

POSSIBLE MOTION

I MOVE TO direct

- 1) the engagement of Robert Droll and Associates to oversee and manage the South Benchlands development project, and,
- 2) direct the Interim Administrator to form a working group consisting of staff, the Benchlands Ad Hoc Development Committee, and Robert Droll and Associates for the purpose of working together, using a comprehensive team approach with a transparent public process to:
 - a. develop a land sale agreement, for subsequent presentation to the Assembly, for sale of the South Benchlands property to Sound Development, LLC, and,
 - b. ensure the South Benchlands development project is successfully completed in a timely, well-coordinated, and effective fashion.

Memo

To: City and Borough of Sitka Assembly
From: Jay Sweeney, Interim Municipal Administrator
Date: 7/18/13
Re: Staff Perspectives on the South Benchlands Development Plan from Sound Development, LLC

At the Assembly Meeting of June 25, I committed the staff to providing a comprehensive analysis of the South Benchlands development proposal from Sound Development, LLC. The comments of the various Departments are contained in the attached documents.

As you will see from the attached comments, there are many questions and concerns from staff which are not fully answered by the Sound Development, LLC proposal. At the same time, there are no issues raised which are complete showstoppers which would cause staff to reject the Sound Development, LLC proposal out of hand.

Given this, staff recommends that the Assembly direct that certain additional steps be taken, which include engagement of a professional firm to oversee the entire development project, preparation of a land sales agreement, and, formation of a working group consisting of staff members, the ad hoc Benchlands Development Group, and the engaged professional firm, to carefully and thoroughly manage the development process so that staff concerns and questions are fully and completely addressed.

Staff also believes that the original consulting firm who did planning work for the benchlands development, Robert Droll and Associates, should be engaged to assist again in order to ensure continuity in the planning and development process, since their original work was of good quality and they already have background knowledge of the project.

The goal of everyone with a stake in the outcome of this project – the public, the developer, Municipal staff, and the ad hoc group – is for the project to succeed. Such success, however, can't be obtained without thorough and constant communication, careful planning, and a flexible, innovative approach towards problem solving. Many of the issues identified by the staff are complicated and will require a willingness to work together on the part of all parties involved to solve.

The comments of Public Works are especially critical, as the Department will bear the brunt of the staff work required for the project. In particular, I call your attention to the comments made concerning the tradeoffs in future remediation costs versus careful and thorough construction planning and requirements at the outset. The drainage issues are key among these.

It is my opinion that the best way to ensure success on this project is to form a working group, consisting of staff members, the ad hoc Benchlands Development Group, and the engaged professional firm, right from the outset. This group should be given the charge of overseeing the development in a methodical, step-by-step fashion, solving problems and achieving consensus as it goes. It would be the task of the working group to determine the timeline for achievement of key

milestones, and for presentation of key decisions to the Assembly, starting with a land sales agreement. In essence, this is an extension of the mission of the existing ad hoc group, with the addition of a professional development consultant and staff members to the process.

To proceed otherwise, in staff's opinion, especially in a way which rushes development in a haphazard fashion, increases the risk of a project which is completed in a less than optimal fashion, leaving problems requiring expensive remediation in the future.

Staff Comments on South Benchlands Development Proposal

Planning Department – Planning Director, Wells Williams

1. The Planning Office is pleased to hear the Developers' plans to use proceeds from the sale of Tracts A and B to further studies involving drainage/wetlands/feasibility throughout Tract C.
2. The Planning Office feels its primary role is to administer the subdivision applications and public processes; not make policy recommendations on land sales to the Assembly.

Government Relations Director – Marlene Campbell

Since I am not a department head, I am commenting on the Government Relations aspects of this proposal. The FY 2014 CBS Legislative Capital Project Request entitled "Whitcomb Heights Subdivision Utility Improvements, as well as many requests for Whitcomb Heights funding assistance prior to this year, speaks to the total development costs of the subdivision, which have already exceeded \$11 million. Using the purchase price of the land from the University of Alaska (\$3,350,000 in 2007) does not realistically show the real development costs for this land and its roads and utilities, and is an inadequate basis for valuing price per acre at \$17,353.92. Actual expenditures to date include the \$5,000,000 CBS received from the State of Alaska to help fund construction of the water tank is certainly part of the total cost, as is the DEC loan of \$3,170,000 which the City will have to pay back. If the Assembly chooses to subsidize "affordable housing" on these lots, CBS should at least start with more realistic dollar estimates of actual costs of these lots. Otherwise, the development proposal will be completely non-competitive with and subsidized to a huge extent, which other contractors and property purchasers in the Whitcomb Heights Subdivision could contest, especially those who are already developing property on Jacobs Circle subdivision.

