

Exhibit C

City of La Crosse- 6th Street RFP Application

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**SECTION I
PROJECT SUMMARY**

1. Applicant Information

Company Name: Spies Construction, LLC

Address: 2011 Liberty Liberty Street

City and Zip Code: La Crosse, WI Zip: 54603

CEO/Executive Director: Delores M. Spies

Phone: 608-781-3797 Fax: 608-779-0403

Email: spies@centurytel.net

Project Contact Person: Delores M. Spies

Phone: 608-386-0845 Fax: 608-779-0403

Email: spies@centurytel.net

Developer Organization Type (check only one):

- Nonprofit Corporation
- For-Profit Corporation
- Other (please specify) Limited Liability Company

2. Proposed Ownership Structure for Development (check all that apply)

- Nonprofit
- Tax credit entity
- Limited Liability Corporation (LLC) or Limited Liability Partnership (LLP)
- Other, Describe:

SECTION 2 PROJECT DESCRIPTION

Project Characteristics

Project Narrative

1. Please provide a brief summary of the proposed project. Describe the number of units and types, construction materials used for the development. Describe what design elements are included fit the criteria described in Exhibit A (fit with the neighborhood, architectural design elements, exterior materials, parking, building height).

Developer proposes to build four (4) single family homes on the four (4) lots, with each home having a 2 car garage. It is anticipated that each home will be owner-occupied but Developer would like to reserve the right to retain ownership of 1 single family home as a rental property. Homes shall be either 2 story or ranch homes which will be designed to blend into the existing neighborhood. Each single family home will range from 1,200 to 1,500 square feet with an average sale price of between \$175,000 to \$195,000. The projected square footage and sale price may be subject to change if any of the homes are pre-sold or a custom built. Developer plans to have more windows to allow for additional lighting and to use premium vinyl siding or LP smartside with accent colors. Houses will be 3 bedrooms with 1.5 to 2 bathrooms, covered front entry and covered rear porch and will be of the same quality materials/workmanship that Developer has used on similar projects (1407 Mississippi Street, 2134 S. 29th Street and 1608 West Avenue). See Exhibit A attached hereto for basic drawing of lot lines.

2. What is the offering price to be paid for the site and do you have any financing conditions or contingencies?

\$50,000 cash.

Asking price is fifty-thousand dollars (\$50,000), which will be recorded as a second mortgage on the property and paid upon final sale of the units to third parties or upon lease-up of rentals. A \$20,000 performance deposit will be required, which will be credited to the purchase price if all terms are completed in the agreement. The City will not negotiate covering the cost of replacement of sewer and water laterals.

3. The transfer of property to the selected developer is negotiable; however must occur by March 2017. What is your anticipated start and end date of construction?

Anticipated start date would be immediately following closing, Developer would build the houses one at a time, building one house after the prior has sold.

4. Complete this table

Proposed Unit Type or Unit Name	No. of Units of this Type	Write O (Owner) or R (Rental)	Square Footage	Sale Price (if owner-occupied) or anticipated Appraised Value if Rental	No. of Bedrooms in this Unit Type
Single Family Home	4	O	1,200-1,500	\$175,000-\$195,000	3

5. If your proposal contains rental unit(s), what is the anticipated monthly rent(s)? Who will maintain ownership of rental unit(s)? How will the rental unit(s) be managed?

It is Developer's goal that all houses will be sold and owner occupied, if for any reason market conditions do not allow the sale of one of the houses, Developer would like to reserve the right to keep one house as a rental property, managed by developer or a qualified management company, rent would be in the range of \$1,200-\$1,800 depending on market conditions and value of the property.

Design Quality and Compatibility

6. What type of exterior materials will you use for the development? What types of architectural features does it have to enhance the aesthetic appeal of the homes?

See answer to Question 1 above. Developer will use premium vinyl siding or LP smartside with corresponding accent colors. Covered front entry and covered rear porch. Sample designs and plans are attached hereto as Exhibit B. Please note that the garages are crossed off as they would not be attached but rather placed at the rear of the property. Architectural features would be consistent with the neighborhood and Developers other work, see examples set forth in Exhibit C.

Maintenance

7. Will there be any shared property or a Homeowner's Association? How will it be maintained?

Not Applicable.

