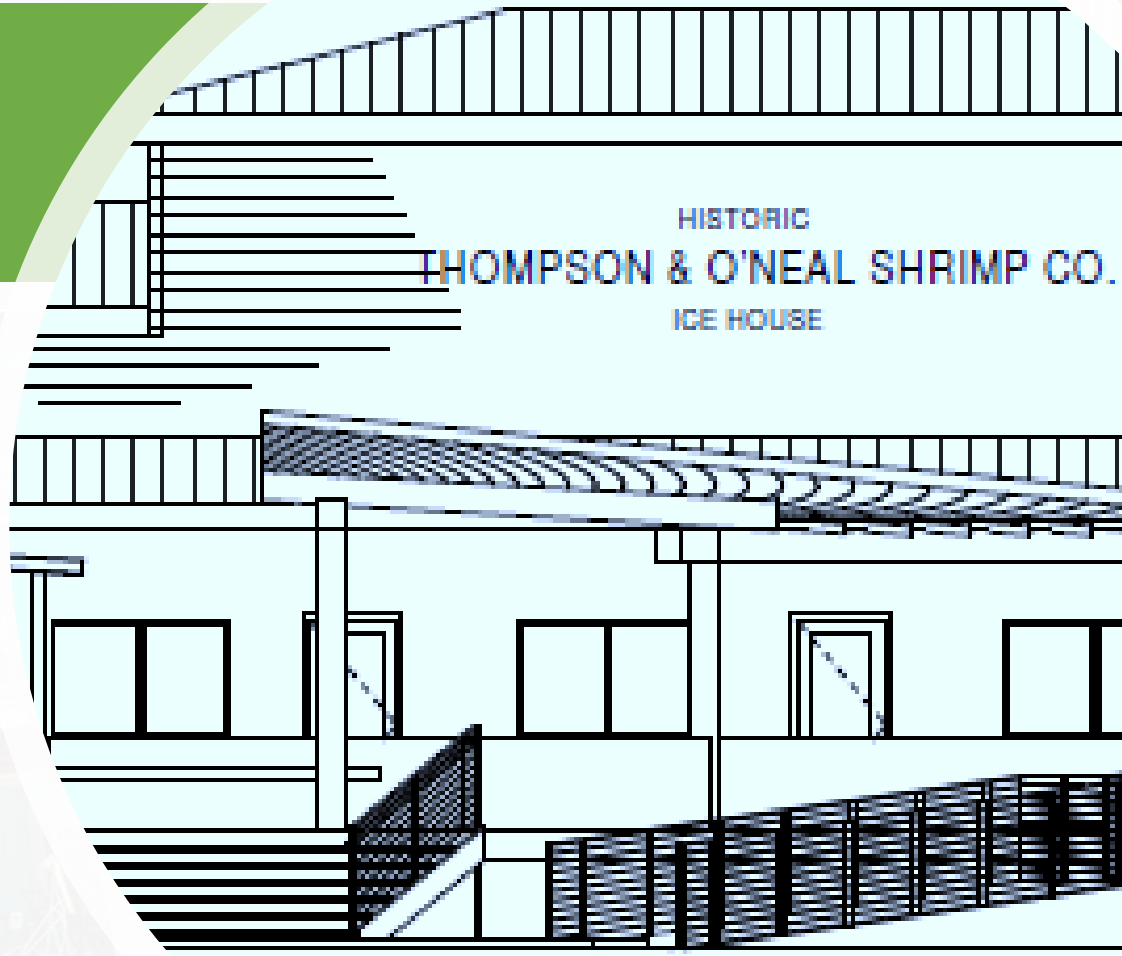
Affordable Rentals

Size$	Income Level AMI	Units per AMI	Gross Rent Limit*	Utility Allowance	Net Rent Limit*	BV@Ft.St. 3.2 Rents
1 BR/1 BA	30%	12	$ 572	$ 150	$ 422	$ 422
2 BR/2 BA	30%		$ 687	$ 186	$ 501	$ 501
3 BR/2 BA	30%		$ 793	$ 220	$ 573	$ 573
1 BR/1 BA	60%	26	$ 1,144	$ 150	$ 994	$ 994
2 BR/2 BA	60%		$ 1,374	$ 186	$ 1,188	$ 1,188
3 BR/2 BA	60%		$ 1,587	$ 220	$ 1,367	$ 1,367
1 BR/1 BA	70%	11	$ 1,335	$ 150	$ 1,185	$ 1,185
2 BR/2 BA	70%		$ 1,602	$ 186	$ 1,416	$ 1,416
3 BR/2 BA	70%		$ 1,851	$ 220	$ 1,631	$ 1,631
1 BR/1 BA	80%	12	$ 1,526	$ 150	$ 1,376	$ 1,376
2 BR/2 BA	80%		$ 1,832	$ 186	$ 1,646	$ 1,646
3 BR/2 BA	80%		$ 2,116	$ 220	$ 1,896	$ 1,896
1 BR/1 BA	120%	15	$ 2,289	$ 150	$ 2,139	**$ 2,039**
2 BR/2 BA	120%		$ 2,748	$ 186	$ 2,562	**$ 2,412**
3 BR/2 BA	120%		$ 3,174	$ 220	$ 2,954	$2,754

Skewed low to account for actual area incomes.

*Florida Housing Finance Corporation SHIP and HHRP Program limits per Appendix I from City's RFP.

4. Historic Expertise



Team has extensive experience with

- Historic guidelines
- Historic architecture
- Construction in historic districts

Team has worked in historic districts

- Throughout the country
- Around the state
- In Key West

Team has worked and is currently working with HARC.

