

Request For Proposals

norfolk redevelopment and housing authority



*Lamberts Point
Conservation Project*

*Disposition Parcel # 1551
(Lots C-P)*

Norfolk, Virginia

*Issue Date
December 10, 2009*

*Submission Deadline
January 15, 2010*



Lamberts Point Conservation Project
Disposition Parcel # 1551

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INVITATION

The Norfolk Redevelopment and Housing Authority (“NRHA”) invites developers to submit proposals for the purchase of land and construction of fourteen residential townhouse units, all for owner occupancy, located at 1216 to 1246 West 26th Street in the Lamberts Point neighborhood. The preferred townhouse plans shown in this offering are based on community input. A future development will consist of 3 single family homes on Bowdens Ferry Rd., (lots A, B and R) along with a landscaped green space gateway flanking 26th Street and Hampton Boulevard provided by the City of Norfolk and NRHA.

I. PROPERTY DATA

Disposition Parcel 1551 is on the northern side of 26th Street between Hampton Boulevard and Bowdens Ferry Road and is roughly 1.5 acres. Details of the neighborhood are included in the Market Analysis Executive Summary (**Appendix B**).

The lots have been zoned to Conditional R-10 (Townhouse) District and Residential Overlay District (ROD) to accommodate proposed medium density residential development.

II. DEVELOPMENT OVERVIEW

NRHA has a quality assurance process that includes preferred development planning, selection criteria that favor design firms with experience and expertise, and a seven-phase construction inspection process. This quality assurance process has significantly improved the quality of the design and construction and customer service on Authority projects. It has virtually eliminated customer complaints. The Authority recognizes that this process, along with the requirement for 40-year covenants, affects the price developers can reasonably pay for the land. Respondents that use highly qualified design teams and insist on careful attention to detail and provide exceptional customer service are more likely to be successful in a relationship with the Authority. Developers will be responsible for compliance with NRHA architectural standards and submittal processes. In addition to NRHA approvals, this responsibility includes presentation to and approval by Norfolk Design Review and Planning Commission.

Coordination with utilities providers will be the responsibility of the developer.

A Homeowners’ Association will need to be established in order to oversee the deed restrictions (**Appendix H**) relative to maintenance, owner-occupancy, and any other items of general concern to the development as there are no requirements for low-to-moderate household income units.

III. DESIGN

The design of the townhomes is based closely on the findings of the Market Analysis (**Appendix B**). The successful Developer will work with NRHA staff and Tymoff+Moss Architects with the final design for the 14 housing units based upon the current schematic design prepared by Tymoff+Moss (**Appendix C**). The Developer shall engage Tymoff+Moss to complete the design, provide construction documents and specifications at a Developer's expense of \$63,000. In addition, civil engineering would be by the Developers chosen consultant.

Contact Information:

Mr. Barry Moss, AIA
Tymoff+Moss Architects, Inc.
512 Botetourt Street
Norfolk, VA 23510
757-627-0013 ext. 15
barry@tmarchitects.com

Site Planning Criteria

Zoning:

Conditional R-10 (Townhouse) District and Residential Overlay District (ROD) on the townhouse property located at 1216 to 1246 West 26th Street

Minimum lot width	20 feet
Minimum lot area	2000 square feet
Maximum building height	35 feet
Setbacks	
Front yard	12 feet
Interior side yard	10 feet
Rear yard	5 feet
6-foot porch/stoop encroachment into front yard setback is permitted	

Parking:

Two off-street parking spaces are required for each unit
Access shall be from rear alley only

Reference **Appendix C** for Garage options

Design Criteria

Any questions relative to the design of the townhouse project may be directed to Mr. Russell Ward in Design & Construction at 757.314.2079. Information on Submittal Requirements and Construction Inspections is **Appendices E and F**.

IV. ECONOMIC OPPORTUNITIES

Economic Opportunities for “Section 3” Residents and Businesses

The developer selected under this RFP shall, to the greatest extent feasible, provide economic opportunities in (1) employment and (2) training to low income persons, particularly those persons who receive federal housing assistance; and, (3) contracting opportunities with ‘Section 3’ businesses in connection with this proposal. To facilitate this process and provide a resource, “NRHA’s Directory of Section 3 Businesses” listing businesses that may be available to participate in development is available to you through our Procurement and Economic Opportunity department by calling Ms. Linda Davenport at 757-314-2026.

NRHA will assist the selected developer to establish and implement an Economic Opportunities Work Plan. This plan will consist of the Developer/Builder’s written projections to offer economic opportunities in employment and training of “new hires”, to ‘Section 3’ residents and contracting opportunities to Section 3 businesses as prime contractor, joint ventures, and/or subcontractors. Reporting of progress will be submitted as prescribed by NRHA.

(Please refer to implementing regulations at 24 CFR Part 135)

For additional information, refer to the HUD Section 3 Brochure available:

www.hud.gov/offices/fheo/section3/section3brochure.cfm.

In addition to including Section 3 businesses, it is NRHA’s policy to make efforts to ensure that small and minority-owned businesses, women-owned business enterprises, labor surplus area businesses, and individuals or firms located in or owned in substantial part by persons residing in the area of an NRHA project are used when possible in procurement, contracting, and land disposition and development.

In **Appendix G** is The Certificate of Compliance that should be signed and returned with the submittal.

V. SUBMITTAL REQUIREMENTS

Terms of Sale

- The property will be sold “As Is.” No funding for purchase will be provided by or through NRHA.
- **The lots are being offered for a *bid price*.**

- Adherence to HUD Section 3 Guidelines is required
- Plans will be acquired by the developer and reviewed and approved by NRHA
- Builder will facilitate and participate in NRHA's 7- phase inspection program
- Developer will place a good faith deposit in escrow with NRHA

A. Responses Due

In order to be considered, submission (one unbound original plus four copies) must be submitted to the Authority by 4:30 p.m., January 15, 2010 and should be sealed and addressed as follows:

PROPOSAL: Lamberts Point, Conservation Project, Disposition Parcel 1551
 Ms. Gayle C. Blackstone, Director
 NRHA Real Estate Services Department
 201 Granby Street, 11th floor,
 Norfolk, Virginia 23510, or
 P O Box 968, Norfolk, VA 23501

The above stated deadline is firm as to date and hour. NRHA will treat as ineligible for consideration any submission that is received after that deadline. Faxed or emailed submissions will not be accepted. All submissions become the property of NRHA and will not be returned.

NRHA will hold submitted proposals in confidence and will not release them in any manner until after the award in accordance with the Freedom of Information Act. Proprietary information must be distinctly and clearly noted in proposals by the submitters.

B. Submittal Contents

All proposals must include, but are not limited to, the following elements:

- A. Certificate of Compliance - Section 3 of the Housing and Urban Development Act (Appendix G).
- B. Description of Developer
 1. Statement of builder/developer's relevant experience
 2. Appropriate examples of work of each, including locations and references*
 3. Letters of reference from previous customers*
 4. List of all projects successfully completed for NRHA and other customers over the last 24 months*
 5. Plan to assure faithful execution of the plans and compliance with the NRHA *Construction Inspection Process*

(*) Does not apply to NRHA Builders and Designers Guild members

In addition to the above, non-guild members should go to <http://www.nrha.us/redevelopment/builders/buildersguild.html> to download a Builders and Designers Guild application. Membership in the Guild is required for any single-family construction.

- C. Project Description
1. Timeline for completion
 2. Description of proposed Section 3 outreach efforts.
- D. Financial capacity
1. The submitter should provide a *pro-forma* for the development, along with financing/lender approval information. This should include the land purchase price, building construction costs, and units' sales price points.
- E. Submit graphic representation of the proposal for structures to be constructed. These submittals may be:
1. Photocopy of the page showing the intended plan from this RFP.
 2. Alternative plan proposals for any lot should offer equal or superior design, tailored to the site and to the streetscape.
 3. The Preferred Plans shown serve as a guide as to appropriate style, massing, fenestration, detailing, and materials for alternative proposals. The findings of the Market Analysis (Appendix B) and the NRHA Design Concept (ref. Appendix C) must be met with any proposed plan.
 4. Conceptual schematics of any custom designs for the townhouse(s) showing elevations and floor plans. Submittal of designs not compatible with the architectural patterns of the Lambert's Point neighborhood shall not be considered.
- F. Green and Sustainable building design, materials, equipment, and practices are required for NRHA new-construction housing. Green building practices will result in certification by an established green building program, such as LEED for Homes (www.usgbbc.org), EarthCraft House (www.eathrcrafthouseva-sf.org), or the National Association of Home Builders (NAHB) National Green Building Program (www.nahb.org). (Please note that all of these programs require some general training on the part of the builder prior to program participation. Specific requirements may be referenced through the above web sites.) *Submit which Green certification program is to be employed and the regimen to be followed within the certification program.*
- G. Conditions
- If the developer feels obligated to condition their performance on any action or inaction of another person or entity, or on the occurrence of any event, then the proposal should clearly describe the action, inaction or event. No representation is made by NRHA that such condition can be accepted, and the inclusion of such a condition may be deemed grounds for rejection of the proposal. There may be such an action, inaction or events, however, that would be acceptable to NRHA and would not negatively impact the proposal.

IV. SELECTION AND EVALUATION CRITERIA PROCESS

A. Evaluation Criteria

The selection of builder(s) to develop the properties is a competitive process. Proposals must be submitted in accordance with the requirements outlined in Section III, Submission Requirements, shall be judged on the evaluation criteria stated below. Each factor is assigned a point value relative to its overall importance. The maximum number of points to be awarded is 100. The proposal(s) receiving the highest composite score will be considered by the Evaluation Committee for selection.

Award shall be made based on the following specified factors:

1. Professional qualifications and experience of the firm and local (Hampton Roads) staff with respect to those services identified in this proposal and past performance (customer satisfaction, quality of plans, degree of completeness, accuracy of reported information) with NRHA and/or other firms : **25 points**
2. Purchase price offering bid: **25 points**
3. Overall development approach (i.e. quality of materials, *itemized list of amenities*, and sales price points) and demonstrated ability to build the number of units specified in proposal within the construction schedule provided herein: **25 points**
4. Identification and description of the Green building certification program to be employed in the construction of the housing unit(s): **15 points**.
5. Section 3 outreach efforts. (It is the policy of NRHA to contribute to the establishment, preservation and strengthening of small businesses owned by women and minorities, and to encourage their participation in procurement activities. Your response should contain information on any proposed minority participation, either in terms of personnel within your organization or use of subcontractors): **10 points**

The developer must comply with the requirements of the RFP, as outlined herein or amended, and within the time frame established. No substantial change will be permitted in the approved proposal without the prior written approval from NRHA, which may be granted or withheld at the sole discretion of NRHA.

To achieve the objectives of the RFP, and recognizing that all aspects of creative design cannot be anticipated, NRHA reserves the right to: negotiate reasonable changes in the proposed plan; waive irregularities or non-essential requirements of the RFP in the best interests of NRHA; or reject any and all proposals at any time prior to execution of a land disposition contract.

B. Instructions to Submitters:

1. Proposals must be completed in accordance with the criteria and instructions contained herein. Any additional information that the submitter feels is relevant to the proposal may be included with the submission.
2. Submitted proposals will become the property of NRHA and will not be returned.

3. Proposals will be evaluated by NRHA as stated in the Evaluation Criteria section of this document.
4. Copies of the RFP, containing requirements and specifications may be obtained from the NRHA web site, www.nrha.us, or from Gayle Blackstone, Real Estate Development Services, Norfolk Redevelopment and Housing Authority, 201 Granby Street, 11th floor, Norfolk, Virginia 23510. (757) 533-4688.
5. NRHA will hold submitted proposals in confidence and will not release them in any manner until after the award in accordance with the Freedom of Information Act. Proprietary information must be distinctly and clearly noted in proposals by the submitters.
6. By submission of a proposal, the submitter agrees, if his proposal is accepted, to enter into a contract with NRHA in a form prescribed by NRHA.
7. The submitter must agree to all requirements, specifications, and terms and conditions of the RFP and/or as amended.
8. Proposals will not be opened publicly nor read aloud.
9. NRHA reserves the right to reject any or all proposals if it is in the best interest of NRHA and to waive any informality in the evaluation of the proposals offered.
10. NRHA reserves the right to award either one or multiple contract(s) and/or to award alternates. The ultimate assignment of lots is solely left to the discretion of NRHA.
11. Submitters must give notice in writing to Gayle Blackstone, NRHA, Department of Real Estate Services, 201 Granby Street, 11th Floor, Norfolk, VA 23510 within two (2) working days after the closing date when exercising their right to withdraw their proposal.
12. Small business enterprises, Section 3 businesses, and Minority and Women-owned business enterprises are encouraged to submit proposals.

