Dear Mr. Weber,

Please see our responses below and in the attachments at the link below. Please confirm receipt of this email and of the full pdf at the link.

- Provide site plan, elevations and amenities included in the development
  
  RESPONSE: We have attached a conceptual site plan. The buildings are proposed to be garden-style, along the lines of a development we have in Brandon called Preserve at Sabal Park. We have attached images and architectural plans.

- Will project require a special exception or variances?
  
  RESPONSE: It will require a Workforce Housing Density Bonus, which does not require an additional public hearing and would be approved as part of the site plan review process before the Development Review Commission.

- Include a more detailed breakdown of unit and income mix
  
  RESPONSE: Please see attached financial model.

- Provide pro forma describing expected financing sources and uses
  
  RESPONSE: Please see attached financial model. We propose to structure the financing very similarly to Bear Creek Commons. It would have 4% Tax Credits and our Investor Limited Partner would be Raymond James. It would have a Tax Exempt Bond issue from Pinellas HFA and a first mortgage from Chase Bank or another similar lender. The remaining public funds needed would be $8,000,000. Our pro forma shows this being filled with: $2,000,000 of SAIL, $1,000,000 of Penny for Pinellas for Land Purchase, $5,000,000 from the City of St. Petersburg.

- Provide the amount of the anticipated City financial contribution and source of funding.
  
  RESPONSE: $5,000,000.

- Include an overview of development team and their experience.
  
  RESPONSE: Please see attached.

- Provide examples of similar projects that developer has built
  
  RESPONSE: Please see attached.

- What is the expected timeframe for completion of project after the receipt of financing
  
  RESPONSE: 24 months.

- Provide estimated construction costs.
  
  RESPONSE: Please see attached financial model.
If unable to obtain SAIL funds within the two years requested, will you terminate the project?

RESPONSE: No, we will find a creative way to proceed. If the City desires to move forward IMMEDIATELY with this Proposal, Blue Sky is prepared to do so if the City will commit $7,000,000. If that is possible, then we can complete the Development in 24 months after initial City Council approval. Additionally, we are committed to bringing other resources to the table including a 501c3 partner that would bring approximately $1,000,000 of private funding to the deal.

Thank you for your consideration.
Sincerely, Shawn

I'm using Adobe Acrobat.
You can view "Blue Sky City Resubmission (3-25-22).pdf" at: https://acrobat.adobe.com/link/track?uri=urn:aaid:scds:US:68f52889-27b2-4d75-8943-3e370bea5e8f

Shawn Wilson
President
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Main (813) 514-2100
Direct (813) 384-4825
Cell (561) 301-3132
swilson@blueskycommunities.com

From: Dennis M. Weber <Dennis.Weber@stpete.org>
Sent: Wednesday, March 23, 2022 11:09 AM
To: Shawn Wilson <swilson@blueskycommunities.com>
Cc: Scott Macdonald <smacdonald@blueskycommunities.com>; M.J. Kopakin <MJKopakin@blueskycommunities.com>; Robert M Gerdes <Robert.Gerdes@stpete.org>; Joe F. Zeoli <Joe.Zeoli@stpete.org>; James A. Corbett <James.Corbett@stpete.org>; Rick Smith <Rick.Smith@stpete.org>
Subject: RE: Additional Information Required - Proposal for 2100 18th Avenue South

CAUTION: External Email! Do not click links or open attachments unless you know the content is safe.
I am copying Administrative staff that can respond to your inquiry.
Dennis Weber, Real Estate Coordinator
City of St. Petersburg
Real Estate & Property Management
P.O. Box 2842
St. Petersburg, FL 33731-2842
(727) 893-7794
Email: dennis.weber@stpete.org

From: Shawn Wilson <swilson@blueskycommunities.com>
Dear Mr. Weber, by “development team” do you mean Blue Sky as a company, or our staff, or our consultants (such as Architect and Engineer)?

Thanks, Shawn

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Administration is requesting additional information regarding your proposal as follows:

- Provide site plan, elevations and amenities included in the development
- Will project require a special exception or variances?
- Include a more detailed breakdown of unit and income mix
- Provide pro forma describing expected financing sources and uses
- Provide the amount of the anticipated City financial contribution and source of funding
- Include an overview of development team and their experience
- Provide examples of similar projects that developer has built
- What is the expected timeframe for completion of project after the receipt of financing
- Provide estimated construction costs
- If unable to obtain SAIL funds within the two years requested, will you terminate the project?

The additional information must be received, via email, no later than 5:00pm, March 25, 2022.

Thank you.

Dennis Weber, Real Estate Coordinator
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Real Estate & Property Management
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Your Sunshine City