- Frederick Douglass Community Center
- 631 Greene Street
- Multiple residences
- City Hall

K2M DESIGN

Diesel Plant

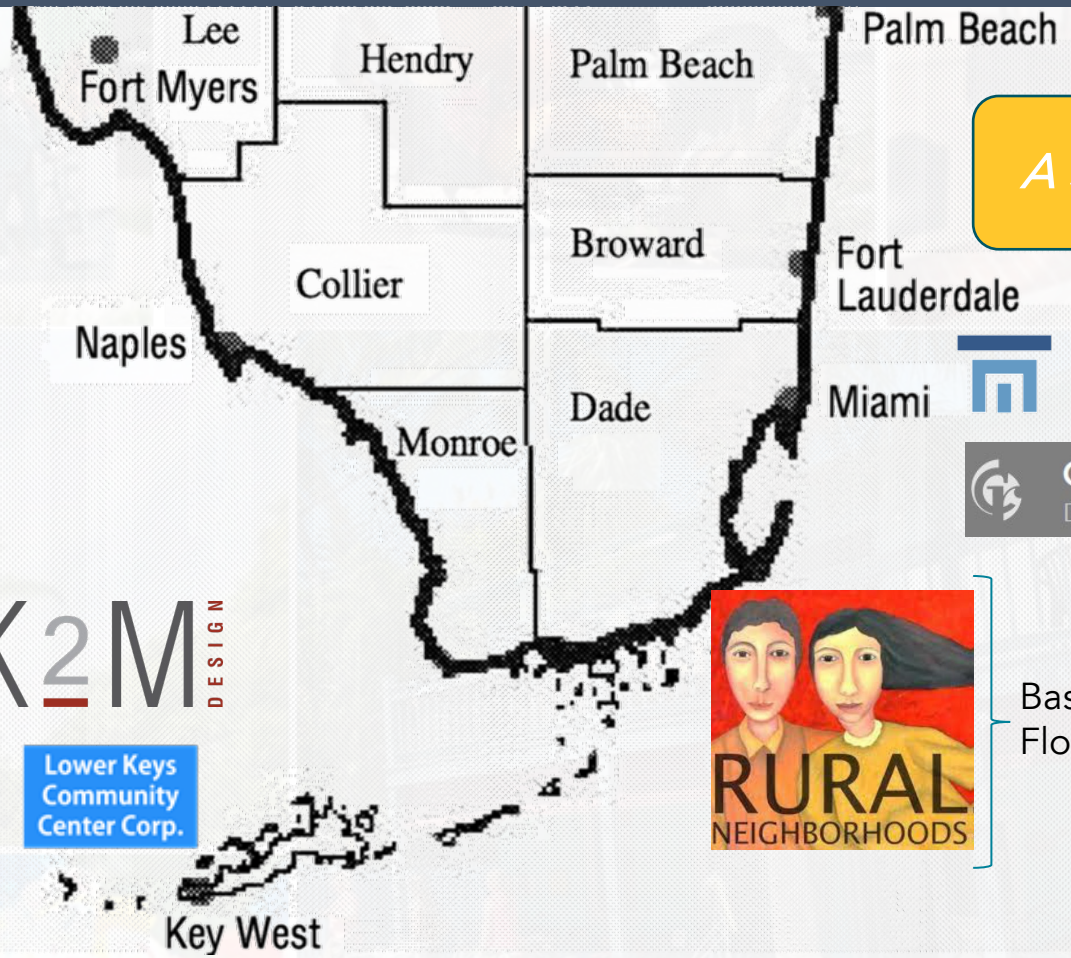
Bender & Associates
ARCHITECTS p.a.

CHRIS TEL CONSTRUCTION

Views from the Site

Initial Design Concept

5. Local Listeners



A South Florida Team

Based in Ft. Myers

CW3 Engineering, Inc.

CHRIS TEL CONSTRUCTION

Based in Miami

NELSON MULLINS

CURTIS + ROGERS DESIGN STUDIO

Based in Key West

Habitat for Humanity of Key West and Lower Florida Keys

K2M DESIGN

Bender & Associates ARCHITECTS p.a.

Lower Keys Community Center Corp.

Based in Florida City

RURAL NEIGHBORHOODS

Our team has **already engaged** the community.

In conclusion, we have…

- Experience.
  - Nearly 40 years of experience in affordable rentals
  - 45 years of experience in *affordable* home ownership – 28 years in the Keys
- Local knowledge.
- Home ownership.

We achieve the City's goals.

- ✓ The Coconut Telegraph. Yes, social media, PR, advertising too. We've started already.
- ✓ This is the Habitat model.
- ✓ Diverse boards, W/MBE partner, job fairs
- ✓ Included moderate, but not middle based on BV incomes
- ✓ 72% rental, 28% home ownership (pretty darn close!)
- ✓ That's what we used.
- ✓ Habitat already does this, and will offer to renters as well!
- ✓ That's our goal too!

Other Goals…

- **Through strategic marketing we look to prioritize** the first access to residents with **the greatest need** based on **lowest incomes** and **length of residency** in the neighborhood.
- Implementing a **first right of refusal option** for city to buy back and maintain affordability
- **Encouraging diversity** among the development team members and contracting opportunities.
- **Include** units to address people earning **moderate and middle incomes.**
  - This will also ensure the development is well funded to continue to manage operations over the life of the property.
- Include a suggested **mix** of **70% rental** units and **30% homeowner units.**
- Use the Monroe County Maximum Sales Price chart to set affordable sales prices.
- Initiating and marketing **a homebuyer counseling program** for the interested residents.
- Encourage cohesive urban design planning.

Thank you. We hope to be your partner.

Questions?