

February 27, 2024

Ms. Shay Roberts
City of Ocala Procurement Department
110 SE Watula Avenue
Ocala, FL 34471

Re: West Ocala AFFORDABLE HOUSING DEVELOPMENT PROJECT

Dear Ms. Roberts:

D&S Development LLC is a Limited liability company approved by the State of Florida. D&S Development is partnering with By His Grace development which is also a Limited liability company to manage the project and hire all subcontractors. We also have hired LDS Residential Services Inc. to be our General Contractor on all four projects. LDS Residential Services Inc. will pull all permits for construction. Beast Electric will handle our electrical work on all projects. AAITX Technology will handle all of our Ari Condition work and will pull their own permits. Karl Victor Plumbing will handle all of our plumbing work on all four projects.

Dwan Thomas the CEO and Stephanie Thomas CFO of D&S Development LLC is the only person authorized to sign legal documents on behalf of the developer. I, Dwan Thomas acknowledge receipt and review of the ITN, including Exhibits and any and all addenda, and understand that all terms and conditions contained herein may be incorporated into a resulting contract.

D&S Development LLC, By His Grace development, LDS Residential Services Inc and all subcontractors have no less than three years of relevant project experience involving the development and construction of housing projects; everyone involved in this project has completed more than three single family homes. D&S Development has secured funds with Allstate Mortgage of Florida. LDS Residential Services has been a General Contractor for over 17 years which his experiences include new construction, additions, renovations/remodeling, permitting services and home inspections (nationally certified) Building pouring concrete slabs, framing, setting truss, installing roofs (shingle and metal), windows, laying floor tile, landscaping, etc. D&S Development, all joint developers and subcontractors are all licensed and insured to conduct business in the state of Florida.

We look forward to further discussing our proposal with the city of Ocala as you complete your evaluation and prepare to make your vendor selection. If you should have any questions or further instructions, feel free to contact me via any of the means noted below my block.

Sincerely,



D&S Development LLC
Dwan Thomas, President
485 NW 45th LN
Ocala, FL 34472
Phone: (352) 433-8457
Email: crusadersiico@hotmail.com

Development Team Composition, Roles and Availability

1. Dwan Thomas- CEO of D&S Development LLC- Phone: 352-433-8457-Email: crusadersiico@hotmail.com. Reginald Thomas- CEO of By His Grace Development LLC-Phone: 352-207-5030-Email: reggiethomas@kw.com. Larmonica Duran Samuel- CEO of LDS Residential Services Inc.- Phone: 352-361-1160 Email: larmonica@embargoemail.com. Aaron Harris- CEO of AAITX Technology- Phone: 352-286-5312. Karl Victor- Plumber- Phone: 407-908-5273. Aaron Battle- CEO of Beast Electric- Phone-
2. Dwan Thomas- CEO of D&S Development LLC is the majority developer on the project and he will be overseeing the entire project with the support of Reginald Thomas- CEO- of By His Grace Development LLC. Mr. Reginald Thomas will be working with all subcontracts to make sure projects are on schedule timeline of 18 months completion. LDS Residential Services will handle 100 percent of the construction job making sure everything is built up to city and state code. Resumes, certification, license and other unique qualifications will be attached below.
3. Dwan Thomas and Reginald Thomas will devote one hundred percent to all of the City of Ocala Affordable Housing projects. Larmonica Samuel will devote about seventy five percent of his time to our projects because he also has other building going on within the city of Ocala, FL. D&S Development is currently working on four single family homes and one duplex for the City of Ocala,
4. No one on the Development Team or subcontractors are a minority Business Enterprise certified by the state of Florida or qualifies as a Section 3 Business Concern.

Experience and Qualification of the Development Team

1. 2021 D&S Development LLC and LDS Residential Services Inc. built a 1600 Sq ft single-family home that featured 3 bedrooms, 2 bathrooms, and one car garage. The exterior featured block with shingles on the roof, laminated wood floors throughout the house, fans in each room, oven, refrigerator, and dishwasher. In December 2022 D&S Development, By His Grace Development and LDS Residential Services Inc. completed a 1900 Sq ft single-family home that features 3 bedrooms, 2 bathrooms, and one car garage. The exterior features block with shingles on the roof, laminated wood floors throughout the house, fans in each room, oven, refrigerator, and dishwasher and beautiful counter tops.
2. D&S Development and LDS Residential Services Inc built a 1600 sq ft single family home- D&S Development, By His Grace Development LLC and LDS Residential Services has built a 1900 Sq ft Single family home and is building four 1600 single family homes and one Duplex in the city limits.
 - a. Denise Model 1600 sq ft 989 NW 8th Street Ocala, FL 34475, Yvonne Model 1900 Sq ft 369 Locust Road Ocala, FL 34472. We are getting ready to submit permits to complete two Denise models within the city limits. The addresses are 714 NW 1st Street and 620 W Silver Springs Place Ocala, FL
 - b. Denise Model 1600 Sq ft 3 bedrooms and 2 bathrooms- The exterior featured block with shingles on the roof, laminated wood floors throughout the house, fans in each room, oven, refrigerator, and dishwasher. Yvonne Model 1900 Sq Ft 3 bedrooms and 2 bathrooms- The exterior featured block with shingles on the roof, laminated wood floors throughout the house, fans in each room, oven, refrigerator, and dishwasher.

