



SOUTH FLORIDA
COMMUNITY LAND TRUST



CITY OF HOLLYWOOD SALE AND DEVELOPMENT OF CITY PROPERTIES FOR AFFORDABLE HOUSING

REQUEST FOR PROPOSAL
RFP-306-25-SA



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To members of the selection committee,

BHP Community Land Trust, Inc., dba South Florida Community Land Trust, Inc. (SFCLT), a non-profit Florida corporation, is pleased to provide a proposal to the City of Hollywood to acquire **SITE B** (S 24 Ave; Folio No. 514216011640) a publicly-owned, vacant parcel for **\$30,000**. This acquisition will support the development of **four fee-simple townhomes for affordable homeownership**, which will remain **affordable in perpetuity** through the community land trust model. This development will help enhance the community, transforming vacant lots into safe, vibrant, and inclusive neighborhoods of choice.

Founded in 2006, SFCLT is a non-profit developer creating quality, sustainable and permanently affordable housing for Broward and Miami-Dade residents, by developing ownership and rental properties, creating paths to first-time homeownership for low-income buyers, and supporting residents so they can maintain housing stability. As President and CEO of SFCLT, I will be the principal point of contact, leveraging my experience in bringing 69 community land trust homes to market in Broward County.

Our proposal represents more than **\$1,500,000** of investment in attainable housing. Each home will feature a one-car garage, three bedrooms and two bathrooms, within 1,260 square feet of conditioned space. Our team designs and develops with sustainability and longevity in mind, and will incorporate energy-saving, low-VOC, and resilient materials and equipment specifications for the benefit of our homeowners. In the past, our homes have received multiple awards from the American Institute of Architects for design, and Energy Star and Enterprise Green certifications for its construction. The future homes will be priced to serve both low-income (up to 80% AMI) and moderate-income (up to 120% AMI) households. By leveraging the CLT model to ensure the **permanent affordability** of these homes, this partnership will provide a continuous supply of affordable housing into Hollywood's future.

I certify that I am legally authorized to bind the firm, that all information contained herein, is true and correct to the best of my knowledge and belief, and I acknowledge that the information contained in the proposal is considered public record and will be made available for inspection and copying upon request. Thank you for your review and consideration. Please do not hesitate to contact me directly with any questions.

Your community partner,

A handwritten signature in blue ink, appearing to read "Amanda Bartle".

Amanda Bartle

President & CEO

mandy@southfloridactl.org

954-769-1731

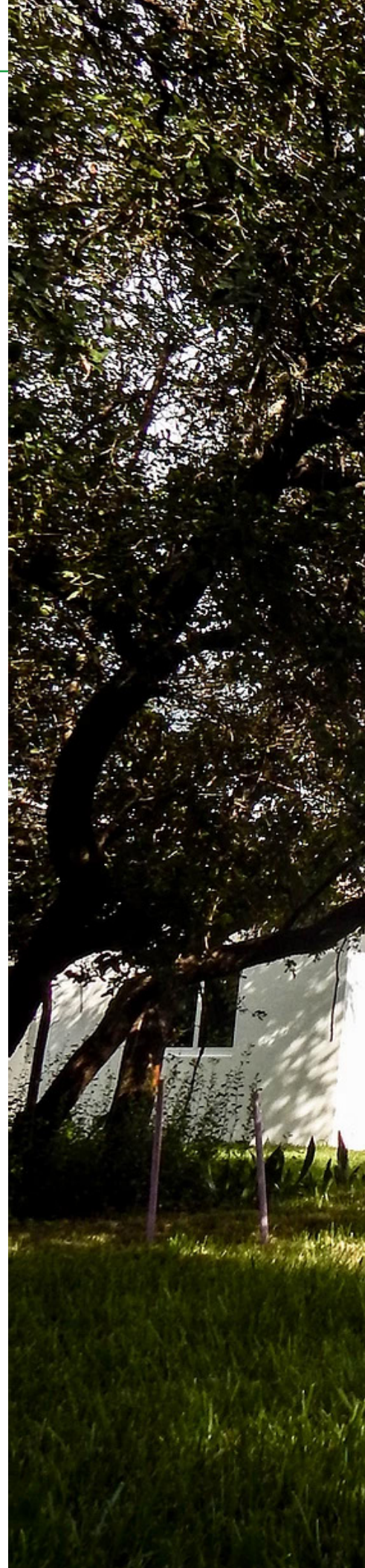
718 NE 2nd Ave

Fort Lauderdale, FL 33304

SECTION B

QUALIFICATIONS & EXPERIENCE

South Florida Community Land Trust (SFCLT) brings together a seasoned and diverse team of professionals with a proven track record in developing, stewarding, and preserving affordable housing. Our collective team is equipped to manage every aspect of a housing development—from securing and entitling public land to structuring financing, designing and building quality homes, and offering long-term support to residents. With decades of combined experience and deep local relationships, our team is uniquely positioned to deliver results.





DEVELOPMENT TEAM MEMBERS AND EXPERIENCE

SFCLT's development team includes experts across all facets of affordable housing: development, finance, legal, architecture, engineering, construction, and ongoing property management. Our team members bring extensive experience working in South Florida's regulatory and funding environment, with strong performance delivering successful, community-centered developments.

In addition to staff and consultants, SFCLT maintains an experienced and diverse Board of Directors that represents that community it serves while offering additional real estate development experience.