- Attachment A, Preliminary site plan including landscaping
- Attachment B, Building renderings

**SECTION 3
DEVELOPMENT BUDGET**

Estimated Construction and Development Costs

Please complete the below table

	Amount
Excavation Work	\$3,600
Utility Installation	
Concrete work (footings, foundation walls, basement floors, garage slabs, sidewalks, steps)	\$13,000
Framing	\$36,000 (includes finishing labor, lumber, doors, windows, insulation etc.)
Lumber Package, Interior Doors, Windows	
Siding, Fascia, Soffit	\$40,000
Roofing, venting, gutters and downspouts	
Insulation	
Cabinets, countertops, vanity tops, fixtures	\$6,000
Drywalls material/finish, painting	\$10,500
Flooring	\$7,500
Heating and Air Conditioning	\$8,500
Plumbing	\$10,200
Electrical	\$9,600
Landscaping, earthworks	\$4,000
Contractor Overhead	\$15,000
Other Development costs such as architect, surveys, construction loan fees, permits, legal costs, developer fees	\$2,000
Closing Costs (title work, realtor fees)	\$2,000
Other costs, describe	
Total Estimated Development Budget	\$671,600 for all 4 homes (above costs represent an individual home)
Cost Per Unit (Total Cost/Total Units)	\$167,900

SECTION 4 FINANCING SOURCES

Financial Ability and Insurance

1. Cash Credit Available.

Type of Line of Credit (Merchant Credit, Loan)	Name of Financial Institution or Merchant	Current <u>Available</u> Cash Credit
Line of Credit	R&R Properties of the Midwest, LLC	\$ \$200,000
		\$
		\$

2. Financial statement. Condition at close of business on date: [Click here to enter text.](#), 20 .

ASSETS:

Please see Hoche Narrative

- a. Cash: \$
- b. Accounts Receivable: \$
- c. Real Estate Equity: \$
- d. Construction Equipment, Book Value \$
- e. Materials in Stock \$
- f. Other Assets \$
- g. **TOTAL ASSETS:** \$

LIABILITIES:

- a. Accounts, Notes and Interest Payable Within 2 Years of Date of Financial Statement \$
- b. Accounts, Notes Payable 2 or More Years after Date of Financial Statement \$
- c. Other Liabilities \$
- d. **TOTAL LIABILITIES** \$
- e. **NET WORTH** \$

3. Do you currently possess the following insurance and liabilities or are you willing to obtain them?

a) Commercial General Liability Insurance of not less than \$1,000,000.00 per occurrence for bodily injury, personal injury and property damage; Yes No

b) Umbrella Liability Insurance of not less than \$1,000,000.00 per occurrence for bodily injury, personal injury and property damage in excess of coverage carried for commercial general liability and automobile liability; Yes No

c) Workers' Compensation and Employees' Liability Insurance with Wisconsin statutory limits.
Yes No

Section 4
Financing Sources

Spies Construction, LLC will provide financial information as requested upon receipt of assurance by the City of La Crosse that the financial information can be held confidential and its review restricted to the review committee and staff. Spies Construction, LLC has done work with the City of La Crosse in the past and has long history of operation. Spies Construction, LLC is ready willing and able to purchase the lots for \$50,000 in cash. Spies Construction, LLC is in receipt of a commitment letter for a \$200,000 revolving construction line of credit to allow the building of at least two units at a time. The commitment letter can be sent upon the City's request and any additional financial information as requested will be sent upon execution of an agreement that such financial information will be kept confidential and not become a public record.

SECTION 5 ORGANIZATIONAL CAPACITY

General

1. Indicate the roles of the Developer in the project. (check all that apply)
- Ownership Entity
 - Managing Partner or Managing Member
 - Property Management
 - Builder
 - Developer
 - Other, Describe:

Ownership Entity

2. Describe the proposed ownership entity and if the relationship between the ownership entity and the Developer is expected to change over time.

Developer will own properties while built and will sell each property upon completion and build the next property as properties are sold.

Experience

3. List the 5 most recent residential new construction or rehabilitation projects completed, where you served as the general contractor or developer. These may be single family home construction projects or multi-family projects. City staff will contact these clients.

