



**REQUEST FOR PROPOSAL FOR  
THE CITY-OWNED REAL PROPERTY  
LOCATED AT  
1794 - 22<sup>nd</sup> STREET SOUTH  
ST. PETERSBURG, FLORIDA, 33712**

Issue Date  
December 16, 2019

Due Date  
**March 23, 2020**  
**10:00 A.M. ET**

**REQUEST FOR PROPOSAL FOR  
THE CITY-OWNED REAL PROPERTY  
LOCATED AT  
1794 - 22<sup>nd</sup> STREET SOUTH  
ST. PETERSBURG, FLORIDA, 33712**

The City of St. Petersburg ("**City**") invites proposals from qualified persons or entities interested (individually, a "**Proposer**", collectively "**Proposers**") in the City-owned property located at 1794 - 22<sup>nd</sup> Street South St. Petersburg, Florida, 33712 ("**Property**").

**SECTION 1. PROPERTY DESCRIPTION**

The Property, illustrated in Exhibit "A" of this RFP, is improved with a retail strip center ("**Building**"), formerly anchored by Sweetbay Supermarkets and subsequently Walmart. Additional information is contained in attached Exhibits "A-1" and "A-2". Per the Pinellas County Property Appraiser records, the Building contains ±48,500 square feet, land area is ±3.6 acres with the Property having a Just/Market Value of \$3,425,000.

The current zoning of the Property is Commercial Corridor Traditional-1 (CCT-1) ("**Zoning**"). Additional zoning and development regulation information can be found on the City's website by following this link: [http://www.stpete.org/planning\\_zoning/index.php](http://www.stpete.org/planning_zoning/index.php).

**SECTION 2. INTENT**

Notice is hereby given that the City invites proposals from Proposers interested in the Property as a valued asset of the City and neighborhood that are consistent with the Zoning ("**Intent**"). The City's primary goal for development of the Property is the creation of a mixed use project with retail space and a fresh grocery option that helps to activate the 22<sup>nd</sup> Street South corridor that anchors the southern boundary of the Deuces Live Main Street District. Proposers must have the experience and financial capacity to execute a development plan. Good ideas without the capacity to deliver the proposed project are not encouraged. While the City has decided to take a developer role in a portion of Commerce Park, subject to City Council approval, this would not be the case with Tangerine Plaza as the City is encouraging private sector development along this corridor to enhance job creation and housing options.

**SECTION 3. OVERVIEW OF ST. PETERSBURG AND THE REGION**

St. Petersburg is one of the brightest spots in the southeast – not only in attracting new residents and businesses, but as a home for growing and expanding business. St. Petersburg has everything necessary to run a successful company: a growing talent pool, an educated workforce, reasonable costs, and a city committed to seeing them succeed. St. Petersburg offers all the amenities of a large, thriving metropolis, and yet the charm and quality of life of a small town.

The city is located at the heart of the Tampa Bay market – the largest market in Florida, second only to Atlanta in the southeast. Site Selection Magazine ranked Tampa Bay 4<sup>th</sup> among South Atlantic states for corporate relocations in 2017. Also, in 2017 St. Petersburg was recognized by Forbes as one of America's fastest growing cities.

St. Petersburg is not just about business – the vibrant city also offers a quality of life that's just as robust. Aside from its enviable climate, the city's arts and museum scene is thriving, new restaurants and retail shops are opening regularly, and beautiful beaches are just minutes away.

There are miles of waterfront parks, and the city offers the largest network of cycling and pedestrian trails in the southeast. Other accolades include:

- The best places to own a home – and pay less in taxes  
CNBC – July 2019
- Top Places for LGBTQ Folks to Live  
MySA.com – June 2019
- St. Pete rocks the headquarters relocation business  
Business Observer – May 2019
- 2019's Best Large Cities to Start a Business  
WalletHub – May 2019
- Forget Miami: Discover St. Pete On Florida's Under-the-Radar West Coast  
Forbes – March 2019
- Top 20 Most Engaged and Responsive Local Governments of 2018  
SeeClickFix – February 2019
- "One of the Best Places to Live"  
Coast Living, 2017
- "One of the Best Street Art Cities in the World"  
The Huffington Post, 2016
- #1 in Florida for Fiscal Health  
The Fiscal Times, 2017
- St. Petersburg is Florida's First "Green City"  
Designated May 2007 by Florida Green Building Coalition
- #3 "Most Walkable Neighborhood in Florida" – Downtown St. Petersburg  
Redfin, 2016
- Bicycle Friendly Community  
League of American Bicyclists

The city is served by three airports: Tampa International, which ranks as one of the world's favorites; St. Petersburg-Clearwater International Airport, which is anchored by UPS, FedEx, and the U.S. Coast Guard; and Albert Whitted Airport, a general aviation facility located in downtown. Interstate-275 provides easy access to I-75 and the Veterans Expressway/Suncoast Parkway. In downtown, I-175 and I-375 provide quick access to I-275.

Professional sports find a home here with the MLB Tampa Bay Rays, the NFL Buccaneers, the NHL Tampa Bay Lightning, and the USL Rowdies Soccer. The area also hosts annual bowl games, golf tournaments and the occasional Super Bowl and NCAA Final Four championships.

The region is home to the University of South Florida, one of Florida's largest and best public universities, and the University of South Florida- St. Petersburg, a separately accredited campus adjacent to downtown, and a network of more than a dozen public and private post-secondary schools. The Princeton Review and Entrepreneur Magazine ranked USF's Center for Entrepreneurship in the top 15 nationally. USF was the only Florida university to make that list.

St. Petersburg's public-school district (Pinellas County Schools) is one of the largest in the United States and offers magnet programs, advanced placement curriculums and vocational offerings.

Despite its big-city amenities, residents enjoy quiet neighborhoods on brick streets, where neighbors congregate on front porches. It has one of the largest park systems and networks of bicycle and walking trails in the country. With seven miles of downtown waterfront parks, there's always a quiet shady spot under a palm tree to enjoy Florida's year-round outdoor climate, or take in a food or arts festival, or concert under the stars. Fort DeSoto Park, a pristine beach often voted one of America's best by "Dr. Beach", is located within minutes, and the city is surrounded by bays, bayous and the Gulf of Mexico, offering unparalleled boating, fishing and water sports opportunities. St. Petersburg offers everything under the sun, whether for business or for pleasure!

### **A Downtown of Renown**

The Property is located approximately one mile from Tropicana Field and Downtown St. Petersburg, a proximity that will improve its marketability and attractiveness as Downtown continues to develop. St. Petersburg's distinctive waterfront community reflects the best of what Florida has to offer. It encompasses vast recreational amenities, world-class educational institutions, and more than 1,000 events a year. As the most popular destination city along Florida's west coast, the city attracts 9.4 million national and international visitors annually.

Downtown has long been a destination noted for its amenities and cultural offerings. The Boston Globe published an article in October 2014 on the rejuvenation of downtown, entitled "*St. Petersburg's Fresh New Face*." The Huffington Post soon recognized the city as "One of America's Hottest Cities to Live and Visit" in 2016. Other accolades include:

- Top 10 Great Downtown Waterfront Districts in the South  
Southern Business & Development
- "Most Livable Downtown in the Southeast"  
Southern Business & Development
- "Best Summer Travel Destination"  
Travel + Leisure

The Downtown Entertainment District includes sidewalk cafes along premier Beach Drive, a 7-mile waterfront parks system that hosts a hub of leisure activities, and the resurgence of nightlife and entertainment venues has opened doors for an eclectic mix of shopping activity.

Visitors and residents alike enjoy world-class amenities such as, the Firestone Grand Prix of St. Petersburg, the Salvador Dali Museum, and the Saturday Morning Market – the largest fresh farmer's market in the Southeast.

Home to nearly thirty art galleries, the city's abundant art scene has earned a world-wide reputation, with five performing arts venues, and seven highly-acclaimed museums, including The Museum of Fine Arts, the Salvador Dali Museum and the \$75 million James Museum of Western Art, which opened in April 2018. In 2019, Downtown will welcome the \$90 million Museum of the American Arts and Crafts Movement, a 110,000-square-foot building designed by award-winning architect Alberto Alfonso for a comprehensive collection of the Arts and Crafts movement.



St. Petersburg's downtown resident base is blossoming, with more than 6,000 dwelling units constructed since 2005 and an additional 1,100 units are planned or currently under construction. Housing offerings range from high-end Beach Drive condominiums overlooking the waterfront, townhouses near the Medical/Innovation District in south downtown, and adaptive reuse of historic commercial buildings.

Downtown is also home to a thriving student base, providing a bustling lifestyle. The University of South Florida-St. Petersburg campus hosts an enrollment of 6,500 and St. Petersburg College's downtown campus welcomes 2,000+ students per semester. The city's five collegiate institutes of higher learning collectively draw 110,000 students annually.

*For more information on development activity in St. Petersburg and its wealth of amenities, follow these links:*

[2019 State of the St. Petersburg Economy](#)

### **SOUTH ST. PETERSBURG COMMUNITY REDEVELOPMENT AREA**

The Property is located within the South St. Petersburg Community Redevelopment Area ("CRA") on 22nd Street South, a portion of which is designated a Florida Main Street District. A map of the CRA is attached as Exhibit "C" to this RFP. The 7.4 square mile CRA is bounded generally by 2nd Avenue North and 30th Avenue South and between 4th Street South to the east and 49th Street to the west, and includes the Greater Childs Park Strategic Planning Area, more than twenty neighborhood and business associations, and two Florida Main Street Districts. The CRA is also home to an estimated 33,620 people, or 14 percent of St. Petersburg's total population. The CRA is governed by the South St. Petersburg Community Redevelopment Plan ("Plan"), which centers on reinvigorating the housing market through rehabilitation and new construction; expanding opportunities for entrepreneurs, minority, women and disadvantaged business enterprises and small businesses; revitalizing commercial corridors to grow existing businesses and attract new ones; growing the manufacturing "belt" that bisects the CRA from east to west to create new jobs for residents; and improving the work readiness skills of residents.

A major component of Plan was the creation of a tax increment financing ("TIF") district that will be in effect until 2045 and will be a sustainable source of revenue to fund the City's revitalization initiatives over the life of the Plan. The innovative approach of the Plan is to use most of its TIF revenues to provide direct assistance for private investment in residential and non-residential redevelopment in the form of grants, loans, TIF abatements or other vehicles that help businesses leverage capital from diverse sources. In FY2016, the first year of the Plan, City Administration allocated approximately \$468,000 in TIF revenues for workforce development, business development and corridor revitalization and housing. Over \$400,000 in grants were awarded to thirty businesses in the CRA, including several along the 22<sup>nd</sup> Street corridor, and this funding source will continue to grow over the life of the Plan providing invaluable access to capital for South St. Petersburg businesses and property owners. In FY2017, with a budget exceeding \$1.2 million, the City of St. Petersburg awarded approximately \$550,000 in commercial grant funding to over thirty businesses within South St. Petersburg. Another \$600,000 was budgeted for workforce development initiatives. City Council approved a combined FY2018/2019 CRA budget to allocate over \$ 5.4 million in TIF revenue. More than \$1.7 million was allocated for housing and neighborhood revitalization, where nearly \$1.5 million has been encumbered for housing rehabilitation and new construction. Another \$1 million was encumbered for 33 commercial

grant awards to rehabilitate commercial buildings, or build anew, throughout the South St. Petersburg CRA. City Administration expects to recommend a FY2020 budget of \$4.5 million to City Council that will continue to focus on affordable housing, workforce development and education and commercial revitalization. For more information on the South St. Petersburg Community Redevelopment Area, visit:

[http://www.stpete.org/city\\_departments/southside\\_cra.php](http://www.stpete.org/city_departments/southside_cra.php).

#### **SECTION 4. LOCAL COMMUNITY**

The 22<sup>nd</sup> Street South corridor near the Tangerine Plaza site has seen extensive public and private investment totaling more than \$206 million in the last twenty years. On the Tangerine Plaza site itself more than \$6.94 million in private and public funding has been spent acquiring, developing and improving the site between 2003 and 2016. In addition, the City invested approximately \$3.14 million in land acquisition and infrastructure improvements to attract investment across 18<sup>th</sup> Avenue South from Tangerine Plaza to attract retail investment. The area now has a GTE Credit union and a Dollar General store.

Other significant investment near Tangerine Plaza include the construction of neighboring Perkins Elementary (\$9.4 million), the development of the Johnnie Ruth Clark Health Center (\$4.71 million), St. Petersburg College's 49,000-SF Douglas L. Jamerson Midtown Center (\$14 million) and a \$43-million-dollar Job Corps facility with 300 students operated by the U.S. Department of Labor. For an overview of development activity near Tangerine Plaza, see Exhibit "D".

The City-owned Historic Manhattan Casino, located at 642 – 22<sup>nd</sup> Street South, St. Petersburg, FL, is under a lease agreement with The Callaloo Group, who has reinvigorated the historic property with two restaurants, live music and event venue.

Another major initiative by the City that will bring public improvements to the neighborhood near Tangerine Plaza is the Joint Action Plan for enhancements to the 22<sup>nd</sup> Street Deuces Live Corridor and the Warehouse Arts District. (The Deuces Live is a Florida Main Street organization to support development of the 22<sup>nd</sup> Street South corridor, while the Warehouse Arts District Association represents the burgeoning artist economy that has developed in the area.) The goal of the project is to develop vision, framework, and concept plans for the study area (see Exhibit "E"). The City of St. Petersburg, in coordination with both Deuces Live and the Warehouse Arts District Association, hosted public meetings since November 2016 and have developed a \$23 million public improvement plan for 22<sup>nd</sup> Street South and 5<sup>th</sup> Avenue South to attract new investment. Approximately \$5.5M in improvements have been identified as Phase 1, including the development of two new public parks along 22<sup>nd</sup> Street South and a festival street in the Deuces Live Main Street core. CPH Engineers has been chosen to lead the design of Phase 1 improvements and is expected to begin work by the end of 2019. Design is anticipated to take 9-12 months, with construction beginning in late 2020/early 2021.