OUR IMPACT

 **107**
HOMES MANAGED & LEASED

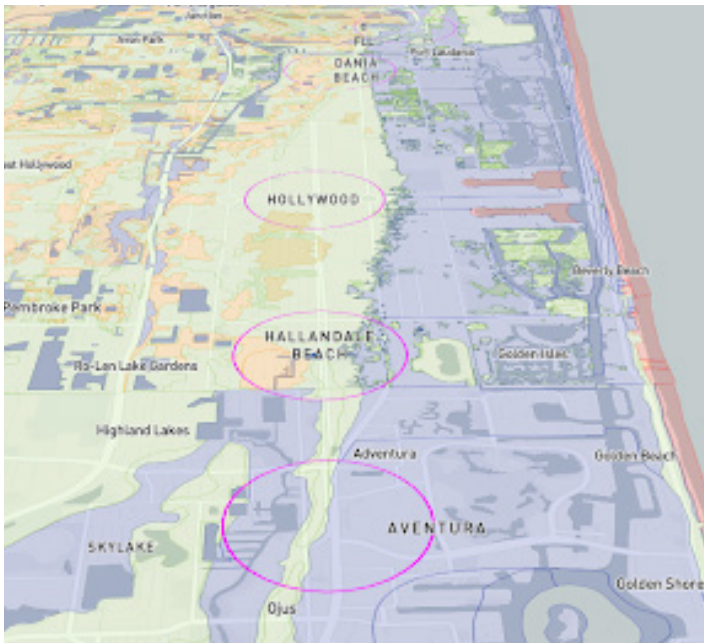
51 
HOMES READY FOR CONSTRUCTION

\$30MM 
PUBLIC + PRIVATE INVESTMENTS

100% 
LMI HOUSEHOLDS

 **500+**
HOMES IN THE PIPELINE

 **77%**
MINORITY HOUSEHOLDS

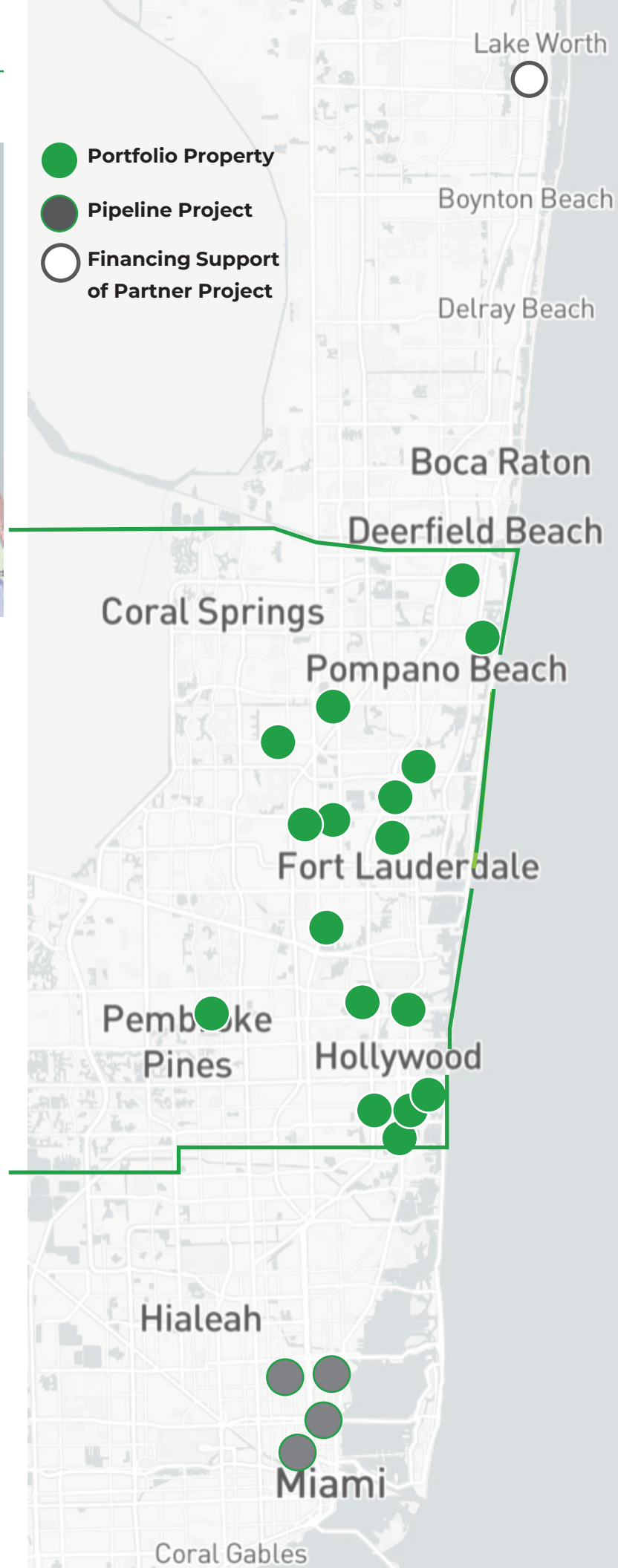


Cross Section of FEMA Flood Map and Coastal Link Stations - Targets fo SFCLT development

WHERE WE WORK

Thanks to the support of public and private partners, SFCLT now owns and manages 107 permanently affordable homes in communities across South Florida, and its South Florida Housing Link Plan has more than 500 combined rental and homeownership units in its pipeline.

SFCLT is targeting South Florida's rail corridors in an effort to support affordable Transit-Oriented Development. As the Florida-East Coast railine is built on high ground on a limestone ridge, new development along this corridor is also more resilient to future flooding and sea level rise. SFCLT will leverage its \$5MM Housing Link award to target these communities in Hollywood.



OUR TEAM



Executive Director: Amanda Bartle is an innovative leader with a proven track record of building affordable homes for both ownership and rental. Under her leadership, the organization has developed in more cities than any other land trust in Florida and currently has 475 units in the pipeline. Mandy holds a bachelor's degree in Architecture and Urban Studies from Carnegie Mellon University, where she also completed graduate coursework in Public Policy and Management.



Accountant/CFO: Alecia Dillon, MBA, CPA is a versatile finance and operations leader with 15 years' experience directing complex operations and maximizing performance for leading organizations. She is a performance-driven innovator with vision, planning skills, and hands-on leadership ability to manage multiple priorities. Alecia delivers sustainable growth and achieves strategic targets while minimizing risk in high-pressure environments.



Housing & Economic Mobility Manager: Tanya Ward Benjamin, AICP guides new tenants through Financial Literacy courses and Economic Mobility programs. She also prepares clients for homeownership through specialized CLT-homebuyer workshops and one-to-one counseling. She is a licensed realtor with a Masters in Urban Planning from Michigan State University. Tanya has worked with affordable housing programs in the tri-county area since 2006.



Property Manager: Matt Weiss has over 35 years' experience as a real estate expert. Working with nonprofits and housing authorities for the past decade, Mr. Weiss has extensive knowledge in the day-to-day management of income-restricted residential properties and reporting to nonprofit boards. Mr. Weiss attended Texas Christian University and Northeast Louisiana University and is a licensed real estate salesman and mortgage broker.



Architect / Project Manager: John J. Clark, AIA, NCARB (Realm Architecture and Development, LLC) has a strong belief that everyone should have access to quality design. His community-based body of work in architecture and real estate development led to his selection as an Enterprise Rose Fellow and a national spotlight as a 2022 recipient of the AIA Young Architects Award. For SFCLT, John leads site analysis, project management and pre-development facets of SFCLT's work.



Attorney: Shahrzad Emami is a partner at Nelson Mullins and was the Founder and Director of the Florida Community Development Legal Project. She was also the Director of the Affordable Housing and Community Development practice group at Legal Services of Greater Miami, Inc. Shahrzad's practice focuses on the representation of non-profit developers and other organizations that are developing or preserving affordable housing and community based facilities.



Contractor: Paul Prechter leads Bayern Group, LLC, a full-service General Contractor and Construction Manager, building projects throughout the Southeastern United States with specialized experience in affordable residential projects. Their team is involved as a collaborative and long-term partner from pre-construction all the way through post-construction. Bayern's lean organizational structure leverages technology and experience to reduce costs, improve quality, and streamline processes.



Structural Engineer: Kevin Zambrana, PE (Zambrana Structural) is a licensed Florida engineer leading a boutique engineering firm specializing in projects ranging from home additions to the new construction of multi-story buildings. His services include structural design, threshold inspections, 40-year recertifications, and milestone inspections. Zambrana specializes in new construction within High Velocity Hurricane Zones (HVHZ) in South Florida.



Civil Engineer: Angel Piniero, PE (Dynamic Engineering) is a licensed Professional Engineer with extensive practical experience in commercial, industrial, institutional, residential and public/government land development. Included within his areas of expertise are site grading, earthwork, utility infrastructure, floodplain management, stormwater management/water quality design, construction management/inspection, water and sanitary sewer design, site planning, and permitting.



MEP Engineer: Mike Bishop, PE, LEED AP (RGD Consulting Engineers) is the Vice President of Engineering and oversees overall engineering processes and procedures. Over his 24 year career, his experience includes both low-and high-rise developments in urban environments, affordable housing, senior living, and projects that are transforming communities like the Palm Beach County Homeless Shelter. Mr. Bishop will be the Mechanical Engineer of Record for this project.

PROVEN TRACK RECORD IN AFFORDABLE HOUSING

For over a decade, South Florida Community Land Trust (SFCLT) has been a driving force in the creation and preservation of permanently affordable housing in Broward County. We don't just build homes—we build resilient, inclusive communities. Our work spans both new construction and the thoughtful rehabilitation of existing housing, always guided by the principles of long-term affordability, community stewardship, and equitable access.

To date, SFCLT has completed 69 high-quality affordable homes in Broward County—all currently sold or rented to low-income households—and has an additional 38 units under construction,



slated for completion in 2025. These 107 units reflect a diverse mix of single-family homes, townhomes, and small multifamily developments, located in areas of opportunity and designed to meet the needs of working families.

All of our properties are developed and maintained under the community land trust model, which separates land and building ownership to ensure permanent affordability. Whether for-sale or rental, SFCLT homes remain accessible to income-qualified households not just for the first occupant—but for generations to come.



Our work is made possible through a combination of public-private partnerships, leveraging municipal land, CDBG/HOME/SHIP funds, private financing, and equity from mission-aligned partners. Each project is grounded in community engagement and executed with discipline and integrity. We also remain actively involved in long-term stewardship, offering support services and asset management that protect the housing and help residents thrive.



Beyond completed projects, SFCLT is rapidly scaling. Our active development pipeline includes 475 additional homes planned across multiple jurisdictions—including Miami-Dade, Broward, and Palm Beach Counties—bringing our total production to more than 580 permanently affordable units. These future projects focus on high-opportunity, transit-connected neighborhoods and reflect our unwavering commitment to addressing South Florida's growing housing crisis.