Second, why was this RFP process not consistent with the planning study for which CBS paid qualified consultants to generate a development plan for the benchlands? I haven't been able to get hold of a copy of this plan, but I believe it provided a comprehensive development plan with realistic numbers, and this proposal appears to be inconsistent with the plan. Before any proposal is considered, it should at least be scrutinized for consistency with the development plan. If it is not, and the Assembly wants to not follow the development plan, at a minimum all factual information about the plan should be made available to all and an informed decision to subsidize a section of the lots for "affordable housing" made with consideration of the real costs and impacts of a subsidy on other contractors and the public.

Last, the proposal appears to be nothing more than a "wish list" of possible development after the developer purchases various parcels at a substantial discount.

How will the proposer be kept accountable to actually develop the parcels as proposed? If there is no firm commitment on exactly what will be delivered in what time frame to provide subsidized “affordable housing”, with performance measures and increasing penalties for non- or inadequate performance, how can this proposal be considered responsive? This does not appear to be a real, realistic proposal for purchase of City assets with firm deliverables for “affordable housing” directly related to the parcels. This premise appears inconsistent with CBS’s ongoing commitment in our many years of legislative requests for funding for Whitcomb Heights Subdivision to put significantly more land on the market for residential development, with no previous plan for highly subsidized “affordable housing” on a substantial number of these lots.

Legal Department – Municipal Attorney, Robin Koutchak

Several issues have been raised concerning the sale of land to a private developer. The idea of sale of otherwise unusable city property to private entities for development is not a new concept and as infrastructures age and affordable housing dwindles, it becomes a viable option. For instance a city like Queens might sell an old library that will cost 3 million dollars to update basic plumbing and electricity to a private developer who will build a high rise.

The main issue with this sale is: **Will the sale result in the property ending up in the hands of, and being used by, the intended and targeted user?**

My understanding is that CBS did an expensive and extensive study of this property several or a few years ago with the idea that the land would be used for housing, including mobile homes. I have been unable to locate said study but I was told about it by two different department heads. I also know that the CBS has a Comprehensive Plan. Any development plans for the Benchlands should be compatible with both studies and plans. For instance, the Comprehensive Plan details the avoidance of “leap frog” development but also to promote affordable housing in the Benchlands (2.4.8).

In order to make sure the sale of the property results in the intended outcome – affordable lots to fill a niche of homes in the lower to middle price range, any sales agreement and contract should have several built in safe guards. CBS should also take into consideration the considerable risk – not just for CBS but for the developer. If the developer fails to sell houses, what will happen?

Issues to consider:

1. Financial viability of the developer; experience and financial backing for a project of this size. Is there a likelihood of bankruptcy given the complexity of the land itself and the unknown factor of whether the homes constructed will actually be able to be built and sold at affordable prices? **Have any studies been done that authenticate the developer’s plan, i.e., can we verify that homes can be built on that land for that price?**

2. Default by buyer – what happens if the land cannot be developed in the manner for which it was sold, whether due to the land itself or the inability of the developer?
3. **Can the CBS repurchase the property for the exact cost in which it was sold in the event of default or any inability to develop the property according to the plan of the developer?**
4. Is the developer's plan consistent with the Comprehensive Plan and any other studies done on the land?
5. Will there be restrictive covenants placed on the land and lots so that subsequent buyer's continue to follow the pattern of the plan? What will the deeds contain?
6. Will covenants and restrictions be in place to make sure the homes built reach a certain energy rating ("green homes"), if this is important to the community?
7. **Will there be a time line of development that will result in default if the timeline isn't followed? What exceptions will be made to this timeline?**
8. Can CBS offer other incentives to buyer's and to the developer with regard to property taxes in the event the lots won't sell? (What is our way out?)

Public Works Department – Public Works Director, Michael Harmon

The following are the comments representing Public Works. The first section of comments are not directly related to Public Works, but are my general thoughts for consideration.