Visit <https://www.deuceswarehouseartsjointplan.org> for more information. For more information on the Deuces, visit <http://www.deuceslive.org/> and <http://www.warehouseartsdistrictstpete.com> for information on the Warehouse Arts District Association.

## **SECTION 5. UTILITIES**

The Property has access to all typical utilities, however, interested parties should rely on their own research and experts for counsel.

## **SECTION 6. PROPERTY TAXES**

The selected Proposer will be responsible for property taxes commencing on the date the selected Proposer is contractually granted control of the Property by any agreement following the approval of the City Council of the City of St. Petersburg ("**City Council**").

## **SECTION 7. STATUS OF CURRENT LEASES**

The Property currently has five tenants. A Rent Roll is included with Walmart being the major anchor tenant leasing both the grocery store space as well as the adjacent liquor store inline space with a lease term that expires in the Fall of 2026. Walmart no longer occupies the space. For development to proceed, an agreement will first need to be negotiated with Walmart.

## **SECTION 8. PROPOSAL REQUIREMENTS**

Proposals **MUST** contain the following:

8.1. Development must have a food component that is supported by the findings of the Tangerine Plaza Market Study, attached as Exhibit "F". The City is willing to enter into a private-public partnership to support a grocery store that may include use of incentives available through the South St. Petersburg Community Redevelopment Plan. As the immediate area may not support a full-size grocery store, the City is suggesting the idea of a smaller scale store that would still provide fresh food choices;

8.2. A description of the proposed use and identification of the end-user, if not the Proposer. Conceptual site plans or illustrations of the proposed use are to be included as well as details describing the development program such as number of dwelling units and square footage devoted to the land use proposed;

8.3. A mixed-use development with retail, including healthy food retailer(s), that must include space along 22<sup>nd</sup> Street South and, preferably, along 18<sup>th</sup> Avenue South;

8.4. Development which is consistent with South St. Petersburg Community Redevelopment Plan's goals to link development with living-wage jobs for existing residents and utilize Small Business Enterprise companies, specifically from South St. Petersburg when available. "Living wage" jobs are those that pay at least \$12.00/hour in addition to full medical and other benefits for a single adult household;

8.5. Development which is consistent with the city's Integrated Sustainability Action Plan (ISAP) especially as it relates to sustainable building, procurement, and business practices and equity. Tangerine Plaza, already an important asset in the community, also brings opportunities to propose building and community practices that promote community equity and resiliency as it relates not only to extreme weather events, but quick recovery through high quality buildings, jobs, and when needed, community resources;

8.6. Development which is consistent with Complete Streets Implementation Plan's (CSIP) vision of 18<sup>th</sup> Ave S. modal priority as a "transit" corridor with land development supporting

transit service through design considerations such as orienting building siting and entrances to transit stops, and adjusting minimum motor vehicle parking standards;

8.7. Development which is consistent with the City's ongoing desire to incorporate bicycle and pedestrian infrastructure and development site and building design that promotes active living and physical activity in support of the City's Health in All Policies initiative;

8.8. Development which reflects the heritage and culture of South St. Petersburg through architectural design, tenant mix and program, signage and other features of the development;

8.9. Preferred real estate interest to be conveyed (i.e. Lease, Lease w/ Purchase Option etc.) and specific terms thereto. The City is interested in a long-term lease with the selected Proposer with an option to purchase once the terms of the development agreement have been satisfied;

8.10. A project pro-forma and construction budget;

8.11. Confirmed or verifiable sources of funds supporting the Proposer's financial capability of undertaking the proposed development, including company operating revenues and expenses, history of debt repayments, and letters of credit;

8.12. A project time line, including date specific milestones such as project approvals, commencing and completing construction and opening for business;

8.13. Estimated type and number of new jobs that the development will create, including a time line, and projected salaries;

8.14. Estimated type and number of existing jobs that will be relocated and/or retained at the Property, including salaries;

8.15. Affirmative agreement by Proposer to enter into a binding agreement to ensure the completion and occupancy of the development and to ensure the City's objectives for the property are achieved;

8.16. Working with the City's Workforce Development Team and St. Pete Works! on hiring CRA residents during the construction phase of the project as well for permanent jobs after completion;

8.17. A credible effort to engage businesses participating in the City's Small Business Enterprise Program ("SBE"), with preference for St. Petersburg based SBE companies, during the design and construction phases of the project and in the ongoing operations of the end user business(es) with an SBE goal of thirty percent (30%). For more information on visit: [http://www.stpete.org/assistance/small\\_business\\_enterprise\\_program.php](http://www.stpete.org/assistance/small_business_enterprise_program.php);

8.18. A complete description of the Proposer's entity (corporation, partnership, etc.) and identification of all parties including disclosure of all persons or entities having a beneficial interest in the proposal;

8.19. Resume of Proposer's previous experience and a description of the scope and quality of past projects;

8.20. A list of any previous or current City-project that the Proposer or any member of the Proposer's team was involved with, whether directly or indirectly;



8.21. A complete description of the development team including names, addresses, individual resumes' of those individuals to be assigned to the project; the responsibilities of each team member or firm; and the experience of all those involved;

8.22. Any extraordinary terms or conditions;

8.23. An affirmative statement that Proposer is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would or could have an adverse effect upon the Property or upon the ability of Proposer to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Proposer's actual knowledge, threatened against or affecting the Proposer's interest herein;

8.24. A primary contact name and numbers including phone and email;

8.25. A signed Proposal Form, attached as **Exhibit "B"** to this RFP, accompanied by a **NON-REFUNDABLE** payment of two hundred fifty (\$250) dollars. Payment should be made in the form of a check, payable to the City of St. Petersburg.

#### **SECTION 9. PREFERRED PROPOSAL**

The **PREFERRED** Proposal should include:

9.1. A Lease term of 30 to 40 years;

9.2. A market driven proposal for annual base rent;

9.3. A purchase option, to be exercised upon completion of all development goals and jobs being retained for a reasonable period of time;

9.4. Development that provides space for City or non-profit entities to deliver services to the South St. Petersburg community;

9.5. Creation of the highest number of permanent full-time jobs for residents of the South St. Petersburg Community Redevelopment Area;

9.6. Occupancy of all or some of the project site by local South St. Petersburg businesses;

9.7. A housing component with a mix of affordable (>80% of area median income [AMI]), workforce (80% to 120% of AMI) and market rate units. The City's preference is that affordable and workforce housing make up the majority of units to be built and has initiatives and programs to support proposals that meet that objective;

9.8. Development that will provide a use, or uses, that are consistent with the City's Grow Smarter Initiative, which identifies targeted industry sectors that the City intends to support to transform the economy. These sectors are Marine and Life Sciences, Specialized Manufacturing, Financial Services, Data Analytics, and Creative Arts and Design. For more information, link to the following City webpage;

[http://www.stpete.org/economic\\_development/target\\_industries/index.php](http://www.stpete.org/economic_development/target_industries/index.php).

9.9. Demonstrated effort to partner or collaborate with local community groups to ensure the support and success of the project. These groups could include the Deuces Live Main Street District, the One Community Plan (<https://onecommunitystpete.com/>), Tampa Bay Black

Business and Investment Corporation, the Pinellas County Urban League as well as faith based and other community development organizations;

9.10. A timely development plan and construction schedule;

9.11. No rezoning of any part of the Property.

#### **SECTION 10. PROPOSAL PACKAGE AND DELIVERY**

10.1. Proposal Package: Submit one (1) unbound original of the Proposal IN A SEALED ENVELOPE. A copy of the signed Proposal Form (Exhibit "B") and the non-refundable payment of two hundred fifty (\$250) dollars should be clipped to the front of the sealed envelope.

10.2. Proposal Delivery: Proposals should be marked "Proposal For Tangerine Plaza" and delivered:

10.2.1. By hand, courier, FEDEX or otherwise to the City of St. Petersburg Municipal Services Center, 9th Floor, Real Estate & Property Management, One Fourth Street North, St. Petersburg, Florida; or

10.2.2. By United States Postal Service ("USPS") mail to City of St. Petersburg, Real Estate & Property Management, P.O. Box 2842, St. Petersburg, Florida 33731-2842.

#### **SECTION 11. DEADLINE MARCH 23, 2020 AT 10:00A.M. EDT**

Proposals received after the above specified time and date, for any reason, will not be considered. The City will not be responsible for failure of the USPS, private courier, or any other delivery means to deliver a proposal to the appointed place at the specified time in order to be considered.

#### **SECTION 12. SCHEDULE**

Advertise RFP .....December 15, 2019

Issue RFP .....December 16, 2019

Pre-Bid Walk Through 10:00 A.M. EDT .....January 8, 2020

Last day for questions .....February 21, 2020

Proposals due by 10:00 A.M. EDT .....March 23, 2020

#### **SECTION 13. INQUIRIES AND QUESTIONS**

All inquiries, questions, requests for interpretation, correction, or clarification **must be submitted in writing**, by e-mail, to the City Contact set forth in Section 18, and shall arrive not later than **1:00 P.M. EDT February 21, 2020**. All responses from the City shall be in writing, by email. All submitted questions, along with City's responses thereto, will be available on the City's website: [www.stpete.org/realestate](http://www.stpete.org/realestate).

#### **SECTION 14. SELECTION**

All qualified proposals that are determined to be in the public interest for uses in accordance with the Intent of this RFP, will be presented to the Mayor for his consideration for recommendation to the City Council for approval.

## **SECTION 15. AWARD WITHOUT DISCUSSION**

The City may accept a proposal without discussion if, in its sole discretion, it is determined to be in the public interest for the intended use.

## **SECTION 16. AGREEMENT**

Subsequent to the selection, a finalized agreement ("**Agreement**") between the City and the selected Proposer must be approved by the City Council of the City of St. Petersburg. The Agreement will be subject to certain provisions, including but not limited to, construction and development timetables.

## **SECTION 17. CITY CONTACT**

Rick D. Smith, AICP & CEcD, Economic Development Manager

City of St. Petersburg, Economic & Workforce Development

Phone: 727-893-7106 / Toll Free: 800-874-9026

Email: rick.smith@stpete.org (Note: Email is subject to public records law)

*Additional information/copies of this RFP may be downloaded from [www.stpete.org/realestate](http://www.stpete.org/realestate)*

## **SECTION 18. CITY RESERVATIONS**

The City reserves the right to:

- 18.1. Modify, waive, or otherwise vary the terms and conditions of this RFP at any time, including but not limited to, the date schedule and proposal requirements;
- 18.2. Waive irregularities in the proposals;
- 18.3. Reject or refuse any or all proposals;
- 18.4. Cancel and withdraw this RFP at any time;
- 18.5. Negotiate with any or all Proposers in order to obtain terms most beneficial to the City;
- 18.6. Accept the proposal which, in its sole and absolute discretion, best serves the interest of the City.

## **SECTION 19. DISCLOSURE**

Information included in this RFP regarding the Property is believed to be reliable; however, interested parties should rely on their own research and experts for counsel.

## **SECTION 20. PROPOSAL SUBJECT TO FLORIDA PUBLIC RECORDS LAWS AND PROCEDURE FOR INFORMATION DESIGNATED A TRADE SECRET AND/OR CONFIDENTIAL AND/OR PROPRIETARY:**

All proposals (including all documentation and materials attached to proposals or provided in connection with this RFP) submitted to the City are subject to Florida's public records laws (i.e., Chapter 119, Florida Statutes), which requires disclosure of public records, unless exempt, if a public records request is made. Proposals (including all documentation and materials attached to proposals or provided in connection with this RFP) submitted to the City cannot be returned. **THE CITY WILL NOT CONSIDER PROPOSALS IF THE ENTIRE PROPOSAL IS LABELED A TRADE SECRET AND/OR CONFIDENTIAL AND/OR PROPRIETARY.**

If Proposer believes that its proposal contains information that is a trade secret (as defined by Florida law) and/or information that is confidential and/or proprietary and therefore exempt from disclosure then such information must be submitted in a separate envelope and comply with the following requirements. In addition to submitting the information in a separate envelope, Proposer must include a general description of the information designated as a trade secret and/or confidential and/or proprietary and provide reference to the Florida statute or other law which exempts such designated information from disclosure in the event a public records request.

The City does not warrant or guarantee that information designated by Proposer as a trade secret and/or confidential and/or proprietary is a trade secret and/or confidential and/or proprietary and exempt from disclosure. The City offers no opinion as to whether the reference to the Florida statute or other law by Proposer is/are correct and/or accurate. The City will notify Proposer if a public records request is received and Proposer, at its own expense, will have forty-eight (48) hours after receipt of such notice (email notice is acceptable notice) to file the necessary court documents to obtain a protective order.

Please be aware that the designation of information as a trade secret and/or confidential and/or proprietary may be challenged in court by any person or entity. By designation of information as a trade secret and/or confidential and/or proprietary Proposer agrees to defend the City, its employees, agents and elected and appointed officials ("Indemnified Parties") against all claims and actions (whether or not a lawsuit is commenced) related to its designation of information as a trade secret and/or confidential and/or proprietary and to hold harmless the Indemnified Parties for any award to a plaintiff for damages, costs and attorneys' fees, and for costs and attorneys' fees (including those of the City Attorney's office) incurred by the City by reason of any claim or action arising out of or related to Proposer's designation of information as a trade secret and/or confidential and/or proprietary.

Failure to comply with the requirements above shall be deemed as a waiver by Proposer to claim that any information in its proposal is a trade secret and/or confidential and/or proprietary regardless if such information is labeled trade secret and/or confidential and/or proprietary. Proposer acknowledges and agrees that all information in Proposer's proposal (not including information designated in a separate envelope as trade secret and/or confidential and/or proprietary) will be disclosed, without any notice to Proposer, if a public records request is made for such information.

#### **SECTION 21. DISQUALIFICATION**

The City reserves the right to disqualify Proposers before or after opening, upon evidence of collusion with intent to defraud or other illegal practices on the part of the Proposers.

#### **SECTION 22. PUBLIC ENTITY CRIMES**

A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid on a contract to provide any goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit bids on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public

entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.

