

Sager Family Homes is proud to submit the following proposal:



- Community engagement and pre-design input meetings
- Site rezone and development into 60-80 townhomes and detached single family units
- 10-20% of units designated as affordable for 50%-80% AMI qualified buyers
- Retrofit and refurbishment of the existing 1926 school building into a community center
- Affordable units and school house will be managed as a community land trust to maintain affordability and a focus on the community
- Passionate team with deep experience in similar projects
- Continued community involvement will include the formation of a neighborhood board with representation matched by local community demographics

Background and Initial Concerns

The Gault project is a 7+ acre middle school site located at 1115 E Division Lane in Tacoma. This project comprises two parcels, and includes an existing school house built in 1926. Current zoning is R-2, allowing for detached single family residences with a minimum lot size of 5,000 sq ft.

Sager Family Homes is excited about this project even though there is much work to be done to bring this proposal to life. Additional density will be needed to achieve all desired outcomes. As specified in the RFP, a conditional use permit or Development Regulation Agreement will need to be put in place before this proposal can become a reality. The redevelopment of the existing school house building will require extensive engagement with community stakeholders and Tacoma’s anchor tenant network before a final design is determined. We will work with a broad coalition of community stakeholders including neighboring residents, local business owners and workers, and other institutions including the Puyallup Tribe of Indians.

Proposed Use and Community Benefit

Our proposal is based on balancing the needs of all stakeholders involved. We will engage with stakeholders to identify and understand the objectives of the neighborhood, and to determine the right path of redevelopment for the 1926 school house as a community center. We will engage with City of Tacoma planning and development services, and solicit input from Tacoma Public Schools.

Housing for families of differing incomes and needs will be at the heart of the redevelopment. Our plan includes single-family, townhouse, and smaller footprint homes.

As we bring together the community’s vision for the site, we will incorporate affordable housing in a community land trust to create permanently affordable homeownership opportunities for low and moderate income households.

Community: From the time Tacoma Public Schools vacated the property in 2009, this project has remained vacant and underutilized as a community resource. There are many visions and hopes for this property, and our first step is to build community consensus and trust. To that end, we will plan a series of community meetings to discuss the project and stakeholder visions for community benefit.

[REDACTED]

We will adjust the final project layout and vision to incorporate relevant and feasible community input. Further, we will host additional community meetings and provide public disclosures to ensure all interested parties are informed and kept in the loop.

Importantly, we will provide broad and inclusive representation on our Community Land Trust board that matches the demographic diversity of the surrounding neighborhood.

Historical Schoolhouse Aesthetic: Having the opportunity to create a vision for the 1926 historical school building is an exciting component of this project. Our intent is to retain and restore the existing school building.

We propose adaptive reuse of the 1926 school building and the auditorium if it is the best and most logical use for the community. The school building will be retrofitted and restored to configurations that reflect local stakeholder priorities for programs and services. We intend to model this effort after the community process that created the Youngstown Cultural Arts Center in the Delridge neighborhood of Seattle. That project created nonprofit office spaces, arts performance spaces, meeting facilities, and artist housing. The building will be owned through a cooperative model stewarded by the local community land trust to preserve its community benefit into perpetuity.

City of Tacoma Planning and Development Services (the City): While this project is currently zoned R-2, we will work with the City to increase the project density, redevelop the site, and rebuild or install the necessary infrastructure to support the project and benefit the

neighborhood. It is critical that we work within the constraints of Tacoma Municipal code, while still balancing the impacts to other stakeholders.

Last December, we met with City of Tacoma – Planning and Development services to work through a formal Pre Development review. [REDACTED]

[REDACTED] While further meetings, submittals and discussions are necessary to formalize this proposal, initial feedback is in line with our vision, and we anticipate the necessary collaboration to make this project a success.