General Thoughts Outside of Public Work's Purview:

- I continue to believe that the most important element for the success of this project is for Planning to reengage with Bob Droll who spent a number of years developing the land use plan for CBS related to the Benchlands. This plan went through the Community and the Assembly several times. With the assistance of Mr. Droll, Planning can engage with all groups (CBS, Benchlands Ad Hoc, and Sound Development) to work as a team to move this project forward while not forgetting the original land use plan as a reference.
- One of the first significant tasks is to develop the sale agreement or other documents that ensure the planned development happens as intended. I believe this process is best determined working as a team (CBS, Benchlands Ad Hoc, and Sound Development) with Mr. Droll's assistance to bring a final package forward to the Assembly for consideration. Bob Droll's team is not only geared towards the land use planning, but can assist in the technical review and development as the designs of the infrastructure comes together.
- Sale Agreement: What will this look like and how will it assure performance. It may need to include a performance schedule/bond, plan, and address such things as bankruptcy, deadlines, and penalties to ensure performance.
- It is important that everyone keeps in mind the money and time invested in making this property developable. It certainly spans well beyond the basic

purchase of the property. I have attached the Legislative Priority which outlines this reality of what has gone into the development.

- Mr. Droll produced a cost analysis of options and phases for the development of the Benchlands. Several scenarios were presented based on the level of funding the community would be willing to subsidize and the type of development selected. These are all key elements in maximizing the intent of the land use planning towards the highest and best use development. Attached you will find an example of some of the financial options and scenarios for "Phase 1" development in this area. This information identifies the cost of development by type and location, sales price, revenue, etc.
- There are no specifics or conceptual subdivision layouts, drainage control plans or utility plans to review to determine if the concept is physically possible.

Water System:

Water Fund loan payment is \$198,918 per year for Whitcomb Heights Subdivision Loan of \$2,535,780.21. This needs to be paid back to the Water Enterprise fund. The majority of the existing water system work done for the proposed development was paid for by the Water Enterprise fund with the loan from DEC. If this loan is paid off with the purchase of the property the next water rate increase could be \$4.30 less for each rate payer.

The water system design and construction must meet CBS standards as shown in the 2002 Standard Specifications Street - Drainage - Utilities – Parks. In general the water mains are required to be 8 inch diameter buried 5 feet deep or more. This project area includes a 16 inch main in Kramer that must remain 16 inch for any waterline extension in Kremer. Current water lines in the project area are HDPE. Service lines are to be 1 to 2 inch diameter with curb stops on mains and Key box at the property line. All lots must be serviced individually. Fire Hydrants are required a minimum of 400 feet apart or as specified by the Fire Department.

HDPE water pipe to be 4710 resin, SDR 11. Our electro fusion saddles for services are manufactured by Central w/ brass inserts ... All fittings need to be same pressure rating as pipe

The water system must pass the required pressure test and also meet the requirements of the bacterial testing prior to providing water to residents or acceptance by CBS. The design of the water system must be done to Alaska Department of Environmental Conservation (DEC) standards. The developer must obtain a DEC permit to construct prior to construction and a permit to operate after construction is completed and prior to acceptance by CBS.

Note a five-plex or 5 unit apartment or larger will need to be sprinkled as will any commercial buildings.

Sewer System:

The sewer system design and construction must meet CBS standards as shown in the 2002 Standard Specifications Street - Drainage - Utilities – Parks. In general the sewer mains are required to be 8 inch diameter buried 5 feet deep or more. Note the sewer main installed in Kramer is HDPE. The project may use C900 PVC or HDPE. Manholes are typically a maximum of 300 feet apart. No cleanouts at the end of a sewer line. Service lines are to be 6 inch with a Y type connection to the sewer main. All lots must be serviced individually.

The sewer system must pass the required pressure test prior to providing service to residents or acceptance by CBS. The design of the sewer system must be done to Alaska Department of Environmental Conservation (DEC) standards. The developer must obtain a DEC permit to construct prior to construction and a permit to operate after construction is completed and prior to acceptance by CBS.

Road System:

The road systems to this area have been constructed. However, the top D-1 driving surface has not been placed for the new area. The required roads into the undeveloped lots are required to have a road profile slope of less than 12%. Typical gravel road width is a minimum of 24 foot driving surface the one foot wide gravel shoulder on each side.