VII. DISPOSITION PROCESS

Upon notification of selection by the Authority, the successful developer must provide a \$1,000 per lot earnest money deposit within 10 days. The deposit of the successful bidder will be retained by the Authority and applied against the developer's obligations described below. By submitting the earnest money deposit the developer agrees to meet the following performance milestones:

- A. Preliminary Submittals will be submitted to the Authority within 45 days following the selection of a developer, and submittals are to be completed in accordance with the Residential Submittals Requirements as outlined in **Appendix D**.

Final Submittals shall be submitted to the Authority within 60 days following approval of the Preliminary Submittal. Upon Final Submittal approval by NRHA, the plans are to be submitted by the developer to the Norfolk Design Review Committee and the Planning Commission.
- B. Land Disposition Contract will be executed within 30 days after final plan approval by the City at which time a deposit in an amount equal to 10% of the purchase price of the land will be required. The earnest money deposit will be applied to the down payment. If the contract is not executed (unless by reason of events beyond developer's control) within this period, the earnest money deposit will be forfeited.

- C. Settlement will be held within 30 days after execution of the contract. *Time is of the essence as to settlement*; therefore, if settlement is not consummated within 30 days of contract execution (unless by reason of events beyond developer's control), the deposit made with contract will be forfeited.
- D. At settlement, the balance of the purchase price along with a good faith deposit equal to 1½ % of the improved property's sales price (\$5,000 maximum) on each site must be paid. The good faith deposit will be held in a non-interest bearing escrow account until the improvements have been completed and the provisions of the contract have otherwise been satisfied.
- E. Construction shall commence within 30 days after settlement and shall be completed within 6 months after settlement (unless otherwise negotiated.)
- F. NRHA reserves the right to negotiate a sales contract that may be a different format than presented here if doing so furthers project goals and is in the best interest of the Authority.
- G. Developer must adhere to HUD Section 3 Guidelines in Appendix F.

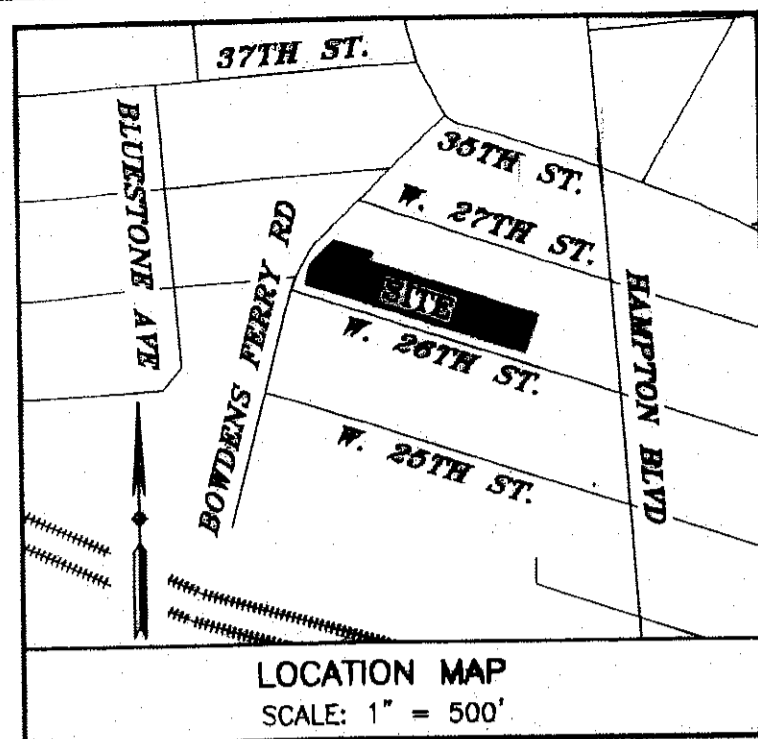
VIII. TERMS AND CONDITIONS

- A. **Licenses.** Respondents must be currently licensed as a Class A Contractor and have a valid, current business license with the City of Norfolk, Virginia.
- B. **Incurred Expenses.** All expenses incurred in the preparation and submission of qualifications and/or proposals shall be borne by the submitter. NRHA will not be liable for any costs incurred by the responder in connection with interviews or presentations that may occur during the selection process.
- C. **Interpretations.** Questions regarding this RFP should be directed in writing, prior to January 22, 2010 to Gayle Blackstone (Fax 757-314-1300). Faxed questions are acceptable if received by the above listed deadline.
- D. **Sole Discretion.** The determination of the criteria and process whereby responses are evaluated, the decision as to who shall receive a contract award, or whether or not an award shall be made as a result of this RFP, shall be at the sole and absolute discretion of NRHA.
- E. **Rules and Regulations.** The Developer shall comply with all laws; ordinances and regulations applicable to the services contemplated herein, including those applicable to conflict of interest. Developers are presumed to be familiar with all Federal, State and local laws, ordinances, codes, rules and regulations that may in any way affect project implementation.
- F. **Multiple Awards.** NRHA reserves the right to enter into agreement as the result of this RFP process to one or more primary submitters and/or to award contracts to other responsive and responsible submitters to serve as alternates. There is no guarantee that this will occur, however.
- G. **Economy of Preparation.** Submissions should be prepared simply and economically, providing a straightforward, concise description of the respondent's ability to fulfill the requirements of the RFP.
- H. **Proprietary Information.** All submissions received from respondents will become the property of NRHA and will not be returned to the respondents.

- I. **Respondent's Certification.** By submitting proposals, the respondent certifies that he has fully read and understands the requirements of this RFP and has full knowledge of the scope, nature, and quality of work to be performed and is fully qualified to perform the work.
- J. **Anti-Discrimination.** Respondents agree that there will not be discrimination as to race, sex, religion, color, age, creed, or national origin in regard to obligations, work, and services performed under the terms of any contract ensuing from this RFP.
- K. **Personnel.** In submitting their proposals, respondents are representing that the personnel described in their proposals shall be available to perform the services described, barring illness, accident, or other unforeseeable events of a similar nature in which cases the respondent must be able to provide a qualified replacement. Furthermore, all personnel shall be considered to be, at all times, the sole employees of the respondent under its sole direction, and not employees or agents of NRHA.

APPENDIX A

Plats & Surveys



SOURCES OF TITLE			
THE PROPERTY EMBRACED WITHIN THE LIMITS OF THIS SUBDIVISION WAS CONVEYED TO NORFOLK REDEVELOPMENT AND HOUSING AUTHORITY BY THE FOLLOWING INSTRUMENTS RECORDED IN THE CLERK'S OFFICE OF THE CIRCUIT COURT OF THE CITY OF NORFOLK.			
LOT/PARCEL (M.B. 7, P. 17 - CHES.)	INSTRUMENT	DATE	GRANTOR
LOTS 1, 2, 3, 4, BLOCK 2	INST. 060006465	02/06/06	ROY J. POPE, JR. AND MARY A. POPE
LOT 5, BLOCK 2	INST. 040029352	07/26/04	CITY OF NORFOLK
LOTS 9, 10, 11, 13, 15, 17, 19, BLOCK 2	INST. 040047750	12/08/04	DANIEL N. MORRISON
LOT 21, BLOCK 2	INST. 050001706	01/07/05	HEIRS/DEWISEES OF KATHLEEN RUDOLPH
LOT 23 & PART OF LOT 25, BLOCK 2	INST. 050037186	08/26/05	VIVIAN AIKEN LEE AND ROSA LEE WHITE
LOT 27, PARTS OF LOTS 25 & 29, BLOCK 2	INST. 050052981	12/13/05	CLYDE F. BAINES
LOT 31 & PART OF LOT 29, BLOCK 2	INST. 050024962	06/24/05	CM DEVELOPMENT, INC.
LOTS 33 & 35, BLOCK 2	INST. 050025431	06/28/05	GLADYS G. AARON
LOT 37 & PART OF LOT 39, BLOCK 2	INST. 050031073	08/02/05	SANDRA TURNER WHEATLEY
LOT 41 & PART OF LOT 39, BLOCK 2	INST. 050040945	09/28/05	SYBAN, LLC
LOT 43 & W. 1/2 OF LOT 45, BLOCK 2	INST. 050030331	07/12/05	EDNA EURE, PHYLLIS BAKER AND ANN BYNUM

I, E. STEYN VISAGIE, A LAND SURVEYOR, DO HEREBY CERTIFY THAT THIS PLAT WAS MADE BY ME, THE UNDERSIGNED, AT THE DIRECTION OF THE OWNER, AND THAT THIS SUBDIVISION IS ENTIRELY WITHIN THE BOUNDARIES OF LAND COVERED BY DEEDS DESCRIBED HEREON, AND THAT CONCRETED STEEL PINS, AS SPECIFIED BY THE SUBDIVISION REGULATIONS OF THE CITY OF NORFOLK, VIRGINIA, ARE ACTUALLY IN PLACE AT POINTS MARKED THUS, "●" AND/OR AS SHOWN ON THE ACCOMPANYING LEGEND, AND THAT THEIR LOCATIONS ARE CORRECTLY SHOWN.

SIGNED: E. Steyn Visagie L.S. NO. 2710

THE PLATTING OR DEDICATION OF THE FOLLOWING DESCRIBED LAND, "SUBDIVISION OF DISPOSITION PARCEL 1551, LAMBERTS POINT" LOCATED IN NORFOLK, VIRGINIA, IS WITH THE FREE CONSENT AND IN ACCORDANCE WITH THE DESIRE OF THE UNDERSIGNED OWNER.

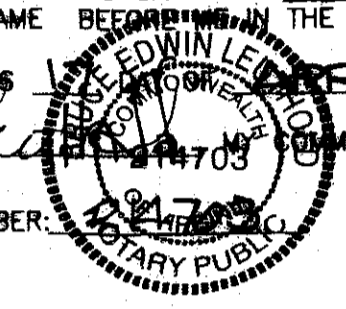
NORFOLK REDEVELOPMENT AND HOUSING AUTHORITY

SIGNED: Shurl R. Montgomery DATE: 4-17-09
SHURL R. MONTGOMERY - EXECUTIVE DIRECTOR

STATE OF VIRGINIA
CITY OF NORFOLK, TO WIT:

I, Bruce E. Leithold A NOTARY PUBLIC IN AND FOR THE CITY AND STATE AFORESAID, DO HEREBY CERTIFY THAT SHURL R. MONTGOMERY, WHOSE NAME IS SIGNED TO THE FORGOING WRITING BEARING DATE THE 17 DAY OF APRIL, 2009, HAS ACKNOWLEDGED THE SAME BEFORE ME IN THE CITY AND STATE AFORESAID.

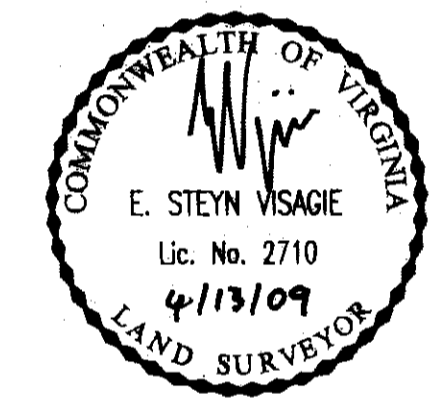
GIVEN UNDER MY HAND THIS 17 DAY OF APRIL, 2009.
SIGNED: Bruce E. Leithold NOTARY PUBLIC
NOTARY REGISTRATION NUMBER: 244703 COMMISSION EXPIRES: 12-31-2010



NOTES:

1. THE MERIDIAN SOURCE AND COORDINATES SHOWN HEREON ARE BASED ON THE VIRGINIA COORDINATE SYSTEM OF 1983, SOUTH ZONE.
2. ALL PREVIOUS LOT LINES WITHIN THE LIMITS OF THIS SUBDIVISION ARE HEREBY VACATED.
3. THE "SUBDIVISION OF DISPOSITION PARCEL 1551, LAMBERTS POINT" IS A RESUBDIVISION OF LOTS 1 THRU 5, INCLUSIVE, LOTS 9, 10, 11, 13, 15, 17, 19, 21, 23, 25, 27, 29, 31, 33, 35, 37, 39, 41, 43, AND THE WESTERN HALF OF LOT 45, IN BLOCK 2, AS SHOWN ON THE PLAT ENTITLED, "PLAT OF PROPERTY BELONGING TO BELLAMY, HOUGH & HARDY, INC., AT LAMBERT'S POINT, VIRGINIA", WHICH PLAT IS RECORDED IN THE CLERK'S OFFICE OF THE CIRCUIT COURT OF THE CITY OF CHESAPEAKE (FORMERLY NORFOLK COUNTY), VIRGINIA (M.B. 7, P. 17 - CHES.).
4. THIS PLAT WAS PREPARED WITHOUT THE BENEFIT OF A TITLE REPORT.
5. THE TOTAL AREA ENCOMPASSED WITHIN THIS SUBDIVISION = 65,355 SQ. FT. OR 1.500 ACRES.