EXPERIENCE WITH PUBLIC LAND, DEVELOPMENT AGREEMENTS, AND CONSTRUCTION

SFCLT has extensive experience developing on publicly owned land and navigating complex public-private development agreements. Most of our projects involve some combination of public land acquisition, layered financing with HOME or SHIP funds, and partnerships with municipal governments.

A recent example is Deerfield Villas, developed on land conveyed by the City of Deerfield Beach. The City and SFCLT negotiated a development agreement that included performance milestones, affordability covenants, and community benefit provisions. This is just one of several public land deals SFCLT has successfully completed in Broward County.



SUFFICIENT STAFFING AND CONSULTANT RESOURCES

South Florida Community Land Trust (SFCLT) is a mission-driven nonprofit with nearly two decades of experience delivering high-quality, permanently affordable housing throughout South Florida. With expertise spanning project development, real estate finance, housing counseling, and property management, SFCLT is fully equipped to manage all phases of affordable housing delivery—from acquisition to long-term stewardship.

Our in-house team is supported by a full bench of pre-qualified consultants, architects, engineers, and general contractors, enabling us to deliver projects at scale and with consistency. We have successfully led and completed developments across multiple cities and counties, often managing several projects concurrently—demonstrating both our organizational capacity and scalability. SFCLT has the proven ability to:

- Ensure full compliance with City, County, State, and Federal housing requirements
- Develop and manage complex capital stacks and project budgets, leveraging both public and private financing
- Draft and structure all legal documents and development entities from site control through closing
- Produce conceptual and schematic designs, site plan applications, and full construction documents
- Oversee real estate development from land acquisition through entitlement, design, and construction
- Conduct income certifications, lease-up, and property management for rental communities
- Market homeownership opportunities, provide first-time homebuyer education, and close sales with income-qualified buyers

Together, these capabilities ensure SFCLT can deliver high-impact housing developments that meet regulatory requirements, achieve financial sustainability, and provide lasting benefits to the communities we serve.



LOCAL AND SMALL BUSINESS HIRING

SFCLT prioritizes local hiring as it has seen the best end results when consultants, contractors, and service providers are from the communities that we serve. SFCLT is experienced with Broward County's Section 3 reporting requirements, and to the greatest extent feasible ensures that employment and other economic opportunities are directed to low- and very low-income persons and to eligible businesses. SFCLT requires the same of its contractors for any housing rehabilitation and construction that exceeds \$200,000 in financial assistance from HUD programs.

COMMUNITY OUTREACH, STAKEHOLDER ENGAGEMENT AND LOW INCOME PARTICIPATION

The South Florida Community Land Trust provides opportunities for low-income members of the community to advise the organization. Our bylaws ensure that at least one third of our board is maintained as low-income representatives. Often, our residents are elected to serve. And, from time to time, we add representatives from neighborhoods in which we plan to serve. At our core, we are committed to designing for and with the communities we serve. We often conduct community visioning sessions and charettes for new projects. Once complete, we host events and offer services for our residents.



As with all communities in Broward County, Hollywood has seen substantial increases in market value of single-family homes. Coupled with rising interest and insurance rates and the cost of maintaining an older housing stock, many residents remain renting and are unable to achieve the dream of owning their own home, including residents with higher incomes. This includes many of the region's service workers, public employees, first responders, teachers and

healthcare workers that call your city home.

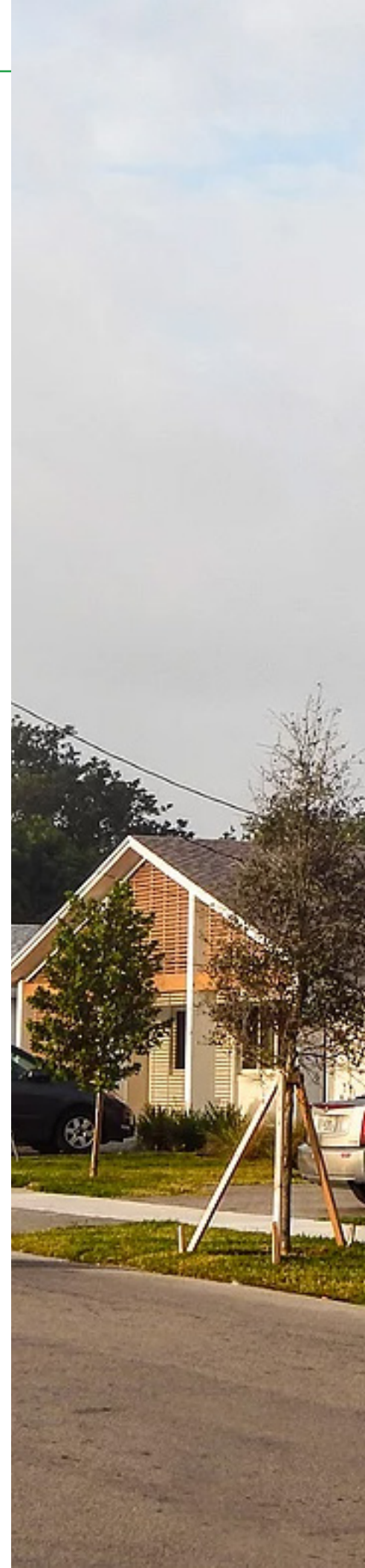
The SFCLT also has close relationships from previous collaborations with other non-profit Affordable Housing providers, advocates and Housing Counselors. The Community Outreach Plan which was used with our recent Deerfield Beach project will be enhanced for this project. Elements of this Plan included individual meetings with staff of affordable housing partners including Urban League, Housing Foundation of America, other Housing Counseling organizations. SFCLT staff conducted presentations at 1st time homebuyer classes in the tri-county area in addition to at Community Meetings at City Locations – early evening meetings and Saturday meetings several months before construction was completed. At all meetings there was Spanish and Creole translation available in addition to the option of individual meetings in the specific language.

The Outreach Plan included contact with realtors and lender partners.

SECTION C

RELEVANT DEVELOPMENT EXPERIENCE

Thanks to the support of public and private partners, SFCLT now owns and manages 107 permanently affordable homes in communities across South Florida, and its South Florida Housing Link Plan has more than 500 combined rental and homeownership units in its pipeline.







DEERFIELD VILLAS

SFCLT delivered a distinctive affordable homeownership development in Deerfield Beach, inspired by the city's early Bahamian heritage. Built on lots donated by the City, the project created permanently affordable homes for first-time buyers earning at or below 80% of the area median income (AMI). This infill project in Broward County consists of two “Breeze” homes (4-bedroom/2-bathroom) and four “Bungalow” (3-bedroom/2-bathroom) homes – for a total of six new construction single-family houses. All were priced under \$200,000—approximately half the market rate for the County.

Designed through community charrettes, the homes blend traditional Bahamian architectural elements with modern sustainability, featuring breezeways, wide porches, and vibrant outdoor spaces that reflect the neighborhood's cultural roots. The project received three design awards from the American Institute of Architects as well as Enterprise Green Communities and EnergyStar Green certification.



Respondent Role: Developer

(Amanda Bartle as President and CEO of SFCLT)

Location: Deerfield Beach, FL

Status: Completed 2019-2020

Type: Single-family, homeownership

Size: 1,125 square feet to 1,160 square feet per home (conditioned)

Total Development Cost: \$365,000 per home

Sale Price: \$194,000 to \$198,000

Buyer Profile: All Households Below 80% AMI

Sources: Florida Community Loan Fund (\$1,200,000 construction)
Broward County HOME (\$868,617 construction and gap financing)
Citibank (\$200,000 in predevelopment)
City of Deerfield Beach HOME (purchase assistance)
City of Deerfield Beach (land)

Architect: Birse Thomas

Contractor: Access Builders, Inc.