Most modern communities have developed comprehensive plans that require paving, sidewalks, and accommodate bikes. These elements have become a necessity in modern day planning as it has been found to make a significant impact on health, safety, quality of life, and overall appeal to want to live in the community or invest in the neighborhood. It is easy to say we don't need this or to save it for later, but the burden increases over time both to the homeowner and the City when it realized that is a necessity. Indian River Road and the connected residential developments are a prime example of development that was deemed unacceptable to health and safety in the end. To fix this problem, it took many years of lobbying to get funding by way of the State and local contributors to add paving, sidewalks, and address bikes. It is problematic to present comprehensive planning that entails promoting development that creates such a problem that requires lobby the State and Federal Government to fix. It is easy to see why most communities with any type of regular development require these elements to be addressed in a sustainable manner. For example, even in Juneau their comprehensive plan requires all new development to be paved with sidewalks on both sides of the street. Lillian Drive is an example of one of the few developments in Sitka that included paved streets yet it is also one of the most affordable neighborhoods to live. Good planning can produce high quality sustainable development without significantly changing the ultimately affordability.

Drainage System:

One of the critical items is drainage from the developed lots. The drainage impact to the properties below the project needs to be addressed. Some remedial work will be required to address past complaints of flows increasing after the overall Whitcomb Heights subdivision was completed. Some of this was done when the new Kramer Lots were developed for sale however similar improvements must be done for the additional area to be developed.

The Benchlands area has been developed with culvert crossings of the roads to convey existing condition flows from the upstream side of the road system to the downstream side of the roads. The existing drainage flow patterns have been maintained by the development of these culverts. However, new development of the Benchlands area with housing will increase the flow from the developed area. The properties downstream of the Benchlands are not prepared to accept this additional flow.

Any development plan for the Benchlands area will require a Drainage Study prepared and sealed by a State of Alaska licensed Civil Engineer. The drainage study will address the following issues.

Existing condition flows

- Flows from drainage basins upstream of the proposed development
- Flows from onsite drainage basins of the proposed development
- Flows from drainage basins downstream of the proposed development to Halibut Point Road
- Flow rates within the drainage pathways including velocity

Proposed condition flows

- Flows from drainage basins upstream of the proposed development
- Flows from onsite drainage basins of the proposed development
- Flows from drainage basins downstream of the proposed development to Halibut Point Road
- Flow rates within the drainage pathways including velocity

Proposed condition drainage facilities

- Drainage channels
- Drainage culverts and pipes
- Drainage detention basins
- Site grading

The storm runoff calculations shall be based on the City and Borough of Sitka Drainage Master Plan Hydrologic Evaluations which may be obtained from Public Works. The drainage channels shall be designed to be non-erosive. Unlined channels will be limited to a velocity of 5 feet per second and have a 3 to one side slope. Channels with higher velocities must be lined with riprap or other lining materials. The size of riprap will be based on the velocity of the channel. The maximum velocity for riprap is 10 feet per second, for grouted riprap is 15 feet per second and for concrete is 35 feet per second. In many cases piping may be required because the velocity will exceed the resistance

of lining. The discharge points for culverts or channel shall have velocity control facilities provided to reduce the discharge velocity to pre development values.

As noted above, the downstream areas are not prepared to accept increased flows from the new development in the Benchlands. The new development shall be designed to limit discharge to the undeveloped flow rate and velocity. Onsite detention is one of many methods of accomplishing this goal. Alternately the development may design, obtain easements and install downstream drainage facilities from the development downstream to Halibut Point Road.

The Drainage Study shall be submitted to Public Works for review and approval.

Kettleson Memorial Library – Library Director, Sarah Bell

I don't see any real impact on library services as such. My hope is that developing the benchlands might provide us with an opportunity to actually provide some affordable housing for young families or older people on fixed incomes. If more people could afford the cost of living here, they would stay, and in that case, we would be serving a larger population.

Just yesterday, a woman shared her 'story' of the inability to even pay her rent recently. When I asked how much she was paying, I was absolutely astonished. It was nearly the amount I had paid on a mortgage for a 2,400 sq ft home with an oceanview. Not right.

I also remember that Sitka lost the opportunity to hire a librarian who was and has continued to be a leader in Alaskan libraries. She said she simply could not afford to live in Sitka, with the salary being offered and the cost of renting or buying a home.