TABLE OF AREAS		
SITE/PARCEL	AREA IN SQ. FT.	AREA IN ACRES
LOT A	7,376	0.169
LOT B	6,210	0.143
LOT C	5,813	0.133
LOT D	2,520	0.058
LOT E	2,100	0.048
LOT F	2,520	0.058
LOT G	2,100	0.048
LOT H	2,520	0.058
LOT I	4,935	0.113
LOT J	4,935	0.113
LOT K	2,100	0.048
LOT L	2,520	0.058
LOT M	2,100	0.048
LOT N	2,520	0.058
LOT O	2,100	0.048
LOT P	7,455	0.171
LOT Q	5,512	0.127
AREA HEREBY DEDICATED TO THE CITY OF NORFOLK	19	0.001
TOTAL	65,355	1.500



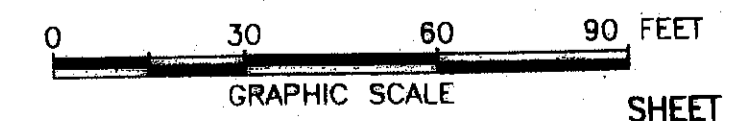
LAMBERTS POINT CONSERVATION PROJECT

SUBDIVISION OF DISPOSITION PARCEL 1551 LAMBERTS POINT NORFOLK, VIRGINIA FOR NORFOLK REDEVELOPMENT AND HOUSING AUTHORITY

SCALE: 1"=30' APRIL 13, 2009



ROUSE-SIRINE ASSOCIATES, LTD. SURVEYORS AND MAPPING CONSULTANTS 333 OFFICE SQUARE LANE VIRGINIA BEACH, VIRGINIA 23462 TEL. (757)490-2308; FAX: (757)499-9136 www.rouse-sirine.com



SHEET 1 OF 2

THE UNDERSIGNED CERTIFY THAT THIS SUBDIVISION AS IT APPEARS ON THIS PLAT, CONFORMS TO THE APPLICABLE REGULATIONS RELATING TO THE SUBDIVISION OF LAND AND IS ACCORDINGLY APPROVED. BY SUCH APPROVAL, THE UNDERSIGNED DO NOT CERTIFY AS TO THE CORRECTNESS OF THE BOUNDARY, STREETS OR OTHER LINES ON THIS PLAT.

APPROVED: Konard M. Newcomb III DATE: 10/30/09
DEPARTMENT OF PLANNING AND COMMUNITY DEVELOPMENT

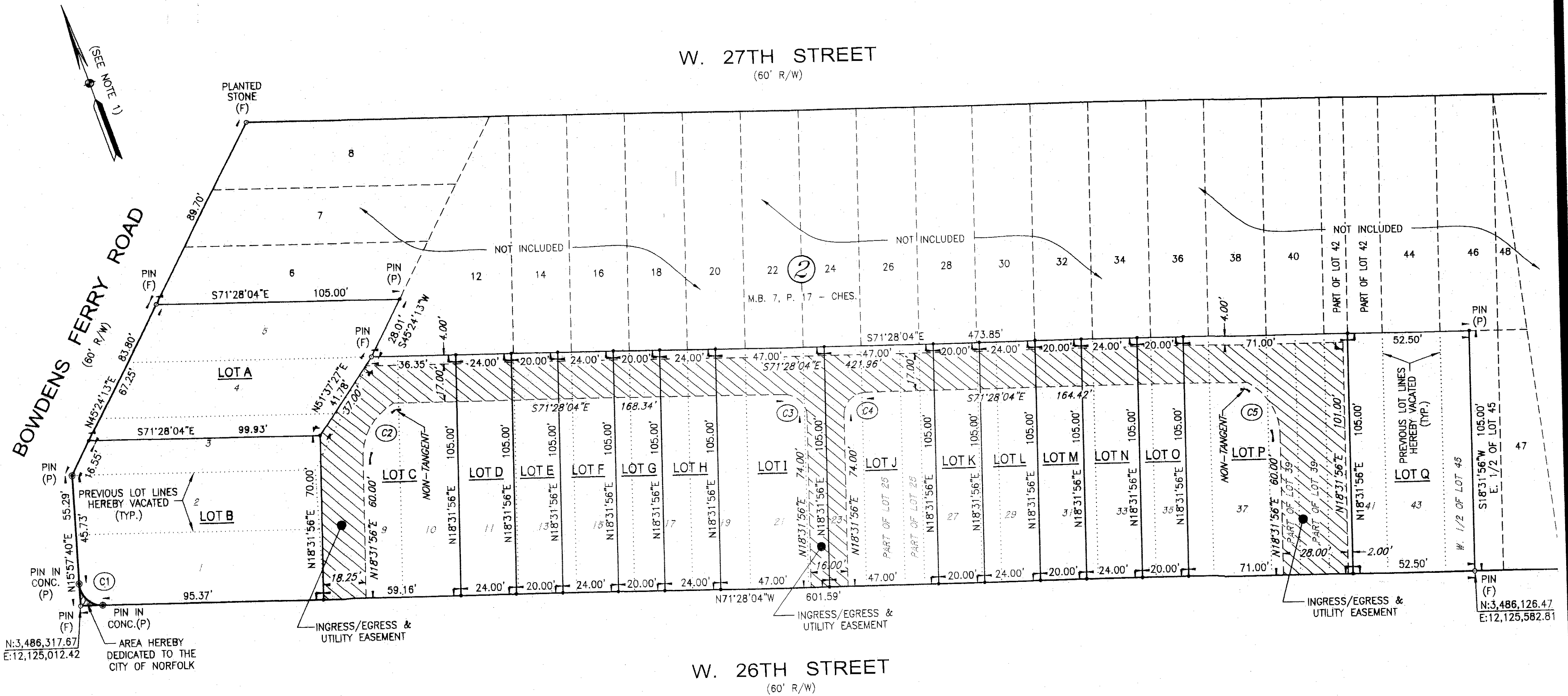
APPROVED: John T. Ward DATE: 11/3/09
DEPARTMENT OF PUBLIC WORKS

APPROVED: Patricia P. Quejada DATE: 10/29/2009
DEPARTMENT OF UTILITIES

VIRGINIA: IN THE CLERK'S OFFICE OF THE CIRCUIT COURT OF THE CITY OF NORFOLK, VIRGINIA, ON THE 4 DAY OF November 2009 AT 1:03pm THIS PLAT WAS RECEIVED AND UPON CERTIFICATE OF ACKNOWLEDGMENT, THERETO ANNEXED, ADMITTED TO RECORD.

MAP BOOK: 67 TESTE: GEORGE E. SCHAEFER, CLERK
PAGE: 105 BY: Shurl R. Montgomery

W. 27TH STREET
(60' R/W)



N:3,486,317.87
E:12,125,012.42

AREA HEREBY DEDICATED TO THE CITY OF NORFOLK

N:3,486,126.47
E:12,125,582.81

W. 26TH STREET
(60' R/W)

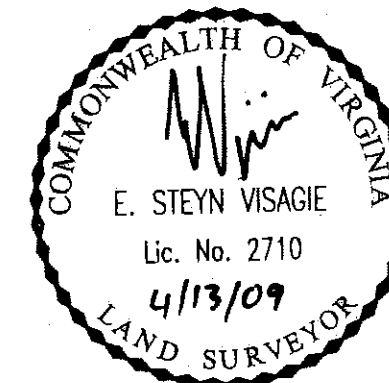
LEGEND:

- PREVIOUS LOT NUMBERS HEREBY VACATED
- PREVIOUS LOT LINES HEREBY VACATED
- INGRESS/EGRESS & UTILITY EASEMENT
- AREA HEREBY DEDICATED TO THE CITY OF NORFOLK

MONUMENT LEGEND:

- PIN FOUND (UNLESS OTHERWISE NOTED)
- PIN PLACED
- PIN SET IN CONCRETE

CURVE TABLE						
NO.	RADIUS	DELTA	ARC	TANGENT	CHORD	CH. BEARING
C1	10.00'	87°25'44"	15.26'	9.56'	13.82'	N27°45'12"W
C2	28.00'	58°59'50"	28.83'	15.84'	27.57'	N48°01'51"E
C3	10.00'	90°00'00"	15.71'	10.00'	14.14'	S26°28'04"E
C4	10.00'	90°00'00"	15.71'	10.00'	14.14'	N63°31'56"E
C5	28.00'	58°59'50"	28.83'	15.84'	27.57'	S10°58'00"E

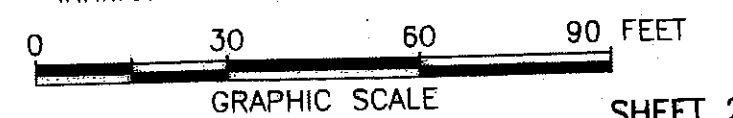


LAMBERTS POINT CONSERVATION PROJECT

SUBDIVISION
OF
DISPOSITION PARCEL 1551
LAMBERTS POINT
NORFOLK, VIRGINIA
FOR
NORFOLK REDEVELOPMENT
AND HOUSING AUTHORITY

SCALE: 1"=30' APRIL 13, 2009

ROUSE-SIRINE ASSOCIATES, LTD.
SURVEYORS AND MAPPING CONSULTANTS
333 OFFICE SQUARE LANE
VIRGINIA BEACH, VIRGINIA 23462
TEL. (757)490-2308; FAX: (757)499-9136
www.rouse-sirine.com



SHEET 2 OF 2

VIRGINIA:

IN THE CLERK'S OFFICE OF THE CIRCUIT COURT OF THE CITY OF NORFOLK, VIRGINIA,
ON THE 4 DAY OF November 2009 AT 1:03pm THIS PLAT WAS RECEIVED AND UPON
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MAP BOOK: 107 TESTE: GEORGE E. SCHAEFER, CLERK
PAGE: 104 BY: Ashley N. DC

517-0017

APPENDIX B

Market Analysis Executive Summary

Market Analysis of Lamberts Point Residential Development Project

Prepared for:
Norfolk Redevelopment and Housing Authority

October 2008

Executive Summary

The Norfolk Redevelopment and Housing Authority (NRHA) has assembled a site in Lamberts Point (the project site) and formulated preliminary development concepts. The project site is a vacant parcel configured in a strip along the northern side of 26th Street between Hampton Boulevard and Bowdens Ferry Road. The preliminary concepts call for 14 townhouses on lots of varying sizes, along with three or four detached homes fronting on Bowdens Ferry Road.

In order to more fully understand market-based opportunities and challenges facing the site, and to test the feasibility of preliminary concepts, NRHA has commissioned this market study.

The roughly 1.5 acre site is situated in an area between an established residential neighborhood and an industrial/commercial area. Due to the site's location and transitional quality, NRHA is interested in exploring the feasibility of developing a townhouse product with a modern design, in order to capitalize on the less traditional location and offer housing options for a younger demographic with an interest in more "edgy" architecture. This market analysis is intended to form the basis of subsequent development conceptual planning and architectural guidelines for the project site.

Demographic and Economic Analysis

This study defines the Market Area from which most buyers of the proposed project are likely to be drawn as the area within a three mile radius of the project site, which includes neighborhoods and current residents located closest to downtown Norfolk. The analysis also includes a larger geography, referred to as the Southside, which consists of four cities in the southern portion of the Hampton Roads area: Norfolk, Chesapeake, Virginia Beach, and Portsmouth. This geography is used for comparison purposes, as are statistics for the City of Norfolk.

Population growth since 2000 for the Market Area has been relatively flat, indicating a stable population base, with a slight decrease in household sizes. Notably, the Market Area has relatively small household sizes compared to Southside and the City of Norfolk. Long term projections anticipate modest growth in the city of Norfolk and the district including Lamberts Point.

Median household income in the Market Area is similar to the City of Norfolk overall, at roughly \$42,500 in 2008. The Southside's median household income was somewhat higher, estimated at just under \$56,000 for 2008.

In the Market Area there are slightly more renter households than owner occupants; just 43 percent own their housing unit. In contrast, the Southside Area overall had an owner rate of 62.5 percent in 2008. This lower ownership rate in the Market Area indicates that there may be a pool of potential first-time homebuyers found in the segment of renter households with adequate income to finance a home purchase. A demographic characteristic to note is that not all of the residents of the Market Area, Southside, and

Norfolk live in households; the region has a relatively large share of persons living in group quarters due to educational institutions, military housing, and other facilities.