- c. Each single-family model has 3 bedrooms and 2 bathrooms. The Denise model is 1600 sq ft total and 1200 living. The Yvonne Model also features 3 bedrooms and 2 bathrooms with 1900 Sq ft total and 1500 sq ft living.
- d. The Denise Model was complete November 2021, and the Yvonne Model was completed December 2022. The other four single family home and duplex have not been started yet but plan to complete them with 18 months of receiving permit.

Development Approach and Project Summary

1. D&S Development would like to acquire the lot proposal# 2260-194-007, 25686-001-00, 2856-006-013, and 2856-006-015. D&S Development will use the proposed property to build four affordable single-family homes to sell/rent to qualified buyers through the Marion County Housing Authority and other organizations that will help individuals qualify to purchase and rent homes that are either on a fix income or who qualify based on Marion County's Area Median Income chart. D&S Development will provide affordable housing opportunities that are available to citizens of the City of Ocala for the longest affordability period possible. The sites plan will be providing density, and our building design is compatible with the surrounding residential setting, that will meet all applicable building codes.
2. Based on the lots we will need to bring in dirt to level the lots off- I have attached the site plans of the Denise Model. I don't see any challenges with the build currently. We might have to continue to stay on our subcontractors to make them realize we are on a timetable. Some of the lots we will have to grade out and clear off which will not be a problem.
3. The Denise model features 1600 Sq ft single-family home that featured 3 bedrooms, 2 bathrooms, and one car garage. The exterior featured block with shingles on the roof, laminated wood floors throughout the house, fans in each room, oven, refrigerator, and dishwasher. The site plans and information will be attached.
4. All detail plans, elevation rendering, and photos will be attached to the proposal.
5. D&S Development LLC will list the properties on the MLS for sale at the affordable market rate based on family size. There will be a requirement to who every purchase the home to understand if they rent or sale the home it must meet the affordability guidelines.
6. D&S Development LLC will list the properties on the MLS for sale at the affordable market rate based on family size. We will work with the Housing Authority, lenders, and other organizations to help us find Ocala citizens that want to purchase an affordable home that meets their needs.

Project Finances

1. D&S Development and By His Grace Development have acquired funding from Allstate Mortgage of Florida. We are bringing 20% of our own capital and Allstate Mortgage of Florida is providing the other 80%. We will pay about 1000 a month on each home until the project is done. The term of the loan is 18 months, but we will not need the entire 18 months, we wanted to just give our selves enough time. D&S Development and By His Grace Development will also use the land as collateral to subside our 20%. We will also apply for the Affordable housing incentive funds to help subside the city impact fees and construction permitting fees.
2. I have attached detailed worksheet breaking down cost for one single family unit.
3. D&S Development and By His Grace Development LLC will bring \$60,000.00 and All will provide the 352,000 to make sure we have enough funds to build four single family homes. \$28,000 will come from the land collateral.
4. We will use our own funds plus partnering with Allstate Mortgage of Florida to provide 80% funding of the projects.

- a. I have attached a letter from Allstate Mortgage of Florida. Mr. Nathan Giittinger, 809 NE 25th AVE Ocala, FL 34470, phone: 352-351-0200
 - b. We requested that Allstate Mortgage of Florida provide us 80% of projected construction cost. It is too early for them to project what our interest rate will be, he discussed around 12 to 15% interest, we can pay the loan off early without any penalties.
 - c. The loan type is a construction loan federal- We must bring 20% to the table and can use land as a percentage of our equity we can bring to the table.
 - d. We anticipate receiving funding two weeks after we receive the building permit from the city.
 - e. Projected interest rate is 12 to 15%
 - f. I have attached a letter from Nathan Giittinger stating that he is working with D&S Development to get funding for all four projects.
5. All four projects will go up for sale and we don't plan on renting them out.
 6. All four projects will be listed on the MLS by D&S Development because we are licensed Real-estate agents. The homes will be listed once we receive the permits from the city. All four homes will be listed based off the Marion County Affordable Housing Chart. We figured we will list all four homes between 195,000 and 205,000 based on when we start building and the cost of construction. We plan on taking about 6 to 10 months to build the homes once we receive the permit from the city. We figure that each home will cost us around 110,000 to 120,000 to build and hopefully we can sell them around 200,000 to 205,000.