So, I assume, that the benchlands developer has been reading the series of articles on affordable housing and is aware that there is a real need for that kind of housing. I would hope that in some way the city would require that development include a mixture of housing. A mixture prevents the ghetto-ization of 'affordable' housing.

Electric Department – Utility Director, Chris Brewton

Parcel A:

- It is noted that 3 of 9 lots have sold in the Jacobs Circle subdivision. This raises the question of why the other lots have not sold.
- Proposal notes that the Cross Trail is an impediment to development of high density lots. This raises the larger question of future and best use of City property that could be placed on the open market, such as, the 60+ acres of City property near Sitka High School.

- Proposed acquisition price of \$17,353.92 per acre is based on purchase price of land from the University of Alaska and is unclear if this is the actual imbedded cost to the City.
- It appears proposed cost per lot is \$100,000. Is this competitive with the vacant lots for sale on Jacobs Circle.
- Todd Fleming is an ADOT&PF employee and has enforcement authority for several City projects. Is there potential for a conflict of interest?

Parcel B:

- It is noted that 3 of 9 lots have sold in the Jacobs Circle subdivision. This raises the question of why the other lots have not sold.
- Proposal notes that the Cross Trail is an impediment to development of high density lots. This raises the larger question of future and best use of City property that could be placed on the open market, such as, the 60+ acres of City property near Sitka High School.
- Proposed acquisition price of \$17,353.92 per acre is based on purchase price of land from the University of Alaska and is unclear if this is the actual imbedded cost to the City.
- It appears proposed cost per lot is \$100,000. Is this competitive with the vacant lots for sale on Jacobs Circle.
- Todd Fleming is an ADOT&PF employee and has enforcement authority for several City projects. Is there potential for a conflict of interest?

Parcel C:

- It appears proposed lot cost will be \$75,000 (\$50,000 land + \$25,000 development). This appears to be a reasonable start for low cost housing with higher density housing.
- Noted that the intent is to expand the Cross Trail through or adjacent to the property. This is in conflict with previous comment that Cross Trail is an impediment to high density lots.

Emmons Street/Cushing Street Loop:

- Basic infrastructure is in place, this on the surface would appear to be the logical place to develop first prior to other parcels.

General Comment:

- Electric Department has sufficient staff and resources to install electric infrastructure should development commence.

Police Department – Police Chief, Sheldon Schmitt

One item for consideration as development commences in the Benchlands, is whether there should be a requirement that homeowners provide a shelter for their trash.

If we do something up front it will prevent a lot of headaches later with bears getting into trash.

FY 2014 CBS LEGISLATIVE CAPITAL PROJECT REQUEST

Project Title: WHITCOMB HEIGHTS SUBDIVISION UTILITY IMPROVEMENTS

Total Project Cost:	\$ 17,517,000 (100%)
Funding Already Secured (CBS):	\$ 6,520,000 (37%)
Funding Already Secured (State):	\$ 5,000,000 (29%)
FY 2014 State Funding Request:	\$ 5,600,000 (32%)
Additional Funding Required (CBS):	\$ 397,000 (2%)
City and Borough of Sitka Federal Tax ID Number:	92-0041163

The City and Borough of Sitka requests \$5,600,000 to assist completing the water, sewer and electrical utilities along the length of Kramer Avenue and connecting to Halibut Point Road.

The Benchlands are City-owned land that is planned for Sitka's future residential growth. CBS purchased the land from University of Alaska in 2007 for \$3,350,000. The City received a \$5,000,000 grant for the construction of utilities which was matched by a DEC loan of \$3,170,000 which was used to construct water and sewer utilities and a one million gallon water storage tank to service the subdivision. In 2011, water and sewer mains and services were extended up Jacobs Circle, and nine residential building lots were put on the market, of which three have been sold and residences are in construction. In addition to the building lots, additional development tracts were provided water and sewer service to allow development.

Kramer Avenue parallels the State-owned Highway Halibut Point Road through the southern portion of the City and Borough of Sitka owned "Benchlands" properties. Kramer Avenue is the arterial street of the Whitcomb Heights Subdivision in the Benchlands. The proposed project would extend the water main "trunk line" in the southern portion of Kramer Avenue to the north as well as construct a parallel sewer main along the same alignment and complete electric utilities connections. Miscellaneous associated road and drainage improvements would also be constructed.