**SECTION 23. OUTSTANDING OBLIGATIONS TO THE CITY**

City shall reject or disqualify a proposal from any person, entity or principal of an entity that currently has any outstanding indebtedness to City or unresolved claims with or by City, unless the indebtedness or unresolved claims have been satisfied prior to the submission of a proposal.

**SECTION 24. CITY NOT RESPONSIBLE FOR PREPARATION COSTS**

The City will not pay any costs associated with the preparation, submittal, presentation or evaluation of any proposal.

**SECTION 25. PROHIBITED COMMUNICATION**

Proposer and its employees, agents, contractors, and representatives are prohibited from lobbying City Council, the Mayor, and City staff, relative to Proposer's proposal or this RFP until the RFP selection and award processes have been completed. Non-compliance with this provision may result in disqualification of Proposer from consideration. Notwithstanding the foregoing, this provision shall not prohibit Proposer from providing public comment in accordance with applicable laws and City policies at public meetings where public comment is permitted.



**EXHIBIT "A"**  
**PROPERTY**



Parcel ID #: 25-31-16-66311-001-0010

Property Address: 1794 - 22<sup>nd</sup> Street South, St. Petersburg, Fl 33712

Legal Description: PARKE SUB PARTIAL REPLAT AND ADDITION BLK 1, LOT 1 AS RECORDED IN PLAT BOOK 128, PAGE 99 PUBLIC RECORDS OF PINELLAS COUNTY

# EXHIBIT "A-1"

## PINELLAS COUNTY PROPERTY INFORMATION

[Interactive Map of this parcel](#)
[Sales Query](#)
[Back to Query Results](#)
[New Search](#)
[Tax Collector Home Page](#)
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**25-31-16-66311-001-0010**

**Compact Property Record Card**

[Tax Estimator](#)
[Updated September 14, 2019](#)
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<b>Ownership/Mailing Address</b> <a href="#">Change Mailing Address</a> ST PETERSBURG, CITY OF PO BOX 2842 ST PETERSBURG FL 33731-2842	<b>Site Address</b> 1794 22ND ST S ST PETERSBURG
---	--

**Property Use:** 1624 (Neighborhood Shopping Center)

**Total Heated SF:** 48,574  
**Total Gross SF:** 49,413

[\[click here to hide\]](#) **Legal Description**  
 PARKE SUB PARTIAL REPLAT AND ADDITION BLK 1, LOT 1

<a href="#">File for Homestead Exemption</a>			<b>2019 Parcel Use</b>																	
<table border="1"> <tr> <th>Exemption</th> <th>2019</th> <th>2020</th> </tr> <tr> <td>Homestead:</td> <td>No</td> <td>No</td> </tr> <tr> <td>Government:</td> <td>Yes</td> <td>Yes</td> </tr> <tr> <td>Institutional:</td> <td>No</td> <td>No</td> </tr> <tr> <td>Historic:</td> <td>No</td> <td>No</td> </tr> </table>	Exemption	2019	2020	Homestead:	No	No	Government:	Yes	Yes	Institutional:	No	No	Historic:	No	No	<table border="1"> <tr> <td>Homestead Use Percentage: 0.00%</td> </tr> <tr> <td>Non-Homestead Use Percentage: 100.00%</td> </tr> <tr> <td>Classified Agricultural: No</td> </tr> </table>		Homestead Use Percentage: 0.00%	Non-Homestead Use Percentage: 100.00%	Classified Agricultural: No
Exemption	2019	2020																		
Homestead:	No	No																		
Government:	Yes	Yes																		
Institutional:	No	No																		
Historic:	No	No																		
Homestead Use Percentage: 0.00%																				
Non-Homestead Use Percentage: 100.00%																				
Classified Agricultural: No																				

**Parcel Information** [Latest Notice of Proposed Property Taxes \(TRIM Notice\)](#)

<b>Most Recent Recording</b> 14392/1957	<a href="#">Sales Comparison</a>	<b>Census Tract</b> 121030212004	<b>Evacuation Zone</b> <small>(NOT the same as a FEMA Flood Zone)</small> NON EVAC	<b>Flood Zone</b> <small>(NOT the same as your evacuation zone)</small> <a href="#">Compare Preliminary to Current FEMA Maps</a>	<b>Plat Book/Page</b> J28/99
--	----------------------------------	-------------------------------------	--	--	---------------------------------

**2019 Preliminary Value Information**

Year	<a href="#">Just/Market Value</a>	<a href="#">Assessed Value / Non-HX Cap</a>	<a href="#">County Taxable Value</a>	<a href="#">School Taxable Value</a>	<a href="#">Municipal Taxable Value</a>
2019	\$3,425,000	\$3,425,000	\$3,425,000	\$3,425,000	\$3,425,000

[\[click here to hide\]](#) **Value History as Certified (yellow indicates correction on file)**

Year	<a href="#">Homestead Exemption</a>	<a href="#">Just/Market Value</a>	<a href="#">Assessed Value</a>	<a href="#">County Taxable Value</a>	<a href="#">School Taxable Value</a>	<a href="#">Municipal Taxable Value</a>
2018	No	\$3,590,000	\$3,590,000	\$3,590,000	\$3,590,000	\$3,590,000
2017	No	\$4,240,000	\$4,240,000	\$4,240,000	\$4,240,000	\$4,240,000
2016	No	\$4,200,000	\$4,119,500	\$4,119,500	\$4,200,000	\$4,119,500
2015	No	\$3,745,000	\$3,745,000	\$3,745,000	\$3,745,000	\$3,745,000
2014	No	\$3,650,000	\$3,650,000	\$3,650,000	\$3,650,000	\$3,650,000
2013	No	\$3,500,000	\$3,500,000	\$3,500,000	\$3,500,000	\$3,500,000
2012	No	\$3,625,000	\$3,625,000	\$3,625,000	\$3,625,000	\$3,625,000
2011	No	\$3,550,000	\$3,550,000	\$3,550,000	\$3,550,000	\$3,550,000
2010	No	\$3,540,000	\$3,540,000	\$3,540,000	\$3,540,000	\$3,540,000
2009	No	\$4,100,000	\$4,100,000	\$4,100,000	\$4,100,000	\$4,100,000
2008	No	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000	\$5,000,000
2007	No	\$4,900,000	\$4,900,000	\$4,900,000	N/A	\$4,900,000
2006	No	\$4,900,000	\$4,900,000	\$4,900,000	N/A	\$4,900,000
2005	No	\$200,100	\$200,100	\$0	N/A	\$0
2004	No	\$0	\$0	\$0	N/A	\$0
2003	No	\$0	\$0	\$0	N/A	\$0
2002	No	\$0	\$0	\$0	N/A	\$0

<b>2018 Tax Information</b> 2018 Tax Bill 2018 Final Millage Rate Do not rely on current taxes as an estimate following a change in ownership. A significant change in taxable value may occur after a transfer due to a loss of exemptions, reset of the Save Our Homes or 10% Cap.	<b>Tax District:</b> SP 21.7154
---	------------------------------------

<b>Ranked Sales</b> <small>(What are Ranked Sales?)</small> <a href="#">See all transactions</a> <table border="1"> <tr> <th>Sale Date</th> <th>Book/Page</th> <th>Price</th> <th>Q/U</th> <th>V/I</th> </tr> <tr> <td colspan="5">No recent sales on record</td> </tr> </table>	Sale Date	Book/Page	Price	Q/U	V/I	No recent sales on record				
Sale Date	Book/Page	Price	Q/U	V/I						
No recent sales on record										



and/or market conditions. Please use our new [Tax Estimator](#) to estimate taxes under new ownership.

2019 Land Information						View:
Seawall: No	Frontage: None					
<a href="#">Land Use</a>	<a href="#">Land Size</a>	<a href="#">Unit Value</a>	<a href="#">Units</a>	<a href="#">Total Adjustments</a>	<a href="#">Adjusted Value</a>	<a href="#">Method</a>
Community Shopping (16)	605x259	4.25	156940.0000	1.0000	\$666,995	SF

[click here to hide] 2019 Building 1 Structural Elements [Back to Top](#)

Site Address: 1794 22ND ST S

Building Type: Supermarkets  
 Quality: Average  
 Foundation: Spread/Mono Footing  
 Floor System: Slab On Grade  
 Exterior Wall: Concrete  
 Blk/Stucco  
 Roof Frame: Bar Joint/Rigid  
 Frame  
 Roof Cover: Blt Up  
 Metal/Gypsum  
 Stories: 1  
 Living units: 0  
 Floor Finish: Terrazzo  
 Mono/Conc  
 Interior Finish: Dry Wall  
 Fixtures: 10  
 Year Built: 2005  
 Effective Age: 14  
 Cooling: Heat & Cooling Pkg



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#### Building 1 Sub Area Information

Description	<a href="#">Building Heated SF</a>	<a href="#">Gross Area SF</a>
<a href="#">Utility</a>	528	528
<a href="#">Open Porch</a>	0	839
<a href="#">Base</a>	39,206	39,206
Total Building Heated SF: 39,734		Total Gross SF: 40,573

[click here to hide] 2019 Building 2 Structural Elements [Back to Top](#)

Site Address:

Building Type: Shopping Centers  
 Quality: Average  
 Foundation: Spread/Mono Footing  
 Floor System: Slab On Grade  
 Exterior Wall: Concrete Blk/Stucco  
 Roof Frame: Bar Joint/Rigid  
 Frame  
 Roof Cover: Blt Up Metal/Gypsum  
 Stories: 1  
 Living units: 0  
 Floor Finish: Carpet Combination  
 Interior Finish: Dry Wall  
 Fixtures: 16  
 Year Built: 2005  
 Effective Age: 14  
 Cooling: Heat & Cooling Pkg



[Compact Property Record Card](#)

#### Building 2 Sub Area Information

Description	<a href="#">Building Heated SF</a>	<a href="#">Gross Area SF</a>
<a href="#">Utility Unfinished</a>	196	196

[Base](#)

Total Building Heated SF: 8,644  
Total Gross SF: 8,840

8,644  
Total Gross SF: 8,840

[\[click here to hide\] 2019 Extra Features](#)

Description	Value/Unit	Units	Total Value as New	Depreciated Value	Year
FIRESPRINK	\$2.80	8,900.00	\$24,920.00	\$19,438.00	2005
FRGT RAMP	\$14.00	1,460.00	\$20,440.00	\$20,440.00	2005
FIRESPRINK	\$2.80	35,930.00	\$100,604.00	\$78,471.00	2005
ASPHALT	\$1.75	84,000.00	\$147,000.00	\$147,000.00	0

[\[click here to hide\] Permit Data](#)

Permit information is received from the County and Cities. This data may be incomplete and may exclude permits that do not result in field reviews (for example for water heater replacement permits). We are required to list all improvements, which may include unpermitted construction. Any questions regarding permits, or the status of non-permitted improvements, should be directed to the permitting jurisdiction in which the structure is located.

Permit Number	Description	Issue Date	Estimated Value
<a href="#">15-06000853</a>	HEAT/AIR	26 Aug 2015	\$411,260
<a href="#">13-09000845</a>	COMMERCIAL ADD	29 Oct 2013	\$620,500
<a href="#">12-07000443</a>	COMMERCIAL ADD	07 Aug 2012	\$2,300
<a href="#">06-12000670</a>	HEAT/AIR	17 Apr 2007	\$26,000
<a href="#">03-12000426</a>	COMMERCIAL ADD	03 May 2006	\$5,000
<a href="#">04-12000702</a>	NEW COMMERCIAL	25 Oct 2005	\$2,554,110



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[Interactive Map of this parcel](#)

[Map Legend](#)

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# EXHIBIT "A-2" RENT ROLL

Tangerine Plaza - City of St. Pete														8/16/2019 03:57 pm
Rent Roll With Future Events														Page 1 of 2
Unit	DBA	Comm Date	Sq. Ft.	Security	Minimum	Ground	RE	CAC/	Insurance	Other	Total	%		
Lease ID	Lease Name	Exp Date		Deposits	Rent	Rent	Taxes	CAM				Rent	Resident	
01764	VACANT		1,310	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
01762	China Star	05/01/06	1,293	0.00	19,395.00	0.00	2,082.72	10,124.76	0.00	0.00	31,602.48			
3399002	Bao Yu Ren				1,616.25	0.00	173.96	843.73	0.00	0.00	2,633.54			
					15.00	0.00	1.61	7.83	0.00	0.00	24.44			
	Renews	07/01/17												
01766	Cam Touch	12/01/14	1,293	0.00	19,395.00	0.00	2,082.72	10,124.76	0.00	0.00	31,602.48			
3399000	Cam Touch, Inc.	11/20/19			1,616.25	0.00	173.96	843.73	0.00	0.00	2,633.54			
					15.00	0.00	1.61	7.83	0.00	0.00	24.44			
	Options	06/01/19												
	Renews	06/01/24												
01770	VACANT		1,293	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	Options	06/01/19												
	Renews	06/01/24												
01778	My Beauty Supply	07/01/14	1,293	0.00	19,395.00	0.00	2,261.80	9,592.92	0.00	0.00	31,269.72			
3399004	Hussein Karri				1,616.25	0.00	190.15	799.41	0.00	0.00	2,605.61			
					15.00	0.00	1.76	7.42	0.00	0.00	24.18			
	Options	12/31/18												
	Renews	01/31/24												
01782	Memo's Beauty Supply	05/01/07	1,293	0.00	16,809.00	0.00	2,261.80	9,592.92	0.00	0.00	28,663.72			
3399005	Jamiesha R. Harris				1,400.75	0.00	190.15	799.41	0.00	0.00	2,390.31			
					13.00	0.00	1.76	7.42	0.00	0.00	22.18			
	Renews	07/01/17												
01788	VACANT		536	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
					0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
01794	Wal-Mart Market #5400	10/04/13	39,079	0.00	214,934.92	0.00	0.00	75,228.48	11,748.96	10,855.08	312,796.44			
3399006	Wal-Mart Stores East, LP	10/05/26			17,911.21	0.00	0.00	6,299.04	979.03	907.09	26,096.37			
					5.50	0.00	0.00	1.93	0.30	0.28	8.00			
	Options	05/01/26												
	Macellaneous	10/05/26												
	Options	05/01/21												
	Macellaneous	10/05/21												

First 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 8/7/26;  
 contact Tenant regarding renewal.  
 First 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 8/7/21;  
 contact Tenant regarding renewal.  
 Second 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 8/7/21;  
 contact Tenant regarding renewal.  
 Second 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 8/7/21;  
 contact Tenant regarding renewal.



