



Exhibit C

City of La Crosse- 6th Street RFP Application

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**SECTION 1
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: _____

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 three (3) sets of twin homes creating 3 separate lots, with each twin home having a detached garage. It is anticipated that each twin home will be owner-occupied but Developer would like to reserve the right to retain ownership of 1 unit as a rental property. Twin homes shall be either 2 story or ranch homes which will be designed to blend into the existing neighborhood. Each unit will range from 1,200 to 1,400 square feet with an average sale price of between \$170,000 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. Twin homes will be 3 bedrooms with 1.5 to 2 bathrooms 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 twin homes one at a time, building each one 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
Twin Home	3	O	1,200-1,400	\$170,000-\$190,000	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 units will be sold and owner occupied, if for any reason market conditions do not allow the sale of one of the units, Developer would like to reserve the right to keep one unit 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. 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	\$7,000
Utility Installation	
Concrete work (footings, foundation walls, basement floors, garage slabs, sidewalks, steps)	\$19,500
Framing	\$72,000 (includes finishing labor, lumber, doors, windows, insulation etc.)
Lumber Package, Interior Doors, Windows	
Siding, Fascia, Soffit	\$80,000
Roofing, venting, gutters and downspouts	
Insulation	
Cabinets, countertops, vanity tops, fixtures	\$12,000
Drywalls material/finish, painting	\$21,000
Flooring	\$15,000
Heating and Air Conditioning	\$17,000
Plumbing	\$20,400
Electrical	\$19,200
Landscaping, earthworks	\$8,00
Contractor Overhead	\$25,000
Other Development costs such as architect, surveys, construction loan fees, permits, legal costs, developer fees	\$3,500
Closing Costs (title work, realtor fees)	\$2,000
Other costs, describe	
Total Estimated Development Budget	\$964,800 for all three units (costs above are per property)
Cost Per Unit (Total Cost/Total Units)	\$321,600 per property or \$160,800 per unit

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	\$ & \$ 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 attached 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** \$

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.

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 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		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 XNo** (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.

ORGANIZATION NAME: Spies Construction, LLC

AUTHORIZED SIGNATURE: *Delores M. Spies* DATE: *1/31/17*

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.