Project Location/Address	# Units	Date Started	Date Completed	Total Cost	Client/Owner Name	Client's Phone Number / email
1217 S. 6th Street La Crosse, WI 54601	1	6/2016	10/2016	\$175,000.00	Elisabeth C. Carlson	608-317-8748 Lissa@cpclax.com
2128 S. 29th Street La Crosse, WI 54601	1	11/2015	6/2016	\$255,000.00	Nick & Jill McGrath	nmcgrath@uwlax.edu
2134 S. 29th Street La Crosse, WI	1	10/2015	02/2016	\$190,000.00	Chris & Jessica Stevens	608-769-2308
1407 Mississippi Street, La Crosse, WI 54601	1	06/2015	11/2015	\$205,000.00	Chris & Penny Warren	920-680-5151 cwarren1015@centurylink.net
308 Losey Blvd S. La Crosse, WI	1				Mary Grass	608-784-3155

➤ **Attachment C, Photographs/portfolio of similar projects (max of three (3))**

4. Summarize the construction experience, training, and background of the principal project manager who will be the City of La Crosse's Primary Contact (no more than 5 sentences long)

- Developer has done several projects with the City of La Crosse, including building the first La Crosse Promise House and building houses on several City owned lots and doing rehabilitation work.

5. Have you ever failed to complete work awarded to you or defaulted, cancelled, or terminated for cause on any contract? **Yes X No** (If so where and why, attach a statement of explanation, including all pertinent facts).

6. In the past five (5) years, has this company, business entity, affiliate, or predecessor company, or entity:

- a. Been suspended or debarred from any government contracting process or been disqualified on any government procurement? **Yes XNo**
- b. Been subject to any administrative proceeding, arbitration award, or civil action seeking specific performance, restitution, or other monetary award or settlement? **Yes XNo**
- c. Experienced a revocation or suspension of any business or professional permit and/or license? **Yes XNo**
- d. Been the subject of a criminal investigation, whether open or closed, or an indictment for any business-related conduct constituting a crime under local, state or federal law? **Yes XNo**
- e. Received any OSHA citation or Notification of Penalty containing a violation classified as serious or willful? **Yes XNo**
- f. Been the subject of any other federal, state or local citations, notices, violation orders, administrative hearings, arbitration proceedings, or determinations of a violation of any labor law or regulation? **Yes XNo**
- g. Had any liens, claims or judgments filed against the Business Entity that remain undischarged or were unsatisfied for more than 90 days? **Yes XNo**
- h. Has the Business or any Affiliate been a party to any civil litigation? **Yes XNo**
- i. Has the Business or any Affiliates had any liquidated damages assessed? **Yes XNo**
- j. Has the Business or any Affiliates initiated or been the subject of any bankruptcy proceedings, whether or not closed, regardless of the date of filing, or is any bankruptcy proceeding pending? **Yes XNo**

For each "yes" answer above, provide an explanation of the issue(s) on a separate sheet, include all pertinent facts.

SECTION 6 CERTIFICATIONS

1. Certification of Acknowledgement and Disclosure of Any Conflict of Interest

The UNDERSIGNED hereby declares that he/she or they are the only person(s), firm or corporation interested in this application as principal, which it is made without any connection with any other person(s), firm or corporation submitting a proposal for the same.

The UNDERSIGNED hereby declares that they have read and understand all standard contract conditions outlined in Attachment A in the Request for Proposals, and that their proposal is made in accordance with the same. Furthermore, should they be the selected applicant, the undersigned will agree to these standard contract terms and conditions, which may be subject to change.

The UNDERSIGNED hereby declares that any person(s) employed by the City of La Crosse, who has direct or indirect personal or financial interest in this RFP, application, or in any portion of the profits that may be derived there from, has been identified and the interest disclosed below. (Please include in your disclosure any interest which you know of. An example of a direct interest would be a City of La Crosse employee, City of La Crosse Council Member, City of La Crosse Housing Rehabilitation Committee, who would be paid to perform services under this proposal. An example of indirect interest would be a City of La Crosse employee who is related to any officers, employees, principal or shareholders of your firm or to you. If in doubt as to status or interest, please disclose to the extent known).

Declaration of any Conflict of Interest with the City of La Crosse. None.

ORGANIZATION NAME: Spies Construction, LLC

AUTHORIZED SIGNATURE: Delores M. Spies DATE: 1/31/07

PRINT NAME & TITLE: Delores M. Spies, Member

ADDRESS: 2011 Liberty Street, La Crosse, WI 54603

PHONE NUMBER: 608-781-3797 FAX NUMBER: 608-779-0403

FEDERAL TAX IDENTIFICATION NUMBER (Required): 77-0685758

DUNS Number: 10-745-7855

NOTE: RFP must bear the handwritten signature of a duly authorized member or employee of the organization submitting a proposal. RFP must be signed and returned with proposal.

2. Certification of Acknowledgement of City's Sample Development Agreement (Exhibit B)

CERTIFICATION

The UNDERSIGNED hereby declares that he/she has read the sample City's development agreement (Exhibit B).

