

# Kings Green Subdivision 2012

## Affordable Housing RFP TLR033020212

### Proposal Submitted by:

Real Estate Dynamics, Inc.  
3780 Heritage Drive  
Billings, Montana 59102

Timothy J. Hudson  
Blake Laughlin



**RFP Submittal for:**

Dated March 26, 2012

**Kings Green Subdivision, Phase IV Affordable Housing RFP-TLR03302012**

Thank for the opportunity to submit a proposal for the above RFP. We have read the RFP requirements and we are confident that this submittal meets any and all stated intentions, conditions and limitations for the RFP. We mutually understand that this RFP does not form or constitute a contractual document and understand that should our proposal be accepted, a contractual development contract thereafter shall be mutually reviewed, accepted and signed. This proposal is being submitted by Real Estate Dynamics, Inc., which is jointly owned by Timothy J. Hudson and Blake Laughlin. Mr. Hudson is additionally licensed in Montana as a Supervising Real Estate Broker and is an Associate Broker with Montanan Real Estate Brokers. Mr. Laughlin is the owner of Laughlin Construction and he has been a successful builder/contractor in the Billings area for over 30 years. These experiences and involvements will allow us to professionally perform the duties necessary to complete the contract requested by this RFP. Real Estate Dynamics has been the successful contractor for the completion of Phase I, II and III of the Kings Green Project. We have successfully delivered 39 homes and have met all previous contract criteria in performance and fulfillment of those RFPs and contracts.

**Certification**

Real Estate Dynamics has carefully examined all Standards, Specifications and Documents provided in this RFP. Herein, we are providing sufficient information to cover all requested and required proposal specifications for response to this RFP. Our project will meet the key parameters of the RFP as follows:

1. The land development cost (projected at \$389,000) shall be proportionally allocated to the 10 housing units with the use of the City's Home Program and each affordable home shall allow for recapture provisions. One hundred percent of all homes sales shall meet the requirements of this program. We shall co-ordinate fully with the City of Billings to provide all necessary documents and evidence to support these sales. We shall build and complete all 10 homes as promptly as possible with the use of available programs for financing to fulfill the purpose of the development agreement.
2. All homes shall be single family slab-on-grade within the current R-5000 zoning and shall be built to an Energy Star Efficiency Certification.
3. All homes shall have landscaping included with the homes with an underground sprinkling system provided with grass seeded yards and decorative rock landscaped areas.
4. Housing proposed in this RFP will be consistent in performance, design, amenities and value with the previous homes in the Kings Green Phase Developments. Each phase has allowed us to review and enhance our product quality. We shall have the benefit to again engage in this practice, if accepted for the last phase of this project construction.

5. Our project will fulfill the four criteria for the development of the land as required by the Billings City Council on June 12, 1995, including affordable housing use, adjacent park access, mitigation of negative impacts on the surrounding neighborhood, and fulfillment of the development agreement for this contract.
6. In addition, 100% of the homes constructed will be sold to households at or below 80% of the median family income for Billings, Montana. We will use the HOME Program, 1<sup>st</sup> time buyer programs, and other low income buyer assistance programs to accomplish this goal.
7. Our proposal shall comply with all applicable federal, state and local development regulations, codes and ordinances. Our company will comply with all equal employment opportunity practices. We shall be in compliance with the Fair Housing Act. We will not discriminate on the basis of race, color, creed, sex, age, religion, martial or family status, physical or mental disability, or national origin. We shall also not discriminate based on sexual orientation or gender identity.
8. Timothy Hudson, President of Real Estate Dynamics, Inc., certifies, that this proposal has been submitted without any collusion designed to limit competition. I further certify that all materials, products, services and/or goods offered herein meet all requirements and specifications and are equal in quality, value and performance with the highest quality of nationally advertised brand and/or trade names.

## **Completed Attachment F**

We have completed Attachment F, the Intend to Respond form, and provided a copy herein and have obtained an email confirmation that this has been received by the City of Billings, prior to the deadline.

Herein, Real Estate Dynamics, Inc. acknowledges that three hard copies of this proposal have been mailed to the point of contact and an electronic copy of the complete proposal has also been emailed or delivered to the contact person prior to the RFP deadline of March 30, 2012.