[REDACTED]

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Affordable Housing: We propose to work with **Homeownership Center Northwest (HNCW)** and **Homestead Community Land Trust (Homestead)** to develop a mixed-income housing development that includes homeownership opportunities for low- and moderate-income households. This mixed-income approach will produce an internal subsidy to reduce the price of permanently affordable homes for the lower-income households. This approach is necessary to overcome the lack of City or County funds to subsidize affordable homeownership units. Working with Homestead, we plan to build 10-20% of the units at 60-70% of the Area Median Income (AMI). Homestead will leverage their 30 years of experience as a community land trust as a development consultant, and steward the land and homeowners post-purchase. HNCW is a Tacoma based non-profit focused on affordable home ownership and they are willing to assist with the logistics, income-qualification, buyer education, and outreach to bring homeowners into the trust.

The land trust will create a local governing board with representation from the neighborhood that matches the local community demographics. Community governance and inclusion is a key component of a successful land trust. Further, using Homestead’s approach to housing development will create a legacy of permanently affordable for-sale homes. Affordable units

will provide housing options that are cemented within the income category between 50%-80% AMI and create permanent affordability.

Affordable units will be designed to serve multiple market segments, demographics, and income levels. We are planning for 1-2 bedroom units built on one level with cutting edge Universal Design techniques to allow for aging in place, as well as 2-4 bedroom units for diverse family sizes and incomes.

Each of these units will be built green, providing investments in onsite energy generation through solar. We have access to funds from Puget Sound Energy for the purpose of solar installation that will not raise the cost of home ownership. We find that efficient homes with onsite energy generation lowers the total cost of home ownership for low income home owners.

The existing school building will also be stewarded by the land trust, although building ownership may be achieved through a co-op model. Potential uses, subject to community input, include community services, non-profit commercial space, business incubation, and workforce training.

Market Rate Housing: This project will also fill a void of market rate new construction housing in the McKinley Hill neighborhood. Our region is undersupplied with housing at all levels of affordability. By adding market rate housing to the equation, we can balance non-subsidized affordable housing, infrastructure redevelopment, and the retention and redevelopment of the 1926 school house.

Experience and Qualifications

We have an experienced staff of professionals who are experts in their field, developing projects and building homes with a combined 200 years of experience. Sager Family Homes is an expert at making homeownership a reality. We have been developing projects and building in Tacoma since 1978 with hundreds of homes built and sold.

Meet the Team

Please enjoy a short video about our team through the above link or QR code below



Bill Sager – President: Bill is a Tacoma native and has been focused on building communities within Pierce County his entire career. He has served as a Master Builders board member for seven years, and was President of the Master Builders of Pierce County in 2017. Bill was twice voted builder of the year in Pierce County and nominated as state builder of the year. He leads a team of 25 creating a fun and dynamic work environment with the knowledge and capacity to make the Gault redevelopment a resounding success for all involved.

Fred Herber – Development Manager: Fred has lived in the Pierce County area since the mid 1980s. He has worked on over 6000 residential units in his years of development experience. He worked with the Renton School District in purchasing and developing a 50 unit single family residential community in the early 2000's next to Philip Arnold Park. He worked side by side with the school district to gain support of the neighbors and community for this project. His insight on working with cities, counties and the communities has led to many exceptional projects over the years.

Elizabeth Pitoitua – Controller: Elizabeth has been a key member of the Sager Family Homes team since 2016. A Clover Park High School and Evergreen State College graduate, She has provided the necessary accounting systems and expertise to ensure our developments and projects are properly accounted. She has maintained positive relationships with key investors and lenders for funding a diverse portfolio of projects. Elizabeth will add value to the Gault project by managing the significant financial tracking and reporting necessary for a project of this scope and complexity.

DeAnna Franklin -Vice President of Sales and Marketing: DeAnna is a licensed real-broker with extensive experience in new construction sales. She started her career as a site agent for Polygon prior to earning the position of general manager at Cambria Homes. She has also served as VP of Sales and Marketing for Soundbuilt Homes managing a team of agents and closing over 500 homes in 2007. She is a valuable member of the Sager Family Homes team managing not only sales and marketing, but also interior design, customer selections, and new plan design. She will ensure the Gault project is well designed in plan selection and interior aesthetics.

