



City of Cartersville

2/23/2021

Ladies and Gentlemen:

The undersigned declares that this Proposal is made in good faith, without fraud or collusion with any person or persons submitting a proposal on the same transaction; that the undersigned has carefully read and examined the "Request for Proposal" documents, including the Reference Information Documents, and the Information and Instructions, Scope of Project, Information Required, all Addenda (if any), and understands them. The undersigned declares that it is fully informed as to the nature of and the conditions relating to the terms of sale of the Property. Further, the undersigned declares that it has extensive experience in successfully implementing the development and/or redevelopment activities required under the specifications of this Request for Proposal.

The undersigned acknowledges that it has not received or relied upon any representations or warranties of any nature whatsoever from the City, or their respective agents or employees, and that this Proposal is based solely upon the undersigned's own independent investigation, due diligence and business judgment.

If the City accepts this Proposal and the undersigned fails to enter into a definitive contract, furnish the required earnest money deposit or option payment, or provide any requisite insurance documentation at the time of execution of the contemplated Purchase and Sale Agreement or Option Agreement, then the undersigned shall be considered to have abandoned the Award. In submitting this Proposal, it is understood that the right is reserved by the City to accept any Proposal, to reject any or all Proposals, to waive irregularities and/or informalities in any Proposal, and to make the Award in any manner the City believes to be in its best interest.

COMPANY NAME\*: Womack Custom Homes

STREET/P. O. BOX: PO Box 3603

CITY, STATE, AND ZIP CODE: Cartersville, GA 30120

DATE: 2/23/2021 TELEPHONE: 678 776 6872

FAX: \_\_\_\_\_

AUTHORIZED SIGNATURE: 

PRINTED NAME OF SIGNER: Matthew R Womack



**CITY OF CARTERSVILLE, GEORGIA**  
**PROPOSAL FOR PURCHASE AND DEVELOPMENT OF CITY -**  
**OWNED PROPERTY**  
**LOCATED AT 178 W. MAIN STREET,**  
**CARTERSVILLE, GA 30120**

February 23, 2021

**Project Description:**

25 townhomes (5- 5 unit buildings)(this will require a variance to increase the allowable units from the allowed 23)

Exterior units are 1879 sq ft (heated) and Interior units are 1814 sq ft (heated).

All units will have a 2-car drive under garage as well as a pad outside the garage that can fit at least 1 more car.

Projected price point for Exterior Unit- \$349,900, Interior Unit- \$329,900

**Target Population:**

Professionals of all age groups. Our plans include a main level, street facing office. This would be perfect for professionals who have the ability to work from home but still need an office for client meetings. We hope that marketing these as 2 bedrooms w/ an office will minimize the impact on the school system.

Marketing plan is for a live/work/play environment. Concentration will be on dining and shopping within steps of home. There is a strong demand for downtown living in Cartersville.

**Anticipated Tax Revenue Produced:**

\$350K appraised value w/ adjusted of \$140K

County- \$130K- \$1,339.00 (with \$10K Homestead Exemption)

City- \$140K- \$456.26

Parks and Rec- \$140K- \$120.24

City Schools- \$140K- \$2,040.64 (non-senior)

City Schools- \$80K- \$1,166.08 (senior)

Total (under age 65) \$3,956.44

Total (over age 65) \$3,081.88

So, total depending on final values total roughly \$80K-90K/year as a whole.

**Schedule:**

April thru June 2021- Have civil engineering plans drawn for purposes of getting final pricing on development.

July thru October 2021- Get approvals and variance from the city for land disturbance permit.

November 2021 thru February 2022- Demo and develop the site.

March 2022 thru March 2023- Build and sell units.

**Construction Team:**

Surveyor- Smith and Smith Land Surveyors

Civil Engineer- Stephenson Engineering

Demolition- A and M Contracting

Grading/Utilities/Infrastructure/Curbs/Paving- Kirkpatrick and Sons

Vertical Construction- Womack Custom Homes

Sales Agent- Cindy Dent (Professional Realty Group)

Equity Partners- JSAW, LLC (Jason Shaw and Andy Womack)

**Lead Organization:**

Womack Custom Homes

PO Box 3603

Cartersville, GA 30120

Matthew R Womack (CFO)

Stephen A Womack (COO)

We have a combined 25 years in the construction and development fields.

WCH was started in 2016. Since then we've completed 22 remodels and 20 new builds including 8 townhomes. We've also done several commercial remodel jobs through a separate company.

**Prior Experience:**

Matt worked for 12 years with an Atlanta based builder/developer (John Willis Custom Homes/John Willis Development) where he rose to be Vice President of Construction. During his time, he oversaw several projects very similar to this one. The most similar would be a development called Brookhaven Manor in Brookhaven. We purchased the property, tore down some existing apartments and built roughly 40 high end townhomes selling in the \$700's-800's.