Construction of these water, sewer and electric main lines within the Kramer Avenue right-of-way will provide a backbone upon which the neighborhoods of the subdivision can be served. The Benchlands is the only property in the City and Borough of Sitka that is both accessible and of suitable terrain to support much needed public or private development of residential units, including sorely needed affordable housing. The Kramer Avenue water main will also provide a supply loop in parallel with the Halibut Point Road water main, ensuring that the added system water storage capacity provided by the Whitcomb Heights water tank can be distributed to all areas of the community water system.

Additional local match will be provided with the construction of Whitcomb Heights Subdivision neighborhood utilities and individual service connections.

Silka Benchlands Land Development/Sales Costs Analysis

Phase 1 Scenarios

Benchlands Area in square feet	8,408,822.40
Benchlands Area in acres	193.04
Benchland Acquisition Cost	\$ 3,350,000.00
Acquisition Cost per Square Foot	0.40
Acquisition Cost per Acre	17,353.82

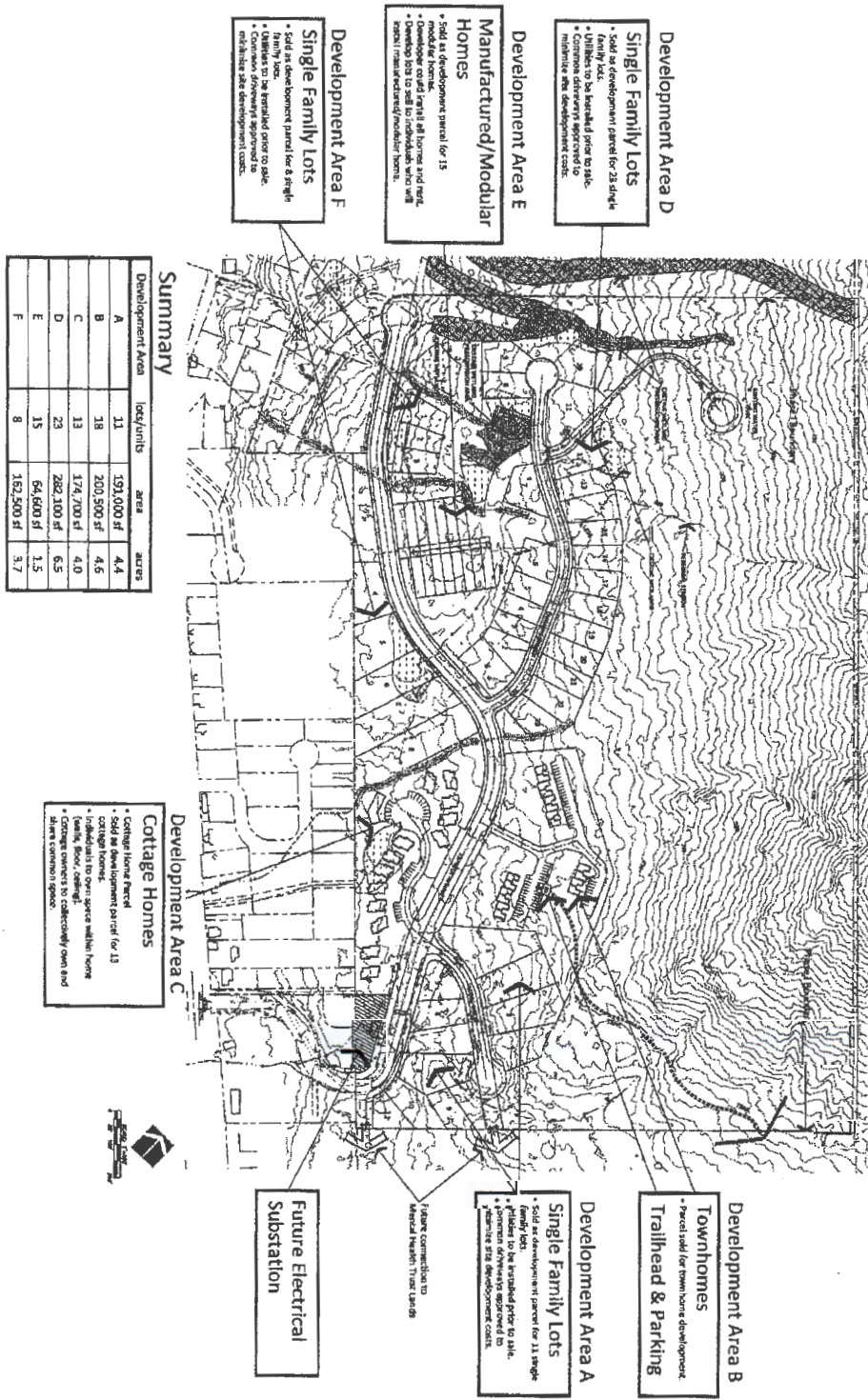
Phase 1 Area in SF	3,618,100.00	
Phase 1 Area in Acres	83.06	
Phase 1 Land Acquisition Cost	\$ 1,441,418.84	
Phase 1 Common Area in SF	2,315,100.00	63.96%
Phase 1 Common Area in Acres	53.15	
Phase 1 Common Area Acquisition Cost	\$ 922,315.23	
Phase 1 Development Area in SF	1,036,500.00	28.70%
Phase 1 Development Area in Acres	23.84	
Phase 1 Development Area Acquisition Cost	\$ 415,400.00	
Phase 1 Public Right of Way Area in SF	264,500.00	7.31%
Phase 1 Public Right of Way Area in Acres	6.07	
Phase 1 Public Right of Way Acquisition Cost	\$ 105,374.45	
Phase 1 Right of Way, Development and Common Area Acquisition Cost per SF of Development Area	\$ 1.39	
Phase 1 Right of Way, Development and Common Area Acquisition Cost per Acre of Development Area	\$ 60,480.48	