## Rent Roll With Future Events

Page 2 of 2

Unit Lease ID	DBA Lease Name	Comm Date Exp Date	Sq. Ft.	Security Deposits	Minimum Rent	Ground Rent	RE Taxes	CAC/ CAM	Insurance	Other	Total	% Rent	Breakpoint
61794 Wal-Mart Market #6499 (Continued)													
Options	05/07/26												
Macellaneous	10/06/26												
Options	05/07/41												
Macellaneous	10/06/41												
Options	05/07/46												
Macellaneous	10/06/46												
Options	05/07/51												
Macellaneous	10/06/51												
Renewals	05/05/56												
Third 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 6/7/35; contact Tenant regarding renewal. Third 5-yr Option automatically renewed. Fourth 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 6/7/41; contact Tenant regarding renewal. Fourth 5-yr Option automatically renewed. Fourth 5-yr Option automatically renewed. Fifth 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 6/7/46; contact Tenant regarding renewal. Fifth 5-yr Option automatically renewed. Sixth 5-yr Option to renew the Lease. Lease automatically renews unless written notice of intent not to renew is received by 6/7/51; contact Tenant regarding renewal. Sixth 5-yr Option automatically renewed. Lease expires 10/05/56.													
Current Annual			44,251	0.00	289,928.52	0.00	8,729.04	114,663.84	11,748.36	10,885.08	435,954.84		
Vacant Annual			3,139	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Total for Tangerine Plaza - City of St. Pete			47,390	0.00	289,928.52	0.00	8,729.04	114,663.84	11,748.36	10,885.08	435,954.84		

**EXHIBIT "B"**  
**PROPOSAL FORM**

**REQUEST FOR PROPOSAL FOR  
THE CITY-OWNED REAL PROPERTIES  
LOCATED AT  
1794 - 22<sup>nd</sup> STREET SOUTH  
ST. PETERSBURG, FLORIDA, 33712**

Issue Date  
December 16, 2019

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on December 16, 2019.

---

Name of Company/Organization

---

Proposal Contact Person

---

Signature of individual submitting proposal  
for above Company/Organization

---

Contact Person E-mail address

---

Printed name of individual

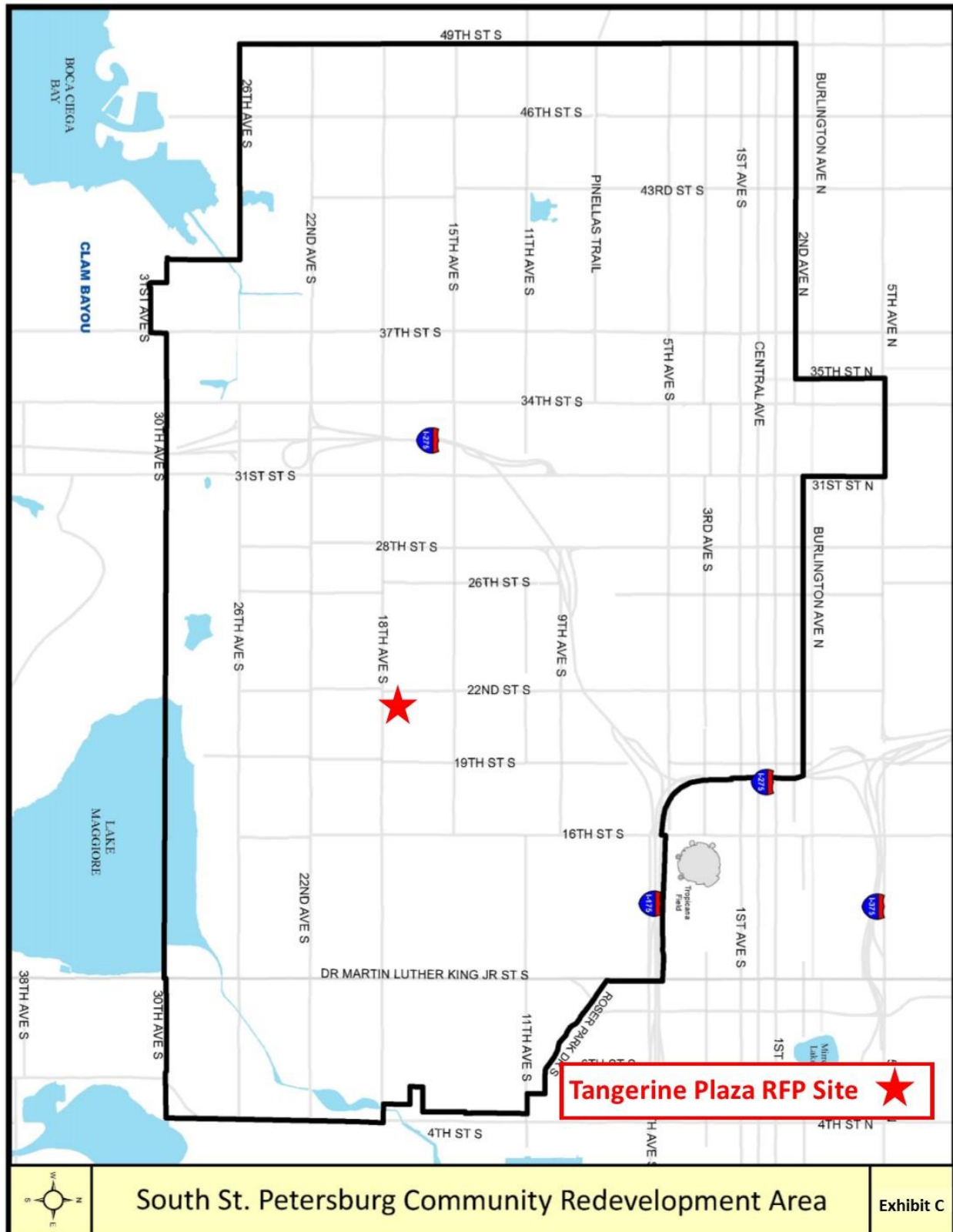
---

Contact Person Phone

---

Date

**EXHIBIT "C"**  
**SOUTH ST. PETERSBURG COMMUNITY REDEVELOPMENT AREA**





# EXHIBIT "D"

## MAP OF MAJOR INVESTMENT NEAR TANGERINE PLAZA

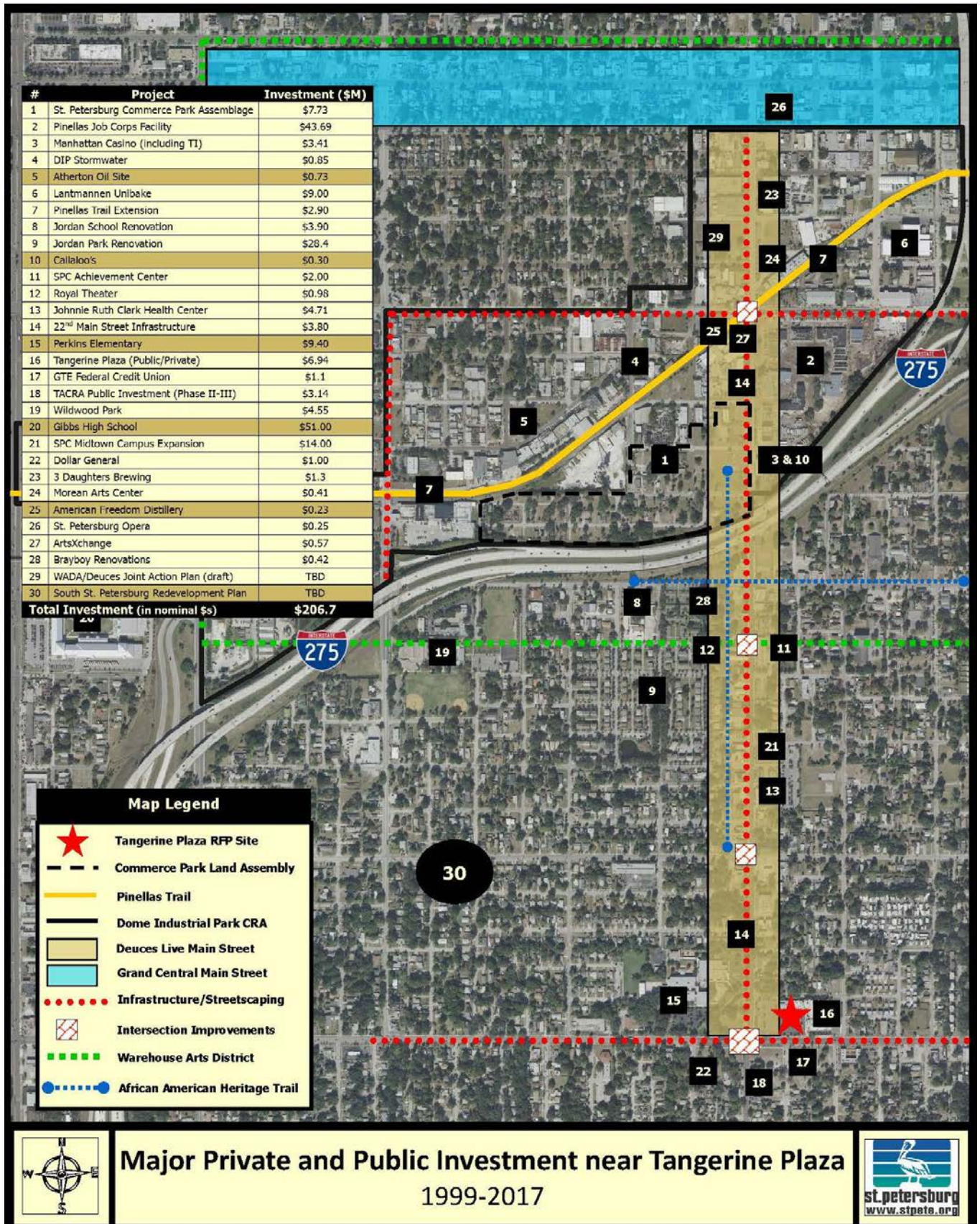
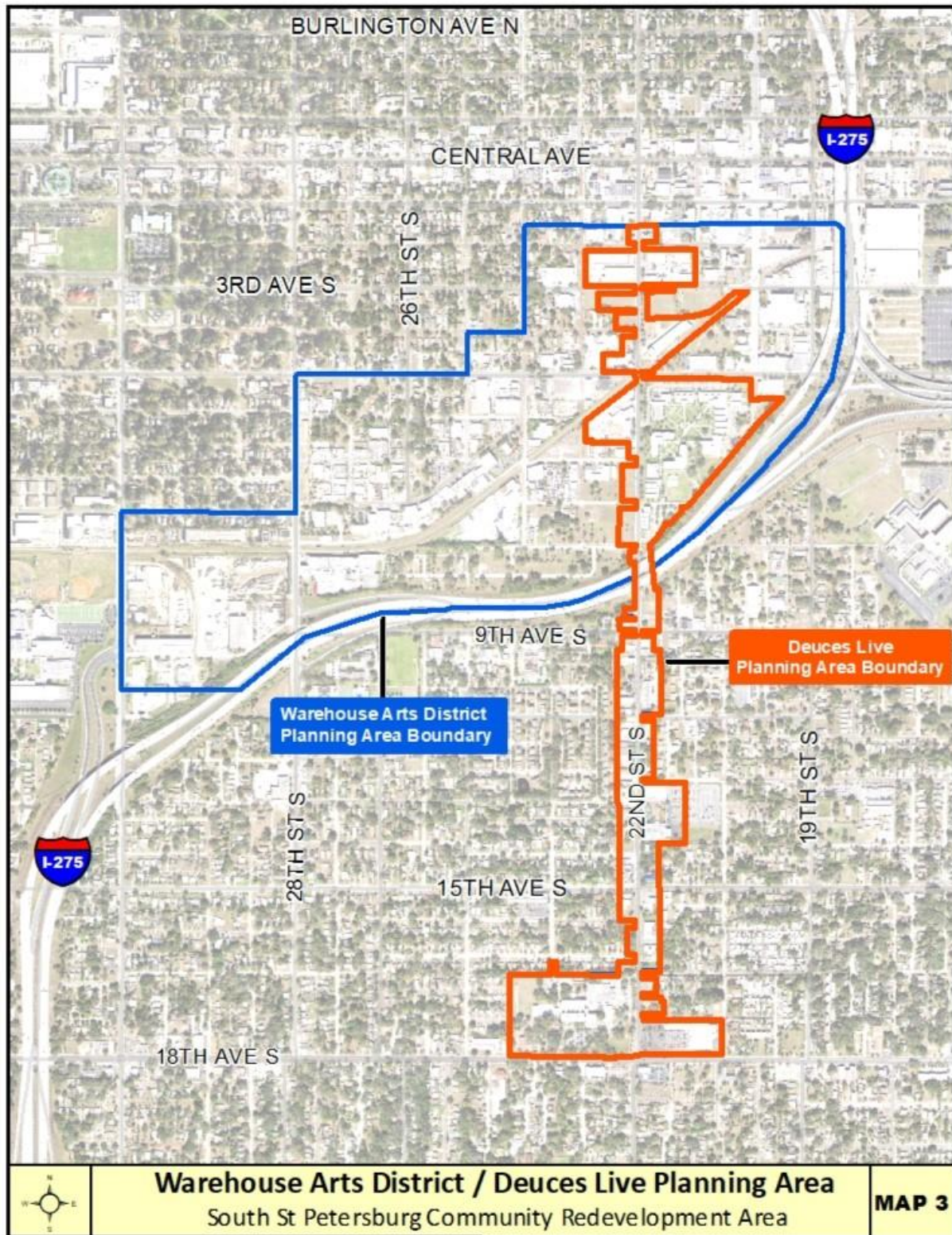




EXHIBIT "E"  
DEUCES LIVE/WAREHOUSE ARTS DISTRICT PLANNING AREA





**EXHIBIT "F"**  
**MARKET STUDY OF TANGERINE PLAZA**  
*[FOLLOWS]*



*A GAI Consultants, Inc. Service Group*

# **Tangerine Plaza Market Analysis**

City of St. Petersburg

**November 30, 2017**

GAI Consultants, Inc.  
Community Solutions  
618 E. South Street  
Suite 700  
Orlando, FL 32801



## Summary, Conclusions, and Findings

This study is intended to provide a market scan of potential retail uses (with a focus on grocery) for the 40,000 sf space available at Tangerine Plaza in St. Petersburg (the former neighborhood Walmart Grocery site). The objective is to ascertain area neighborhood spending capacity related to the current patterns of retail spending and existing retail offerings. With this understanding one can begin to identify potential unmet community needs, which could be supported in full or in part by retail offerings that could be located in the available space at Tangerine Plaza.