Stephen worked as a project manager for the largest student housing provider in the country, Landmark Properties out of Athens, GA. While there he oversaw the construction of dozens of single family and attached houses in Athens and Tuscaloosa, AL.

**Financial Capacity and Project Financing:**

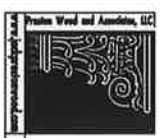
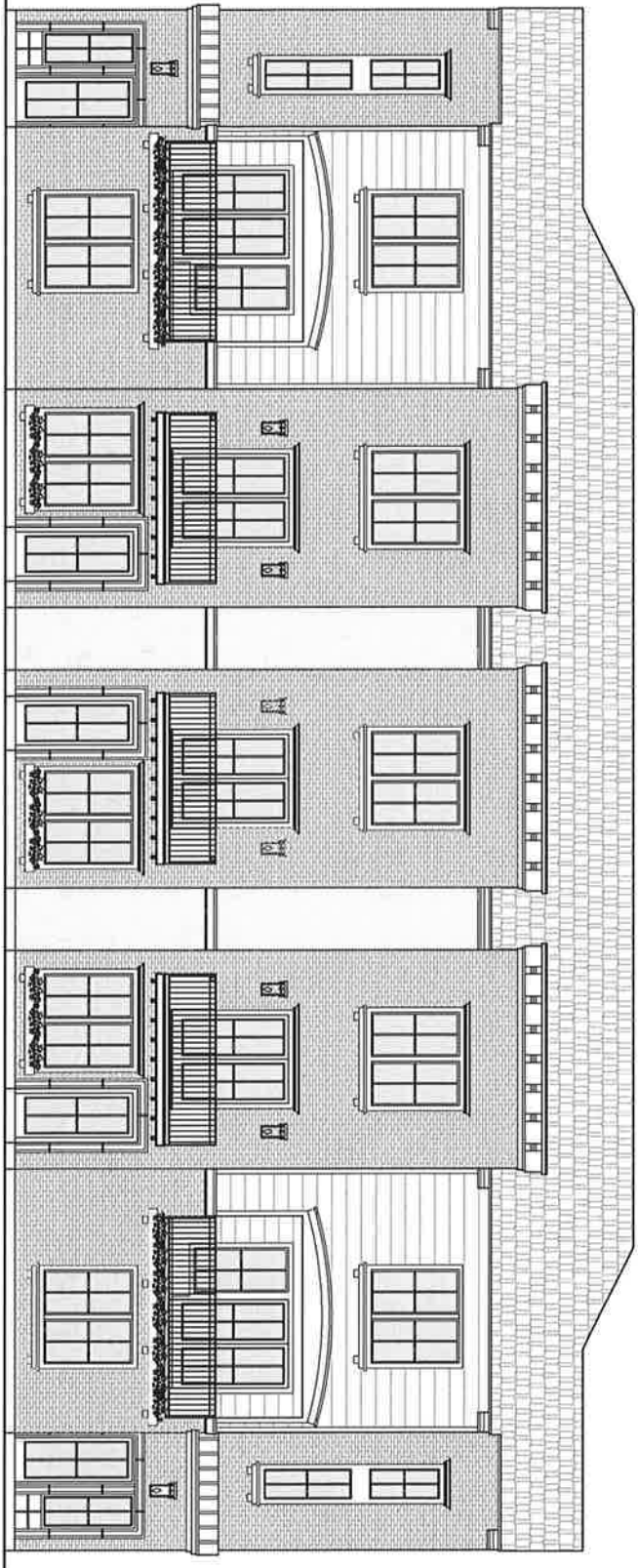
We would partner with JSAW, LLC to purchase the property and pay for the development.

We would use Century Bank of Georgia for the construction financing. (A letter can be provided upon request)

*This proposal is based on a concept. Neither development nor architectural plans have been finalized. Before we would go under contract, we would propose a due diligence period to have civil and architectural plans finalized. At that point we will be able to get a much more concrete and accurate idea of our development and construction costs. We are willing to spend the necessary funds to provide these things. We had no choice but to figure a worst-case scenario when budgeting for items so this drove the cost up and in turn affected what we could offer for the property.*

TITLE OF SIGNER: \_\_\_\_\_

\* NOTE: If the PROPOSER is a corporation, the legal name of the corporation shall be set forth above together with the signature of authorized officer or agents. If PROPOSER is a partnership, the true name of the firm shall be set forth with the signature of the partners authorized to sign contracts on behalf of the partnership. If PROPOSER is an individual, his signature shall be placed above.