Melinda Meyer – Purchasing Manager: Melinda has been a valued member of the Sager Family Homes team for 25 years. She has served in all capacities of construction office management during her tenure. We are fortunate to have Melinda on the team managing our purchasing and schedule coordination. While the supply chain has been unprecedentedly stressed in our industry, she has provided the expertise and relationships necessary to keep our projects on schedule

without delay. Our current average new home construction cycle time of 135 days is best in the industry, due to Melinda's exemplary leadership.

David Goodin – Director of Construction: After moving to Pierce County from Oklahoma David has worked his way through all levels of construction. Starting as a framer, and quickly transitioning to a project manager for Polygon, he has amassed 30 years of project management experience. David has also worked as VP of construction for Benchmark Communities and as project manager for DR Horton among others. He has managed construction on a variety of projects including detached single family, attached single family townhomes and row houses, garden apartments, and commercial facilities. In total he has built over 5000 units during his robust career.

Kathleen Hosfeld - Executive Director of Homestead Community Land Trust: Kathleen has served Homestead as Executive Director since 2014. Homestead creates stability, equity and opportunity for lower-income households, with emphasis on households of color, in King County through permanently affordable homeownership. She leads Homestead's Board and staff in crafting and implementing strategies to scale Homestead's impact in one of the highest-cost housing markets in the country. In addition to overall agency leadership, Kathleen is leading Homestead's equitable development strategy to support community-led housing developments in King County in neighborhoods at high risk of displacement from rapid growth and gentrification. During her tenure she has built a pipeline of new construction that will bring more than 150 homes into trust. She is a member of the Board of Trustees for the Northwest Community Land Trust Coalition, and is the chair of the Housing Development Consortium's Homeownership Affinity Group. She is a member of the Washington State Homeownership Disparities Work Group, and serves as a member of the Civic Commons' Black Homeownership Initiative.

Relevant Projects Completed in Pierce County

Tallentire in Tacoma

In 2017 Sager Family Homes won the RFP from Pierce County Community Connections (PCCC) to provide affordable housing. The Tallentire project was the culmination of this proposal, include a forty-five unit single family detached housing community. This project provided 20% of the units as 80% AMI affordable units managed by PCCC. The project required collaboration with the County, PCCC, and the surrounding neighborhood.

Windom Oaks in Lakewood

[Windom Oaks Community](#)

Please enjoy a short video featuring the Windom Oaks Community through the above link or QR code below



Completed in 2021 Windom Oaks features eighteen 3-4 bedroom townhomes. With this project we gained the necessary experience to build high quality townhomes while working with the City of Lakewood and the Windom Oaks HOA. Managing the construction of townhomes can be a challenge for the typical detached home builder. We were able to complete this project

successfully, and it now serves as a showcase of our planning and construction experience, also highlighting wonderful community aesthetics.

Columbia Pointe in Tacoma

[Columbia Pointe](#)

Please enjoy a short video featuring the Columbia Pointe Community through the above link or QR code below



Last year Sager Family Homes completed the Columbia Pointe Subdivision. This development featured 18 homes that were tastefully designed to meet the shallow and narrow site footprints. We had the opportunity to work closely with the City of Tacoma to ensure the streetscape and community provided an aesthetic improvement to the neighborhood while still providing attainable 3

and 4 bedroom single family detached homes. We are excited to leverage our experience with the City of Tacoma on the Columbia Pointe project, to further collaborate on the Gault project.

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In Conclusion

Thank you for the opportunity to submit this proposal. We look forward to future discussions and collaborations to make this project a success for Tacoma, Tacoma Public Schools, and the McKinley Hill Neighborhood.