

QUESTIONS RE: SULPHUR SPRINGS PHASE II RFP WORKSHOP

1. **Q.** Does it have to be the developer who successfully built those five homes within the past year?
A. It has to be a member of the development team.
2. **Q.** Can you go over the tabs vs. sub-tabs section again?
A. Tabs are outlined in Section 3. For example, Tab 5 Scope of Services with subsections could be tabbed as Tab 5A - budget, Tab 5B – funding commitments, etc.
3. **Q.** Are the updated forms already on the website?
A. They will be posted to DemandStar and the HCD website.
4. **Q.** If the developer/team gets the 18 lots, will the lots have to be built at once or can they be built in phases?
A. The lots will be released and built on in phases. The build out schedule will be negotiated as part of the agreement.
5. **Q.** Is it accurate to state that we should build in DPA and look for an outside source of other DPA funds and not to the City for DPA in addition to the million?
A. Correct, that is an accurate statement.
6. **Q.** How will you look at that leverage, if it's something like Federal Home Loan Bank and it is not yet been applied for?
A. That would be viewed as unfavorable. Secured leverage funding is favorable and unsecured is unfavorable.
7. **Q.** Are there any other requirements for the buyer other than the income requirements? Is there a certain amount of time they have to live in the homes?
A. The buyer must meet the income requirement and would be expected to reside in the home for 10 years.

8. **Q.** If there is anything that delays or sets us back on the completion time, is there a waiver?
- A.** Your plan should outline the building, marketing and projected sales timeline.
9. **Q.** Are you looking for the proforma to include the value of the land and use that as down payment assistance as a pass through as a lien to the homeowner?
- A.** Your plan should outline how you are going to use the value of the land.
10. **Q.** Can the house be resold within the 10 year period?
- A.** Yes, but it has to be sold to another income eligible homeowner or the funds must be repaid at the time of sale.
11. **Q.** Who is going to monitor the property if it's sold before the 10 year period is up?
- A.** City of Tampa
12. **Q.** Hypothetically, if you have a buyer who saves and has their down payment, can the lot be the lien on the property?
- A.** Yes. It will be easier to explain the lien once we know how the project is structured; it will be negotiated after award during the technical assistance when we are developing the agreement.
13. **Q.** Does the lien go away after 10 years?
- A.** Yes.
14. **Q.** Will the developer get the \$1 million up front or will it be reimbursed?
- A.** The money will be disbursed on a reimbursement basis.
15. **Q.** What's the maximum developer fee?
- A.** You will tell us what you propose and it will be negotiated before the agreement is executed.

16. **Q.** Where can we get a map/address of the lots?

A. The maps will be provided by the City of Tampa.

17. **Q.** What if there is a lot we don't think can be sold once it's developed?

A. That determination should be discussed in the plan that is submitted because all 18 lots have to be taken. You will not be able to pick and choose which lots you develop.

18. **Q.** Can the \$1 million dollars be used towards the commercial corridor?

A. No.

19. **Q.** How do I go about obtaining a Developer Holding License?

A. Please see the amended RFP, page 11. This has been amended to have the proposer document the General Contractor License.

20. **Q.** What do you mean by redacted?

A. Redacted means to censor or obscure part of a text for legal or security purposes. In the event that someone requests copies of submitted RFPs, the City would release the redacted copy to the public. Any information you would not want shared with the public should be redacted.