**PRESTON WOOD & ASSOCIATES, L.L.C.**  
 500 Lovell Blvd., Suite 250 Houston, TX 77006

Development Land Planning Mixed Use Residential Design Town Home Design



PRESTON WOOD & ASSOCIATES, L.L.C.  
 500 LOVELL BLVD., SUITE 250  
 HOUSTON, TEXAS 77006  
 (713) 865-1100  
 WWW.PRESTONWOOD.COM

**CODE INFORMATION**

**BUILDING CODE:** 2012 INTERNATIONAL  
**OCCUPANCY:** RESIDENTIAL, TOWNHOUSES  
**BUILDING CONSTRUCTION TYPE:** V-4B UNREINFORCED  
**THE REGIONAL GROUP R-3**  
 NO FIRE SPRINKLER SYSTEM REQUIRED  
**ALLOWABLE HEIGHT:** 2012 IBC, TABLE 509,  
 3 TOTAL FLOORS WITH MAXIMUM  
 HEIGHT OF 35'-0"

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**JB HENDERSON PROPERTIES**  
 200  
 CARTERSVILLE, GA  
 68009  
**AM-1**

DATE SET DATE DATE 27 November 2016





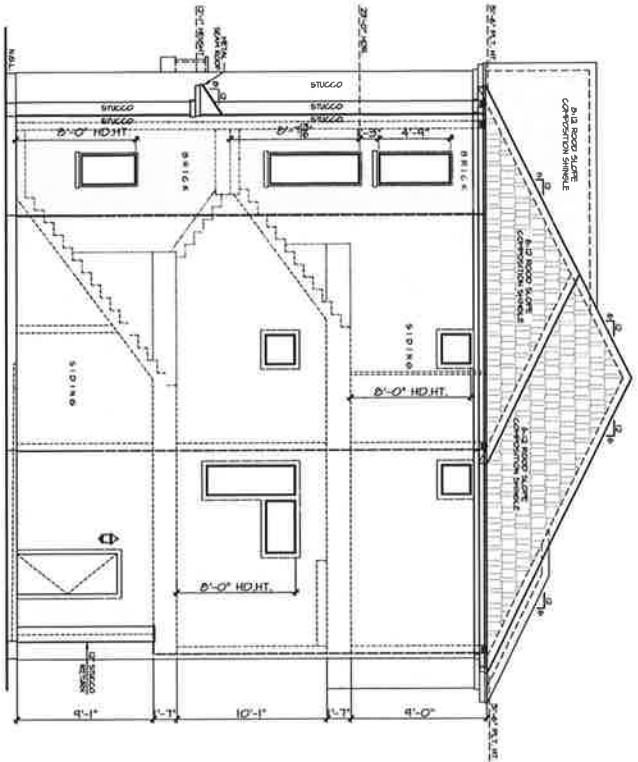




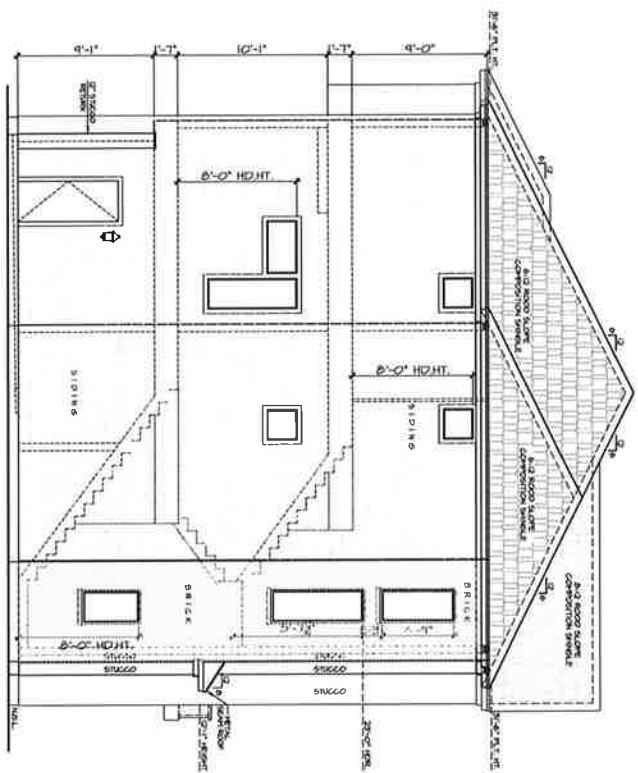








**A1-R-V2**  
**RIGHT ELEVATION**  
SCALE: 1/4" = 1'-0"



**A1-L**  
**LEFT ELEVATION**  
SCALE: 1/4" = 1'-0"

**DPA**  
DESIGN PROFESSIONALS ASSOCIATION

**ELEVATION NOTES**

1. SEE ALL DIMENSIONS AND SPECIFICATIONS FOR THE ENTIRE PROJECT.
2. ALL DIMENSIONS UNLESS OTHERWISE NOTED.
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**JB HENDERSON PROPERTIES**  
1100  
CANTERSVILLE, GA  
PO #  
**E8009**  
DATE: 07/11/17  
SCALE: 1/4" = 1'-0"