Today, the households within the study / trade area around Tangerine Plaza can support about 30,000 sf of grocery / household retail services. The demand for this need is currently being met by a variety of small and miscellaneous grocery, convenience, and food market outlets within the neighborhoods, in conjunction with the impact of the nearby Wal-Mart Supercenters which offer comprehensive grocery and retail products.

This situation is not ideal for the community because local / independent grocery and convenience stores typically operate at a price premiums for household staple items, while quality and consistency of products are sometimes below market standards because of 'off-brand' offerings. Additionally, these types of stores struggle to offer fresh foods (meats, breads and produce) that enhance healthy diet and 'home cooked' meals for the neighborhoods. However, these stores are generally walkable / bikeable within a small neighborhood trade area and they do meet a significant portion of the retail spending capacity. To the extent the neighborhood desires (and can support) traditional grocery offerings, the presence of (2) Wal-Mart Supercenters just outside the study area covers comprehensive services at competitive pricing. Access to the Wal-Mart is not quite as convenient, but is achievable via public bus transit or a short drive for car owners.

Taken together, this analysis therefore identifies the presence of a possible 'gap' between the very small neighborhood convenience store, and the large, proximate Wal-Mart Supercenter models which together, meet the market spending capacity, if not the preferred level of neighborhood service. The opportunity to fill this gap is considered very narrow. An 18,000 – 20,000 sf retail grocer could be nestled within the community at Tangerine Plaza, providing a bit of the retail standardization of the regional Wal-Mart while enjoying the walkable access of the neighborhood convenience. There are models designed to fill this gap that provide comprehensive neighborhood scale grocery at discount pricing.

If the City desires to create a more beneficial environment for residents of this area by attracting a smaller grocery format, a financial incentive is most likely going to be required as an economic development strategy. The suggested 20,000 sf grocery model would gain its market share from both the Wal-Mart and the local retail stores, but would also remain in the same competitive environment within an area of limited spending capacity. An 'incentive for success' could represent an offset to operating costs (i.e. rent subsidy or lease based on a percentage of sales) that lowers overall selling, general, and administrative costs and improves profitability to a sustainable level.

Finally, to complement a smaller grocery format and increase overall occupancy at the Site, the City should pursue a number of discount retailers or other non-retail tenants identified in this report. An example of a non-retail tenant that could provide significant value to the community includes a model for a consolidated health care center.

The following are summary of more detailed findings from this analysis:

- ▶ Total annual food, retail, and entertainment spending of households in the defined trade area is estimated at \$47 million.
- ▶ Based on that level of spending, households in the defined trade area are estimated to support approximately 30,000 square feet of grocery (food at home) products and services.
- ▶ Approximately 33,000 square feet of a variety of small and miscellaneous grocery, convenience, and food market outlets currently exist within the trade area, meeting some level of household demand.
- ▶ The current supply of small and miscellaneous stores would not be expected to meet the full range of products and services of a traditional grocery format, implying some level of deficiency exists within the defined trade area.
- ▶ Discounting existing supply of small and miscellaneous stores by 50% suggests a deficiency of grocery products and services in the defined trade area of nearly 16,000 square feet.
- ▶ Approximately 80,000-100,000 of other supply of traditional grocery store formats are outside of the trade area but within 2.5 miles of the Site and are accessible to a significant portion of households.
- ▶ Given the level of household demand in the defined trade area along with the supply of small and miscellaneous store formats accessible to households within the trade area, the Site is currently not capable of supporting a 40,000 square foot traditional grocery store format.
- ▶ A smaller format grocery brand in the range of 18,000 to 20,000 square feet could be supported but is likely to require some level of operating incentive given the low economic status of households within the trade area.
- ▶ Across all retail categories (apparel, grocery and specialty), a strong correlation exists between net margin (profit) and selling, general and administrative costs indicating that lower operating costs are the strongest factor in determining profitability.
- ▶ Other viable retail brands sharing the existing space would also need to be consistent with a lower income primary target market (i.e. discount store brands) and likely require some level of operating incentive.
- ▶ There are a number of non-retail tenants (e.g. Healthcare related) that could complement a smaller grocery store format and provide the opportunity to increase overall occupancy at the Site.

## Introduction

GAI Consultants, Inc. ("GAI") has been requested by the City of St. Petersburg ("City") to provide a market analysis for a site located at 1794 22<sup>nd</sup> Street South, St. Petersburg, Florida ("Site" or "Tangerine Plaza"). The main focus of the analysis was to examine the market demand for a traditional grocery store format at the Site, as well as provide a scan of other potential retail uses which for which the neighborhood is underserved relative to its inherent spending capacity.

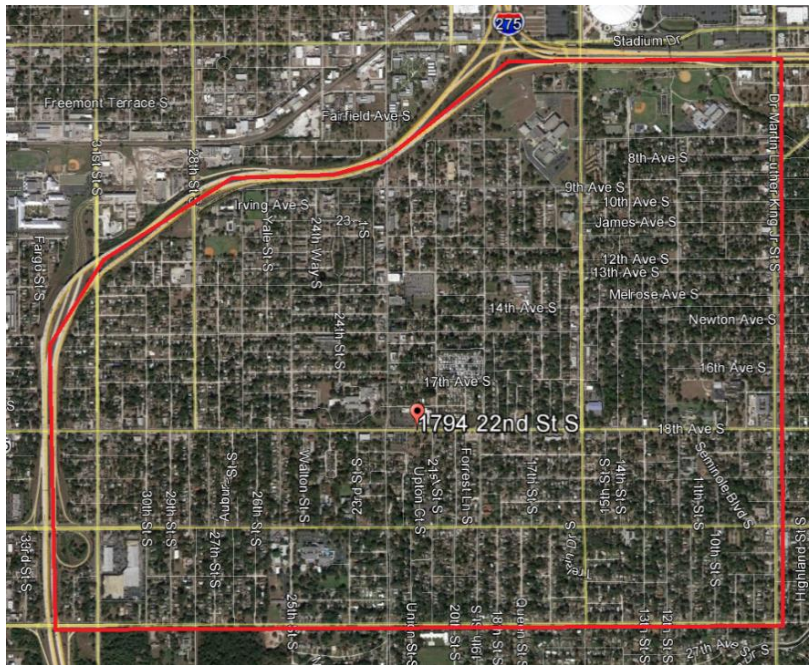
## Study Area

A trade area in general represents the farthest distance consumers are willing to travel to purchase retail goods or services. A local convenience trade area is based on the purchase of products and services needed on a regular basis, such as gasoline or groceries. Because these purchases are relatively frequent, individuals find it more convenient to buy these products from businesses located close to their home or workplace. A convenience trade area is predominately supported by local residents but can also be impacted by individuals working within the trade area but commuting from other communities.

The size of a trade area is going to be affected by many factors including the size and retail mix of the overall market, the size and retail mix of competing locations, the transport network available to consumers, and physical and other barriers. Products and services related to groceries, gas, and eating places are generally the types of retail spending that consumers desire to have within relatively close proximity to their household. However, some types of retail formats that provide these goods and services (i.e. Big Box) can draw consumers from a longer distances than would be expected for a local convenience market. For the purpose of this site analysis, we have defined a study area of approximately 2.5 square miles to reflect a local convenience trade area. The area is bounded on the west by Martin Luther King Boulevard, on the south by 34<sup>th</sup> Street South, and the east and north by Interstate 275 (see **Figure 1**).



Figure 1. Primary Market Area



The market area illustrated in Figure 1 also conforms to Census Tract boundaries 206, 207, 212, and 287. A second market area was defined for comparison purposes representing a circular 2.5 square mile area (0.9 mile radius) centered on the intersection of 49<sup>th</sup> Street North and 9<sup>th</sup> Avenue North, northwest of the Tangerine Plaza market area.

### Market Area Demand

Because a convenience trade area is predominately supported by local residents, this analysis focused on the demand created by household spending. The impact of consumers commuting to and from or through the trade area is not considered material. In 2015, the defined trade area contained 4,778 households with a population of 13,992. Average household income in 2015 was \$35,517 creating nearly \$170 million in total annual household income. Using a model of consumer expenditures based on household income, **Table 1** provides a summary of spending by retail category generated by the households within the trade area (See **Appendix A**).

<b>TABLE 1: TANGERINE PLAZA MARKET AREA</b>			
			<b>Area Total</b>
Household Income (average)	\$ 35,520		\$ 169,785,600
<b>Consumer expenditures</b>			
Total	\$ 37,216		\$ 177,891,524
Food at home	3,234	9.3%	15,459,476
Food away from home	1,860	5.0%	8,890,800
Alcoholic beverages	260	0.7%	1,242,800
Housing (incl taxes, utilities, and operations)	13,510	36.3%	64,577,800
Apparel and services	1,340	3.6%	6,405,200
Transportation	6,070	16.3%	29,014,600
Healthcare	3,650	9.8%	17,447,000
Entertainment	1,820	4.9%	8,699,600
Personal care products and services	480	1.3%	2,294,400
Reading	70	0.2%	334,600
Education	520	1.4%	2,485,600
Tobacco products and smoking supplies	330	0.9%	1,577,400
Miscellaneous	520	1.4%	2,485,600
Cash contributions	1,270	3.4%	6,070,600
Personal insurance and pensions	2,050	5.5%	9,799,000
Food, retail, entertainment			\$ 47,389,876

At a level of total annual income of \$170 million, households in the trade area are estimated to generate nearly \$178 million in total annual consumer expenditures between food, housing, transportation, entertainment, and other categories. Specifically related to retail type goods and services (food at home, food away, retail, and entertainment), households are estimated to generate \$47million in consumer expenditures. Annual consumer expenditures for groceries (food at home) alone are estimated in excess of \$15 million.

Annual retail grocery spending per square feet required to support a traditional grocery store format (typically a national brand) averages \$500 with some brands and markets generating up to \$700 per square feet. Using an average of \$500 for a traditional grocery store format, consumer spending in the market area would be estimated to support approximately 30,000 square feet, assuming a significant capture of total household spending.

Required spending per square feet to support "retail" varies more significantly between geographies and type of store format. **Table 2** provides a range of sales values per square feet for national brand retailers.

**Table 2. Retail Sales per Square Feet by Format**

Type of Retail Format	Retail Sales
Large format	\$ 175-225
Medium format	225-275
Small format	375-425
Restaurant	650-850
Services	75-125
Miscellaneous	345-400

The determination of supportable general retail square footage based on household spending is less direct because of the relatively wide range of retail formats and the mixing of retail spending between consumer expenditure categories. However, a rough estimate of general retail demand could range between 75,000 to 150,000 square feet, assuming a significant capture of total household spending.

### Existing Supply and Future Development Opportunities

The trade area is currently served by a variety of small and miscellaneous grocery, convenience, and food market outlets and discount retailers that offer a limited assortment of grocery items (i.e. Dollar General and Dollar Tree). The various miscellaneous grocery locations are small in format and are not concentrated in typical strip centers but are integrated in neighborhoods throughout the trade area (see **Appendix B**). Based on a scan of the trade area, approximately 33,871 square feet of grocery and food market supply currently exists within the trade area (see **Table 3**).

**Table 3. Existing Study Area Grocery and Food Market locations**

Location	Address	Sq Ft
Dollar General **	2216 18 <sup>th</sup> Avenue South	2,250
Dollar Tree **	1628 18 <sup>th</sup> Avenue South	2,475
727 Food Market	3095 22 <sup>nd</sup> Avenue South	3,000
Obama Express Food	1400 18 <sup>th</sup> Avenue South	5,424
South City Grocery and Meat	909 22 <sup>nd</sup> Street South	1,600
Wildwood Meat	1228 28 <sup>th</sup> Street South	3,200
Redstone Market	1311 22 <sup>nd</sup> Street South	2,499
3 Brothers Market	1040 16 <sup>th</sup> Street South	2,680
Midtown Supermarket	1856 18 <sup>th</sup> Avenue South	1,400
Dave's Meat Market	1664 15 <sup>th</sup> Avenue South	1,740
Mair's Grocery	2230 Dr. Martin Luther King Blvd	3,995
Rajax Market	2327 Dr. Martin Luther King Blvd	3,608
<b>TOTAL</b>		<b>33,871</b>

\*\* Note: Estimate of space dedicated to grocery type items.

The Dollar General and Dollar Tree plus the miscellaneous formats of grocery and food markets clearly serve some need within the trade area but would not be expected to meet the full range of products and services of a traditional grocery format. There is no standard metric used to convert these small and miscellaneous convenience and market store formats into an equivalent traditional grocery store square footage. However, a discount factor of 50% could be considered in adjusting the gross square footage supply of these formats when comparing with the demand for traditional grocery store demand. Not only do these types of stores lack a full range of products and services, high prices also play a limiting role in meeting the needs of resident households.