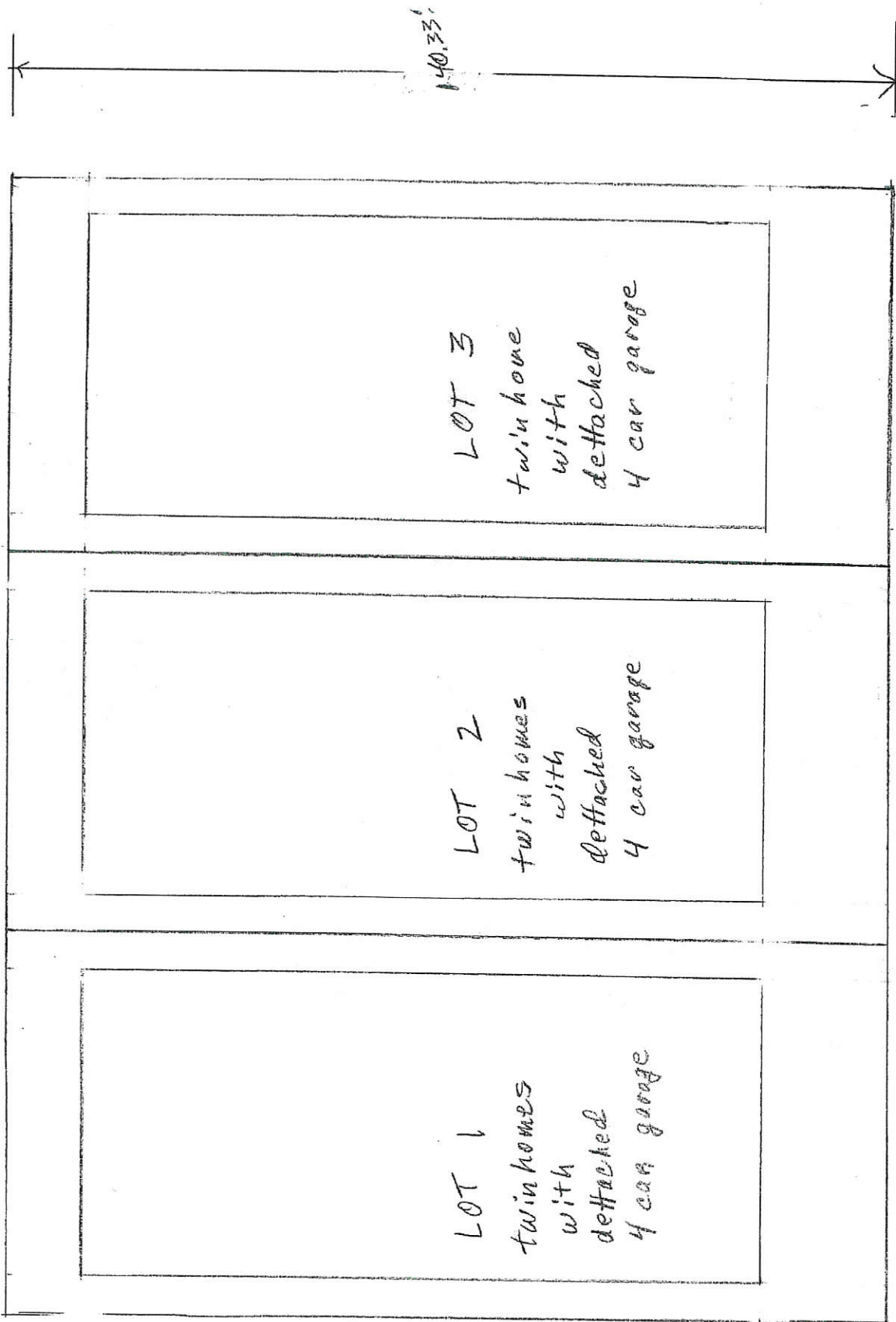
AUTHORIZED SIGNATURE: *Delores M. Spies* DATE: 1 / 31 / 2017

PRINT NAME & TITLE: Delores M. Spies, Member

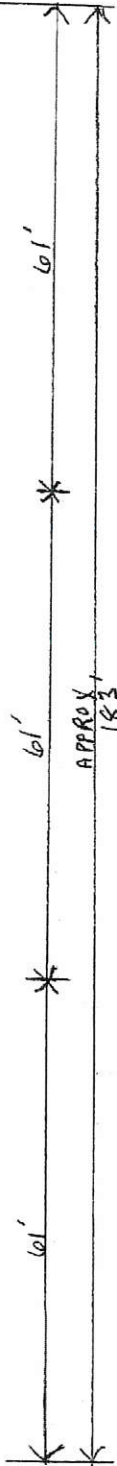
Attachment A

(Twin Home Bid)

ALLEY



CITY SIDEWALK



Attachment B

(Twin Home Bid)

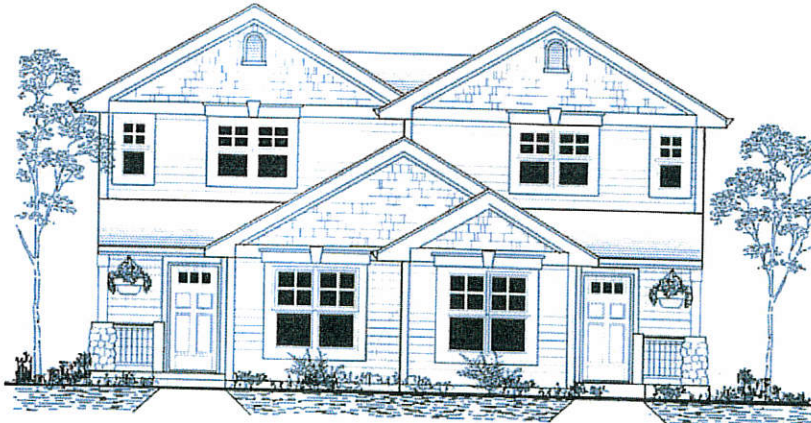
The illustrations on the attached documents are for illustration purposes only and are not intended for sale or resale.