Time of completion: 18 months

Reference: Jonathan Salas
City of Deerfield Beach Director of Community Services
jsalas@deerfield-beach.com
954-250-4251



PLACE LOUVRETURE

SFCLT will start construction of its first homeownership development in Miami-Dade County in mid-2025. Place Louverture is a 13-unit homeownership condominium development, located in the heart of Miami's iconic Little Haiti neighborhood. This new project will feature a mix of one-story flats, two-story townhomes, and three-story townhomes with covered surface parking. SFCLT collaborated with community stakeholders to create a sustainable, Haitian-inspired design that will be certified to the National Green Building Standard (NGBS). The project will be affordable to families with incomes ranging from 60% to 120% of AMI. SFCLT is partnering with the Haitian American Community Development Corporation (HACDC) to help identify and qualify eligible buyers for the homes priced in the high \$200s to mid \$300s under the CLT model.

SFCLT earned the approval of a \$750,000 investment by the City of Miami's Little Haiti Revitalization Trust, along with a new investment by Miami Homes for All, that complete the project's capital stack. Other project funders include Miami Dade County, the City of Miami, Citi Community Foundation. Predevelopment funding was supported by a JPMorgan Chase grant to South Florida Housing Link partners, facilitated by Florida Community Fund and Solar Energy Loan Fund. SFCLT expects to break ground on Place Louverture in Q3 of 2025.



Respondent Role: Developer

(Amanda Bartle as President and CEO of SFCLT; and John J. Clark as Development Project Manager; Paul Prechter as Contractor)

Location: Miami, FL

Status: Permitted, awaiting construction commencement

Type: Condominium, townhouse homeownership

Size: 21,000 sf

Total Development Cost: \$7.9M (\$607,000/unit)

Sale Price: \$270,000 - \$350,000 (projected)

Buyer Profile: Households Between 60%-1020% AMI

Sources:

- Florida Community Loan Fund (\$2,180,000 construction)
- Miami-Dade County Surtax (\$2,750,000 constr. to perm.)
- Miami-Dade County HOME (\$2,371,141 constr. to purchase assist.)
- City of Miami SHIP (\$305,000 constr. to purchase assist.)
- Little Haiti Revitalization Trust (\$750,000 in gap financing)
- Miami Homes for All (\$150,000 in gap financing)
- SELF (\$650,000 predevelopment)
- Citibank (\$500,000 acquisition and predevelopment)

Architect: Studio MC+G Architecture

Contractor: Bayern Group, LLC – Paul Prechter

Time of completion: 18 months

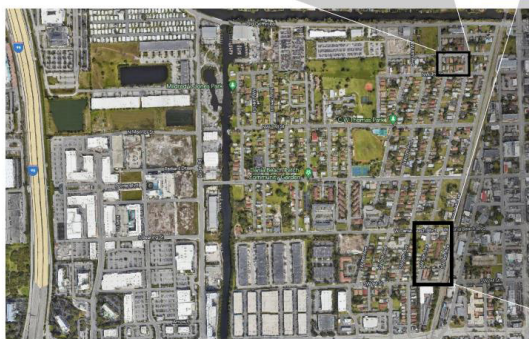
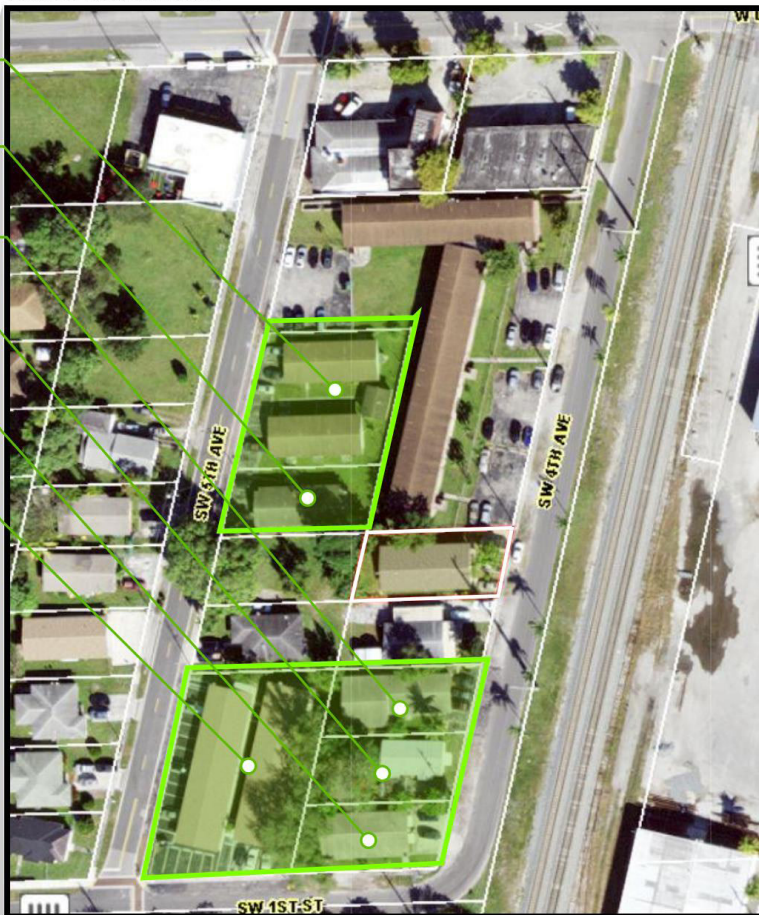
Reference:

Alberto R. Castellón
City of Miami - Housing Development Coordinator
AlbCastellon@miamigov.com
305-416-2084

NORTH PARCEL



- 17-21 SW 5 AVE
504234012970
10,820 SF LOT
6 UNITS EXISTING
- 25 SW 5 AVE
504234013010
5,410 SF LOT
3 UNITS EXISTING
- 38 SW 4 AVE
504234013050
5,410 SF
3 UNITS
- 42 SW 4 AVE
504234013060
5,410 SF LOT
1 UNIT
- 46 SW 4 AVE
504234013061
5,410 SF
2 UNITS
- 420 SW 1 ST
504234013040
16,230 SF LOT
10 UNITS



DANIA BEACH, FL - CONTEXT MAP

SKY DANIA

The Sky Dania project was made possible by SFCLT's largest scattered site acquisition to date, encompassing 31 operable housing units across seven properties. The properties are centrally located near an international airport and seaport, just one block from the Dania Beach City Hall. The homes are also located within the CRA and an Opportunity Zone, and the neighborhood was recently up-zoned as part of local officials' efforts to densify housing.

When acquired by SFCLT, the properties were in significant disrepair. The acquisition was supported by \$5.5 million in funding from Broward County toward its plans to invest in affordable housing. Already underway, Phase 1 of our work will entail health-enhancing and sustainable renovations to all units, reducing renters' monthly energy bills. To date, new roofs and impact-rated windows and doors have been installed, deteriorated cast iron sewer lines have been replaced, electrical systems have been upgraded, and window air conditioning units have been replaced with efficient ductless mini-split systems. SFCLT is preparing to begin renovations to kitchens, bathrooms, and flooring in Q3 2025.

These upgrades will ensure long-term resilience, safety, and sustainability, while the CLT model guarantees permanent affordability for households earning at or below 80% of the Area Median Income (AMI). To support residents beyond housing, SFCLT is also launching Blue Sky Dania, a program providing financial coaching and resources to help families increase income, grow savings, and build long-term stability.



Respondent Role: Developer

(Amanda Bartle as President and CEO of SFCLT; and John J. Clark as Architect and Development Project Manager)

Location: Dania Beach, FL

Status: In construction, Q1 2026 completion

Type: Multifamily, rental

Size: 31 units, varies

Total Development Cost: \$7.7M (\$248,000/unit)

Buyer Profile: All Households Below 80% AMI

Sources: Broward County CDBG and CDBG-CV (\$5.4M acquisition, construction, permanent);
Broward County HOME (\$1.25M construction to permanent)
FHLBank Atlanta AHP (\$413,500 construction to permanent)
SELF (\$650,000 bridge line of credit)

Architect: John J. Clark, Realm Architecture and Development

Contractor: DSW Homes, Inc. and internal Construction Management

Time of completion: 36 months ongoing phased-repairs

Reference: Yvette Lopez
Housing Finance & Community Development Manager
ylopez@broward.org
(954) 357-4900



JOHNSON APARTMENTS

Johnson Apartments was built in 1959 by a local black entrepreneur and remained family-owned for six decades. Once purchased by SFCLT, residents were expecting a drastic increase in rents. Instead, SFCLT, with support from Broward County, has kept rents low while providing major upgrades to the property, including new impact doors and windows, plumbing and electrical safety repairs, replacement of wall air conditioning units with ductless mini-split air conditioners, and the first CRA-sponsored solar project in the City of Hallandale Beach.