Plans to negotiate with the City on the terms in its agreements will not disqualify the Organization from the bid. The City would like these disclosed ahead of time to allow for an open, transparent process and in fairness to all respondents. These are sample agreements only and may be subject to modifications or changes in mutual agreement with the RFP Respondent. However, any major and significant proposed modifications to these agreements should be disclosed below.

The UNDERSIGNED would like to negotiate on the following items in the City's draft agreements or would like to negotiate the following aspect of the sale of the parcel.

AUTHORIZED SIGNATURE:  DATE: 1 / 31 / 2017

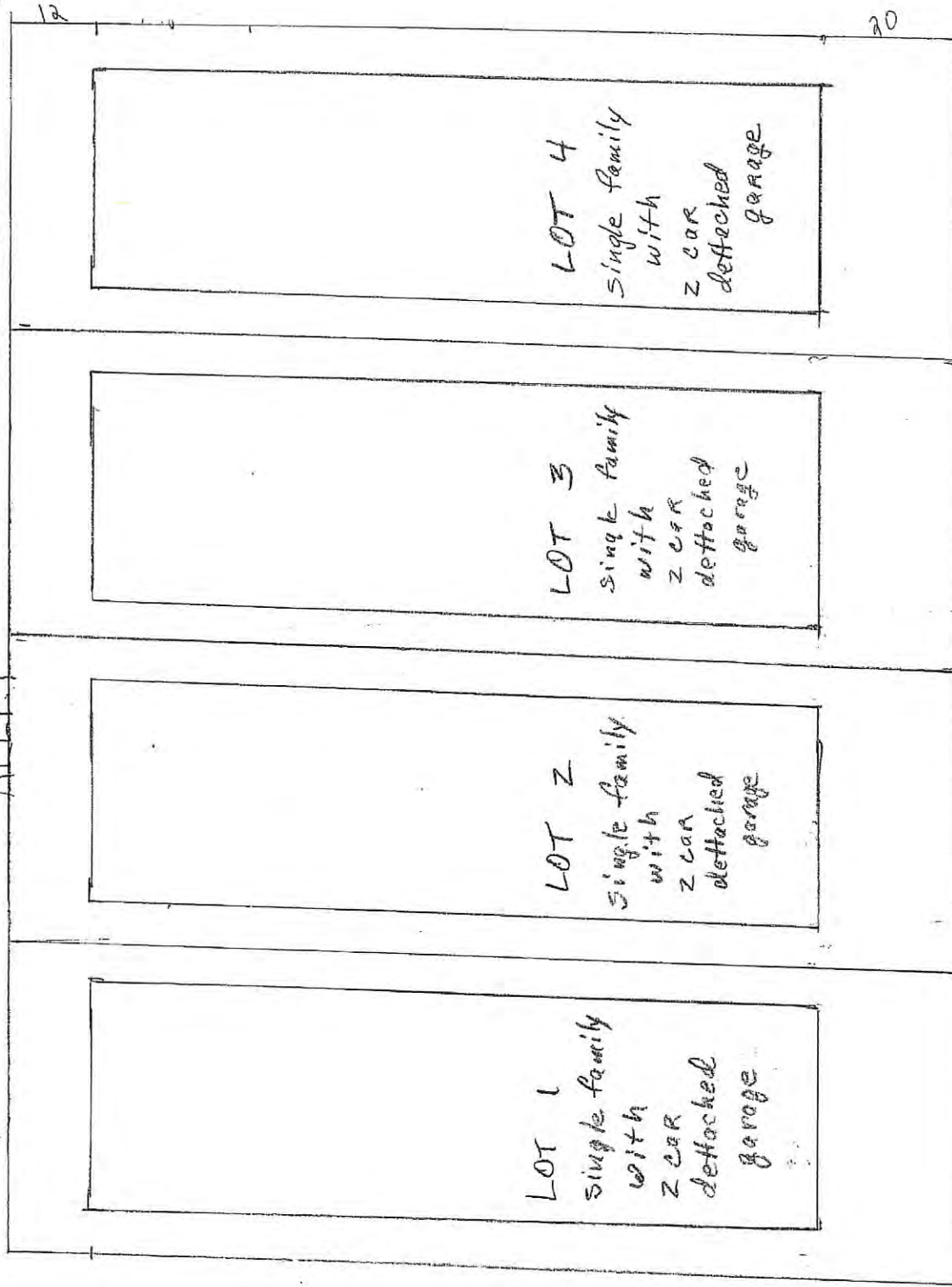
PRINT NAME & TITLE: Delores M. Spies, Member