H HOUSEPLANS

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

You can view this plan at houseplans.com/p/53-339

Plan #53-339



2590 sq ft 3 beds 2.5 baths 38' wide 43' deep

House Features

- Teen Suite Jack Jill Bath
- Peninsula Eating Bar
- Den Office Study Computer
- Covered Front Porch
- Great Room Living Room
- Upstairs Laundry
- Walk In Closet
- Great Room Living Room
- Upstairs Laundry
- Suited For Narrow Lot
- Den Office Study Computer

Styles Classifications

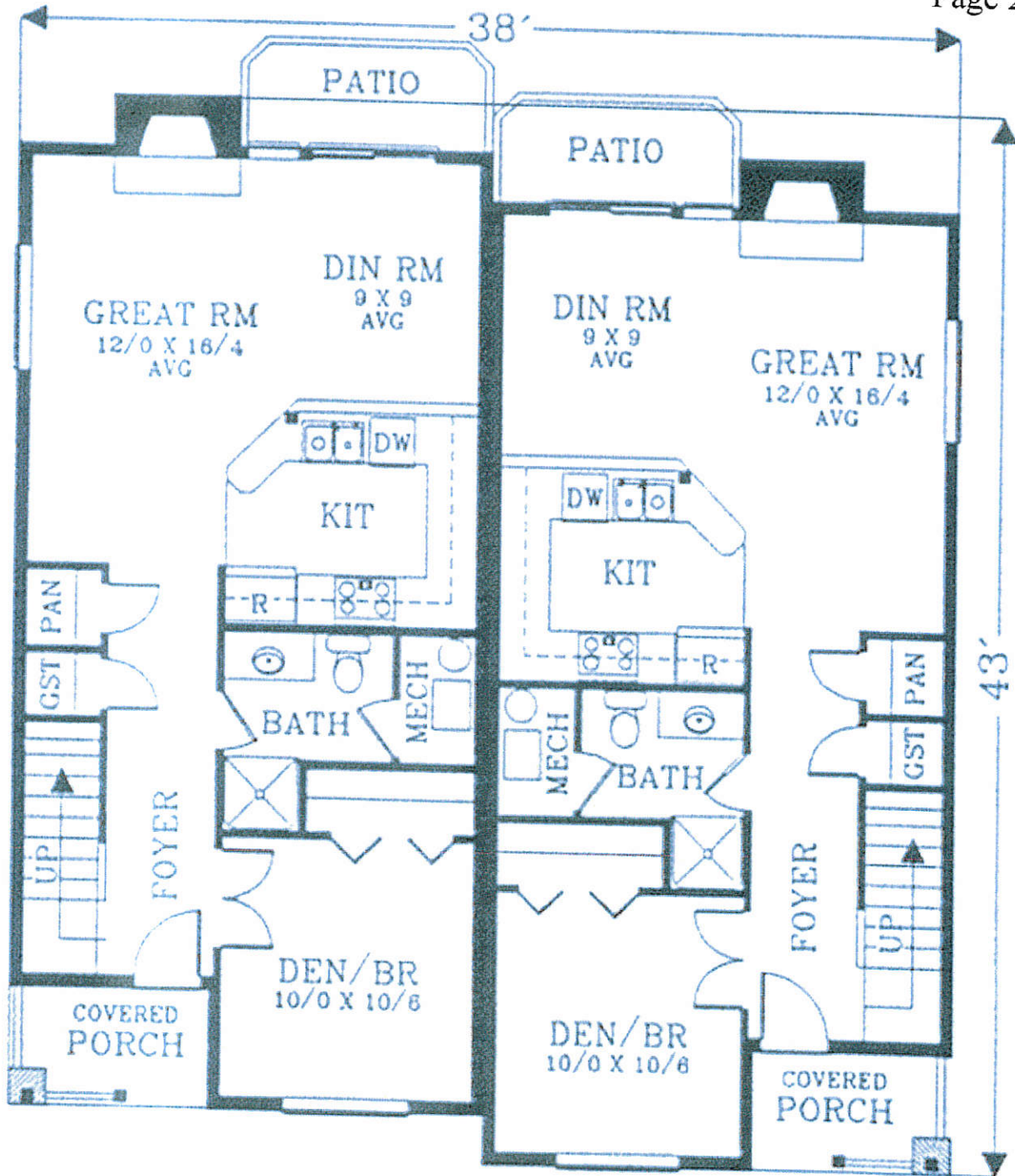
- Craftsman
- Bungalow

Pricing

Mirror Reversed Sets	
Each Additional Set	+\$0.00
Plan Set	
5 Copy Set	\$700.00
CAD Set	\$2925.00
PDF Set	\$700.00
Reproducible Set	\$700.00
Single Set	\$490.00
Foundation	
Crawlspace	+\$0.00
Additional Construction Sets	
Each Additional Set	+\$50.00