A new roof was completed in late 2022 and new impact-resistant windows were installed in 2023. A solar array was installed on the roof in 2024, resulting in electrical bills as low as \$30 for the building's residents. Interior renovations to kitchens, bathrooms, and flooring have been completed in five of the building's seven units. SFCLT looks forward to completing other interior enhancements and exterior enhancements, including landscape upgrades, by September 2025.



Respondent Role: Developer

(Amanda Bartle as President and CEO of SFCLT; and John J. Clark as Architect and Development Project Manager)

Location: Hallandale Beach, FL

Status: In construction, Q3 2025 completion

Type: Multifamily, rental

Size: 7 units, 3,100 sf

Total Development Cost: \$1.9M (\$278,000/unit)

Buyer Profile: All Households Below 50% AMI

Sources: Broward County HOME (\$1,213,262 acquisition, constr., perm.)
Deerfield Beach CRA (\$350,000 grant)
United Way of Broward County (\$140,000 grant)
FHLBank Atlanta AHP (\$220,000 construction to permanent)
SELF (\$350,000 bridge line of credit)

Architect: John J. Clark, Realm Architecture and Development

Contractor: DSW Homes, Inc.

Time of completion: 36 months ongoing repairs

Reference:

Yvette Lopez
Housing Finance & Community Development Manager
ylopez@broward.org
(954) 357-4900

SECTION D

APPROACH AND METHODOLOGY TO DEVELOPING AFFORDABLE HOUSING

Broward County, including Hollywood, faces soaring rents (which average around \$2,861 for a two-bedroom apartment) and \$450,000 for-sale prices in the Hollywood/Hallandale area. The most recent Broward County Housing Needs Assessment identified a gap of 6,856 homeownership units for potential buyers in the 80-120% AMI range in Hollywood alone. For rental units, a gap of 2,168 units serving low-income renters (below 80% AMI) was identified in Hollywood. SFCLT can immediately contribute to help the City exceed its housing goals listed in the 2023-24 Annual Action Plan for new rental housing (32 units) and new homeownership housing (2 units).







THE COMMUNITY LAND TRUST APPROACH

SFCLT is the only organization in Broward County developing ownership and rental properties that stay affordable forever—not just for now—so that the opportunity to prosper is available to the City of Hollywood’s residents into the future. By separating the value of the improvements, sold to qualified homebuyers, from the value of the land, held in the community land trust in perpetuity, SFCLT’s model maximizes affordability while maintaining feasibility across generations.





Specific objectives for this project include:

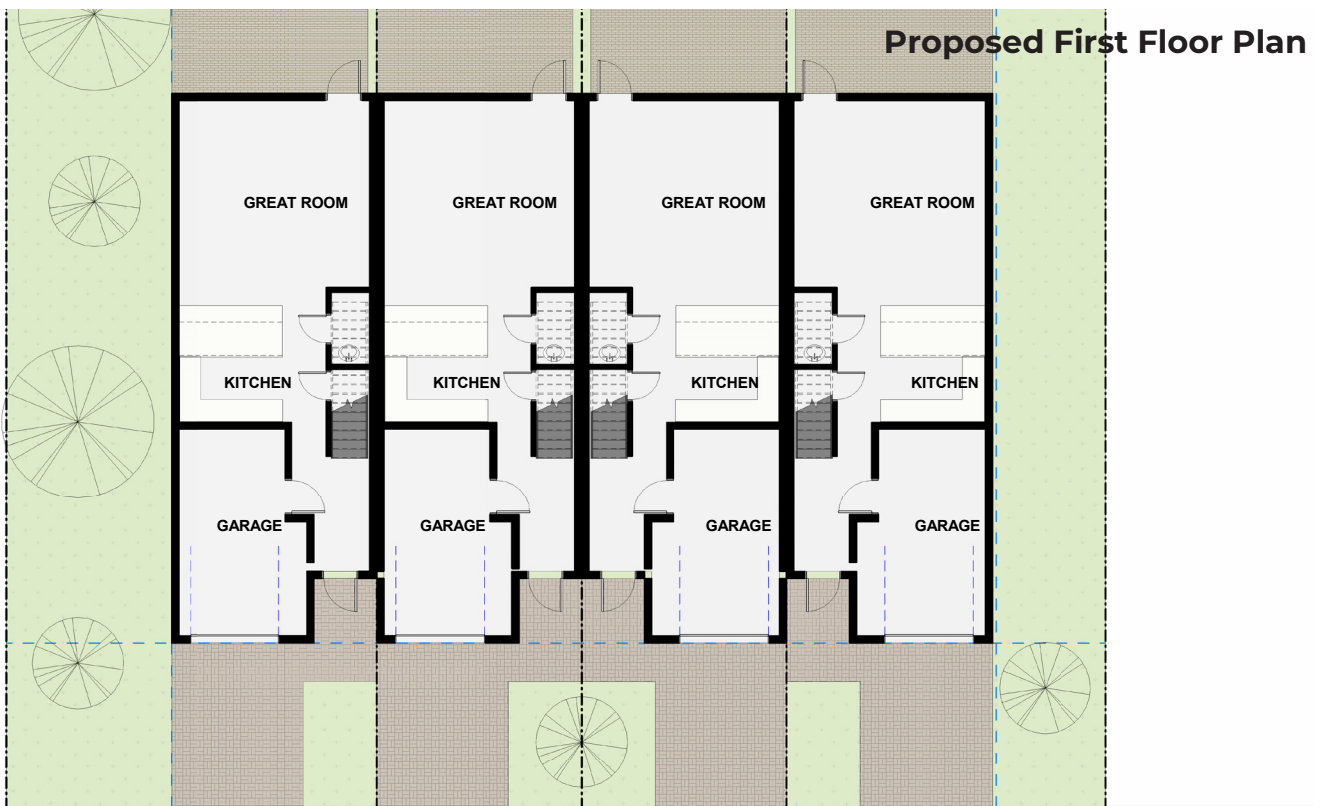
- **Ensure quality, sustainable, affordable housing.** These three principals are at the core of SFCLT's mission.
- **Provide housing near transit.** By locating affordable housing near public transportation, we can reduce low-income households' overall costs and provide them access to other services in the community. SFCLT is targeting South Florida's rail corridors in an effort to support affordable Transit-Oriented Development. SFCLT will leverage its \$5MM Housing Link award to target these communities in Hollywood.
- **Build safe, healthy and resilient communities.** SFCLT will help transform underused and environmentally impacted land in Hollywood into permanently affordable housing through a recently awarded \$1.2 million EPA Brownfields Grant, secured in partnership with the South Florida Regional Planning Council. SFCLT will also ensure all new developments are designed for long-term resilience, incorporating flood- and hurricane-resistant construction and energy-efficient features to keep residents safe and household costs low.
- **Provide permanently affordable rental housing.** SFCLT has made a commitment to not only provide affordable housing but protect the affordability in perpetuity.
- **Leveraging local dollars with innovative financing.** SFCLT has a proven track record of securing and deploying creative financing strategies to support permanently affordable housing. In addition to commitments from lenders detailed herein, SFCLT has launched Florida's first CLT Accelerator Fund and pioneered a community-focused "DeQuity" (deferred equity) fund. We have successfully leveraged the CLT model to preserve long-term affordability and raised over \$20 million in philanthropic and public subsidies to advance our projects.

SITE B - DEVELOPMENT CONCEPT

For Site B, SFCLT proposes four fee-simple townhomes for affordable homeownership. Targeted homebuyers for this project will be low-income households with incomes at or below 80% of Area Median Income (AMI) and moderate-income households with incomes at or below 120% AMI. Although the total development cost (TDC) will be the same for each home, SFCLT has defined a strategy to be able to set purchase prices at both 80% AMI and 120% AMI affordability levels.