While employment levels fluctuate in part over time due to economic cycles, a long term look at employment supports the strength of the local economy. The South Hampton Roads area increased employment from about 580,000 in 1991 to 695,000 in 2006. Regional employment is projected to increase by about 17 percent in the 10 year period between 2004 and 2014.

Employment within Norfolk over the past decade has been slowly declining, in part due in part to declining numbers of military personnel stationed in Norfolk. Nonetheless, Department of Defense is still the largest employer in Norfolk, followed by Norfolk City School Board, Sentara Healthcare, and the City of Norfolk. In addition to military employment, public sector entities and health care dominate the City's civilian job base. It is also important to note the presence of other professional or creative industries in Norfolk that may provide potential residents for the proposed project. These broad industry sectors include information services; finance and insurance; professional and technical services; and arts, entertainment and recreation. Together they total over 20,000 jobs and represent over 14 percent of Norfolk's employment.

PRIZM data, prepared and distributed by Claritas, segments households into one of 14 different consumer groups and further defines them through 66 segments within those groups. This data source is used to understand consumer groups that retailers can target within a geographic area. There is, however, a limited applicability to use it beyond this purpose, to shed some light on the size of the Market Area's household segment that is younger, more cutting edge, interested in urban living, and more likely to be early adopters comfortable with investing in an emerging neighborhood.

In fact, the PRIZM segmentation finds many households that fit most of the characteristics considered closely aligned with likely buyers of housing in the proposed project. Market Area households are almost entirely contained within three broad market groups that all share an interest in an urban lifestyle, and they also tend to be well educated and range from middle class to affluent. Two of the segments in particular that are most likely to correspond to potential buyers of housing in the proposed project correspond to 5,600 households currently living in the market area.

Real Estate Market Analysis

Building permit data demonstrate the transformation of Norfolk in the past decade or so. While the number of permits issued each year varies, residential development and redevelopment activity increased significantly since 1990, averaging 271 units a year in the 1990's and 928 units annually from 2000 to 2007. The building permit data also suggest that the pace of multi-family development in Norfolk has increased considerably over time.

The annual Hampton Roads Real Estate Market Review shows construction and sales activity declining in the region from 2007 to 2006. However, average housing values for new construction and existing units

barely decreased in Norfolk during this time period: the price for a new single family detached home averaged about \$402,000 in 2007, a drop of less than \$1,000 from the previous year's average. The Real Estate Market Review reports that the majority of new, attached single-family home sales in Hampton Roads were priced under \$300,000 in 2008; for existing homes, 91 percent were sold at values below \$200,000.

Sales and asking prices in the Lamberts Point neighborhood range considerably in value, depending on the location in the neighborhood and quality of the unit. A recent survey of housing sales in the neighborhood found a median price was \$150,000, and a median price per square foot of \$106. Some higher quality homes sold for more than \$200,000. Most home sales were in the northern half of the neighborhood. Asking prices for houses currently on the market were generally higher, with a median asking price of \$231,700 and \$119 per square foot (see Tables 8 and 9 in the report).

A survey of more affordable, newly constructed townhouses and condominiums in the Southside area found units generally priced under \$300,000 and \$125 to \$175 per square foot. These units are marketed and suited to young home buyers as well older households that might be looking for smaller homes requiring minimal maintenance, and at a modest price point.

Two smaller projects recently completed with NRHA involvement more closely reflect the conditions and pricing that are likely to be seen in the proposed project. These include a 12-unit townhouse project containing six market-rate and six income-restricted units (Townhomes at East Church), and a recently completed 18-unit condominium renovation project in Park Place has also recently completed construction. Prices for these units ranged from about \$100,000 to \$245,000, a significant discount compared to the townhomes and condominiums selling in Downtown Norfolk or other Southside cities. Per square foot prices ranged from under \$100 to about \$137.

An analysis of development projects in the pipeline in Norfolk show continued large scale development planned and in construction, mostly rental projects in downtown. Smaller projects planned and in construction continue development activity in the Church Street corridor and Park Place, and provide additional support for market acceptance of a small townhouse development in Lamberts Point.

Modern Project Examples

A project that differentiates itself from other competing projects can have a market advantage, particularly in a down market. It may be a critical component to successfully selling the proposed project at a price point matching or more than that of existing area housing, but may present risks as well. Examples from two cities, Richmond and Charlotte, provide lessons that can be helpful in considering this product's opportunities and risks in Norfolk, even if conditions and market timing may not exactly match Norfolk's profile. These projects include the 2C Condos in Richmond's Jackson Ward, finished in 2007, and several condominium and townhouse projects developed by David Furman in Charlotte's North Ward from early 2000's to 2006.

Research into these examples highlights several findings pertinent to the Lamberts Point site:

Demographics. Almost all units in the profiled projects were sold to singles and households without children, with households ranging in age from mid-20s to mid-40s.

Project scale. These projects, particularly the introductory projects, were relatively small in scale: several projects were under 15 units, and most were 25 units or less. Although small, they fit in a context where there is already revitalization momentum underway in the area, from the monumental rebuilding activity found in the First Ward's HOPE VI project, to the more incremental revitalization of Jackson Ward.

Cost to construct. The experience of David Furman shows that construction of a modern project within the same cost as a more traditional project can be done, although it can be a challenge. David Furman had specialized in modern architecture and had previous experience in finding cost-effective ways of achieving his signature style prior to developing the First Ward projects. A key to keeping costs moderate is to work with materials familiar to general contractors, even when using them in novel ways.

Recommendations

The following conclusions and recommendations are based on the preceding analysis. The duration of the current downturn of the business cycle is difficult to forecast, but the sense of uncertainty in the current real estate market will certainly impact pricing and supply if it continues, and will continue to change conditions from those summarized in this report. This analysis assumes that the proposed project will only be developed if current conditions recover at least to the cautious real estate market found earlier in the year, with resumption of construction activity and the ability to achieve stable pricing for lower price point units.

The Project Site

- The neighborhood is perceived to be relatively safe and stable, and boasts access to desirable public schools. Also, the neighborhood has seen limited new, single family construction in recent years, and can be considered an “up and coming” neighborhood, in the path of revitalization between Ghent and ODU.
- The relative success of recently completed projects in Park Place and on Church Street demonstrates that there are buyers who seek products with modest price points, generally between \$100,000 and \$200,000.
- The proposed project's “neighborhood edge” location can be seen as both an opportunity and a challenge. In its current condition, the project site poses a challenge; some local market

experts interviewed for this study emphasized that a townhouse project at this fringe location in an emerging neighborhood must be well designed and well maintained to attract owner-occupant buyers and improve the appeal of the immediate area.

- Attractive, distinctive housing with a contemporary design at this location, if priced and amenitized at a level compared to similar products in better locations, could fill demand not currently served by existing residential choices in the area. The site could also develop a unique identity, bolstered by some of the unusual qualities of site's immediate surroundings that are both clearly apparent (such as the change in land use) and not so immediately visible (such as its community farm).
- Once the project's design is further developed, NRHA may be well-served to convene one to three focus groups of potential buyers, or proxy households, to determine if the design fits with buyer interest. This approach can work very well to identify design items which resonate with real people, as well as those which may not be necessary or detrimental.
- Because of the small size of the project site, it will be difficult for the proposed development to create an attractive residential environment on its own. Whether used for the residential or non-residential uses envisioned by the Central Hampton Boulevard Comprehensive Plan, land facing the site across 26th Street should be designed and offered as part of the development program if possible.
- Public improvements planned and in construction include storm drainage upgrades, roadway and curb improvements, and a community center serving the neighborhood. These projects, as well as implementation of the Comprehensive Area Plan recommendations, will all contribute to a feeling of upward momentum in the surrounding area and improve the prospects for a successful residential development.

Project Scale and Type

- The pace of sales, given recent market trends, is likely to be slow (one unit per month or less). This suggests that the scale and density of townhouses, or other multi-unit housing on the project site, should not be increased beyond what has been proposed in preliminary concepts.
- The NRHA might also consider townhouse alternatives at similar densities and sizes, such as smaller clusters of attached units, multi-unit buildings that look like larger houses, or even

zero lot line housing. In addition to the small scale collection of modern housing units proposed, as well as the NRHA's emphasis on high quality external appearance, a slightly different product might help overcome the negative perception that may still exist of townhouses being lower quality housing.

- The proposed single-family attached units should be constructed as a latter phase, to establish more accurate pricing. This will improve marketability and pricing, once the new environment and identity is established.

Product Pricing and Amenities

- The relationship between sales prices for existing housing near the site (e.g., single-family detached homes) and pricing of the proposed project, should be understood and kept in relative alignment. Especially in down market cycles, conservative pricing is recommended in order to offer a value price point relative to surrounding single family homes, attracting townhouse buyers.
- Given the market conditions reported in this study, the mix of townhouse sizes and pricing proposed by the NHRA – from 1,280 to 1,680 square feet – is appropriate, provided that the largest size of unit maintains a price point under \$200,000. The \$200,000 price cap was mentioned repeatedly in discussions with people familiar with local market conditions, as a conservative point of view to ensure feasibility. As a reference point, the vast majority of attached home resales in the Hampton Roads region covered by the ODU Residential Real Estate Market Review sold for under \$200,000 in 2007, and few existing single-family detached homes in the neighborhood have sold above \$200,000 in 2008.
- The recent example of the Townhomes at East Church indicates that a townhouse priced at \$135 per square foot could be marketable (under the \$200,000 price point), but a lower per square foot price (closer to or at the \$115-\$120 per square foot pricing contemplated in the preliminary concepts) would pose less risk.
- The proposed units should feature higher quality and higher amenity level over larger size. Smaller townhome and condominium units appear to have no marketing disadvantage when compared to larger units in the same or similar projects, and often sell for higher per square foot values.

- Off street parking is essential to making the proposed project successful. The proposed rear alley is recommended to provide this amenity.
- This project is envisioned to contribute to the stock of owner-occupied housing in the neighborhood, and as such, should be carefully structured to restrict investors seeking rental units. The rental market is likely to continue to be strong, and additional pressure may also come from the need for student rental housing in the area. In addition to difficult-to-enforce deed restrictions, the NRHA's plan to employ a homeowner's association for the proposed project, with investment/rental unit restrictions in the association's bylaws, is recommended.
- It is important to note that association fees need to be considered in the final pricing of the units, and the restrictions may limit the pool of buyers interested in the project. Townhouses at the Brewery site, currently under construction, may provide some guidance on appropriate association fees and what should be included in those fees.
- Buyers for market-rate units at the proposed site are likely to be first time buyers. The availability of financing and/or down payment assistance will be critical in selling to these buyers, who are unlikely to have a 20 percent down payment. This is in particular a critical point in the current credit market, where less conservative mortgage products with higher loan-to-value ratios are disappearing.

APPENDIX C

Townhomes Design Concept

Townhomes Design Concept



Following from the real estate Market Analysis Report of October 2008 (ref: Executive Summary, Appendix B) fourteen townhome units were designed by NRHA in consultation with Tymoff+Moss Architects to closely reflect the findings of that study. Thus, these 2-story units feature higher quality and higher amenity level over larger size. Also as advised, the *Lamberts Point Townhomes* are differentiated from potentially competing projects by their projected sales price points, fresh contemporary architecture, and inclusion of a unit model of urbane interior design targeted for the young professionals market – identified as a significant demographic yet rarely designed for in Norfolk (see Unit “B” Floor Plans, below). In addition, these townhomes are to be state-of-the-art Green and Sustainable, offering the buyer considerable energy savings, advanced MEP technology and eco-conscious finish materials (see Green Requirements).

The Site

As observed in the market study, the site’s “...neighborhood edge location can be seen as both an opportunity and a challenge.” In meeting that challenge and enhancing the opportunity, NRHA is rebuilding and reconfiguring West 26th Street from Hampton Boulevard to and including the intersection with Bowdens Ferry Road. A slightly wider street with improved storm-water control and new curb and gutter with traffic-calming bump-outs will front the townhomes (ref: Site Plan, Appendix D). An extension of the Elizabeth River Trail is being installed. Generous plantings of pink-flowering Crepe Myrtles - a Lamberts Point hallmark - will screen the commercial property to the south. Both elements are designed to capture and identify the street with the new residential development.



The *Lamberts Point Townhomes* site proper features a private lane leading to 2-car parking for each unit as well as serving for mail delivery and trash collection. Additional guest parking is provided between the bump-outs on West 26th Street. An ivy-covered, eight-foot tall masonry sound wall will help insulate the development from commercial property to the east. The landscaping features hedges of serpentine shape reflecting the Elizabeth River Trail logo and reinforcing a general *radius motif* expressed in the architectural detailing. This motif is visual response to the market study call for a “unique identity” for the development.