Development Schedule

1. The First two months we will be working on site planning, getting permits from the city and working with our subcontractors to pull their own permits with the city. Once we receive the permit from the city, we will start immediately clearing land and grading the properties. Once grading is done in the next two months, we will focus on rough plumbing, slab, and block work. The next two months we will complete installation of truss, inside framing and second rough plumbing. The next phase will be first rough electrical, and AC work that will take one month. The next month will be our installation, drywall, tiling of our bathrooms and interior painting of the home. The last month will be tiling the floor, base boards, painting the exterior, driveway, landscape, final plumbing, electrical and AC. The entire process should take 7 to 8 months. We will do all four projects all at once.
2. D&S Development and By His Grace Development, and LDS Residential Services Inc. will start the process the day we close on the properties to file for permits with our architect and work with the city to receive our permits. We will have all subcontractors lined up once we have received our permits from the city to make them aware of the 18-month timeline and how we need to get all four single family homes done in a timely manner.
3. The primary contingencies we may face is if the land is in a flood zone, the subcontractors are back up but we have back ups with subcontractors. I currently don't see anything that will hold us up from completing all four projects in a timely manner.



Proposer Information and contract
D&S Development LLC
485 NW 45th LN Ocala, FL 34475
crusadersiico@hotmail.com
www.dwanthomasrealestate.com

ITN# GRM/240224, 240225, 240219, and 240226
General Contract: Larmonica D. Samuel
Tax ID: 84-4472362

D&S Development has been in business for three years with their first affordable single-family home being sold on 11/30/2021. The company's mission is to build high quality affordable housing and services that transform lives and strengthen communities. D&S Development is a family owned company that believes in making sure each client is happy with our work. The owners are from Ocala, FL and have been involved with the construction and real-estate for over ten years. D&S Development is working on own second project, three bedroom, two bathrooms and two car garage, the home will be completed the end of December 2022 and sold March 2023.

D&S Development LLC will work closely with the city to make sure the homes are done in a timely manner but developed to perfection. The home will be affordable but also have room for a family of 5 or more. My goal for this project is to develop homes that the working class can afford and be close to their jobs like FEDEX, Chewy, Amazon, Advance Auto and many other new companies that come to the great city of Ocala. I want the homes to represent the history of Ocala and bring a new light to the West Ocala district. My goal is to develop all four single family and one duplex to revitalize the West Ocala area and allow for the younger millennials to move into the city limits.

DWAN THOMAS

PROFILE

Mr. Dwan Thomas has 16 years of experience in the areas of leadership, collaboration with community leaders and transition youth and adults back into their communities successfully. His extensive background in Business management and leadership offers the expertise derived from having successfully completed a variety of projects involving collaborating with other organizations, master planning services for staff, youth, and consumers, and providing insight on how to improve operations at four different companies, three he owns and one that he currently works for. As the company's president, Mr. Thomas governs general operations and oversees the entire administrative team and works closely with the Contractors, Subcontractors and business partners on numerous projects providing analysis, direction, technical expertise and business development leadership to ensure the company provides the best service to our consumers.

PROFESSIONAL AFFILIATIONS

Keller Williams Cornerstone
Armstrong Homes
Unity Homes
LDS Residential Services Inc.
Department of Juvenile Justice
Department of Education
Agency for Person with Disabilities
Department of Children and Families

YEARS OF EXPERIENCE

16 years

EDUCATION

Johnson C. Smith University

August 2000 – May 2004

Honors College- 3.0 GPA- Four-year letterman Football player
Freshman Orientation Academy

American College

August 2011 – December 2013

Graduated with a 3.8 GPA- Passed my state Education Leadership FELE test to become an administrator in Florida. Title 1 internship at Evergreen Elementary to help improve discipline on campus. The program I implemented cut disciple referrals in half and allowed more classroom instructions for students and teacher. The school grade went from a F to a C in one year.

RELEVANT PROJECT EXPERIENCE

D&S Development LLC CEO

January 2019- Present

Developer of affordable single-family homes

Residential developer

Multi-Family developer

Improving community through home ownership

Realtor- Keller Williams Cornerstone 2 years

Open Hands Ministry LLC President

March 2011-Present

Servant leader over operation of residential facility for Persons with disabilities. Transitioned consumers back into their communities successfully with the life skills need to live on their own.

Marion County School Board Coordinator

August 2004-Present

Provide servant leadership to the teachers and students placed at Department of Juvenile Justice facilities. Supervise employees to provide them the necessary tools to help the youth be successfully while placed with us and successful after they leave our program.

Organize professional development for employees so that their up-to-date on the latest technology and academic services

Crusaders LLC President

March 2009-June 2014

Served as the President of an 8 bed male residential facility providing care for young men and successfully transitioning them back into their communities once they aged out of DCF custody. Mr. Thomas worked closely with DCF, attorneys', community stakeholders, law enforcement, case managers, and parents to make sure we provided the best services for the young men that live in Crusaders facility. Crusaders was the only male facility in central florida that provided services for young man in vocational training