Attachment A

(Single Family Home Bid)

ALLEY

140.33



LOT 1
Single family
with
2 car
detached
garage

LOT 2
Single family
with
2 car
detached
garage

LOT 3
Single family
with
2 car
detached
garage

LOT 4
Single family
with
2 car
detached
garage

CITY sidewalk

46'

45'

45'

46'

approach
183'

Attachment B

(Single Family Home Bid)

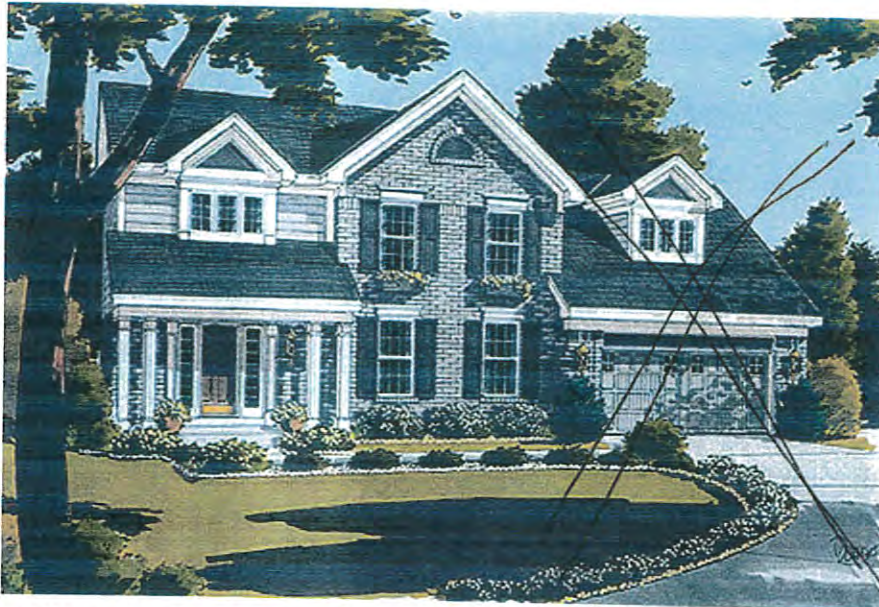
The illustrations on the attached documents are for illustration purposes only and are not intended for sale or resale.

HOUSEPLANS

Questions about this plan? Visit Houseplans today or call 1-800-913-2350

You can view this plan at houseplans.com/p/46-125

Plan #46-125



1565 sq ft 3 beds 2.5 baths 54' wide 26' deep

Pricing

Material List	
Each	+\$75.00
Mirror Reversed Sets	
Each Additional Set	+\$35.00
Plan Set	
5 Copy Set	\$695.00
8 Copy Set	\$799.00
CAD Set	\$1320.00
PDF Set	\$945.00
Reproducible Set	\$945.00
Foundation	
Basement	+\$0.00
Right-Reading Reverse	
Each	+\$115.00
Additional Construction Sets	
Each Additional Set	+\$50.00

House Features

- | | |
|-------------------------------|----------------------|
| Upstairs Master Bedrooms | Walk In Closet |
| Walk In Pantry Cabinet Pantry | Peninsula Eating Bar |
| Great Room Living Room | Bonus Play Flex Room |
| Covered Front Porch | Suited For View Lot |
| Great Room Living Room | Bonus Play Flex Room |

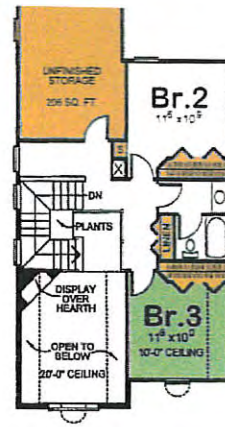
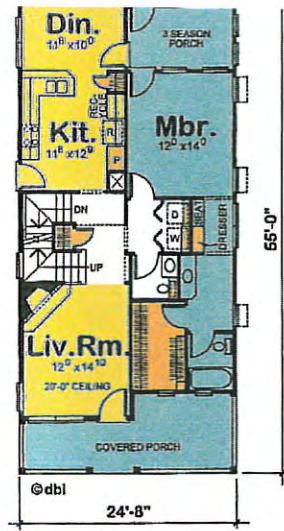
Styles Classifications