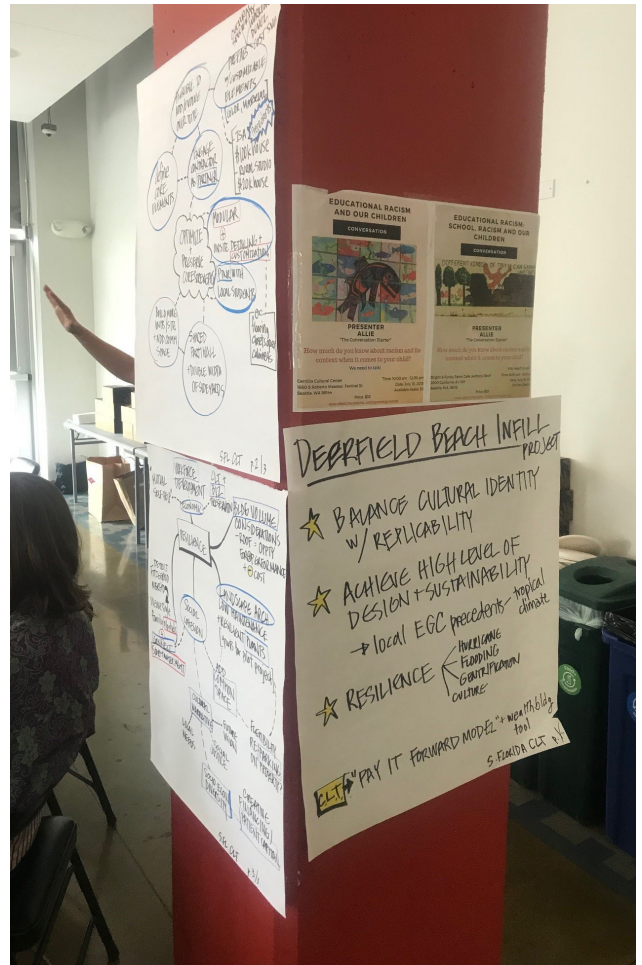
Our team has designed a prototype townhome that can be affordable to buyers at 120% AMI with buyer financing and the City of Hollywood First-Time Homebuyer Purchase Assistance alone, without additional subsidy. To make either of the homes affordable to buyers at 80% AMI, SFCLT will apply for Broward County HOME funds, the State of Florida's Community Contribution Tax Credits (CCTC), and additional philanthropy. SFCLT has been awarded Broward County HOME each time it has applied for the funds, and has certified Place Louverture as a project eligible for CCTCs.

Each prototype home consists of 1,260 square feet of conditioned space, including three bedrooms and two bathrooms and a one-car garage. The homes will be constructed of a monolithic slab, concrete block exterior walls with bond beams per Florida Residential Code, and prefabricated roof trusses. Premium membrane roofs, impact-rated windows and doors, and exterior wall and ceiling insulation are choices that will ensure the home's resilience into the future. Interior finishes including Aristokraft shaker style cabinet, 3 cm quartz countertops, and wood-look tile flooring highlight an elevated interior design. Energy-efficient lighting and appliance packages, and low-flow plumbing fixtures will reduce the burden on future homebuyer's utility costs. A full set of typical design specifications are included in the attachments, and the site plan is found in the following section F of our response.

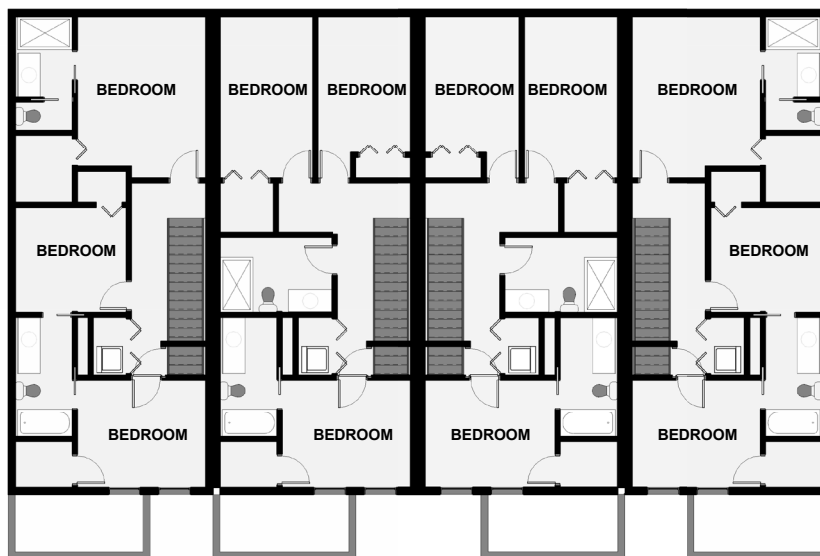


For this project, we plan to partner with Bayern Group, LLC. whose experience in RESIDENTIAL construction across the Southeastern United States will ensure a cost-effective and timely approach to the project. With a contractor involved early in the development phase and in-house architectural design, we can eliminate costly design overruns, and provide more accurate cost estimates and schedule projects. The result will be thoughtfully designed, well-built, and sustainable homes that bring more value to homebuyers, neighborhoods, and the City of Hollywood.

Through community charettes, SFCLT will seek and integrate feedback on the proposed design and learn more about the surrounding community and its needs. Familiar with developing Section 3 employment plans, SFCLT will require its contractor and subcontractors to engage the community, participate in local job fairs, and target advertisements for employment opportunities in the neighborhood. More about our team’s community outreach experience and goals and local hiring practices can be found in our Section B response.



Proposed Second Floor Plan



SECTION E

SCHEDULE OF PERFORMANCE

SFCLT maintains an experienced team of staff and consultants capable of meeting an expedited schedule to provide much needed affordable housing to the City of Hollywood.

SITE

DUE DILLIGENCE BEGINS	Month 1
ACQUISITION	Month 2
TREE PERMIT AND MITIGATION	Month 8
PERMIT SET COMPLETE	Month 10

PERMITS

PLOT PLAN REVIEW	Month 9
GRADING PERMIT	Month 11
BUILDING PERMIT	Month 11

CONSTRUCTION FINANCING

LOAN APPLICATION	Month 11
COMMITMENT	Month 13
CLOSING	Month 14

OTHER SOURCES

APPLICATION	Month 6
CLOSING AND AWARD	Month 14

CONSTRUCTION AND OCCUPANCY

CONSTRUCTION COMMENCEMENT	Month 14
SUBSTANTIAL COMPLETION	Month 20
CERTIFICATE OF OCCUPANCY	Month 21
OCCUPANCY	Month 22





Future Development by
SOUTH FLORIDA
COMMUNITY LAND TRUST
COMING SOON!

SHERWIN
WILLIAMS

Pruf-Crete
and
Adhesive

SECTION F

DEVELOPMENT STRUCTURE AND DESIGN CONCEPT

**Proposed Front Elevation of
Hollywood Infill Townhomes**







SITE B - DEVELOPMENT DETAILS AND STRUCTURE

SFCLT proposes subdividing the 8,496 square foot lot into four lots for the construction of four fee-simple townhomes for homeownership (see proposed site plan at left and proposed 3D view above).

Sustainable features of the homes are to include, but are not limited to:

- LED lighting package
- Energy-Star rated appliances (refrigerator, water heater, dishwasher, range, washer and dryer)
- Low-VOC paint and finishes
- Low-E glass units in impact-resistant windows
- “Solar ready” infrastructure for future solar array
- Drought-tolerant, natural landscape

The typical floor plan of the proposed Hollywood Infill Townhome, shown in Section D, is to include three bedrooms and two bathrooms, totaling 1,260 square feet of conditioned space. A one-car garage adds an additional 260 square feet for a total of 1,520 square feet.

SFCLT’s development schedule takes into account added time for tree mitigation related to the large specimen located in the center of the lot.