Based on our research, there is no industry standard for adjusting these types of small and miscellaneous grocery, convenience, and food market outlets to compare with traditional grocery demand. The 50% adjustment is based on our professional opinion. Therefore, discounting the existing supply of small and miscellaneous stores suggests a deficiency of grocery products and services in the defined trade area of nearly 16,000 square feet. Which is consistent with the general “feeling” that a traditional grocery store format is needed or would succeed.

In addition to the supply of small and miscellaneous convenience food market formats within the trade area, there are several notable locations just west of the defined trade area on the west side of Interstate 275 but within 2.5 miles of the Tangerine Plaza site (see **Table 4**).

**Table 4. Other Notable Accessible Grocery locations**

Location	Address	Sq Ft
Wal-Mart Supercenter	3501 34 <sup>th</sup> Street South	212,063
Wal-Mart Supercenter	201 34 <sup>th</sup> Street North	105,065
Aldi	2900 24 <sup>th</sup> Street South	31,570
C&J Grocery	3698 18 <sup>th</sup> Avenue South	4,265
<b>TOTAL</b>		<b>352,963</b>

Note: Includes general retail square footage along with grocery

Excluding the retail components of the Wal-Mart Supercenter locations, there is up to an additional 80,000 to 100,000 square feet of traditional grocery store supply that is likely drawing consumers from the defined market area. As mentioned earlier, the larger format Supercenters can draw demand for local convenience shopping from a longer distance. These locations are likely contributing to the lack of recent success of grocery brands at the Site.

Therefore, the opportunity to fill this gap would be considered very narrow and likely reduces the number of potential national brands that operate within this scenario. A limited number of brands provide a discount grocery business model that could be viable for the Site. Some of the advantages of these types of business models include the following:

- ▶ Exclusive private label brands: High-quality, *low-priced* private label assortment accounts for the majority of sales compared to about 20% in a conventional grocery store
- ▶ Fewer SKUs (stock keeping units): Reduced SKU assortment (approximately 2,500 items) but covers more than 90% of everyday shopper needs
- ▶ *Low prices*: Buying power of a national brand with multiple locations delivers lower prices compared with small and miscellaneous stores
- ▶ Stores in Target Neighborhoods: Locating stores in *diverse neighborhoods* and hiring from within those communities and stocking products tailored to the neighborhood
- ▶ Smaller Shopping experience: Stores average 15,000 sq ft

A similar business model and national or regional discount grocery format would appear to provide the best opportunity to capture household demand for food-at-home expenditures and provide the community with a more ideal situation.

The trade area is also currently served by a variety of retail outlets and formats with Dollar Tree and Dollar General representing national brand locations. These locations provide a mix of typical strip centers but are also freestanding locations integrated in neighborhoods throughout the trade area (see **Appendix C**). Based on a scan of the trade area, approximately 74,000 square feet of occupied general retail currently exists within the trade area (see **Table 5**).

**Table 5. Notable General Retail locations**

Location	Address	Sq Ft
Dollar General **	2216 18 <sup>th</sup> Avenue South	9,000
Dollar Tree **	1628 18 <sup>th</sup> Avenue South	9,900
16th Street Plaza (Multiple)	1566 16 <sup>th</sup> Street South	16,800
Barnes Building	1411 22 <sup>nd</sup> Street South	1,976
Coin Laundry	1200 28 <sup>th</sup> Street South	3,000
Carters Florist	2200 22 <sup>nd</sup> Avenue South	2,300
GTE Financial	2190 18 <sup>th</sup> Avenue South	2,380
Gas/Convenience	900 16 <sup>th</sup> Street South	1,560
Whitey's Transmission	3101 22 <sup>nd</sup> Avenue South	1,158
Miz Daisy's	901 16 <sup>th</sup> Street South	3,358
Cleaners	2200 31 <sup>st</sup> Street South	3,534
United Transmission	1008 16 <sup>th</sup> Street South	4,500
Tax Time	1727 16 <sup>th</sup> Street South	1,500
Welch Accounting	1523 16 <sup>th</sup> Street South	6,150
Auto Repair	901 16 <sup>th</sup> Street South	7,200
<b>TOTAL</b>		<b>74,316</b>

\*\* Note: Includes space dedicated to grocery assortment.

As mentioned earlier, the larger format Supercenters are likely drawing demand for local convenience shopping from a longer distance. Similar to the demand for grocery spending, these locations plus the existing supply of general retail is likely meeting the majority of household spending needs.

There are a limited number of vacant lots located within the defined study area. The most notable site that could directly compete with Tangerine Plaza is located directly across the street (Parcel 25-31-16-88981-001-0020) and is owned by the City of St Petersburg. The lot is approximately 2.25 acre and is identified for commercial use.

### **Comparable Trade Area**

For this analysis, an additional trade area was defined around the intersection of 49<sup>th</sup> Street North and 9<sup>th</sup> Avenue North in order to compare differences in supportable demand. In 2015, the second defined trade area contained 5,688 households with a population of 13,309. Average household income in 2015 was \$51,696 creating nearly \$295 million in total annual household income. Using a model of consumer expenditures based on household income, **Table 6** provides a summary of spending by retail category generated by the households within the trade area (See **Appendix A**).



<b>TABLE 6: COMPARABLE MARKET AREA</b>			
			<b>Area Total</b>
Household Income (average)	\$ 51,700		\$ 294,173,000
<b>Consumer expenditures</b>			
Total	\$ 47,350		\$ 269,421,500
Food at home	3,980	8.4%	22,646,200
Food away from home	2,410	5.1%	13,712,900
Alcoholic beverages	330	0.7%	1,877,700
Housing (incl taxes, utilities, and operations)	16,380	34.6%	93,202,200
Apparel and services	1,660	3.5%	9,445,400
Transportation	8,950	18.9%	50,925,500
Healthcare	4,020	8.5%	22,873,800
Entertainment	2,320	4.9%	13,200,800
Personal care products and services	570	1.2%	3,243,300
Reading	90	0.2%	512,100
Education	470	1.0%	2,674,300
Tobacco products and smoking supplies	380	0.8%	2,162,200
Miscellaneous	800	1.7%	4,552,000
Cash contributions	1,470	3.1%	8,364,300
Personal insurance and pensions	3,550	7.5%	20,199,500
Food, retail, entertainment			\$ 71,352,600

A comparison of these trade areas illustrates the challenges with supporting various types of food, retail, and entertainment demand (see **Table 7**).

**Table 7. Comparison of Trade Areas**

	<b>Tangerine Plaza</b>	<b>Comparable</b>	<b>Variance</b>
Trade Area (square mile)	2.5	2.5	-
Household Population	13,992	13,309	5.1%
Average PPH	2.93	2.34	25.2%
Total Households	4,778	5,688	-15.9%
Household Income (Average)	\$ 35,517	\$ 51,696	-31.3%
Total Income (M)	\$ 170	\$ 294	-42.2%
Income per sq mi (000's)	\$ 64,425	\$ 117,619	-45.2%
Income per capita (000's)	\$ 12	\$ 22	-45.5%

The comparable trade area reflects a consistent level of population (consumers), but significantly stronger levels of income and consumer expenditures. Total household income and income per capita is nearly double compared with the main trade area. As a result, this area is more capable of supporting traditional grocery formats and includes existing locations.

### **Other Potential Occupants**

While grocery stores have become a strong focus for low-income communities, any retail format or category is going to face similar problems with operating locations that are below corporate profitability goals. The discount retail concept started as an effort to address some of these issues and any other viable retail brands sharing the existing space would also need to be consistent with a lower income primary target market. There are a variety of local, regional, or national discount store brands that could fulfill some level of market demand.

However, many of the major discounters now operate "supercenters", which add a full-service grocery store to the traditional format. Wal-Mart and Target have focused on this format beginning in the 1990's as a key to their continued growth. In addition, the recent merger of Dollar General and the Dollar Store is generally viewed as a strategy to compete with Wal-Mart, which may not include larger retail formats, but it illustrates recent trends that continue to shrink options for discount retail locations. Regardless of the size of the market for discount retailers, other viable retail brands will also likely require some level of operating incentive in order to maintain sustainable profitability.

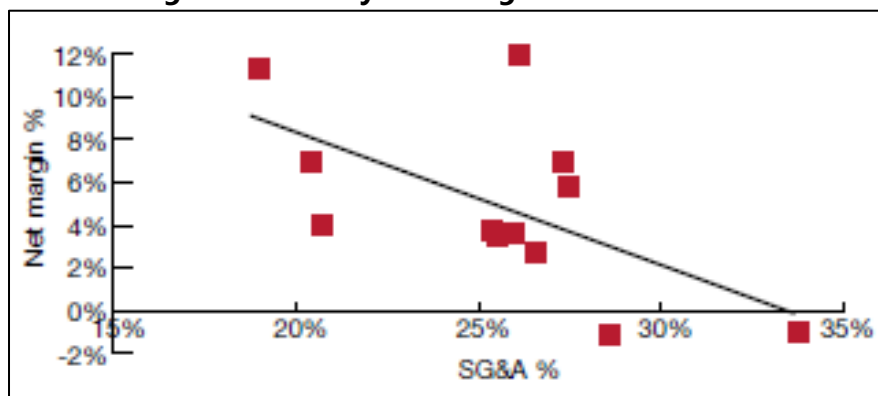
A viable alternative to discount retail could be provided with a non-retail tenant. There are a number of consolidated health care organizations that provide an example of a potential community partner. According to available information, these organizations are focused on building programs providing comprehensive health services beyond basic medical by including community centric activities that promote health lifestyles. As a result, they typically require larger space than a conventional physician's office.

## Conclusions and Observations

The root cause of retail store closures can involve a web of complex corporate strategies, but the single identifiable reason most likely comes down to profitability. A lack of market demand or top line revenue is almost certainly the reason for store closures, especially in the case of successive closures.

Across all retail categories (i.e. apparel, grocery and specialty), there is a strong correlation between net margin (profit) and selling, general, and administrative (“SG&A”) costs indicating that lower operating costs is the strongest factor in determining profitability (see **Figure 3**).

**Figure 3. Grocery Net Margin % and SG&A %**



Note: Sample of national grocery brands

As a result, some cities across the US are turning to providing incentives as an economic development strategy to encourage retailers to open and operate in low-income communities. This economic development strategy is clearly aimed at lowering operating costs in an effort to improve profitability because top line revenue is not sufficient. The goal of these incentives is to provide the ability of retailers to remain operating over the long-term. One recent case involves the city of Indianapolis (see “City to steer \$500K into grocery development in low-income areas.”, IBJ.com) where the city is creating a fund of \$500,000 to provide incentives to attract traditional grocery store formats in low-income communities. The program could provide assistance to a single location or involve multiple stores.

## **Appendix A – Detailed Market Table**



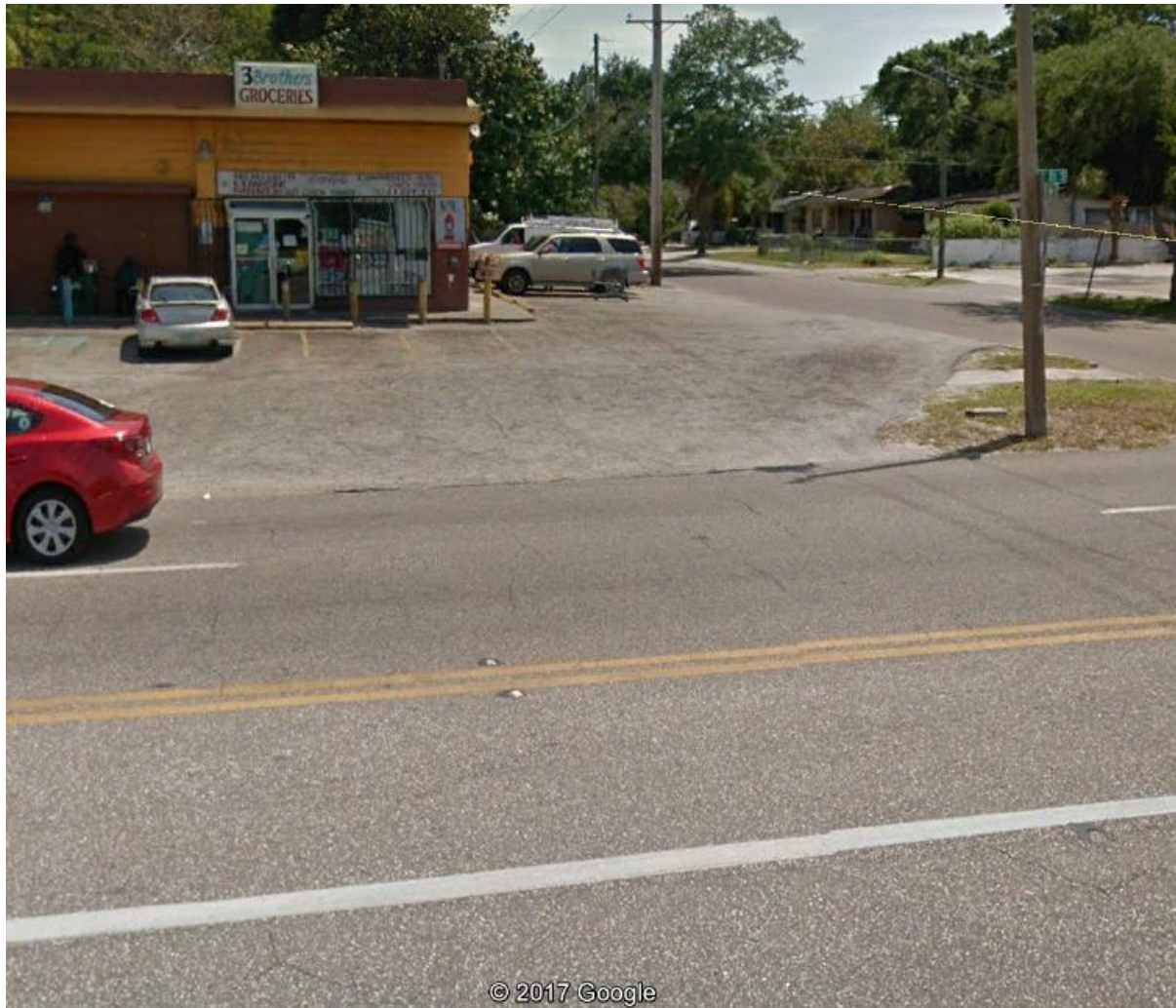
**APPENDIX A: TANGERINE PLAZA MARKET AREA**