Scenario 1

	# of units/lots	Area in SF	Area in Acres	Phase 1 ROW, Development and Common Area Acquisition Cost per Development Area	Development Costs (Construction, Contingencies, Taxes, A/E)	Kramer Avenue Development Cost per Development Area	Management/Marketing Costs (assumes no Realtor Fees)	Financial Costs for 2 years (6%/yr)	Total Development Costs	Average Sales Price per Unit/Lot (Single Family Home Sales Price based upon lot square footage)	Total Revenue @ Build-out	Total Development Cost per Development Area Acre	Total Development Cost per Development Area SF
Assumptions: a Development Areas Sales Price pays for all costs. This scenario assumes the Development will pay for its own cost with no subsidies, grants or funding support from outside sources.													
Kramer Avenue (gravel roads)				\$ -	\$ 2,082,000.00								
Trailhead Parking					\$ 146,000.00								
Development Area A - Single Family	11.00	181,200.00	4.39	\$ 265,382.07	\$ 557,000.00	\$ 260,250.00	\$ 5,570.00	\$ 66,840.00	\$ 1,155,042.07	\$ 108,000.00	\$ 1,165,000.00	\$ 270,855.23	\$ 8.04
Development Area B - Townhomes	18.00	200,500.00	4.60	\$ 278,290.30	\$ -	\$ 425,863.64	\$ 8,000.00	\$ -	\$ 710,163.94	\$ 42,000.00	\$ 758,000.00	\$ 164,246.18	\$ 3.54
Development Area C - Cottage Homes	13.00	174,500.00	4.01	\$ 242,202.78	\$ -	\$ 307,568.15	\$ 6,000.00	\$ -	\$ 555,770.96	\$ 45,000.00	\$ 599,000.00	\$ 139,541.78	\$ 3.15
Development Area D - Single Family	23.00	250,200.00	5.97	\$ 361,152.80	\$ 818,000.00	\$ 544,158.08	\$ 5,180.00	\$ 98,160.00	\$ 1,828,651.88	\$ 80,000.00	\$ 1,840,000.00	\$ 308,033.82	\$ 7.03
Development Area E - Modular Homes	15.00	64,800.00	1.48	\$ 89,663.81	\$ -	\$ 354,886.36	\$ 6,000.00	\$ -	\$ 450,549.97	\$ 34,000.00	\$ 510,000.00	\$ 343,894.74	\$ 6.97
Development Area F - Single Family	8.00	152,800.00	3.50	\$ 211,805.98	\$ 286,000.00	\$ 158,272.73	\$ 2,860.00	\$ 34,320.00	\$ 724,258.71	\$ 94,000.00	\$ 752,000.00	\$ 214,660.03	\$ 4.75
Total	88.00	1,043,500.00	23.96	\$ 1,448,497.54	\$ 1,661,000.00	\$ 2,082,000.00	\$ 34,610.00	\$ 199,320.00	\$ 5,425,427.54		\$ 5,865,000.00		

