

# PARTNERING FOR PROGRESS: PRECEPT ACQUISITIONS & CITY OF LAKE CITY (WORKFORCE HOUSING)

Collaborating to create accessible  
housing solutions together



# PRECEPT ACQUISITIONS

## *WHO WE ARE*

### **Expertise and Experience**

Over 30 years of combined experience in land intelligence and acquisition, project management, and corporate process optimization and consulting.

### **Strategic Intermediary Role**

Bridges municipalities and private sector to facilitate workforce housing delivery using proven models.

### **Development Process Management**

Manages end-to-end development from land identification to permitting with focus on alignment and governance.

- **Facilitation & Coordination:** Organizing stakeholder involvement
- **Communication:** Collaborative Process Design
- **Project & Process Monitoring:** Tracking progress and verifying milestone completion
- **Exit Point:** Builder Purchase Transition



# PARTNERING FOR PROGRESS

## **Strategic Partnership**

The proposal fosters collaboration between Precept Acquisitions and Lake City to support housing development aligned with city goals.

## **Addressing Housing Shortages**

The initiative emphasizes the urgency of tackling housing shortages to promote transformational economic growth.

## **Leveraging Resources**

The plan includes using funding opportunities and underutilized land to develop community-centric housing solutions.



# THE OPPORTUNITY

## **Population Growth and Housing Demand**

Lake City's growing population includes retirees, young families, and the workforce demographic increasing housing demand beyond supply.

## **Workforce Housing Challenges**

Rising land and construction costs worsen the shortage of workforce housing, impacting essential workers' access to homes.

## **Funding and Development Opportunities**

Position Lake City ahead of market shifts by leveraging funding and activating underutilized land.

## **Strategic Alignment with City Plans**

Aligning housing initiatives with Lake City's comprehensive plan ensures sustainable and intentional community growth.

# OUR VALUE PROPOSITION

## **Land Intelligence & Acquisition Facilitation**

Identify parcels with optimal use by analyzing zoning and infrastructure, enabling informed development decisions.

## **Comprehensive Development Strategies**

Build partnerships, solutions recommendations for loans, vouchers, incentives, and financial programs to support housing development such as USDA Rural Development loans, Housing Choice Voucher for Homeownership, Florida SHIP, Hometown Heros, Builder Incentives, Financial Literacy & Education Non-Profit Partnerships

## **Execution Support Framework**

Provide planning, permitting, and project management structured by phases with clear deliverables and responsibilities.

## **Governance and Transparency**

Co-develop governance frameworks ensuring transparency and city oversight throughout the development process.

# STRUCTURED PHASE EXECUTION PLAN

## **Phase 1: Land Acquisition and Partnerships Formation**

Strategic land identification and acquisition facilitation, partnership engagement, - public and private, developers, nonprofits identification and collaboration to align project goals.

## **Phase 2: Design and Feasibility**

Develop conceptual designs and conduct feasibility studies, land due diligence to ensure project viability and necessary opportunity vetting.

## **Phase 3: Rezoning and Builder Bidding**

Manage rezoning application process and a transparent bidding for prospective builders through structured procedures and documentation.

## **Phase 4: Pre-development Management**

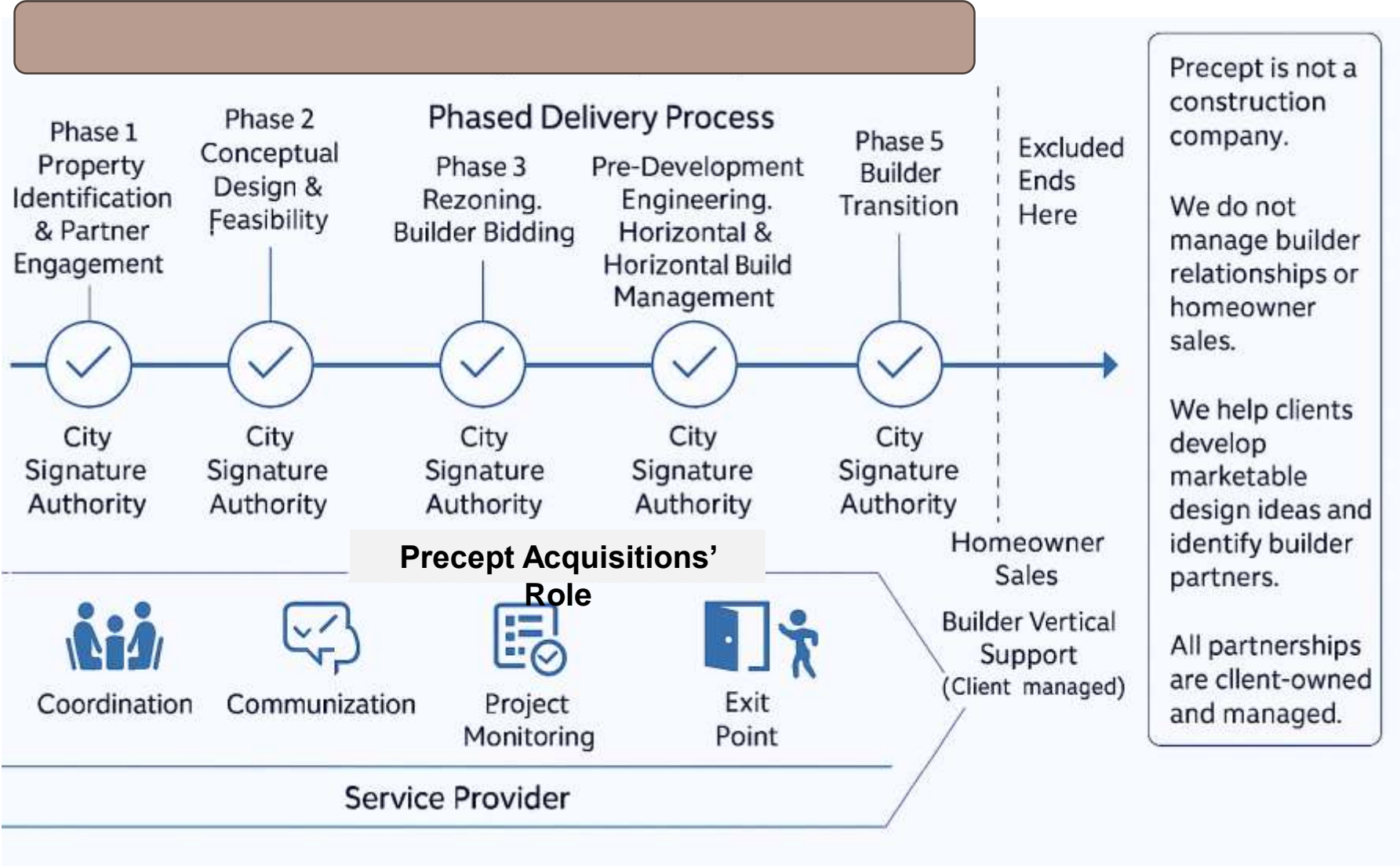
Manage oversight for engineering, permitting, and horizontal construction management.