Household Income	Less than \$5,000	\$5-9,999	\$10-14,999	\$15-19,999	\$20-24,999	\$25-34,999	\$35-49,999	\$50-74,999	\$75-\$99,999	\$100-\$149,999	\$150,000 or more	Total
Household Income (mean)	2,500	7,500	12,500	17,500	22,500	30,000	42,500	62,500	87,500	125,000	291,000	\$ 35,516
Households (occupied)	434	352	523	569	381	761	796	599	192	119	52	4,778
Share of households	9.1%	7.4%	10.9%	11.9%	8.0%	15.9%	16.7%	12.5%	4.0%	2.5%	1.1%	
Consumer expenditures (mean)	\$ 18,314	\$ 21,410	\$ 24,474	\$ 27,505	\$ 30,503	\$ 34,937	\$ 42,162	\$ 53,292	\$ 66,460	\$ 84,661	\$ 142,869	\$ 37,231
Housing (Shelter)	5,676	6,412	7,086	7,705	8,273	9,039	10,129	11,520	12,937	15,014	31,226	9,146
Food at Home	2,000	2,268	2,516	2,745	2,956	3,243	3,652	4,162	4,631	5,163	8,027	3,236
Food away from home	844	1,000	1,158	1,317	1,476	1,717	2,118	2,753	3,518	4,568	7,352	1,858
Household furnishings	452	541	632	724	818	960	1,200	1,583	2,045	2,668	4,022	1,045
Apparel	593	693	792	890	988	1,132	1,369	1,738	2,184	2,822	5,133	1,217
Entertainment	837	989	1,141	1,295	1,449	1,680	2,067	2,679	3,425	4,475	7,687	1,824
Other (transportation, healthcare)	7,912	9,507	11,149	12,829	14,543	17,166	21,627	28,857	37,720	49,951	79,422	18,906
Share of consumer spending												
Housing (Shelter)	31.0%	29.9%	29.0%	28.0%	27.1%	25.9%	24.0%	21.6%	19.5%	17.7%	21.9%	24.6%
Food at Home	10.9%	10.6%	10.3%	10.0%	9.7%	9.3%	8.7%	7.8%	7.0%	6.1%	5.6%	8.7%
Food away from home	4.6%	4.7%	4.7%	4.8%	4.8%	4.9%	5.0%	5.2%	5.3%	5.4%	5.1%	5.0%
Household furnishings & equipment	2.5%	2.5%	2.6%	2.6%	2.7%	2.7%	2.8%	3.0%	3.1%	3.2%	2.8%	2.8%
Apparel	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.3%	3.3%	3.3%	3.6%	3.3%
Entertainment	4.6%	4.6%	4.7%	4.7%	4.7%	4.8%	4.9%	5.0%	5.2%	5.3%	5.4%	4.9%
Other	43.2%	44.4%	45.6%	46.6%	47.7%	49.1%	51.3%	54.1%	56.8%	59.0%	55.6%	50.8%
Consumer expenditures (\$, 000's)	7,948	7,536	12,800	15,650	11,622	26,587	33,561	31,922	12,760	10,075	7,429	\$ 177,891
Housing (Shelter)	2,463	2,257	3,706	4,384	3,152	6,879	8,063	6,900	2,484	1,787	1,624	43,699
Food at Home	868	798	1,316	1,562	1,126	2,468	2,907	2,493	889	614	417	15,459
Food away from home	366	352	606	749	562	1,307	1,686	1,649	675	544	382	8,879
Household furnishings & equipment	196	190	331	412	312	731	955	948	393	317	209	4,994
Apparel	257	244	414	506	376	861	1,090	1,041	419	336	267	5,813
Entertainment	363	348	597	737	552	1,278	1,645	1,605	658	533	400	8,715
Other	3,434	3,346	5,831	7,300	5,541	13,063	17,215	17,285	7,242	5,944	4,130	90,332

## **Appendix B – Non-traditional Grocery and Food Markets**

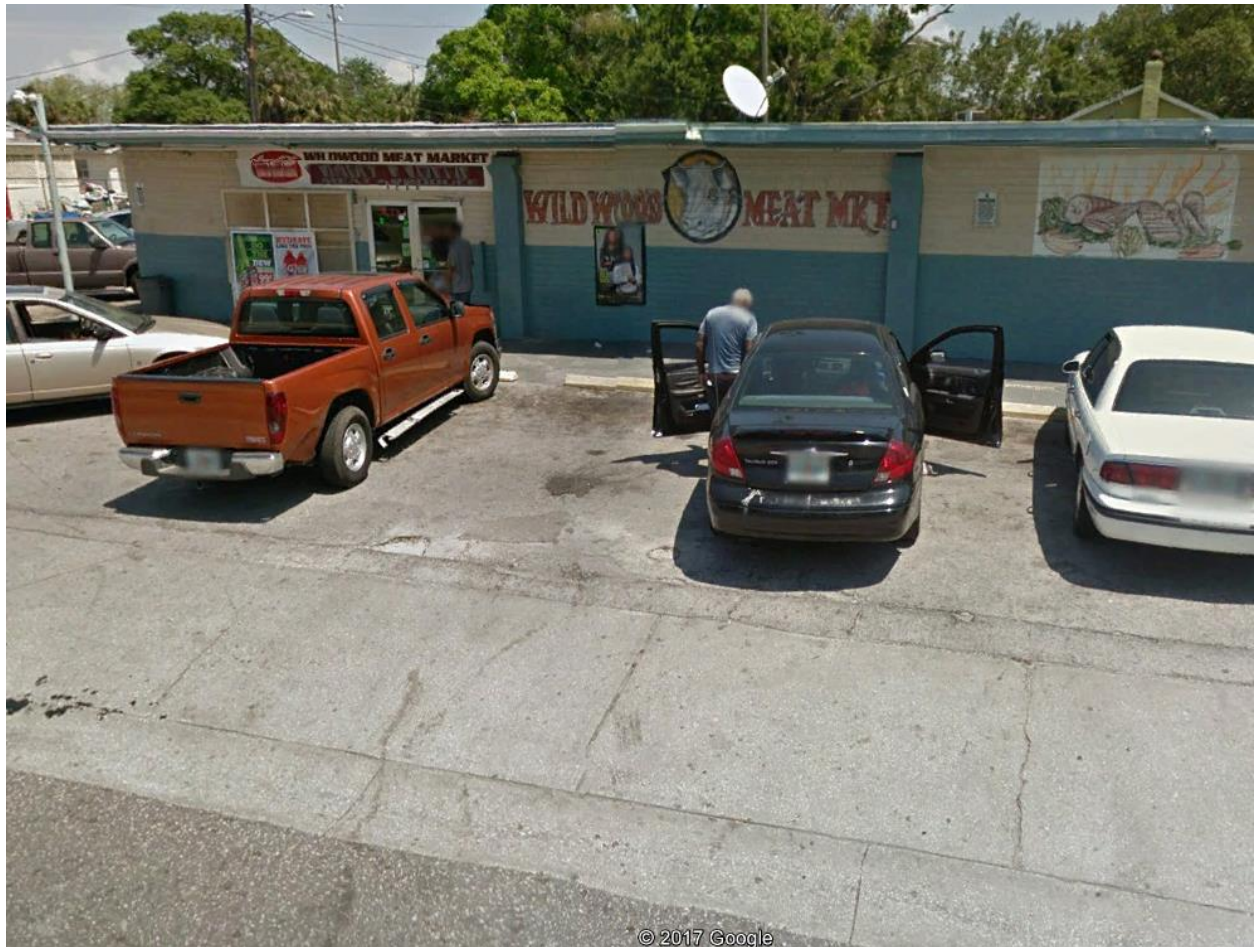


**South City Grocery and Meat – 909 22<sup>nd</sup> Street South**



**3 Brothers Groceries – 1040 16<sup>th</sup> Street South**





**Wildwood Meat Market – 1228 28<sup>th</sup> Street South**



**Redstone Markets – 1311 22<sup>nd</sup> Street South**



**Obama Express Food Market – 1400 18<sup>th</sup> Avenue South**





**Dave's Meat Market – 1664 15<sup>th</sup> Avenue South**





**Midtown Supermarket – 1856 18<sup>th</sup> Avenue South**



**Mair's Grocery – 2230 Dr. Martin Luther King Boulevard**





**Rajax Market – 2327 Dr. Martin Luther King Boulevard**



**727 Food Market – 3095 22<sup>nd</sup> Avenue South**

## **Appendix C – Sample of Retail Locations**



# Property Summary Report

## 2216 18th Ave S

Saint Petersburg, FL 33712 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Freestanding
Tenancy:	Single
Year Built:	2011
GLA:	9,002 SF
Floors:	1
Typical Floor:	9,002 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.87 AC
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### EXPENSES PER SF

Taxes:	\$0.29 (2011)
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### PARCEL

25-31-16-56988-000-0010

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume:	8,862 on 22nd Ave S & 18th St S (2011)
	93,657 on I-275 & 8th Ave S (2011)
Frontage:	216' on 18th Ave S
	234' on 22nd St S

Map with TrafficMap.com's ProGIS

### TRANSPORTATION

Parking:	40 free Surface Spaces are available; Ratio of 4.44/1,000 SF
Airport:	20 minute drive to Saint Petersburg-Clearwater International Airport
Walk Score ®:	Somewhat Walkable (59)
Transit Score ®:	Some Transit (35)

### PROPERTY CONTACTS

True Owner:	MBMD, LLC	Recorded Owner:	City Of St Petersburg Fl
Prior True Owner:	Foresight Property Services, LLC		

# Property Summary Report

## 1628 18th Ave S - Dollar Tree

Saint Petersburg, FL 33712 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Freestanding
Tenancy:	Multiple
Year Built:	2008
GLA:	9,900 SF
Floors:	1
Typical Floor:	9,900 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.76 AC
Zoning:	Commercial

### EXPENSES PER SF

Taxes:	\$1.41 (2016)
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### PARCEL

25-31-16-29664-005-0040

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume:	11,053 on 16th St S & 19th Ave S (2011)
	15,300 on 9th St S & 20th Ave S (2016)
Frontage:	322' on 18th Ave (with 1 curb cut)

Map data © 2016 Mapbox, OpenStreetMap contributors

### TRANSPORTATION

Parking:	40 free Surface Spaces are available; Ratio of 4.04/1,000 SF
Walk Score	Somewhat Walkable (68)
Transit Score	Some Transit (36)

### PROPERTY CONTACTS

True Owner:	Tim English & Associates	Recorded Owner:	Sand Dollar LLC
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# Property Summary Report

## 1566 S 16th St - 16th Street Plaza

Saint Petersburg, FL 33705 - South Pinellas Submarket

★★★★★



### BUILDING

Type:	Retail
Subtype:	Storefront
Tenancy:	Multiple
Year Built:	1952; Renov 2004
GLA:	16,803 SF
Floors:	1
Typical Floor:	16,803 SF
Construction:	Metal

### LAND

Land Area:	1.00 AC
Zoning:	CG, Saint Petersb...

### EXPENSES PER SF

Taxes:	\$0.67 (2016)
Opex:	\$2.26 (2005)

### PARCEL

25-31-16-35442-002-0100, 25-31-16-35442-002-0110

### AMENITIES

Common-area parking only, Freeway Visibility, Tenant Controlled HVAC

### LEASING

Available Spaces: No Spaces Currently Available

Leasing Company: Affordable Realty & Property Management Inc

Contacts: Al Kadury (727) 328-8070

### TRAFFIC & FRONTAGE

Traffic Volume: 11,053 on 16th St S & 15th Ave S (2016)

16,792 on 9th St S & 15th Ave S (2016)

Frontage: 450' on 16th (with 2 curb cuts)

Maple Hill Traffic/Maple Hill Research

### TRANSPORTATION

Parking: 30 Surface Spaces are available; Ratio of 1.79/1,000 SF

Airport: 22 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score: Somewhat Walkable (69)

Transit Score: Some Transit (36)

# Property Summary Report

## 1500-1566 16th St S

Saint Petersburg, FL 33705 - South Pinellas Submarket



### BUILDING

Type:	<b>Retail</b>
Center Type:	<b>Strip Center</b>
Tenancy:	<b>Multiple</b>
Year Built:	<b>1956</b>
GLA:	<b>15,518 SF</b>
Floors:	<b>1</b>
Typical Floor:	<b>15,518 SF</b>

### LAND

Land Area:	<b>3.20 AC</b>
Zoning:	<b>CG</b>

### EXPENSES PER SF

Taxes:	<b>\$3.06 (2012)</b>
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### PARCEL

25-31-16-08326-001-0010

### LEASING

Available Spaces: No Spaces Currently Available

Leasing Company: Morris Gregory Haas LLC

Contacts: Patricia Haas (813) 629-4459

### TRAFFIC & FRONTAGE

Traffic Volume: 11,053 on 16th St S & 15th Ave S (2016)

37,600 on I-175 & 16th St S (2011)

Made with TrafficMetrix 5 Products

### TRANSPORTATION

Airport: 21 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score ®: Very Walkable (73)

Transit Score ®: Some Transit (42)

### PROPERTY CONTACTS

True Owner: 16th Street Dev., Inc.

Recorded Owner: 16th Street Dev., Inc.