SECTION G

FINANCIAL CAPACITY OF RESPONDENT





FINANCIAL STATEMENTS

South Florida CLT is a financially stable and resilient organization, with a demonstrated ability to manage complex development projects and long-term asset stewardship. We currently maintain:

- Over \$13 million in net assets
- A real estate portfolio valued at more than \$50 million
- A positive cash position with approximately \$2 million in cash on hand
- A 20-year history of clean independent audits, reflecting strong internal controls and fiscal responsibility

Audited financial statements for the past two fiscal years as well as a financial disclosure letter are included with this submission. Where applicable, we have provided Independent Accountant's Review Reports prepared by a Certified Public Accountant (CPA), confirming the accuracy and conformity of our financials with U.S. GAAP.

CREDIT HISTORY

South Florida Community Land Trust (SFCLT) has a 20-year track record of financial strength, disciplined management, and mission-aligned investment. As a nonprofit developer focused on permanently affordable housing, we have consistently demonstrated the ability to secure and manage financing on commercially reasonable terms from both public and private institutions.

SFCLT has never defaulted on a loan, has no late payment history, and is in full compliance with all financial obligations. Our commitment to sound fiscal stewardship is reflected in our strong credit relationships, clean audit findings, and the trust placed in us by national and regional lenders, foundations, and government agencies. The majority of our long-term mortgages are forgivable, structured in partnership with mission-aligned capital providers who understand our long-term affordability goals.

Our current obligations are limited, well-managed, and fully performing:

- A \$4.6 million interest-only development line of credit, scheduled for full forgiveness in 2032
- A \$240,000 organizational line of credit maturing in 2026
- \$4.75 million in project-specific financing for a large-scale affordable housing development in Overtown, held under a wholly owned subsidiary

SFCLT's financial strategy is guided by integrity, innovation, and impact. Our ability to blend public subsidy, philanthropic support, and private financing enables us to move projects from concept to completion—without compromising affordability, quality, or financial sustainability

REAL ESTATE PORTFOLIO

South Florida Community Land Trust (SFCLT) is a mission-driven developer and long-term steward of permanently affordable housing, with nearly two decades of success advancing equitable development across South Florida. Rooted in community, guided by sustainability, and laser-focused on preventing displacement, SFCLT delivers housing solutions that endure.

SFCLT's current real estate portfolio exceeds \$50 million in value, comprising both multifamily and scattered-site affordable housing across Miami-Dade and Broward Counties, alongside strategic land holdings for future development. The portfolio spans rental and homeownership units held under the Community Land Trust (CLT) model—ensuring affordability for generations to come.

In every project, SFCLT has served as owner, developer, financial lead, guarantor, and property manager, with all properties fully owned by SFCLT or its wholly owned subsidiaries. The organization continues to actively steward each asset post-completion, providing wraparound services to support resident stability, economic mobility, and upward trajectory.

The results speak for themselves: SFCLT's properties are fully stabilized with occupancy rates above 98% and turnover below 2% annually, demonstrating both market demand and resident satisfaction. For homeownership units, SFCLT retains long-term land ownership, ensuring permanent affordability and protecting public investment by recycling subsidies to benefit future income-qualified buyers.

Backed by a disciplined financial strategy and a track record of high performance, SFCLT carries zero repayable debt, no partner recourse debt, no non-performing loans, and no outstanding guarantees or contingent liabilities across its entire rental portfolio. This clean financial profile reflects exceptional fiscal management and has earned the trust of local, state, federal, and philanthropic funders alike.

Looking ahead, SFCLT is advancing a robust pipeline of projects that will deliver hundreds of new affordable and workforce homes in high-opportunity, transit-connected neighborhoods. The organization's capital approach emphasizes long-term sustainability, affordability preservation, and the power of public-private partnerships to maximize impact.

A detailed portfolio matrix—including project names, locations, unit counts, financing structures, roles, and ownership details—is provided in the attached documentation.

HISTORY OF FINANCING COMMITMENTS

For over a decade, South Florida Community Land Trust (SFCLT) has been a driving force in creating and preserving permanently affordable housing in Broward County. We don't just build homes — we build community. Through new construction and thoughtful renovation of existing properties, SFCLT provides both homeownership and rental opportunities that are safeguarded through the community land trust model, ensuring affordability lasts for generations.

Our strong partnerships with public agencies, private lenders, and philanthropic organizations have fueled our success. We've leveraged diverse sources and partnered with mission-driven lenders like Florida Community Loan Fund and Solar Energy Loan Fund, and over the last decade, managed over \$20MM in federal contracts for cities and counties across South Florida.

We have successfully completed more than 100 homes in Broward County, with an additional 38 homes slated for completion in 2025.

CLT Homeownership



Deerfield Villas | 2019–2020 (Described in Section 3)

Sources: Florida Community Loan Fund (\$1,200,000 construction), Broward County HOME (\$868,617 construction and gap financing), Citibank (\$200,000 in predevelopment), City of Deerfield Beach HOME (purchase assistance), City of Deerfield Beach (land)



Homeownership Stabilization | 2015–2016

In 2015, SFCLT completed its first Community Land Trust (CLT) homeownership sales in Broward County, marking a significant milestone in the organization's mission to ensure long-term affordability. With funding from Broward County's Neighborhood Stabilization Program (NSP), SFCLT acquired and rehabilitated vacant, foreclosed single-

family homes in Lauderdale Lakes, Coconut Creek, Cooper City, and Oakland Park. These blighted properties were transformed into high-quality, energy-efficient homes, renovated to meet Energy Star standards. Initially offered through a lease-purchase program, the homes were later sold to low- and moderate-income households at affordable prices ranging from \$90,000 to \$164,000. NSP funding supported both the acquisition and rehabilitation costs, as well as gap subsidies to ensure long-term affordability. This pioneering initiative not only stabilized neighborhoods and restored underutilized properties, but also laid the foundation for permanently affordable homeownership in Broward County through the CLT model.

Sources: Broward County Neighborhood Stabilization Program (acquisition, construction, and gap financing)

CLT Rental



Rental Revitalization | 2014–2016

South Florida Community Land Trust (SFCLT) acquired and rehabilitated eight buildings comprising 56 rental units across Lighthouse Point, Wilton Manors, North Lauderdale, Fort Lauderdale, and Hallandale Beach. The project transformed vacant, foreclosed properties into quality, affordable housing for very low-income households earning

below 50% of the Area Median Income (AMI), with designated units set aside for formerly homeless individuals and families. This initiative helped stabilize neighborhoods, preserve affordable housing stock, and address the critical need for deeply affordable rental units in Broward County.

Sources: Broward County NSP (\$2,951,892 acquisition, construction, permanent), Broward County NSP3 (\$1,976,000 acquisition, construction, permanent), Broward County CDBG-DR (\$400,000 construction to permanent), Broward County HOME (\$347,504), Federal Home Loan Bank AHP (\$600,000), PNC Bank (construction line of credit)

CLT Construction



Johnson Apartments | 2023 - 2025 (Described in Section C)

Sources: Broward County HOME (\$1,213,262 acquisition, construction, permanent), Deerfield Beach CRA (\$350,000 grant), United Way of Broward County (\$140,000 grant) FHLBank Atlanta AHP (\$220,000 construction to permanent), SELF (\$350,000 bridge line of credit)



Sky Dania Apartments | 2024 – 2025 (Described in Section C)

Sources: Broward County CDBG and CDBG-CV (acquisition, construction, permanent); Broward County HOME (construction to permanent), FHLBank Atlanta AHP (\$413,500 construction to permanent); SELF (\$650,000 bridge line of credit)



Place Louverture | 2025 (Described in Section C)

Sources: Florida Community Loan Fund (\$2,180,000 construction), Miami-Dade County Surtax (\$2,750,000 construction to permanent), Miami-Dade County HOME (\$2,371,141 construction to purchase assistance), City of Miami SHIP (\$305,000 construction to purchase assistance), Little Haiti Revitalization Trust

(\$750,000 in gap financing), Miami Homes for All (\$150,000 in gap financing), SELF (\$650,000 predevelopment), Citibank (\$500,000 acquisition and predevelopment)

PIPELINE PROJECTS

South Florida Community Land Trust (SFCLT) is advancing a strong pipeline of mixed-income and affordable housing developments—both rental and homeownership—under the CLT model. These projects have the potential to deliver hundreds of permanently affordable units in high-need areas, with a strategic focus on sites near transit and along the FEC corridor to build resilient, connected communities. Anchored by strong for- and non-profit partnerships, SFCLT leverages collaboration to maximize resources, deepen affordability, and ensure long-term impact.