Inspired by the image at right, a circular housing for the mail kiosk visible from the street at the terminus of the center drive lane will express a notable signature for the *Lamberts Point Townhomes*. More than a setting for townhouses, the site is designed to establish a “sense of place” for its residents, a welcomed neighbor in the Lamberts Point community.



The Architecture

Reflecting further departure from the usual styling of local townhouse projects, the concept strikes a balance between the traditional architecture of Norfolk's heritage neighborhoods and full-fledged modern design. Care has been taken to produce a contemporary look while remaining compatible with Lamberts Point extant architecture-of-merit. Faithful to the market study, by working with materials familiar to general contractors, the costs remain moderate while allowing the design a fresh, compatibly contemporary expression.



Exterior

Employing raised-slab construction, the south-facing development presents a crisp and clean yet dynamic façade. Gently curved roofs supported by custom arched brackets (shop fabricated) cover low front porches devoid of railings and columns. Ample casement windows without muntins achieve visual and practical articulation through operable transoms on the lower floor. Upper windows are Argon-filled low-E glazed to temper the south sun's summer heat yet remain receptive to the low-horizon winter sunlight. While facing the private drive lanes, the end units address West 26th Street with 2-story bow windows, a classic Victorian element rendered in contemporary fashion.

The façades and roofline are relieved by projecting offsets differentiating each residence. Surface texture is achieved by 4"-exposure horizontal Hardi-Plank with vertical runs of the siding in the gables and on the bow fronts. Painted in subtle, stately shades, the main bodies of the two townhome blocks are unified by gloss white Hardi-Trim.

At the rear, each unit is provided a private yard (see Typical Lot Plan, below). A selection of parking/garage options offers the builder and early buyer opportunity to tailor cost to means (see Parking & Garage Options, below). For that special outdoor barbeque or other gathering, Garage Option G/P affords an extension of the rear yard space. R-10 Zoning with Overlay will permit owners to connect the garage and residence with a covered walk or breezeway. These and other strategic provisions address the market call for a unique residential offering.



Interiors

NRHA's extensive experience providing low-, moderate-, and upper-income homes has yielded significant knowledge of homebuyer preferences. With this basis, the floor plans for the "A"

and “A-C” units are designed to meet the needs of both couples and households with children. The market analysis report profiles projects sold exclusively to singles and households without children; the *Lamberts Point Townhomes* will appeal to a broader buyer spectrum.

The first floors of these nine units feature two main living areas with the ability to separate by closing doors when the need arises. Buyers report that having a public space for a private conversation separate from others watching TV is preferred to an all-open floor plan. This arrangement also meets the expressed preference for a separate formal dining area. Nonetheless, alternate structural provisions will allow the builder and early buyer to delete the door-walls between the areas if a more open plan is desired. Stairs leading to the private second floor are conveniently oriented toward the most-used back door, another homebuyer preference, as is the foyer area for greeting guests before they enter the living areas.

The use of ceramic flooring and shower surrounds, under-cabinet kitchen lighting, a full structured wiring package and other quality specifications are designed to satisfy the market study stipulation for a high level of interior amenities. Solartubes installed in strategic areas will flood the central interior with natural daylight, an amenity that will also reduce electricity costs for daytime lighting.

Expressly designed for young post-collegiate professionals seeking a first-home investment, the five “B” units are modeled after similar highly successful townhomes and lofts in Charlotte, Richmond and other cities. Evoking a cosmopolitan flair, these open-plan spaces are attractive to faster-paced lifestyles where home cooking or gardening are definitely not the priority. (The units in Charlotte don’t have ovens, only convection microwaves – as is this buyer preference!) Media is king and entertaining a given...as long as it’s casual. The polished concrete floor is an easy-care design statement unifying function-specific areas. While small in footprint, these 1280 square foot units live large, offering two Master Suites (or a home office) on the second floor. A central vertical shaft housing a floating steel stair, highlighted by natural daylight from the Solartube above, dramatically unites these lower and upper floors into a larger-living whole.



Summary

Given the central location near schools, shopping, and the urban center, the marketing study identifies the workforce and young professionals markets as viable for quality product in an enhanced environment at affordable price points. The design expressed in the 85%-complete NRHA/Tymoff+Moss conceptual work is to further assure success by providing a high standard of thorough, thoughtful and neighborhood-compatible design that will be immediately apparent to the targeted markets for the *Lamberts Point Townhomes*.



Green Requirements

The *Lamberts Point Townhomes* are to be constructed to a high standard of Green & Sustainable certification as stipulated elsewhere in this RFP. Visit www.energystar.gov to research Stimulus and other tax advantages for Green building.

The unit plans are designed for open-web floor trusses between floors to accommodate HVAC ducting; the HVAC air handler and the water heater are within the insulated envelope. This strategy meets a basic necessary requirement for energy efficiency. First floor windows and interior doors feature operable transoms to facilitate cross-ventilation and reduce reliance on air conditioning.

NRHA supports builder/developer eco-conscious practices as well as local suppliers of Green materials and technologies. The purpose of the following listing is to insure that all phases of the development, regardless of the particular certification regimen elected, reflect a commitment to Green. The schedule of Green, Sustainable, and Environmentally Responsible elements are to include, but are not limited to, the following:

Construction methods

Pre-engineered wall sections (consider panelized fabrication of exterior walls)

5% maximum materials waste

Donation of surplus materials to Habitat for Humanity Store in Norfolk for recycling

Electrical equipment, control and devices

LED under-cabinet light fixtures & elsewhere as applicable

Low voltage lighting fixtures where applicable

Energy efficient lamps

Programmable thermostats

Smart Wiring devices

Energy Star appliances & equipment

Plumbing equipment, fixtures and fittings

Tankless water heater

Flow-restrictor faucets & showerheads

Dual-flush toilets

Interior finish materials

Recycled material or cork countertops and flooring

Recycled gypsum wallboard

Renewable forest wood flooring & cabinets (Forest Steward Council seal)

100% Natural fiber or Recycled fiber carpeting & pad

No-VOC, Low-VOC or Recycled paints

Formaldehyde-free finishes

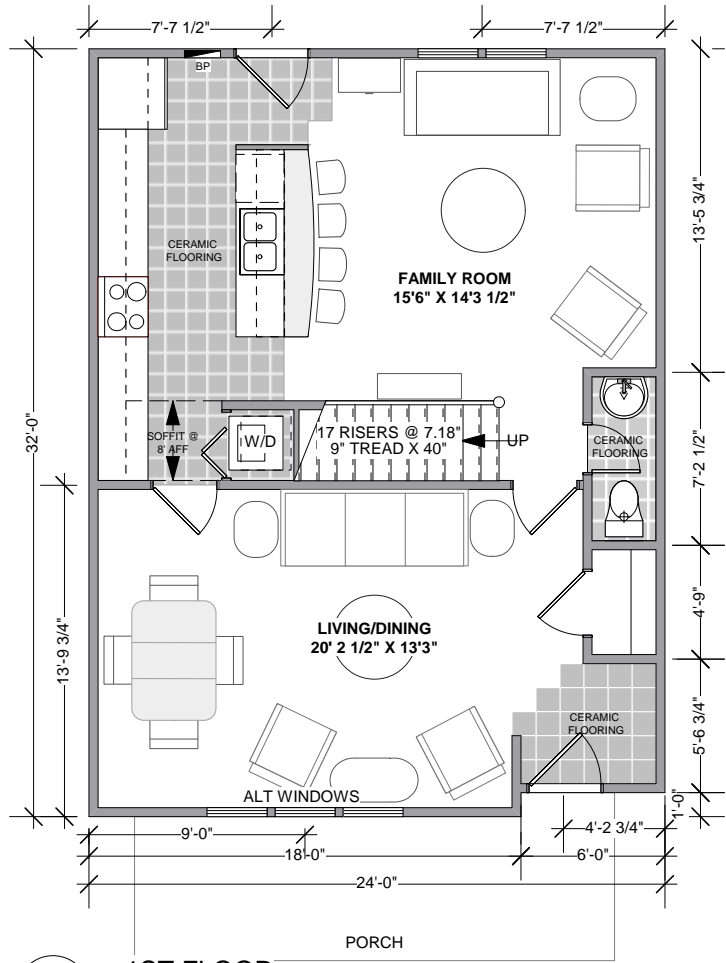
Landscape materials

Pervious pavement at private lane

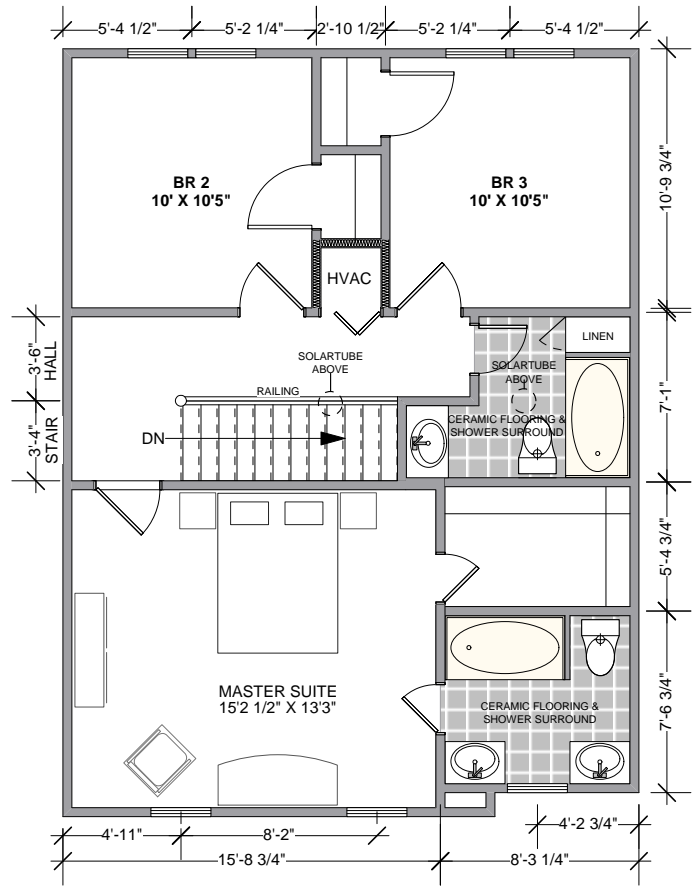
Indigenous, drought-resistant plant material

Stepping-stones at Private Yards

Floor Plans



1 1ST FLOOR
Scale: 1/8" = 1'-0"

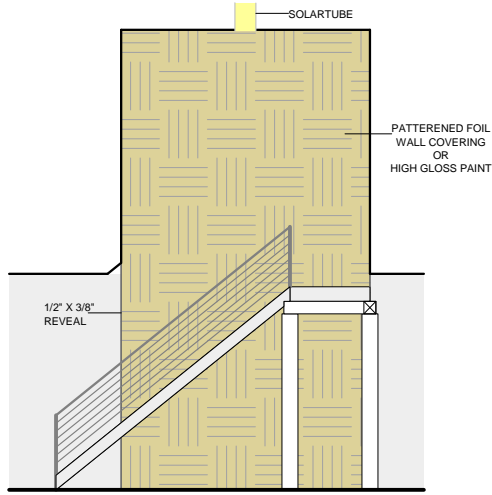
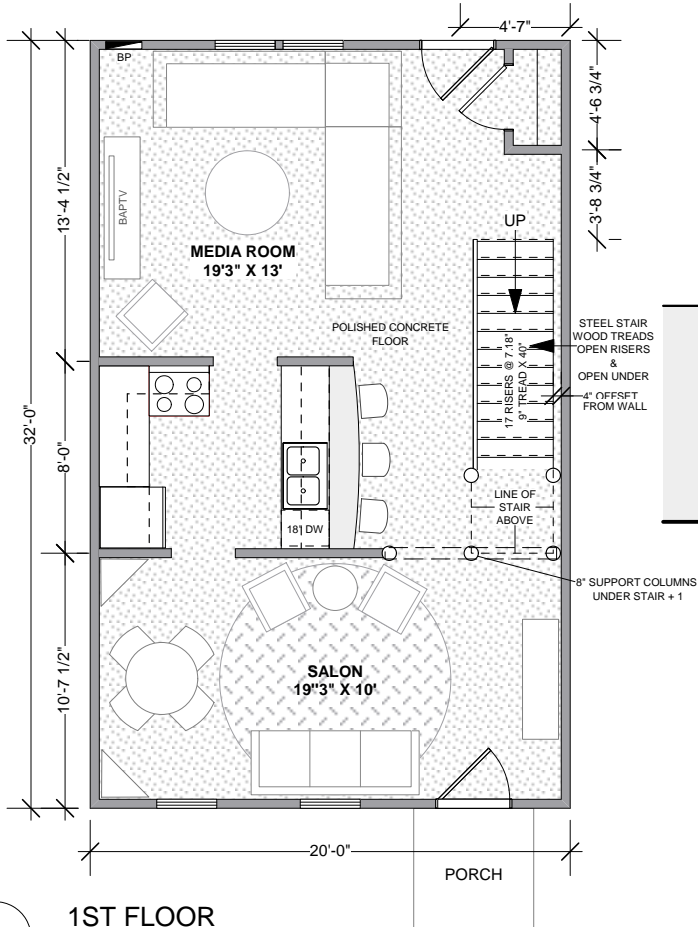


