

From: [Shawn Wilson](#)
To: [Dennis M. Weber](#)
Cc: [Scott Macdonald](#); [M.J. Kopakin](#)
Subject: RE: Additional Information Required - Proposal for 2100 18th Avenue South
Date: Friday, March 25, 2022 3:47:09 PM
Attachments: [image001.png](#)

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

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

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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

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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>

Sent: Wednesday, March 23, 2022 10:53 AM

To: Dennis M. Weber <Dennis.Weber@stpete.org>

Cc: Scott Macdonald <smacdonald@blueskycommunities.com>; M.J. Kopakin <MJKopakin@blueskycommunities.com>

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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

From: Scott Macdonald <smacdonald@blueskycommunities.com>

Sent: Tuesday, March 1, 2022 3:00 PM

To: Shawn Wilson <swilson@blueskycommunities.com>

Subject: FW: Additional Information Required - Proposal for 2100 18th Avenue South

Scott Macdonald

Blue Sky Communities

Office: 813-514-2108

Cell: 508-237-7815

From: Dennis M. Weber <Dennis.Weber@stpete.org>

Sent: Tuesday, March 1, 2022 2:59 PM

To: Scott Macdonald <smacdonald@blueskycommunities.com>

Cc: 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

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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

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

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