Specifications

Upper Floor Sq Ft	597 sq ft
Total Sq Ft	2590 sq ft
Main Floor Sq Ft	698 sq ft
Depth	43'
Width	38'
Primary Pitch	7:12







Plan Number 72791 | Order Code 01WEB
 FamilyHomePlans.com
 U.S. customers call 1-800-482-0464 | Canadian customers call 1-800-361-7526
[Click Here to Mirror Reverse Plan](#)



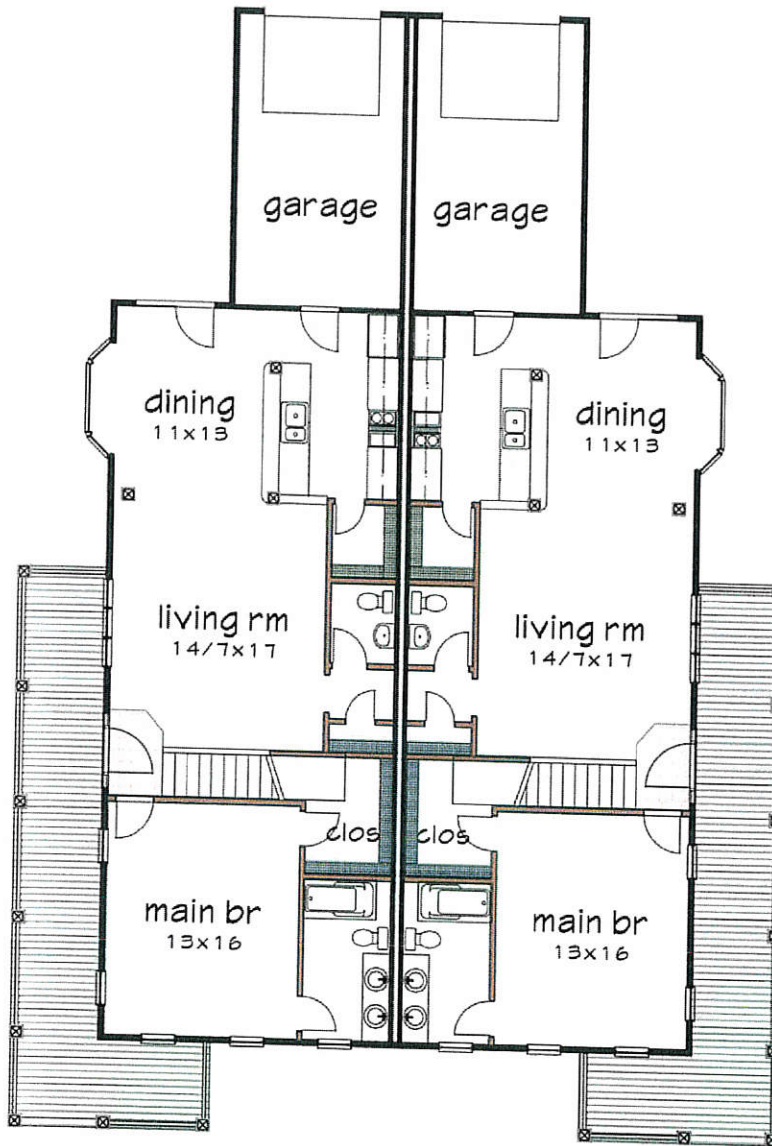
- Plan Number: 72791**
- 3212 Total Living Area
 - 1000 Main Level
 - 606 Upper Level
 - 6 Bedrooms
 - 4 Full Bath(s)
 - 2 Half Bath(s)
 - 2 Car Garage
 - 52'4" Wide x 78' Deep
- Order Code: 01WEB**
- 5 Sets: \$1,050.00
 - PDF File: \$1,000.00
 - CAD File: \$1,475.00
 - Materials List: \$75.00
 - Right Reading (True) Reverse: \$150.00
- All sets will be Readable Reverse copies. Turn around time is usually 3 to 5 business days.**
- Additional Sets: \$30.00