2 2ND FLOOR

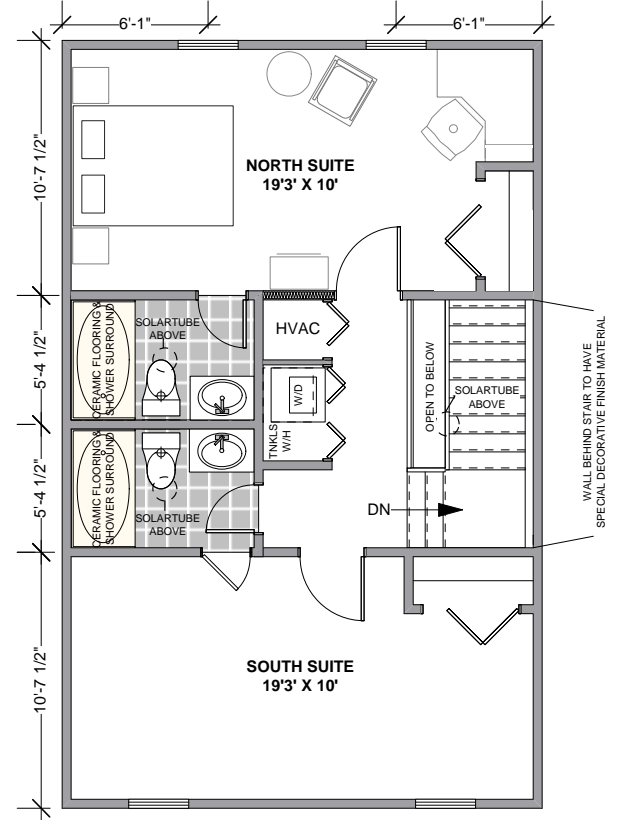
CEILING HTS 9'

A

5 UNITS TOTAL
1440 S/F



SECTION @ STAIR ELEVATION



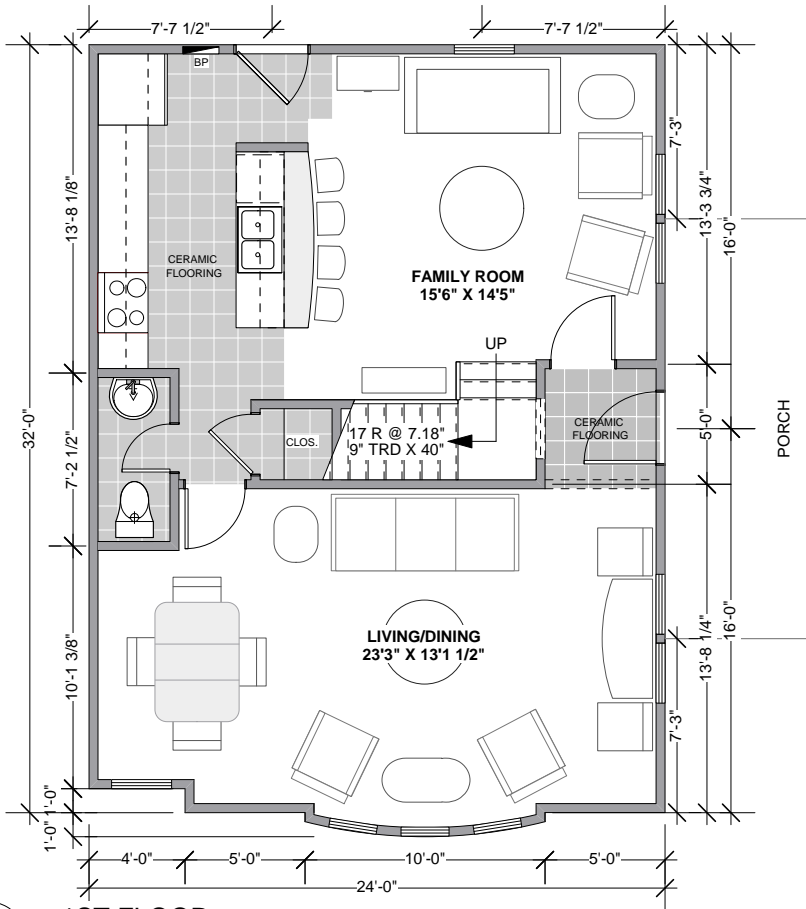
2ND FLOOR

1 1ST FLOOR
Scale: 1/8" = 1'-0"

CEILING HTS 9'

B

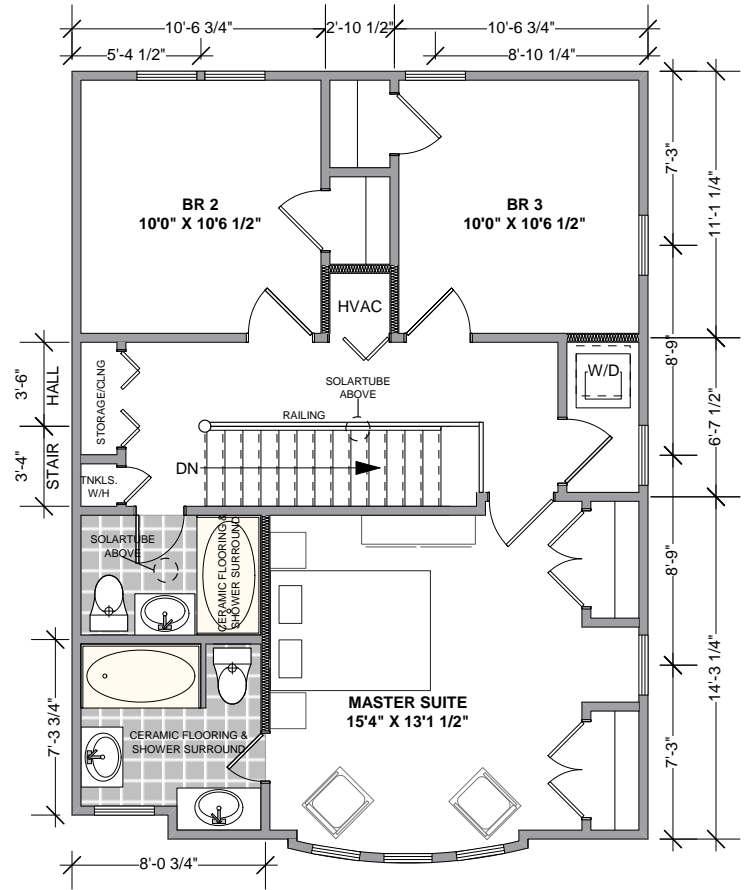
5 UNITS TOTAL
1280 S/F



1

1ST FLOOR

Scale: 1/8" = 1'-0"



2

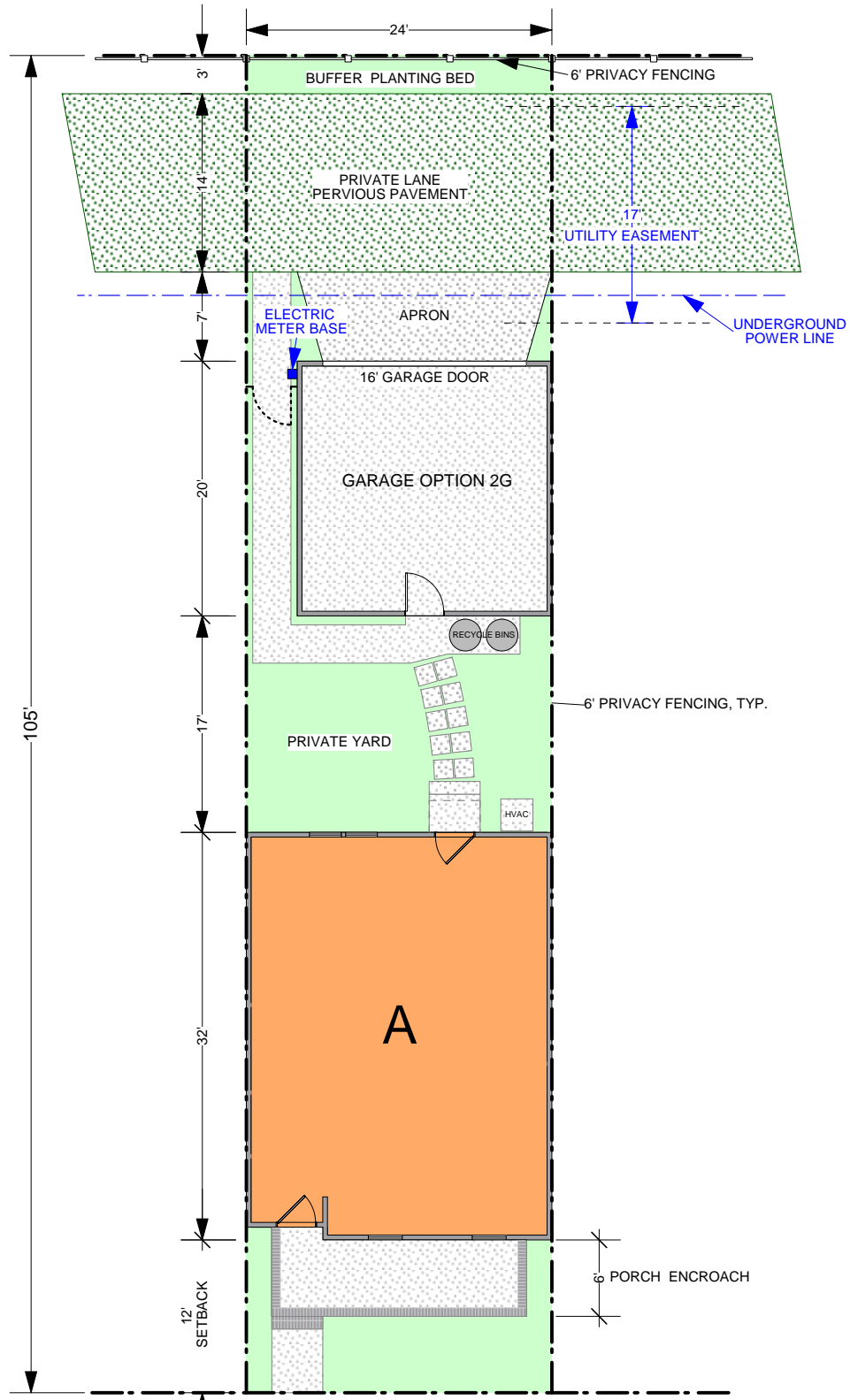
2ND FLOOR

CEILING HTS 9'