## **Proposal Contents**

- 1.) Offering Organization: See attachment A, A-1, Monthly Work Job Report and Personnel Profiles, as requested. These attachments provide organization contact information, references, qualifications of key personnel, and company structure.
- 2.) Project Goal: The project is to maximize the opportunity of affordable housing in Billings and to complete the final phase of the Kings Green Subdivision Project in a successful manner. We will deliver 10 homes to households that meet the median family income guidelines while fulfilling all local, state, and federal guidelines and funding requirements of the HUD HOME Program.
- 3.) Design and Amenities: We will offer a two bedroom 1008 sq. ft. home, a three bedroom 1276 sq. ft. home and a four bedroom 1417 sq. ft. home with universal design features that address accessibility and “visit-ability”, energy efficiency and healthy living, and low maintenance and low ownership entry costs. These homes will be one level, no step entry homes with in-floor radiant heat from gas “boiler type” heaters. (See Amenities and Benefits of Home Features sections)

- 4.) Capital and Funding: Our construction funding is in place with 1<sup>st</sup> Interstate Bank, Kristin Fairlee, at 401 N. 31<sup>st</sup> St., Billings, Montana 59101, phone 406-255-5139. This is the same lender who provided construction lending for Phases I, II, and III of Kings Green Subdivision. In addition, we have arranged for buyer permanent mortgage financing with the entire mortgage lending banks in the City of Billings and also contacted various other mortgage brokers for a full market opportunity for buyer home financing. The key personnel of Timothy Hudson and Blake Laughlin have made available personal capital of \$100,000 for initial funding for working capital support for this project, in addition to securing the various financial lines of credit for this project. All necessary insurance coverage have been reviewed and secured with Payne Financial, Hoiness LaBar Insurance Company.
- 5.) Target Groups: Our universal and accessible design has been successful in the first three phases of this project. We know our target group and the design allows for functional appeal and performance for a wide range of users. Our design eliminates any possible home flaws that would effectively discriminate against end users within the necessary economic parameters for family income requirements for this subdivision. Largely, our history shows that we sell 39% to two bedroom families, 53% to three bedroom families and 8% to four bedroom families. We have buyers from many labor industries including, utility services, health services, professional companies, municipal services, retail, construction and labor providers. Thus, we have a true work force housing penetration. Our target buyers are families of all ages who have limited resources to buy stable housing. This includes single parents, displaced parents, retired people, mentally and physically impaired buyers, single member homebuyers and other first time buyers entering the market place. Through our marketing and personal service we have successfully penetrated all these groups and helped them to enjoy homeownership. Additionally, with these families we have helped to build a stable neighborhood.
- 6.) Marketing, Outreach & Duties: We follow an affirmative fair housing market plan. This is reinforced by Montana Real Estate Brokers and by the Billings Association of Realtors. Homes in the subdivision will be listed in the Billings Multiple Listing Service. All ads comply with the Fair Housing Act. By listing the homes for sale in our MLS, we provide broad market exposure to buyers of all categories and open the homes to a full market exposure to qualified buyers. We provide website access to data on this subdivision and the available buyer programs. Additionally, we list all links to sources and partners who are available to assist buyers. Flyers and brochures are provided for the homes. Also, open houses and affordable home tours whenever possible are provided. We educate the realtors, buyers, lenders and other partners on the programs and point out what Kings Green has to offer. In addition we support affordable housing alliances and resources. All sales are reviewed for proper documentation, and all files are checked for compliance with programs as part of our real estate services. This is closely coordinated with the City of Billings, Community Development.
- 7.) Good Neighbor Policy: Emphasis on minimizing adverse construction impacts to the existing neighborhood is part of our construction plan. We have limited daylight work hours, waste and material control, controlled access to the work site and onsite management to administer all work, subcontractors, noise, traffic and safety. Through project planning and oversight we

eliminate duplication, shipments and delays which minimizing the intrusion on neighboring families. ( See Quality and Service description in Attachment A-1)

- 8.) Performance Schedule: Real Estate Dynamics, Inc. can build each home within a 60 day construction time, subject to weather. With master planning and sales coordination, we can build two or more homes to be delivered within a 90 day period, again weather permitting. Quality will not be compromised, but winter frost and ground freeze will be taken into account when starting all homes or foundations. All construction scheduling will adhere to practices of efficiency and cost control. We will consider financing availability for programs for end buyers when scheduling construction. By following this design/delivery practice, we will minimize adverse impacts on the subdivision and maximize the effective performance for the HOME Program funding for the City of Billings. All scheduling will be discussed and coordinated with the city to meet all necessary performance and funding standards. All construction scheduling and product control will be handled by Blake Laughlin. All marketing, financing, sales and business management will be handled by Tim Hudson.

## **Home Amenities**

Real Estate Dynamics, Inc. a Billings company owned by Tim Hudson and Blake Laughlin, was presented the **“Duh, It’s the Right Thing To Do!”** award by Montana Fair Housing and the **Affordable Homeownership Partnership Award** from the Montana Board of Housing for New Construction for past construction design and standards for Kings Green Subdivision. We plan to continue to provide the same quality product in phase IV of this project.