- | | |
|-------------|---------|
| Traditional | Country |
| Colonial | |

Specifications

Bonus Sq Ft	242 sq ft
Upper Floor Sq Ft	777 sq ft
Main Floor Sq Ft	798 sq ft
Total Sq Ft	1565 sq ft
Depth	26'
Height	26'
Width	54'
Primary Pitch	8:12
Upper Ceiling Ft	8'
Main Ceiling Ft	8'

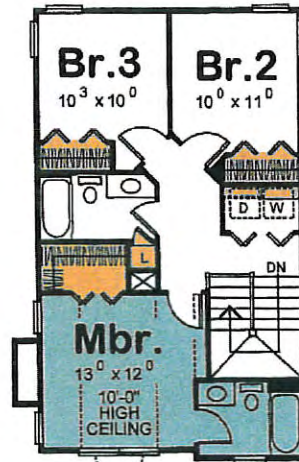
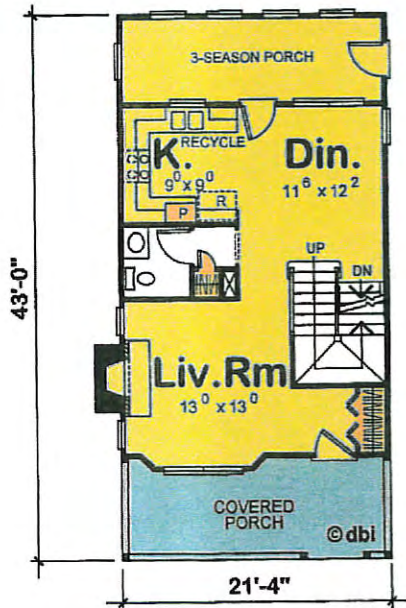
Sample



the
Kincaid
 6710N-9JJ
 pricecode 12

Main Level	603
Second Level	694
Total Square Ft.	1297

Standard Foundation: Basement



Livability
at a Glance™

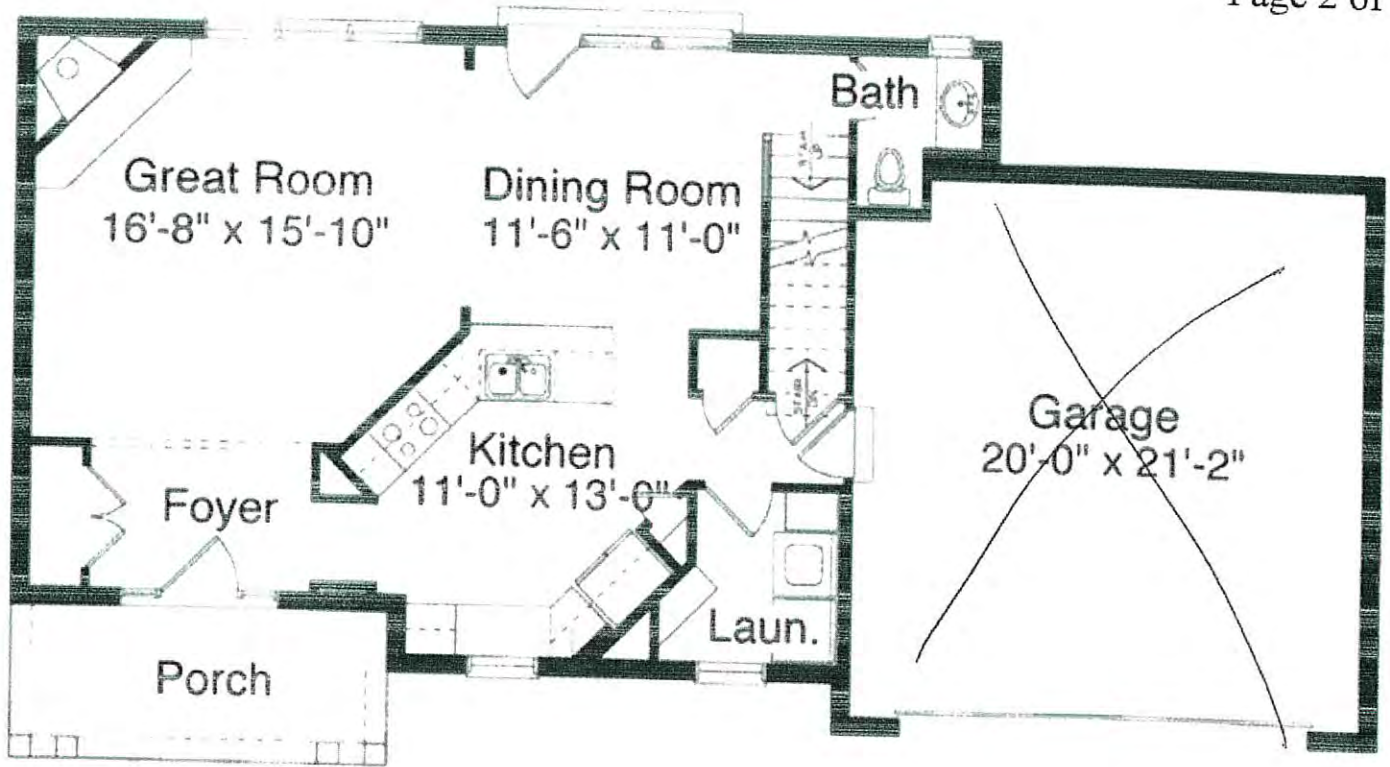
- Storing
- Entertaining
- Flexible Living
- De-Stressing

