GRIFFIN-SPALDING COUNTY LANDBANK AUTHORITY

GSCLBA RFP 27-001 Responses

1. Are proposers required to submit an offer for all four properties as one package, or may separate offers be submitted for individual parcels?

   Yes. The GSCLBA has a goal of increasing affordable housing in the City of Griffin and Spalding County for low to moderate income individuals and families. The GSCLBA also has a stated goal of neighborhood redevelopment. The parcels included on the RFP would help to achieve the goal of neighborhood redevelopment because an interested party would be required to develop all of the parcels included in the RFP.

2. Is there a minimum purchase price or minimum acceptable offer established by the Land Bank for any of the four parcels?

   In accordance with Section 5.4 of the GSCLBA Board Policies, the recommended minimum bid shall be equal to 30% of the current fair market value of the property as determined by the Spalding County Tax Assessor. Any purchaser submitting a bid below the recommended minimum must give an explanation justifying a lower bid.

   The prices listed on the properties of the GSCLBA.com website properties tab represent 30% of the tax assessed value. The policies can be found attached and on the gsclba.com website.

3. Please confirm whether each of the four parcels is currently considered a buildable residential lot and may be developed with a detached single-family residence under its current zoning.

   The addresses are lawful lots of record, therefore, the lots are buildable as long as the setbacks are met.

   For more information regarding the zoning, please call the Spalding County Community Development Department at (770) 467-4220

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4. Are there any known setback, lot-size, easement, drainage, floodplain, or other development restrictions affecting any of the four parcels?

   There no known setback, lot size and easement, drainage, floodplain restrictions affecting these parcels.

   For more information regarding the zoning, please call the Spalding County Community Development Department at (770) 467-4220

5. Are public water and public sewer available to each parcel? If so, are existing taps or connections present, and are there any outstanding tap, connection, impact, or utility fees that would be the responsibility of the purchaser?

   Spalding County Water Authority is not responsible for any discrepancies between their map and actual water and sewer service coverage. Users assume all risks associated with its use. Just because a property falls within a water or sewer service coverage area does not mean service is available. For official water service availability verification, please contact the Spalding County Water Authority Office at (770) 467-4777 and (770) 229-6423

6. Are there minimum requirements established by the GSCLBA regarding home size, number of bedrooms/bathrooms, exterior materials, garage configuration, architectural design, or minimum construction value?

   No, the Griffin-Spalding County Land Bank Authority does not have minimum requirements nor construction value. Spalding County has a minimum square footage for the Residential-1 zoning and may have requirements for exterior materials.

   Per Section 5.5 of the GSCLBA Board Policies, the board has reserves the right to deny applications based on the proposed design materials, renderings, and photographs of previous work.

   Please see the GSCLBA Board policies attached.

   For more information regarding the zoning, please call the Spalding County Community Development Department at (770) 467-4220

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7. The RFP references the Authority's goals of increasing homeownership and supporting both affordable and fair market-rate housing. For this RFP, may a developer construct the homes and sell them at fair market value to individual owner-occupants?

   Yes

8. Are there any buyer income limitations, maximum resale prices, affordability requirements, deed restrictions, owner-occupancy periods, or other restrictions that would apply to the completed homes?

   There are no buyer income limitations, maximum resale price, affordability requirements or periods. The owner-occupancy requirement is included in the deed restriction.

9. Is there a required period within which construction must begin and/or be completed following acquisition of the properties?

   Yes

   Per Section 4.8 of the GSCLBA Board Policies, unless otherwise agreed to by the parties, the purchaser or grantee shall make timely application for a building permit for the renovation or construction of the subject property within 90 days and shall commence work under such permit within 6 months of the date of the closing of the sale of this property from the GSCLBA. Should the purchaser fail to commence work within the specified time period, the GSCLBA shall have option to re-purchase the subject property for the sales price set forth in the contract less legal and administrative fees involved in the transaction and repurchase.

10. Will the purchase agreement contain a reversionary clause, development covenant, performance requirement, or other provision allowing the properties to revert to the GSCLBA if construction is not completed within the required timeframe?

    Yes

    Per Section 4.8 of the GSCLBA Board Policies, Unless otherwise agreed to by the parties, the purchaser or grantee shall make timely application for a building permit for the renovation or construction of the subject property within 90 days and shall

commence work under such permit within 6 months of the date of the closing of the sale of this property from the GSCLBA. Should the purchaser fail to commence work within the specified time period, the GSCLBA shall have option to re-purchase the subject property for the sales price set forth in the contract less legal and administrative fees involved in the transaction and repurchase.

Please see the GSCLBA Board policies attached.

11. May the purchaser obtain construction financing secured by the properties after closing?

    Yes, the successful may obtain the construction financing after closing after closing. The proposer is required to submit proof of financing at the time of their proposal submission such as bank statements, letter of available funds, construction loan commitment letter, line of credit letter.

12. Does the GSCLBA have surveys, plats, title information, soil or environmental reports, utility information, or other due-diligence documents available for these parcels?

    Please see the title certificates attached.

13. Finally, are there any existing architectural or neighborhood design standards that the Authority would like proposed homes on Pecan Point to complement?