We will build a two bedroom one bath home with an oversized single attached garage with 1008 sq.ft., a three bedroom one and three quarter bath home with an oversized single garage with 1276 sq. ft and a four bedroom one and three quarter bath home with an oversized single garage with 1476 sq. ft. All homes will have extra off street parking allowing for two additional cars to be parked. In addition, all homes will be energy star certified.

## **Floor plan Layouts**

The following are drawings of the three floor plan designs for the homes to be provided with our proposal. We reserve the right to make slight changes in the floor plan layout should lot configurations or setbacks require.

### **2 Bedroom, 1 Bath (1008 sqft) Plan with Attached Oversized Single Garage (Energy Star Certified)**



## 2 Bedroom w/ attached Garage

Main Living Area = 1,008 s.f.  
Garage = 308 s.f.

### ***Includes:***

**Single Attached Garage**

**In-floor Radiant Heat**

**All Kitchen Appliances**

### ***Construction Features***

#### ***EXTERIOR FEATURES FOR EASE OF LIVING***

All Concrete Reinforced Frost Protected Monolithic Foundation

In-floor Hot Radiant Heating with "No Wear" Stained Floor Surfaces

R49 fiberglass ceiling insulation

R-19 fiberglass wall insulation

R-10 Dow Blue Board floor slab insulation

Maintenance Free Vinyl Siding

Maintenance Free Vinyl Windows

Maintenance Free Aluminum Fascia and Vinyl Soffit

Steel Insulated Entry Door with Side Lite

Oversized Single Garage with Maintenance Free Metal Raised Panel Garage Door

30 Year Rated Shingles

Rear Door Pad

Landscaped Yard

***INTERIOR FEATURES FOR COMFORT AND PRIDE***

Single Control “washer-less” Chrome Faucets  
Main Bath with 60” One-Piece Tub  
Utility/Mechanical Room  
Large Kitchen with Stainless Steel Sink  
Laminate “Self-Edge” Countertops  
Quality Kitchen Cabinets with “New” Urban Features  
Range, Dishwasher, Refrigerator, Microwave and Disposal  
Textured Walls with Accent Colors  
Painted 32” Interior Doors, Casings & Trim

***VISIT-ability Design for Community Inclusiveness***

No Step Ease of Entry at Front Door with Wide Door Entries.  
1008 Finished Sq. Ft. of Single Level Living  
Open, Spacious and Comfortable Home Design  
Two (2) Off Street Parking Spaces  
Ease of Living with Low Maintenance Interior, Exterior and Yard Area  
Neighborhood Parkway Corridor – Section of the City Bike Path Plan

**3 Bedrooms, 1.75 Bath (1,276 sqft) with Oversized Single Attached (Energy Star Certified)**



**3 Bedroom w/ attached Garage**

Main Living Area = 1,276 s.f.  
Garage = 320 s.f.

***Includes:***

**Single Attached O/S Garage**

**In-Floor Heat**

**All Kitchen Appliances**

***Construction Features***

***EXTERIOR FEATURES FOR EASE OF LIVING***

- All Concrete Reinforced Frost Protected Monolithic Foundation
- In-floor Hot Radiant Heating with "No Wear" Stained Floor Surfaces
- R49 fiberglass ceiling insulation
- R-19 fiberglass wall insulation
- R-10 Dow Blue Board floor Slab insulation
- Maintenance Free Vinyl Siding
- Maintenance Free Vinyl Windows
- Maintenance Free Aluminum Fascia and Vinyl Soffit

Steel Insulated Entry Door with Side Lite  
Oversized Single Garage with Maintenance Free Metal Raised Panel Garage Door  
30 Year Rated Shingles  
Sliding Glass Patio Door with Back Yard Patio Pad  
Landscaped Yard

***INTERIOR FEATURES FOR COMFORT AND PRIDE***

Single Control “washer-less” Chrome Faucets  
Main Bath with 60” One-Piece Tub and Tubular Skylight  
Master bath with 48” Walk-in Shower  
Utility Room with Window, Sink, Storage, and Washer/Dryer Hookups  
Large Kitchen with Stainless Steel Sink and Large Useable Counter Space  
Laminate “Self edge” Countertops with a Morning Breakfast Counter  
Designer Hanging Lights Above Breakfast Counter  
Quality Kitchen Cabinets with “New” Urban Features  
Range, Dishwasher, Refrigerator, Microwave and Disposal  
Textured Walls with Accent Colors  
Painted 32” Interior Doors, Casings & Trim