A-C

4 UNITS TOTAL
1440 S/F

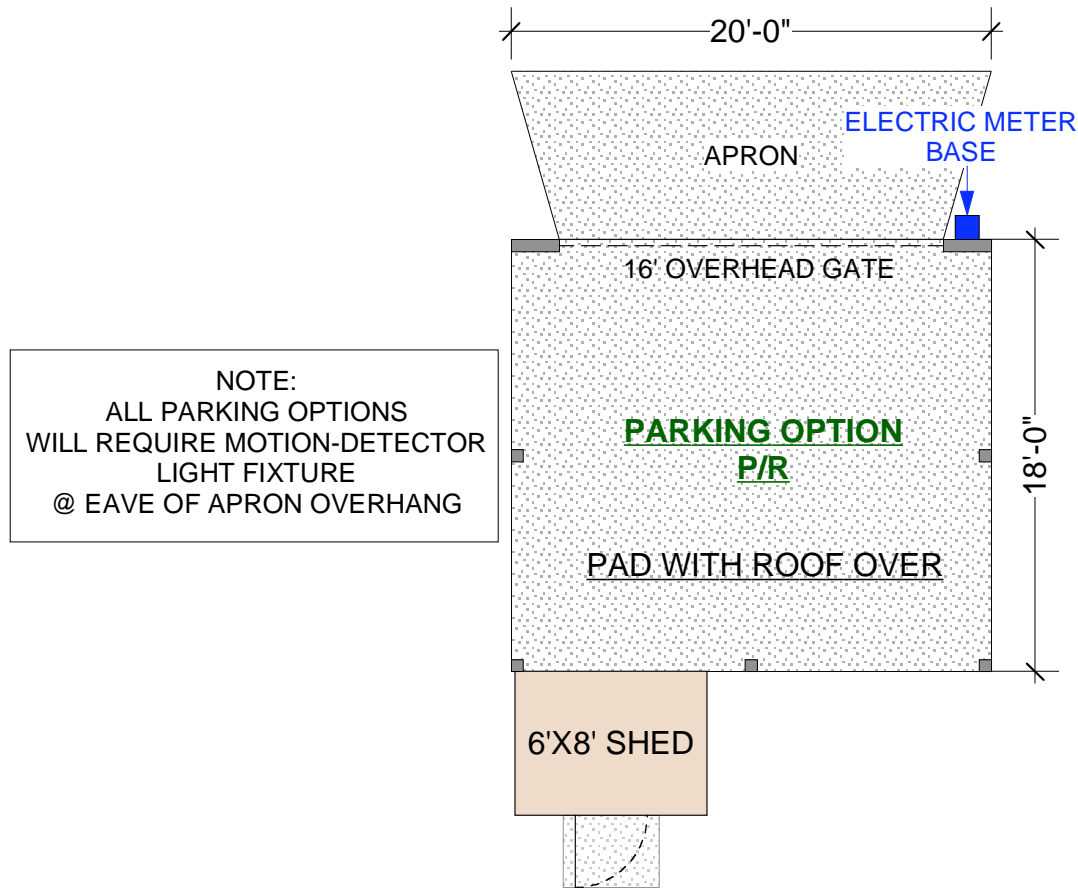
Typical Lot Plan



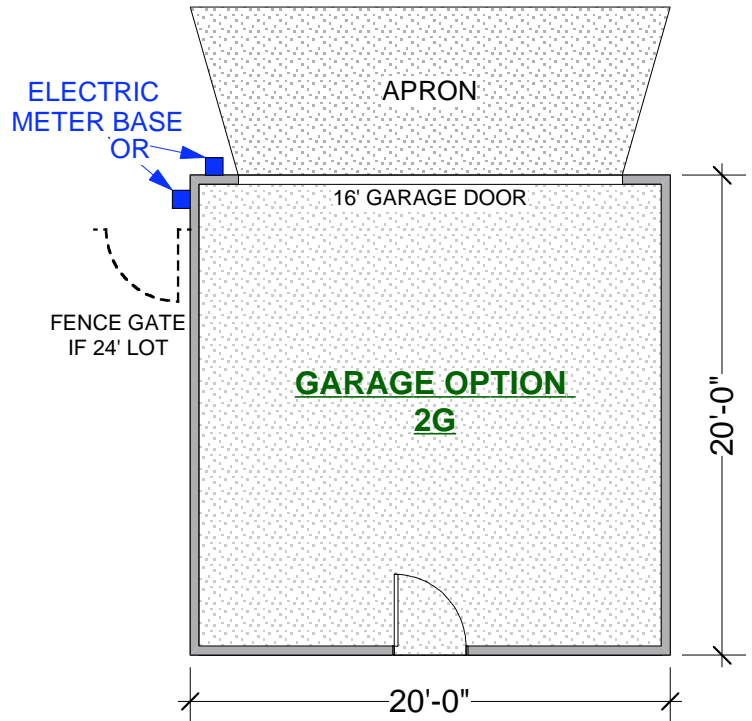
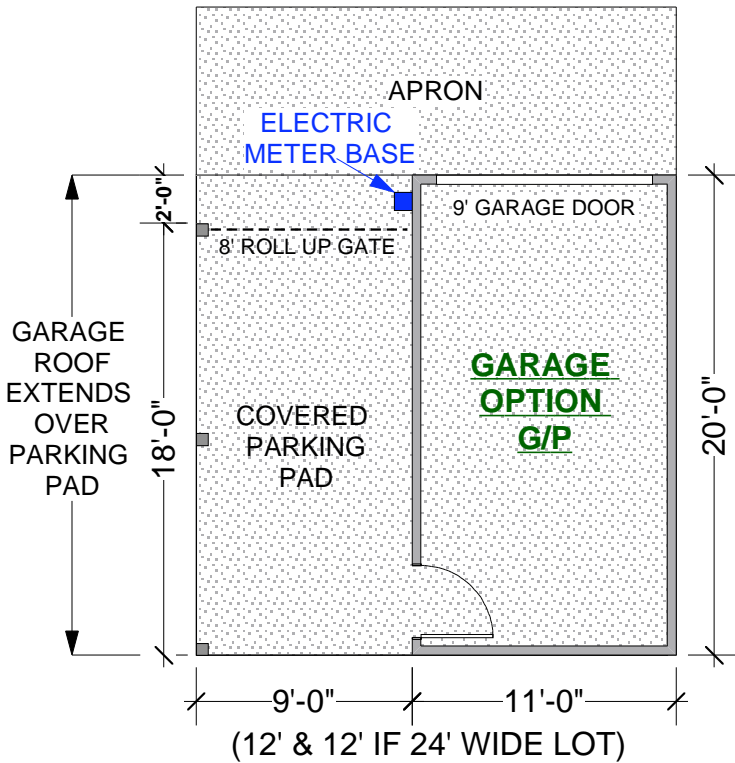
TYPICAL LOT PLAN - R-10 W/ OVERLAY

LAMBERTS POINT 26TH STREET TOWNHOUSE

Parking & Garage Options



A-C UNITS REQUIRE ONE OF THE TWO OPTIONS BELOW



PARKING & GARAGE OPTIONS

APPENDIX D

Site Plan

Print Plan @ 24" x 36" (Arch D)
Hard copies available from NRHA

(The future development of the 3 single family homes will be on lots A, B, and R)



LOT R



LOT A



LOT B

PREFERRED PLANS



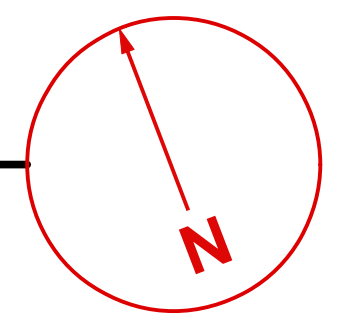
TOWNHOMES DESIGN CONCEPT



SITE PLAN
1" = 30'

Lamberts Point

West 26th Street Redevelopment

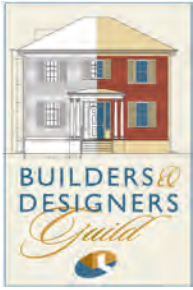


APPENDIX E

Residential Submittal Requirements

The successful Developer will work with NRHA staff and Tymoff+Moss Architects on the design and approval of the townhouse design consistent with NRHA Requirements and based upon the current schematic design prepared by Tymoff+Moss Architects. The Developer shall engage Tymoff+Moss to complete the design, provide construction documents and specifications at a Developers expense of \$63,000. The Developer is to engage a civil engineering firm to develop the site plan. Development of the site plan is to be in close coordination with the architect's work.

The Residential *Submittal Requirements* although prepared for development of single family detached units provides a guide to the level of information that will be required in the Final Submittal package.



Design Services Program

RESIDENTIAL SUBMITTALS REQUIREMENTS JUNE 1, 2008

- Performance of Required Inspection 1 (RI-1) is required prior to the development of the Preliminary Design Submittal.
- These Submittals packages are to be submitted to the NRHA Real Estate Specialist for the applicable neighborhood.
- Construction Documents are to be in conformity with the City of Norfolk Residential Plan Review Checklist.

Preliminary Design Submittal

(Upon approval, Land Disposition Contract will be ordered)

- Copy of RI-1 Pre-design Site Review Report
- Preliminary site plan to scale (1"=20' suggested) which shows:
 - House and garage/storage shed with setbacks labeled
 - Adjacent house(s) setback(s) and cornice height(s) noted
 - Significant trees, utility poles, and other features to be addressed dimensioned and located.
- All house plan elevations drawn and submitted @ 1/4"=1'-0"
- Floor plan (all floors) 1/4"=1'-0" scale

Final Submittal Package

(Due not later than 30 days prior to construction commencement. Upon approval, Land Disposition Contract will be executed.)

- Site Maintenance Regimen** form signed and dated

Construction Documents

- Engineered site plan with setbacks, all easements, and all exterior mounted mechanical equipment shown and labeled; trees and other features located and labeled.
- Elevations - all facades (1/4"=1'-0")
- Floor plans - all floors (1/4"=1'-0")
- Interior elevations @ kitchen and bathrooms and built-in cabinetry
- Foundation plan and section at skirt/crawlspace
- Electrical switching plan showing all manually switched fixtures; show telephone and CATV outlets locations; show Circuit Breaker Panel location on floor plan
- Typical wall section w/ window penetrations (and dormer section, if applicable)
- Cornice detail
- Exterior entrance steps - section & details
- Typical porch section from roof to foundation
- Typical balustrade & railing sections at Porch (and Deck if applicable)
- Deck footing and framing details
- Deck steps section detail to grade
- Description of Material Form** (FHA) completed
- If a storage shed or detached garage is being proposed, the following is needed:
 - All elevations
 - Typical wall section
 - Location on site plan
 - Exterior materials identified and samples submitted

- Landscaping Plan** - 1"=20'-0" min. scale, including:
 - Specific name of materials (Botanical name is optional)
 - Size of plant (spread, height, cal., container size, etc.)
 - Number of plants
 - Sod specifications or **Seasonal Seeding Form** submittal
 - All plants shall be within mulched bed
 - Planting details
 If used - fence plan and typical section image

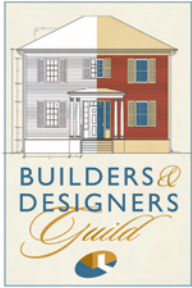
Samples

- If Builder's resources catalogues/samples on file, **Exterior Materials Form** completed
or
- All exterior materials/colors
- Brick and mortar (one brickface sample board and mortar tray sample)
- Siding - 6 inch minimum; decorative shingles; other elements samples
- Roof shingle - 6 inch maximum (do not provide an entire shingle)
- Cut (information) sheet for all exterior lighting

Post-Approval: NRHA-approved house plans and engineered site plan are to be submitted to the City for Building Permits. One copy of the house and site plans showing both the NRHA and City stamps are to be submitted to NRHA prior to construction commencement.

APPENDIX F

Construction Inspections



Design Services Program

NRHA CONSTRUCTION INSPECTIONS (REV: DECEMBER, 2008)

To Be Performed by the Construction Compliance Specialist (CCS) For the Neighborhood
Ed Ballance, Jr.: 757-651-6393 (Mobile) or Will Henderson: 757-567-9404 (Mobile)

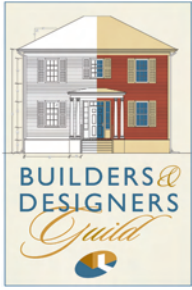
The CCS to perform seven Recorded Inspections (RI's) for compliance with NRHA-approved plans, specifications, and Design Standards.