CLT Pipeline (Budget, Schedule, Financing Sources, Team)



350 Overtown

Two years ago, SFCLT took a bold step toward reconnecting housing and transit in Overtown by acquiring a pivotal site at 350 NW 5th Street. For decades, I-95 has divided and displaced this once-thriving Black neighborhood. SFCLT's plans for the site include more than 150 affordable and workforce rental homes, held in trust to guarantee permanent affordability and shield residents from further displacement. In collaboration with YWCA South Florida—whose headquarters sit adjacent to the property—SFCLT envisions redeveloping the entire block to deliver over 500 new homes. This initiative will anchor H.E.R. Overtown: a Healthy, Equitable, Resilient neighborhood that

advances wellness, opportunity, and long-term stability. SFCLT is actively working to identify the ideal development partner, collaborating with the City to secure necessary preapprovals, and assembling the full capital stack required to bring this transformative vision to life.

Sources: *Currently aligning the capital stack*



De Hostos Center

SFCLT, in partnership with The Richman Group and Neighborhood Housing Services of South Florida, is launching a transformational mixed-income housing development in Wynwood Norte on a site secured from Miami-Dade County's Community Action and Housing Services Division (CAHSD). Designed to advance the Wynwood Norte Community Vision Plan, the project will deliver 148 affordable and workforce housing for families and seniors, alongside community-serving retail and a new CAHSD Community Resource Center. With a walkable design that promotes economic vitality and neighborhood stability, this public-private partnership aims to

leverage local, state, federal, and philanthropic funding to bring meaningful investment, jobs, and long-term affordability to one of Miami's most rapidly evolving communities.

Sources: *Currently aligning the capital stack*



AVAILABILITY OF SOURCES OF DEBT AND CAPITAL

South Florida Community Land Trust (SFCLT) has secured multiple reliable sources of capital and financing partners with a successful track record in supporting affordable housing developments across South Florida. These relationships provide both construction and permanent financing capacity for the proposed projects on Sites A-E in the City of Hollywood.

Solar Energy Loan Fund (SELF)

SFCLT has a \$4.6 million line of credit from the Solar Energy Loan Fund, a mission-aligned CDFI that provides flexible and affordable financing for energy-efficient and resilient housing, for purposes of building affordable, resilient housing near transit. This line of credit is available to support predevelopment or construction-related expenses for all of the proposed sites in Hollywood.



Contact:

David Graber, Lending Director

david@solarenergyloanfund.org | (772) 468-1818
www.solarenergyloanfund.org

Florida Community Loan Fund (FCLF)

SFCLT has secured an \$8 million commitment from Florida Community Loan Fund, a certified CDFI and longtime financing partner with deep expertise in affordable housing, community facilities, and economic development to complete single-family and townhouse homeownership across all of the properties. SFCLT has successfully closed multiple deals with FCLF and values their consistency, flexibility, and mission alignment.



Contact:

Jim Walker, Senior Loan Officer

jwalker@fclf.org | (954) 306-9852
www.fclf.org

M&T Realty Capital Corporation (MTRCC)

SFCLT has received a commitment from M&T Realty Capital Corporation (MTRCC) to serve as the permanent lender and servicer for the rental portion of the Site E development. MTRCC is a wholly owned subsidiary of M&T Bank—one of the 20 largest US-headquartered commercial bank holding companies—and a nationally recognized leader in multifamily affordable housing finance. The firm offers a full suite of financing products and is an approved Fannie Mae DUS®, Freddie Mac Optigo®, and FHA/HUD MAP and LEAN lender and currently services a \$25 billion commercial real estate portfolio. MTRCC has the capacity to provide comprehensive capital solutions and to bring in trusted syndication and asset management partners to support project delivery.



Contact:

Chad Musgrove, Senior Vice President

cmusgrove@mtb.com | (954) 779-4040
www.mtrcc.com



In addition to the financing commitments from lenders detailed and attached herein, SFCLT has a strong track record of innovative financing strategies. These include leveraging the CLT model to ensure long-term affordability, launching Florida’s first CLT Accelerator Fund, and pioneering a community-focused “DeQuity” (deferred equity) fund.

As a recognized leader in affordable housing finance, SFCLT continues to expand capital access for community developers through these creative tools. We are currently raising new funds to support transformative projects—such as the Hollywood homes—that will promote equity and stability for hundreds of families.

Once site control is secured, SFCLT will leverage its extensive experience with local, state, and federal funding to achieve deeper affordability and target lower-income households. We expect the capital stack to be completed with the following sources:

- City of Hollywood HOME, CHDO and CDBG
- Broward County HOME, CHDO, and CDBG
- Broward County GAP funds and Housing Finance Authority (HFA) dollars
- Florida’s Community Contribution Tax Credit Program (CCTC)
- Florida Housing Finance Corporation (FHFC) SAIL financing

Beyond government funding, SFCLT has built powerful partnerships with local foundations and donors, successfully attracting vital grants and philanthropic support. This diverse capital base enables us to drive impactful affordable housing development and preservation, ensuring long-term community stability and opportunity.

SECTION H

PURCHASE OFFER, PRELIMINARY FINANCING PLAN, AND PRO FORMA ANALYSIS





439

PURCHASE OFFER, PRELIMINARY FINANCING PLAN, AND PRO FORMA ANALYSIS

SFCLT offers **\$30,000** for Site B and is prepared to execute its financing plan shown at right to deliver the project to the residents of Hollywood.

SOURCES

(PER UNIT)

80% AMI AFFORDABILITY - 4 PERSON	
First Mortgage	\$175,427.06
Hollywood Homebuyer Assistance (2nd)	\$50,000.00
Buyer 3% Downpayment	\$5,447.94
Broward County HOME	\$75,000.00
CCTC / Charitable Contributions	\$80,000.00
Total Sources	\$385,875.00

120% AMI AFFORDABILITY - 4 PERSON	
First Mortgage	\$325,322.66
Hollywood Homebuyer Assistance (2nd)	\$50,000.00
Buyer 3% Downpayment	\$10,552.34
Broward County HOME	\$0.00
Total Sources	\$385,875.00

USES

Land Acquisition - Site B	PER UNIT	TOTAL
Acquisition	\$7,500.00	\$30,000.00
Hard Costs		
Site Work	\$10,000.00	\$40,000.00
New Building	\$290,000.00	\$1,160,000.00
Hard Cost Contingency	\$5,000.00	\$20,000.00
Total Hard Costs	\$305,000.00	\$1,220,000.00
Soft Costs		
Architect Fee	\$13,000.00	\$52,000.00
Engineering Fees	\$4,500.00	\$18,000.00
Appraisal	\$500.00	\$2,000.00
Building Permits	\$4,500.00	\$18,000.00
Tap Fees	\$750.00	\$3,000.00
ALTA Survey	\$1,000.00	\$4,000.00
Soil Borings / Environmental	\$1,200.00	\$4,800.00
Real Estate Attorney	\$1,000.00	\$4,000.00
Construction Loan Legal	\$1,000.00	\$4,000.00
Title and Recording	\$950.00	\$3,800.00
Construction Insurance	\$3,500.00	\$14,000.00
Construction Interest	\$8,000.00	\$32,000.00
Construction Loan Origination Fee	\$2,975.00	\$11,900.00
SFCLT Development Fee	\$25,000.00	\$100,000.00
Marketing	\$500.00	\$2,000.00
Insurance	\$1,500.00	\$6,000.00
Soft Cost Contingency	\$3,500.00	\$14,000.00
Total Soft Costs	\$73,375.00	\$293,500.00
TOTAL USES	\$385,875.00	\$1,543,500.00