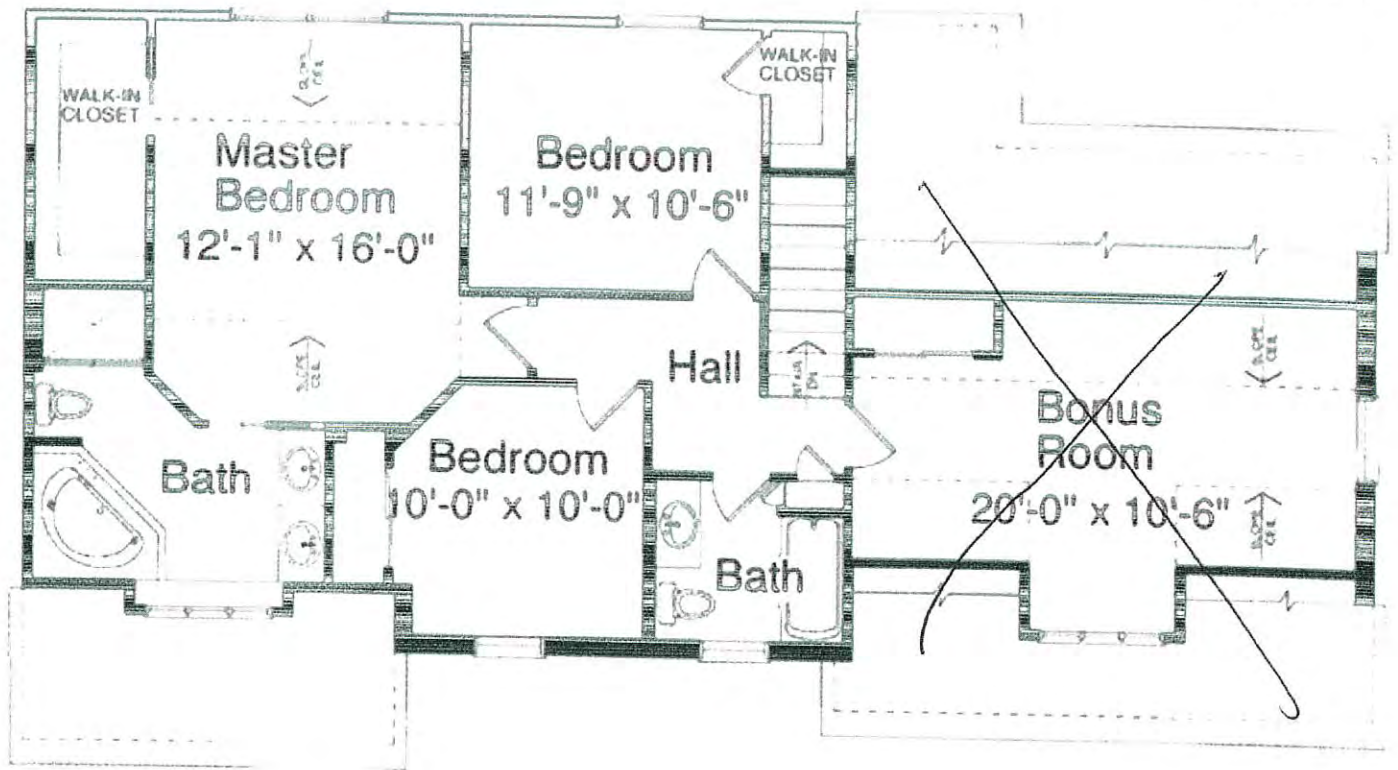
296

sample

www.designbasics.com/9...