    Per Section 5.5 of the GSCLBA Board Policies, the board has reserves the right to deny applications based on the proposed design materials, renderings, and photographs of previous work.

14. How is the opening bid determined?

    In accordance with Section 5.4 of the GSCLBA Board Policies, the recommended minimum bid shall be equal to 30% of the current fair market value of the property as determined by the Spalding County Tax Assessor. Any purchaser submitting a bid below the recommended minimum must give an explanation justifying a lower bid.

    The prices listed on the properties of the GSCLBA.com website properties tab represent 30% of the tax assessed value. The policies can be found attached and on the gsclba.com website.

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15. I'd like to purchase and acquire all 4 lots. I can get financing to build 1 house at a time. I'd have all other required documentation for the 4 lots. Would I be allowed to purchase the 4 lots and finance and build 1 house at a time?

    You may purchase the 4 lots at one time however the purchase must demonstrate the financing to build all of the parcels in the Request for Proposal.

16. Regarding the property at 116 Pecan Point with 3.06 acres, can it be subdivided?

    That question would be best directed to Spalding County Community Development. Please call the Spalding County Community Development Department at (770) 467-4220

17. How long to complete a build once the property is closed on?

    The purchaser or grantee shall make timely application for a building permit for the renovation or construction of the subject property within 90 days and shall commence work under such permit within six (6) months of the date of the closing of the sale of this property from the GSCLBA.

18. **Project funding:** Is the Authority seeking bids for a construction contract that it will fund, or must the selected builder purchase the lots and secure financing for the entire development? Does the Authority provide any construction funding or financial assistance?

    The GSCLBA is seeking bids for a builder to purchase the lots and secure financing for the entire development. The GSCLBA does provide any construction funding or financial assistance.

19. **Deferred payment for the land:** If the builder is responsible for financing the development, would the Authority consider making the lots available for construction and deferring payment of the agreed land purchase price until each completed home is sold? The Authority would receive payment for the applicable lot at the homebuyer's closing. Because we have other construction projects underway, this arrangement would help us manage capital across active jobs while directing more upfront funds toward construction. If the Authority is open to this approach, what ownership structure, agreements, and financial assurances would be required?

    This is not allowed per the current policy.

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20. **Assistance with permitting:** Would the Authority assist selected builders in coordinating with the appropriate City of Griffin or Spalding County departments to expedite plan review and permit issuance? A designated contact or coordinated review process would help me to maintain my schedule and plan my carrying costs.

    No.

21. **Selection of Realtor:** May selected builders use their own licensed Realtor or real estate brokerage to market and sell the completed homes? If so, are there requirements regarding buyer eligibility, sales prices, marketing, or brokerage commissions?

    Yes, the selected builder may use their own licensed realtor or real estate brokerage to market and sell the completed home. There are no requirements regarding buyer eligibility, sales prices, marketing or brokerage commissions.

22. Does the Authority permit proposals submitted by a development team or joint venture consisting of separate financing, construction, and development-management participants?

    Yes

23. Must the lead proposer be a licensed general contractor, or may a development consultant serve as the lead entity with a properly licensed contractor responsible for construction?

    The lead proposer does not need to be a licensed general contractor. A Georgia State General Contractor's License is required at the time of proposal submission. An applicant may partner with a properly licensed general contractor.

24. Are there specific financial-capacity, prior-development-experience, or organizational requirements for the lead proposer versus participating team members?

    No

25. What specific forms, documents, and information must be included in each individual proposal?

The specific forms, documents and information that must be included are listed in the RFP 27-002 announcement.

- Cover Letter on Letterhead to include:
  - Applicant Name
  - Applicant background and experience
  - Company background, structure and experience
  - Intended use of the property
  - Intention to rezone the property(if necessary)
  - Construction Budget (Sample Below)
  - Construction Timeline to include estimated date of completion and certificate of occupancy date
  - Bid Price to Griffin-Spalding County Land Bank Authority****
- State of Georgia General Contractor's License
- Business License
- Proof of Commercial Liability Insurance
- Photographs from previous projects
- Proposed Site plan
- Proposed Floor Plans
- Zoning verification from the City of Griffin or Spalding County
- Proof of Financing such as:
  - Most recent Bank Statements,
  - Letter of verification of available funds from Financial Institutions
  - Constructions Loan Commitment Letter from Financial Institution
  - Line of Credit Letter
- Construction Budget (Sample)
- IRS Determination Letter (if applicable)

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26. Is the Georgia State General Contractor's License required at the time of proposal submission, or may an applicant partner with a properly licensed general contractor for construction?

    Yes, a Georgia State General Contractor's License is required at the time of proposal submission. The development company may apply with a licensed and insured Georgia construction partner. The applicant does not need to hold the contractor's license

27. What proof of financing or available capital is acceptable for an applicant seeking to develop a single lot?

    An applicant cannot purchase an individual lot for this solicitation.