- Builder (or authorized representative) participation required during 4 inspections (denoted below in italics)
 Builder sign-off on written findings required during these 4 inspections
 - Builder sign-off on any corrective-work agreements required for any inspection
 - Neither the performance or non-performance of an inspection by NRHA relieves the Builder of his responsibility to fully comply with the approved plans, specifications, agreements, Design Standards, and Guidelines.
- RI-1. *Pre-Design Site Review*** (Prior to development of proposed improvements)
 - Written and/or photographic record produced of existing site conditions
 - Public improvements, curbs, sidewalks, trees, utility poles, drainage, topographical conditions, etc.
 - Special existing conditions/circumstances found & to be addressed
 - Copy of the RI-1 report to be submitted with the Preliminary Design Submittal package
 - RI-2. *General Siting Review*** (Builder notification to CCS required minimum 2 hours prior to completion of foundation layout)
 - Required prior to digging
 - Review house, garage, driveway general site layout
 - Review NRHA and city approved construction documents & plans with builder and major sub-contractors
 - If 2 or more units, Builder to meet with utilities representatives to coordinate their work.
 - RI-3. *Framing (Post-Roof) Timeframe***
 - Prior to exterior sheathing completion & mechanicals rough-in
 - Windows & doors locations, sizes
 - General review of materials and workmanship
 - Cornice heights, ceiling heights, stair risers uniformity, floor plan, etc.
 - RI-4. *Pre-Closure of Interior Walls*** (Builder to notify CCS when he notifies City for rough-in inspection*)
 - Devices & Equipment Locations, Provisions For
 - Insulation And Weather Proofing (General)
 - RI-5. *Interior and Exterior Finishes***
 - Satisfactory with Description of Materials form
 - General workmanship
 - Doors, windows, flooring, trim work & cabinetry
 - Landscaping materials and preparation
 - Builder to call CCS for forms layout inspection prior to pouring concrete for driveways, walkways, etc.
 - RI-6. *Pre-Final Walk-Through*** (min. 24 hrs. prior notice to CCS required, Unit clean, occupancy-ready w/o major work remaining or correction needed)
 - CCS will prepare Remedial Items List prior to or at time of this inspection for all single-family houses
 - Mechanical, electrical, plumbing equipment & devices required to be installed
 - Interior and exterior fit and finish; landscaping installed for inspection
 - Site conditions review (RI-1 satisfaction)
 - Submittal of itemized written Punch List & completion schedule by builder as developed & agreed w/ buyer**
 or
 - If requested by Builder & Homebuyer, CCS serves as 3rd-party witness to development of Punch List and completion schedule**
 - Remedial Items List and Punch List items to be satisfactorily completed within 30 calendar days after RI-6.
 - RI-7. *Final Completion Pre-Closing Walk-through w/ Builder & Homebuyer*** (Homebuyer presence required)
 - Copy of City C of O to be submitted by Builder
 - Required prior to home buyer closing on or occupancy of property (Reference Addendum: Request for Exception)
 - Satisfaction of Remedial Items List and Builder/Homebuyer Punch List. Homebuyer sign-off on Punch List required
 - 80% lawn grass coverage
 - Authorization of Return of Good Faith Deposit & Certificate of Satisfactory Completion

* *NRHA inspection not necessarily to be simultaneous with City inspection*

** *Not necessary for "spec" houses not sold at time of inspection*

NRHA does not assume any liability whatsoever for, nor inspects for, the structural integrity of any element or component of a project, nor for the means, methods, materials applications, work of sub-contractors, or phasing of the work by the general contractor. Further, these inspections are for purposes of internal NRHA review only, and they are not intended for the benefit of, nor do they create or provide any rights to any other party, including, but not limited to, the Builder, Home Buyer or any subsequent Owner of the subject property. NRHA inspections are for compliance with the approved construction documents, applicable Design Standards, and NRHA General Specifications only and in no instance duplicate or supplant required City inspections.



ADDENDUM to:

Construction Inspections dtd December 2008: RI-7 Final Pre-Closing Walk-thru with Builder & Homebuyer

Request for Exception

This proviso is for the rare instance of legitimate and verifiable exception to the requirement for complete and total final completion of the contracted Work of the Builder prior to the Homebuyer closing on the improved property. A Request for Exception to the requirement for total and final completion of the contracted Work of the Builder prior to the Homebuyer closing on the property may be submitted to NRHA at the time of the RI-7 Final Completion Preclosing Walk-thru by the Builder in concert and agreement with the Homebuyer.

A. Remaining Work Qualifying for Exception Consideration

1. Damaged Work - An element of final completed Work accidentally damaged, or discovered to be damaged, not earlier than 20 working days prior to the RI-6 Pre-Final Walk-thru. Elements of the Work damaged or discovered to be damaged earlier than 20 days shall be repaired or replaced prior to the RI-7 Inspection and shall not qualify for Exception. Damaged elements of the Work which can be repaired or replaced within 20 working days after discovery and prior to the RI-7 shall not qualify for Exception.

Examples of the types of damage qualifying:

- Scratched finish surface requiring replacement of the scratched element
- Defective mechanical component discovered upon initial operation of the component and requiring replacement
- Damaged special-order long lead-time elements requiring replacement

2. Homebuyer Work - Work additional to the contracted Work of the Builder which is to be performed by the Homebuyer and which will delay the completion of an element of the contracted Work of the Builder.

Examples of the types of additional Work by the Homebuyer qualifying:

- Installation of sprinkler system preventing installation of sod by the Builder

3. Delayed Receipt - Special Order elements of the contracted Work of the Builder delayed in receipt by the Supplier or Manufacturer. Proof of timely initial ordering by the Builder and the cause of delay by the Supplier or Manufacturer shall be required for qualification.

Examples of Special Order elements qualifying:

- Front Entry door
- Unusual or uncommon fixtures, fittings, appliances, interior finish materials or other special effects

B. Format for making a Request for Exception

Requests shall be in writing via mail, fax or by hand, preferably on the Builder's letterhead, addressed to the NRHA Real Estate Specialist for the neighborhood, and shall include the following:

- 1.** Property address and contact information for the Builder and the Homebuyer
- 2.** Description of the element and the qualifying reason for the Request. Reference A.1, A.2, or A.3 above.
- 3.** Projected Date(s) Certain for completion of the remedial work by the Builder, or, if the delay in Final Completion by the Builder is due to work to be performed by the Homebuyer, the projected date of completion of the work of the Homebuyer and the date of completion of the subsequent Work of the Builder. Failure of the Homebuyer to perform their work shall not delay the Builder in completing the basic contracted Work of the Builder by his stated Date Certain.
- 4.** Statement of cooperation in effecting the work between the Builder and Homebuyer. This should include agreement as to access to the property to perform the work.
- 5.** Names and dated signatures of both the Builder and the Homebuyer.
- 6.** Space for dated signature of approval/disapproval of the request by NRHA

Requests received shall be expeditiously reviewed by the NRHA administrator and every effort shall be made to respond within 24 hours of receipt of the written Request. A hard copy of the reviewed and signed Request shall be kept on file by REDS in the Property Disposition Folder.

C. Upon notice of approval of the written Request by NRHA, the Builder and the Homebuyer may go to closing on the property.

D. Final Sign-offs of the Completion of the Work of the Request shall be submitted to NRHA by the Builder and shall include dated signature stating satisfactory approval by the Homebuyer upon completion of the Work. This shall serve to permit return of the Builder's Good Faith Deposit.

APPENDIX G

HUD Certificate of Compliance: Section 3

CERTIFICATE OF COMPLIANCE SECTION 3

Certification of Compliance with Regulations to Section 3 of Housing and Urban Development Act of 1968 as required for participation in Huntersville II Project, Parcel 228

PURPOSE, AUTHORITY AND RESPONSIBILITY

Section 3 of the Housing and Urban Development Act of 1968, as amended, 12 U. S. C., 1731u (hereinafter Section 3) requires that to the greatest extent feasible, employment and other economic opportunities generate by HUD assistance or HUD-assisted projects covered by Section 3, shall be directed to low-and very low-income persons, particularly persons who are recipients of HUD assistance for housing.

_____ (hereinafter called the Company), **CERTIFIES** that upon being awarded a contract to purchase & develop Parcel 237, Huntersville II _____ in the municipality of _Norfolk, Virginia _____ that the Company:

- a) is under no contractual or other impediment that would prevent it from complying with requirements of Section 3 as set forth in 24 CFR part 135; and
- b) will comply with HUD's regulations in 24 CFR Part 135; and
- c) will send to each labor organization or representative of workers with which the Company has a collective bargaining agreement or other understanding, a notice advising the labor organization or the representative or workers of the Company's commitments under Section 3; and
- d) will include this Section 3 Certification of Compliance in every subcontract subject to compliance with the regulations found in 24 CR Park 135 and further agrees to take the appropriate action pursuant to those regulations in the event the subcontractor is found to be in violation of 24 CFR Part 135; and
- e) will not subcontract with any subcontractor where the Company has notice or knowledge that the subcontractor has been found in violation of any provision of 24 CFR Part 135; and
- f) will not fill any vacant employment positions, including training positions, (1) after the Company is selected but before the contract is executed, and (2) with persons other than those to whom the regulations in 24 CFR Part 135 require employment opportunities to be directed, to circumvent the Company's obligations under 24 CFR Part 135; and
- g) will, to the extent feasible, make a good faith effort to utilize the services of businesses located in or substantially owned by persons who live within the project boundaries.

Company

By _____

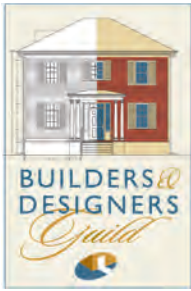
Authorized Signature

Title _____

Date _____

APPENDIX H

Typical Deed Restrictions

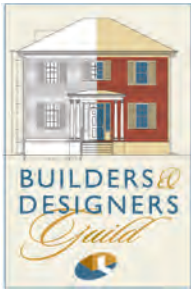


Design Services Program

TYPICAL RESTRICTIVE COVENANTS (COPY FOR BUILDER)

The Seller has determined, in the exercise of discretion legislatively delegated to it, that in order to carry out the objectives of its _____ Redevelopment (or Conservation) Project, to prevent recurrence of blight, and to set a prevailing standard in esthetics, public policy is best served by the imposition of conditions and restrictions upon the use, maintenance and improvement of property which is intended for redevelopment or conservation by private enterprise. To that end, it is hereby specified that, as a part of the consideration for this sale, the subject property is to be conveyed expressly subject to the following covenants, restrictions, limitations and conditions, which are to be imposed as covenants running with and binding upon the land:

- a. The subject property shall be used only for residential purposes as the site of one (1) single-family, detached residential dwelling unit.
- b. There shall not be effected or executed any agreement, lease, covenant, conveyance or other instrument whereby the sale, lease or occupancy of the subject property is restricted upon the basis of race, creed, color, religion, sex, national origin, disability or familial status.
- c. The Buyer will comply with all State and local laws, in effect from time to time, prohibiting discrimination or segregation by reason of race, creed, color, religion, sex, national origin, disability or familial status in the sale, lease, or occupancy of the subject property.
- d. The Buyer agrees on behalf of itself, its successors and assigns, not to discriminate upon the basis of race, creed, color, religion, sex, national origin, disability or familial status in the sale, lease, rental, use or occupancy of the property herein described or any improvements thereon. This covenant being given for the benefit of the public, the United States is expressly recognized as a beneficiary thereof and is entitled to enforce it for its own benefit or that of the public.
- e. Unless prevented by Act of God or war, or some other unforeseen cause wholly beyond control, within thirty (30) days after settlement there shall be begun, and within six (6) months after settlement there shall be completed on the property one (1) detached, single-family dwelling unit with landscaping, parking and appropriate landscape buffering.
- f. No sign or fence shall be permitted on or within the perimeter of the property without first obtaining the written permission of the Seller and Seller's approval of the size and design of the sign and/or fence.
- g. Coal shall not be used for heating or developing fuel or for any other operation on the subject land.
- h. The land area not occupied by structures, hard-surfacing or vehicular driveways, shall be kept planted with grass, trees and plants or shrubbery and maintained in a healthy condition and neat appearance. Upon default in such planting or in its maintenance, the Buyer, its successors and assigns, agree that the necessary planting and work may be done by the Seller at the expense of the Buyer, its successors and assigns, from time to time and in keeping with this covenant.



Design Services Program

TYPICAL RESTRICTIVE COVENANTS (COPY FOR BUILDER) CONT.

- i. Parking areas, driveways and other vehicular accessways will be hard-surfaced with material of concrete, bituminous or similar composition.
- j. The Buyer agrees, on behalf of itself, its successors and assigns, that the improvements and their appurtenant premises will be maintained in a sound condition and neat appearance. Necessary repairs, maintenance and upkeep will be performed so as to preserve the attractive appearance, the physical integrity and the sanitary and safe condition of the buildings. Upon default in such repairs, maintenance or upkeep, the Buyer, its successors and assigns, agree that the necessary repairs, maintenance and upkeep may be done by the Seller at the expense of the Buyer, its successors and assigns, from time to time and in keeping with this covenant.
- k. Gas, electric and other utility services shall be underground to the buildings from the main distribution. No utility line or connection to any utility line at or above ground level shall be permitted.
- l. Any service area, facility or equipment located on that side of a building or building site which is adjacent to a public right-of-way is to be enclosed or otherwise screened from view.
- m. Provision for off-street parking space for motor vehicles shall be in accordance with the zoning ordinances of the City of Norfolk in effect at the time of issuing building permits.
- n. No improvements or structures, whether temporary or permanent in nature, shall be constructed, commenced or erected on the property unless and until the plans, working drawings, specifications and materials therefor have been approved in writing by the Seller.
- o. No live tree with a diameter in excess of four (4) inches, as measured twelve inches above ground level, and no trees in excess of three (3) inches in diameter, similarly measured, which are generally known as flowering trees (such as dogwood or crepe myrtle) or as broadleaf evergreens, may be cut down or removed from the subject Property without the prior written approval of the Seller.
- p. Covenants a, e, f, g, h, i, j, k, l, m and n above shall expire forty (40) years after the date of the deed of conveyance.