## **Phase 5: Sale and Vertical Development Transition**

Support sale negotiation and Transition to vertical construction builders; Precept does not provide direct vertical construction and end customer sales support or oversight.



# PROPOSED DELIVERY MODEL FOR LAKE CITY



# BENEFITS TO LAKE CITY



## **Accelerated Workforce Housing**

Partnership accelerates delivery of workforce housing through a process driven development model, addressing community needs effectively and timely.



## **Reduced Risk Through Expert Guidance**

Provides technical resources, reducing risk through expert guidance for sustainable projects.



## **Economic and Social Benefits**

Increases local revenue, creates jobs, attracts investment, and supports social equity and economic resilience.



## **Community Centric Development Aligned with City Goals**

Development plans shaped by collaborative input directly supporting Lake City's long-term priorities.







# ENGAGEMENT REQUEST

## **Engagement Proposal**

Precept Acquisitions requests approval to become Lake City's strategic housing development consulting partner.

## **Next Steps**

Key steps include exploratory workshop, parcel review, and public-private partnership initiation.

## **Benefits to Lake City**

Engagement to capitalize on funding opportunities, deliver workforce housing, and align with city plans and critical development timelines through the provision of a proven structured process delivery model to support city administration.

# SUMMARY

## **Land Identification and Acquisition Tools**

Precept uses proprietary tools layering zoning, density, and opportunity markers to acquire suitable land for housing development.

## **Risk Mitigation Strategies**

Risk is reduced through phased planning, zoning alignment, and partnerships with vetted developers and funding agencies.

## **City Council Role**

The city council provides governance and oversight while Precept provides technical and strategic support to execute plans.

## **Developer Selection Process**

Developers are vetted based on workforce housing experience, financial capacity, and alignment with city goals.

## **Plan Alignment**

Site selection aligns with Lake City's comprehensive plan using land intelligence tools considering zoning and community needs.

## **Project Timeline**

Projects typically take 18–24 months, with early phases accelerated to start construction within 12 months.

## SERVICE EXHIBIT A

### PROPOSAL

Consultant shall provide land acquisition consulting, due diligence, conceptual design, rezoning support, horizontal build contractor management, marketing and community engagement, and builder transition oversight services to Client. Consultant shall assist in developing and training an internal Client liaison team to ensure seamless collaboration and knowledge transfer.

Project Name: [To be completed upon identification]

Property Description: [To be completed upon identification]

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Phase	Phase	Minimum Fee	Estimated Range	Adjustment Terms	Estimated Duration
I	Property Identification & Partner Engagement	\$25,500	\$25,500	Fixed fee, covers listed tasks. Additional work billed at \$150/hr with client approval. Success fee applies at acquisition.	4-6 weeks
II	Property Due Diligence & Evaluation	\$6,000	\$6,000–\$36,000+	Minimum covers basic due diligence and financial analysis. Third-party costs and extended work billed as incurred.	2-4 months
III	Rezoning, Marketing & Bidding Initialization	\$12,000	\$12,000–\$50,000+	Fixed fee for initial scope. Additional meetings/support at \$150/hr or \$2,000/month. Success fee applies at closing.	2-12 weeks (variable)
IV	Pre-Development Engineering, Permitting & Horizontal Build Management	\$5,000	\$5,000–\$60,000+	Fixed fee for design finalization. Ongoing oversight/change management at \$2,000/month or \$150/hr.	6-12 months
V	Builder Transition	\$5,000	\$5,000–\$24,000+	Fixed fee for initial builder selection. Ongoing support/risk management at \$150/hr. Success fee at sale closing.	1-3 months