    - Proof of Financing such as:
        - Most recent Bank Statements,
        - Letter of verification of available funds from Financial Institutions
        - Constructions Loan Commitment Letter from Financial Institution
        - Line of Credit Letter

28. Are there minimum construction standards, completion deadlines, or owner-occupancy requirements that must be addressed in the proposal?
    There are no construction standards that must be addressed in the proposal. The applicant would be required to submit photographs of previous work. Per Section 5.5 of the GSCLBA Board Policies, the board has reserves the right to deny applications based on the proposed design materials, renderings, and photographs of previous work.

    The purchaser or grantee shall make timely application for a building permit for the renovation or construction of the subject property within 90 days and shall commence work under such permit within six (6) months of the date of the closing of the sale of this property from the GSCLBA.

    Unless explicitly waived by the Board and expressly set forth in the applicable Transaction Agreement, all property acquired from the GSCLBA shall be required to be Owner-Occupied Property. Owner-Occupancy shall be determined upon the completion of the renovation or development of the property, and the Owner-

Occupant is expected to reside in the property and must pay all tax obligations that become due and payable on the property.

29. Is the stated purchase price of $5,250 per lot the required purchase price, and are there any additional deposits, closing costs, or development fees?

    The prices listed for each property is not a purchase price; it is a bid price. There are closings costs as determined by the closing law firm. There are development fees as determined by the City of Griffin.

30. May an applicant submit proposals for multiple lots, with a separate proposal for each property?

    A separate proposal is not required for each property. The proposal required is for the acquisition of all four lots.

31. Can you provide the recorded subdivision plat (Plat Book 24, Page 341), including the dimensions, building lines, easements, and boundaries for all four properties?

    The recorded subdivision plat can be found at the Spalding County Superior Clerk or Court.

32. The RFP states a minimum of 2,000 square feet under R-1 zoning. Is that minimum calculated using heated living space only, excluding garages, porches, and unfinished areas?

    That question would be best directed to Spalding County Community Development. Please call the Spalding County Community Development Department at (770) 467-4220

33. Do any of these parcels qualify for reduced minimum square footage requirements based on their original plat recording dates? If so, would the Land Bank consider homes smaller than 2,000 square feet?

    That question would be best directed to Spalding County Community Development. Please call the Spalding County Community Development Department at (770) 467-4220

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34. Are there any subdivision-specific architectural requirements, minimum home widths, exterior material restrictions, garage requirements, or other design limitations beyond the R-1 zoning requirements?

    There are no additional covenants of the parcels included in the RFP as part of the subdivision.

    That question would be best directed to Spalding County Community Development. Please call the Spalding County Community Development Department at (770) 467-4220

35. Have any soil evaluations, perc tests, septic feasibility studies, or septic permits previously been completed for these parcels? If so, can copies be provided?

    The Griffin-Spalding County Land Bank Authority is not aware of any soil evaluations, perc tests, septic feasibility studies or septic permits,

36. Are there existing water meters, utility taps, or paid connection fees associated with any of the properties?

    For official water service availability verification, please contact the Spalding County Water Authority Office at (770) 467-4777 and (770) 229-6423

37. Are there known floodplain, drainage, stormwater, environmental, or topographical issues that could affect construction?

    There are no known floodplain, drainage, stormwater, environmental or topographical issues that could affect construction

38. The current tax-assessed value of the property is $11,750. Is there a minimum starting bid amount required for this property?

    In accordance with Section 5.4 of the GSCLBA Board Policies, the recommended minimum bid shall be equal to 30% of the current fair market value of the property as determined by the Spalding County Tax Assessor. Any purchaser submitting a bid below the recommended minimum must give an explanation justifying a lower bid.

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39. Does the Authority have title commitments, surveys, or other due diligence documentation available for review?

    Please see the title certificates attached.

40. Will the purchase agreement allow a due diligence period for soil testing, survey verification, utility availability, and confirmation of building feasibility before closing?

    No

41. Does the Authority establish a maximum resale price for the completed homes, or may developers propose market-based sales prices consistent with the RFP's objectives?

    No the authority does not establish a maximum resale price for the completed homes. The developers may propose market-based sales prices consistent with the RFP's objectives.

42. Are there specific income limits, buyer eligibility requirements, or affordability guidelines that the eventual homebuyers must meet?
    No
43. Are developers permitted to market and sell the completed homes to qualified owner-occupants at prevailing market prices, provided the development complies with the approved proposal?

    Yes

44. Does the Authority require construction to be completed within a specific number of months, or is the completion timeline proposed by the developer and approved as part of the selection process?

    The purchaser or grantee shall make timely application for a building permit for the renovation or construction of the subject property within 90 days and shall commence work under such permit within six (6) months of the date of the closing of the sale of this property from the GSCLBA.

45. May multiple lots be developed in phases, with separate construction start dates and completion schedules?

    Yes

46. Are there any performance deposits, construction guarantees, or additional financial requirements imposed after a proposal is selected?

    No

47. Could you confirm whether one builder can propose on both RFPs, whether there are required house plans or minimum square footage, and how the 30% lot price is paid (at closing or at sale)?

    Yes, one builder can propose on both RFPs. House plans are required and must meet the square footage requirements as determined by zoning. The bid price is paid at closing.