Available Foundation Types:

- Crawlspace

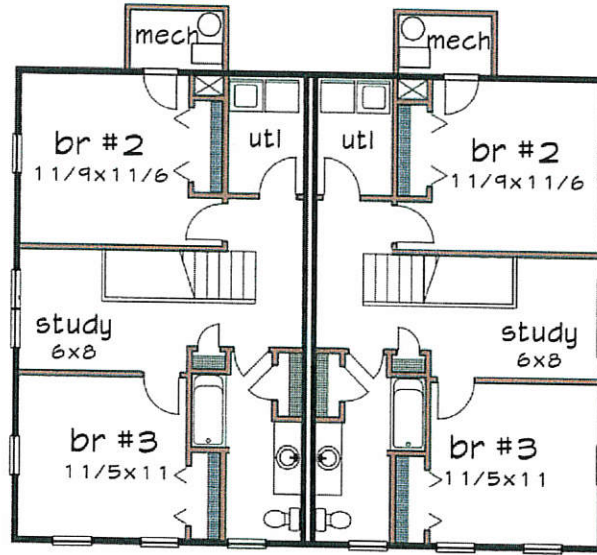


Plan Number 72791 | Order Code 01WEB | Front Elevation
 FamilyHomePlans.com
 U.S. customers call 1-800-482-0464 | Canadian customers call 1-800-361-7526
[Click Here to Mirror Reverse](#)



Floor 1 plan

Plan Number 72791 | Order Code 01WEB | First Floor Plan
FamilyHomePlans.com
U.S. customers call 1-800-482-0464 | Canadian customers call 1-800-361-7526
[Click Here to Mirror Reverse](#)



Floor 2 plan

Plan Number 72791 | Order Code 01WEB | Second Floor Plan
FamilyHomePlans.com
U.S. customers call 1-800-482-0464 | Canadian customers call 1-800-361-7526
[Click Here to Mirror Reverse](#)

Attachment C

(Twin Home Bid)

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



2134 S. 29th St - Chris & Jessica Stevens

New houses built on
lots purchased from
the city



2128
S. 29th St
Nick & Jill
McGrath



Before

MARY GRASS
308 Losey Blvd. S.
CITY REHAB. PROJECT



After



213 S. 22nd St.
Purchased to update for
resale
sold October 2016

After