Scenario 2	# of units /lots	Area in SF	Area in Acres	Phase 1 Acquisition Cost per Development Area	Development Costs (Construction, Contingencies, Taxes, A/E)	Kramer Avenue Development Cost per Development Area	Management/Marketing Costs (assumes no Realtor Fees)	Financial Costs for 2 years (6%/yr)	Total Development Costs	Average Sales Price per Unit/Lot (Single Family Homes Sales Price based upon lot square footage)	Total Revenue @ Build-out	Total Development Cost per Development Area Acre	Total Development Cost per Development Area Acre
Assumptions: Development Areas Sales Price pays for all costs except the Common Area and Right of Way Land Acquisition Costs. Acquisition Cost for Common Area and Right of Way Land is justified for this land is a Public Open Space or Transportation Corridor													
				\$ -	\$ 2,082,000.00								
					\$ 148,000.00								
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Scenario 4	# of units/Lots	Area in SF	Area in Acres	Phase 1 ROW, Development and Common Area Acquisition Cost per Development Area	Development Costs (Construction, Contingencies, Taxes, A/E)	Kramer Avenue Development Cost per Development Area	Management/Marketing Costs (assumes no Realtor Fees)	Financial Costs for 2 years (5%/yr)	Total Development Costs	Average Sales Price per Unit/Lot (Single Family Homes Sales Price based upon lot square footage)	Total Revenue @ Build-out	Total Development Cost per Development Area Acre	Total Development Cost per Development Area SF
Assumptions:													
a	Development Areas Sales Price pays for all costs. This scenario assumes the Development will pay for its own cost with no subsidies, grants or funding support from outside sources.												
b	Assumes Development Areas A, D & F will pay for all development costs for Development Areas B, C & E												
	Kramer Avenue (gravel roads)			\$ -	\$ 2,082,000.00								
	Trailhead Parking				\$ 146,000.00								
	Development Area A - Single Family	11.00	191,200.00	4.39	\$ 265,982.07	\$ 557,000.00	\$ 260,250.00	\$ 5,570.00	\$ 66,840.00	\$ 1,155,042.07	\$ 125,000.00	\$ 1,375,000.00	\$ 313,268.37
	Development Area B - Townhomes	18.00	200,800.00	4.60	\$ 278,290.30	\$ -	\$ 425,863.64	\$ 6,000.00	\$ -	\$ 710,153.94	\$ -	\$ -	\$ 3.64
	Development Area C - Cottage Homes	13.00	174,500.00	4.01	\$ 242,202.78	\$ -	\$ 307,668.18	\$ 6,000.00	\$ -	\$ 555,770.96	\$ -	\$ -	\$ 3.18
	Development Area D - Single Family	23.00	280,200.00	5.87	\$ 361,152.80	\$ 818,000.00	\$ 544,159.09	\$ 8,180.00	\$ 98,160.00	\$ 1,829,651.89	\$ 135,000.00	\$ 3,105,000.00	\$ 519,807.07
	Development Area E - Modular Homes	15.00	64,800.00	1.48	\$ 89,963.61	\$ -	\$ 354,886.36	\$ 6,000.00	\$ -	\$ 450,849.97	\$ -	\$ -	\$ 6.97
	Development Area F - Single Family	8.00	162,600.00	3.50	\$ 211,805.98	\$ 288,000.00	\$ 189,272.73	\$ 2,880.00	\$ 34,320.00	\$ 724,258.71	\$ 125,000.00	\$ 1,000,000.00	\$ 285,452.16
	Total	88.00	1,049,600.00	23.98	\$ 1,448,497.54	\$ 1,681,000.00	\$ 2,082,000.00	\$ 34,610.00	\$ 199,320.00	\$ 5,428,427.54	\$ 5,460,000.00		



Whitcomb Heights Subdivision, Phase 1 Development Plan
 City and Borough of Sitka, Alaska

Robert W. Droll, Landscape Architect, PS
 USKH
 8-4-2010