# Property Summary Report

## 1411 22nd St S

Saint Petersburg, FL 33712 - South Pinellas Submarket



### BUILDING

Type:	<b>Retail</b>
Subtype:	<b>Freestanding</b>
Tenancy:	<b>Single</b>
Year Built:	<b>1976</b>
GLA:	<b>1,976 SF</b>
Floors:	<b>1</b>
Typical Floor:	<b>1,976 SF</b>
Docks:	<b>None</b>
Construction:	<b>Masonry</b>

### LAND

Land Area:	<b>0.13 AC</b>
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### EXPENSES PER SF

Taxes:	<b>\$0.67 (2016)</b>
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### PARCEL

26-31-16-20772-000-0030

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume: 94,500 on I- 275 & 22nd St S (2016)

93,657 on I-275 & 8th Ave S (2011)

Frontage: 41' on 22nd St (with 1 curb cut)

Source: 2011 Traffic Study of Pinellas

### TRANSPORTATION

Parking: 10 free Surface Spaces are available; Ratio of 5.06/1,000 SF

Airport: 20 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score : Very Walkable (74)

Transit Score : Some Transit (35)

### PROPERTY CONTACTS

True Owner: **Barnes Walter**

Recorded Owner: **Barnes Walter**



# Property Summary Report

## 1200 28th St S

Saint Petersburg, FL 33712 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Freestanding
Tenancy:	Single
Year Built:	1950
GLA:	3,008 SF
Floors:	1
Typical Floor:	3,008 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.17 AC
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### EXPENSES PER SF

Taxes:	\$0.63 (2016)
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### PARCEL

26-31-16-97560-000-0950

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume:	87,544 on I-275 & Dayton St S (2011)
	91,000 on I- 275 & 18th Ave S (2016)
Frontage:	101' on 12th Ave
	139' on 28th St

Maps with Traffic Data via Products

### TRANSPORTATION

Parking:	10 free Surface Spaces are available; Ratio of 3.32/1,000 SF
Airport:	18 minute drive to Saint Petersburg-Clearwater International Airport
Walk Score	Somewhat Walkable (63)
Transit Score	Some Transit (40)

### PROPERTY CONTACTS

True Owner: Walker Jacquelyn D

Recorded Owner: Walker Jacquelyn D

# Property Summary Report

**2200 22nd Ave S - Carters Florists & Greenhouses**  
Saint Petersburg, FL 33712 - South Pinellas Submarket



## BUILDING

Type:	Retail
Subtype:	Garden Center
Tenancy:	Multiple
Year Built:	1956
GLA:	2,301 SF
Floors:	1
Typical Floor:	2,301 SF
Docks:	None

## LAND

Land Area:	0.45 AC
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## EXPENSES PER SF

Taxes:	\$1.51 (2008)
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## AMENITIES

Bus Line

## LEASING

Available Spaces: No Spaces Currently Available

## TRAFFIC & FRONTAGE

Traffic Volume:	8,862 on 22nd Ave S & 18th St S (2011)
	11,602 on 22nd Ave S & 17th St S (2016)
Frontage:	97' on 22nd Ave S (with 1 curb cut)

Source: Google Maps, Street View, and other sources

## TRANSPORTATION

Parking:	6 free Surface Spaces are available; Ratio of 2.61/1,000 SF
Airport:	21 minute drive to Saint Petersburg-Clearwater International Airport
Walk Score	Somewhat Walkable (52)
Transit Score	Some Transit (34)

## PROPERTY CONTACTS

Recorded Owner: **Carters Florist & Greenhouses**



# Property Summary Report

## 2190 18th Ave S

Saint Petersburg, FL 33712 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Bank
Tenancy:	Single
Year Built:	2009
GLA:	2,380 SF
Floors:	1
Typical Floor:	2,380 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.34 AC
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### EXPENSES PER SF

Taxes:	\$6.10 (2016)
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### PARCEL

25-31-16-88981-001-0010

### AMENITIES

Drive Thru

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume: 8,862 on 22nd Ave S & 18th St S (2011)

93,657 on I-275 & 8th Ave S (2011)

Frontage: 138' on 18th Ave

135' on 22nd St

Made with TopoMetric Pro/Photo

### TRANSPORTATION

Parking: 20 free Surface Spaces are available; Ratio of 8.40/1,000 SF

Airport: 21 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score ©: Somewhat Walkable (59)

Transit Score ©: Some Transit (35)

### PROPERTY CONTACTS

Recorded Owner: City Of St Petersburg

# Property Summary Report

## 900 16th St S

Saint Petersburg, FL 33705 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Convenience Store
Tenancy:	Single
Year Built:	1954
GLA:	1,560 SF
Floors:	1
Typical Floor:	1,560 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.33 AC
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### EXPENSES PER SF

Taxes:	\$1.54 (2016)
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### PARCEL

25-31-16-17676-000-0050

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume:	11,053 on 16th St S & 15th Ave S (2016)
	37,600 on I-175 & 16th St S (2011)
Frontage:	102' on 10th
	155' on 16th
	103' on 9th

Maple with TrafficMap.com

### TRANSPORTATION

Parking:	5 free Surface Spaces are available; Ratio of 3.21/1,000 SF
Airport:	21 minute drive to Saint Petersburg-Clearwater International Airport
Walk Score ®:	Very Walkable (73)
Transit Score ®:	Some Transit (44)

### PROPERTY CONTACTS

Recorded Owner: C P Gas Station Inc

# Property Summary Report

**3101 22nd Ave S - Whitey's Transmission Service Inc.**  
Saint Petersburg, FL 33712 - South Pinellas Submarket



## BUILDING

Type:	<b>Retail</b>
Subtype:	<b>Auto Repair</b>
Tenancy:	<b>Multiple</b>
Year Built:	<b>1964</b>
GLA:	<b>1,158 SF</b>
Floors:	<b>1</b>
Typical Floor:	<b>1,158 SF</b>
Docks:	<b>None</b>

## LAND

Land Area:	<b>0.18 AC</b>
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## EXPENSES PER SF

Taxes:	<b>\$1.26 (2016)</b>
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## PARCEL

26-31-16-89712-007-0140

## AMENITIES

Bus Line, Freeway Visibility, Signalized Intersection

## LEASING

Available Spaces: No Spaces Currently Available

## TRAFFIC & FRONTAGE

Traffic Volume: 2,800 on 21st Ave S & 31st St S (2011)

81,924 on I-275 & 24th Ave S (2011)

Frontage: 102' on 22nd Ave S

Made with TrafficMetrics Prologix

## TRANSPORTATION

Parking: 4 free Surface Spaces are available; Ratio of 3.45/1,000 SF

Airport: 19 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score: Somewhat Walkable (55)

Transit Score: Some Transit (39)

## PROPERTY CONTACTS

True Owner: **Johnson Donald B**

Recorded Owner: **Johnson Donald B**



# Property Summary Report

## 901 16th St S - Building A

Saint Petersburg, FL 33705 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Storefront
Tenancy:	Multiple
Year Built:	1952
GLA:	3,358 SF
Floors:	1
Typical Floor:	3,358 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.65 AC
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### EXPENSES PER SF

Taxes:	\$0.43 (2011)
Opex:	\$0.67 (2011-Est)
Total Expenses:	\$1.10 (2011-Est)

### PARCEL

25-31-16-68310-000-1601

### AMENITIES

Pylon Sign

### LEASING

Available Spaces: No Spaces Currently Available

Leasing Company: Excel Investment Realty, Inc

Contacts: Burt C. Jagmohan (813) 969-3970

### TRAFFIC & FRONTAGE

Traffic Volume: 11,053 on 16th St S & 15th Ave S (2016)  
37,600 on I-175 & 16th St S (2011)

Frontage: 98' on 16th St  
95' on 9th Ave

Made with TrafficMap® Pro v2.0

### TRANSPORTATION

Parking: 26 Surface Spaces are available; Ratio of 7.70/1,000 SF  
Airport: 21 minute drive to Saint Petersburg-Clearwater International Airport  
Walk Score: Very Walkable (73)  
Transit Score: Some Transit (44)

# Property Summary Report

**1008 S 16th St - United Transmission & Auto Repairs**  
Saint Petersburg, FL 33705 - South Pinellas Submarket



## BUILDING

Type:	Retail
Subtype:	Auto Repair
Tenancy:	Single
Year Built:	1962
GLA:	4,500 SF
Floors:	1
Typical Floor:	4,500 SF
Construction:	Metal

## LAND

Land Area:	0.45 AC
Zoning:	CG

## EXPENSES PER SF

Taxes:	\$0.47 (2016)
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## PARCEL

25-31-16-17676-000-0010

## LEASING

Available Spaces: No Spaces Currently Available

## TRAFFIC & FRONTAGE

Traffic Volume:	11,053 on 16th St S & 15th Ave S (2016)
	37,600 on I-175 & 16th St S (2011)
Frontage:	143' on 10th Ave
	118' on 16th St

Source: 2011 Traffic & Map Data

## TRANSPORTATION

Parking:	20 free Surface Spaces are available; Ratio of 4.40/1,000 SF
Airport:	21 minute drive to Saint Petersburg-Clearwater International Airport
Walk Score:	Very Walkable (73)
Transit Score:	Some Transit (44)

## PROPERTY CONTACTS

True Owner:	Winston Seenaught
Prior True Owner:	Thuan & Tam Vantran

Recorded Owner: Winston Seenaught

# Property Summary Report

## 1727 16th St S

Saint Petersburg, FL 33705 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Storefront Retail/O...
Tenancy:	Single
Year Built:	1947
GLA:	1,500 SF
Floors:	1
Typical Floor:	1,500 SF
Docks:	None
Construction:	Masonry

### LAND

Land Area:	0.23 AC
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### EXPENSES PER SF

Taxes:	\$0.84 (2016)
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### PARCEL

25-31-16-19656-000-0160, 25-31-16-19656-000-0180, 25-31-16-19656-000-0190

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume: 11,053 on 16th St S & 15th Ave S (2016)  
16,792 on 9th St S & 15th Ave S (2016)  
Frontage: 39' on 16th St (with 1 curb cut)

Source: Aerial Traffic Software Analysis

### TRANSPORTATION

Parking: 5 free Surface Spaces are available; Ratio of 3.33/1,000 SF  
Airport: 22 minute drive to Saint Petersburg-Clearwater International Airport  
Walk Score®: Very Walkable (72)  
Transit Score®: Some Transit (36)

### PROPERTY CONTACTS

Recorded Owner: Nakita Bell

Prior True Owner: Erline Isaac

# Property Summary Report

## 1523-1601 16th St S

Saint Petersburg, FL 33705 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Storefront
Tenancy:	Single
Year Built:	1951
GLA:	6,150 SF
Floors:	1
Typical Floor:	6,150 SF
Docks:	None

### LAND

Land Area:	0.55 AC
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### EXPENSES PER SF

Taxes:	\$0.64 (2016)
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### PARCEL

25-31-16-80280-000-0030, 25-31-16-80280-000-0050

### LEASING

Available Spaces: No Spaces Currently Available

### TRAFFIC & FRONTAGE

Traffic Volume:	11,053 on 16th St S & 15th Ave S (2016)
	16,792 on 9th St S & 15th Ave S (2016)
Frontage:	143' on 16th

Map data ©2017 Google, Imagery ©2017 Google

### TRANSPORTATION

Parking:	16 Surface Spaces are available; Ratio of 1.75/1,000 SF
Airport:	21 minute drive to Saint Petersburg-Clearwater International Airport
Walk Score ®:	Somewhat Walkable (69)
Transit Score ®:	Some Transit (36)

### PROPERTY CONTACTS

True Owner: **Pinellas Ex-offender Re-entry Coalition**  
Prior True Owner: **Welch Alletha M**

Recorded Owner: **Pinellas Ex-offender Re-entry Coalition**



# Property Summary Report

## 901 16th St S - Building B

Saint Petersburg, FL 33705 - South Pinellas Submarket



### BUILDING

Type:	Retail
Subtype:	Auto Repair
Tenancy:	Single
Year Built:	1960
GLA:	7,200 SF
Floors:	1
Typical Floor:	7,200 SF
Docks:	None
Construction:	Metal

### LAND

Land Area:	0.65 AC
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### EXPENSES PER SF

Taxes:	\$0.36 (2012-Est)
Opex:	\$0.32 (2012-Est)
Total Expenses:	\$0.68 (2012-Est)

### PARCEL

25-31-16-68310-000-1601

### LEASING

Available Spaces: No Spaces Currently Available

Leasing Company: Excel Investment Realty, Inc

Contacts: Burt C. Jagmohan (813) 969-3970

### TRAFFIC & FRONTAGE

Traffic Volume: 11,053 on 16th St S & 15th Ave S (2016)

37,600 on I-175 & 16th St S (2011)

Frontage: 95' on 17th

148' on 9th

Made with TrafficData Products

### TRANSPORTATION

Parking: 38 Surface Spaces are available; Ratio of 5.30/1,000 SF

Airport: 21 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score: Somewhat Walkable (66)

Transit Score: Some Transit (43)

# Property Summary Report

**2200-A-2200-B 31st St S - Skyway Business Center**  
Saint Petersburg, FL 33712 - South Pinellas Submarket

★★★★★



## BUILDING

Type:	<b>Retail</b>
Subtype:	<b>Freestanding</b>
Center Type:	<b>Strip Center</b>
Tenancy:	<b>Single</b>
Year Built:	<b>1989</b>
GLA:	<b>3,534 SF</b>
Floors:	<b>1</b>
Typical Floor:	<b>3,534 SF</b>
Docks:	<b>None</b>

## LAND

Land Area:	<b>0.51 AC</b>
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## EXPENSES PER SF

Taxes:	<b>\$1.05 (2012)</b>
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## PARCEL

35-31-16-82874-001-0030

## AMENITIES

Bus Line, Freeway Visibility, Pylon Sign, Signage, Signalized Intersection

## LEASING

Available Spaces: No Spaces Currently Available

## TRAFFIC & FRONTAGE

Traffic Volume: 11,044 on 31st St S & 24th Ave S (2011)

81,924 on I-275 & 24th Ave S (2011)

Frontage: 278' on 22nd Ave S

167' on 31st St S

## TRANSPORTATION

Parking: 26 free Surface Spaces are available; Ratio of 7.36/1,000 SF

Airport: 21 minute drive to Saint Petersburg-Clearwater International Airport

Walk Score ®: Somewhat Walkable (55)

Transit Score ®: Some Transit (39)

## PROPERTY CONTACTS

Recorded Owner: **Skyway Bc Inc**