80







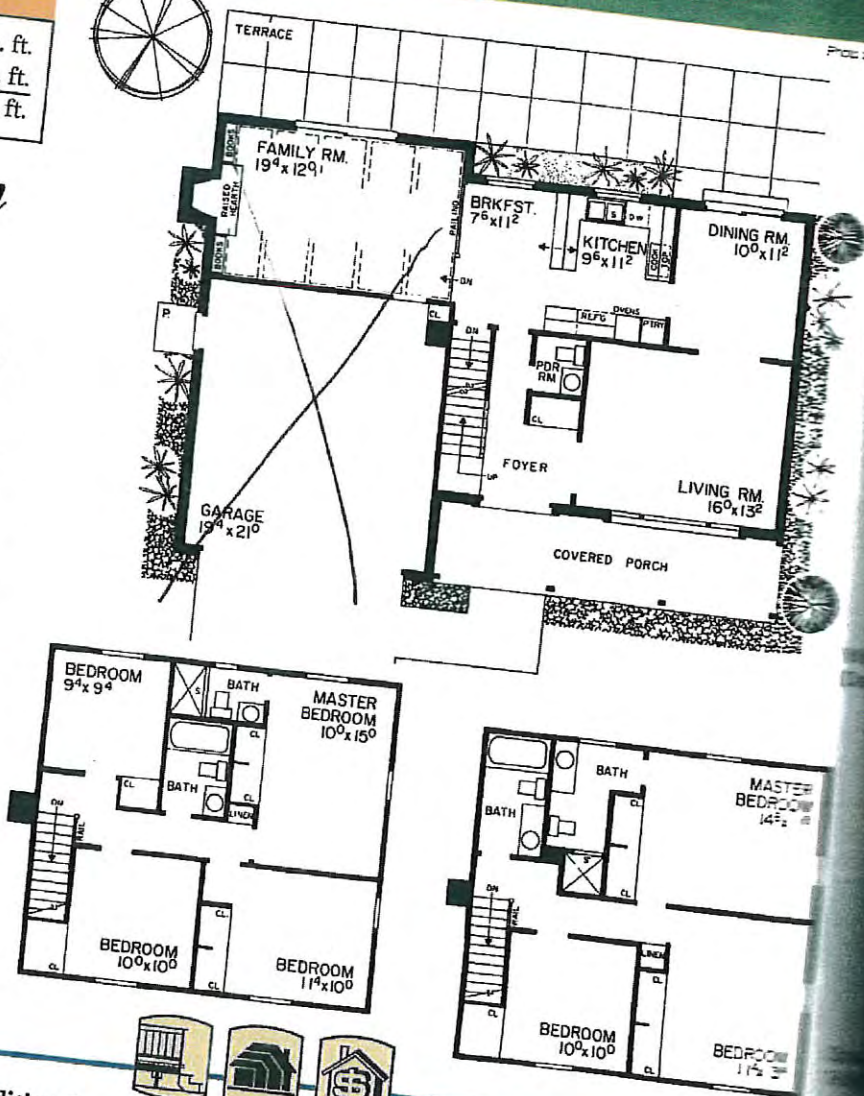
DESIGN HH1956

First Floor:	990 sq. ft.
Second Floor:	728 sq. ft.
Total:	1,718 sq. ft.

Two Bedroom Options

This fine two-story home is graced with Colonial touches. Best of all, the plan includes two choices for completing the second floor: select the three-bedroom option, or if you prefer, the four-bedroom option. Whichever you choose, the tremendous livability remains unchanged.

The first floor takes off with a living room and a dining room joined to create a spacious formal living area. The kitchen is planned for practical use, and serves the breakfast area and dining room well. Step down to the adjacent sunken family room and enjoy the raised-hearth fireplace that will remove the chill from those cold winter nights. A centrally located powder room is easily accessed from all areas of the first floor.



Sample



Attachment C

(Single Family Home Bid)

(The attached documents reflect three of the projects described in Section 5 (3) of the RFP Application)

{01798177.DOCX}



1407 Mississippi

Spies Construction LLC

1st private contractor
to partner with city



Lissa Carlson

1227 S. 6th St

1st LaCrosse Promise home



Lissa Carlson
1227 S. 6th St
1st LaCrosse Promise home