***VISIT-ability DESIGN FOR COMMUNITY INCLUSIVITY***

No Step Ease of Entry at the Front Door and ADA Approved Interior Doors  
1,276 or 1,440 Finished Square Feet of Single Level Living  
Open, Spacious and Comfortable Home Design  
2 Off Street Parking Spaces  
Ease of Living with Low Maintenance Interior, Exterior and Yard Area  
Neighborhood Parkway Corridor – Section of the City Bike Path Plan

**4 Bedrooms, 1.75 Bath (1,417 sqft) with Oversized Single Attached Garage (Energy Star Certified)**



**4 Bedroom w/ attached Garage**

Main Living Area = 1,417 s.f.  
Garage = 320 s.f.

***Includes:***

- Single Attached O/S Garage**
- In-Floor Heat**
- All Kitchen Appliances**

***Construction Features***

***EXTERIOR FEATURES FOR EASE OF LIVING***

- All Concrete Reinforced Frost Protected Monolithic Foundation
- In-floor Hot Radiant Heating with “No Wear” Stained Floor Surfaces
- R49 fiberglass ceiling insulation
- R-19 fiberglass wall insulation
- R-10 Dow Blue Board floor slab insulation
- Maintenance Free Vinyl Siding
- Maintenance Free Vinyl Windows

Maintenance Free Aluminum Fascia and Vinyl Soffit  
Steel Insulated Entry Door with Side Lite  
Oversized Single Garage with Maintenance Free Metal Raised Panel Garage Door  
30 Year Rated Shingles  
Sliding Glass Patio Door with Back Yard Patio Pad

#### ***INTERIOR FEATURES FOR COMFORT AND PRIDE***

Single Control “washer-less” Chrome Faucets  
Main Bath with 60” One-Piece Tub and Tubular Skylight  
Master bath with 48” Walk-in Shower  
Utility Room with Window, Sink, Storage, and Washer/Dryer Hookups  
Large Kitchen with Stainless Steel Sink and Large Useable Counter Space  
Laminate “Self edge” Countertops with a Morning Breakfast Counter  
Designer Hanging Lights Above Breakfast Counter  
Quality Kitchen Cabinets with “New” Urban Features  
Range, Dishwasher, Refrigerator, Microwave and Disposal  
Textured Walls with Accent Colors  
Painted 32” Interior Doors, Casings & Trim

#### ***VISIT-ability DESIGN FOR COMMUNITY INCLUSIVITY***

No Step Ease of Entry at the Front Door and ADA Approved Interior Doors  
1,276 or 1,440 Finished Square Feet of Single Level Living  
Open, Spacious and Comfortable Home Design  
2 Off Street Parking Spaces  
Ease of Living with Low Maintenance Interior, Exterior and Yard Area  
Neighborhood Parkway Corridor – Section of the City Bike Path Plan

## **Benefits of Home Features**

Visit-ability Benefits: All of our homes are one level living with no step entry, oversized 32 inch doors as a minimum throughout, wide design access to bath fixtures, single lever plumbing fixtures, lever handle door knobs throughout, outlets and switch boxes per suggested visit-ability standards, and appropriate reinforcement in walls adjacent to toilets, bathtubs and shower stalls for installation of grab bars when needed. These items provide for home accessibility for aging, impaired or disabled family members or visitors to enjoy and use the home without impacting other family usability in the home. This makes for a broad appeal of our homes to our target group.

Energy Star Certified Home: This high level of energy saving design reduces utility costs for our buyers now and in the future as heating, cooling and electric trend upward. This is an additional provision that helps preserve the affordability of these homes in the future.

Maintenance Free Exterior: All of our homes are maintenance free exteriors with vinyl siding, windows and soffits along with prefinished metal fascia. One of the largest expenses owners face is home exterior upkeep and this helps reduce homeowner cost for years to come. In addition, quality 30 year dimensional asphalt shingles are provided on the home.

Gas Radiant Floor Heat: Our heating system is a special engineered gas heated in floor radiant heat system with capacities to provide efficient home heat and an abundance of hot water for domestic use. Proven results of the system show that the heat control setting can average 5-10 degrees below the average thermostat setting for homeowners. Heat savings result from this. Plus there are less major components to replace in the future. Additionally, the homeowner has no noisy forced air system. The home is a healthier home as no dust, germs or air born particles are circulated as would be the case with forced air systems. Likewise, this system is less likely to dry out your breathing passages, skin or home furnishings.

Hard Surface Decorative Stained Concrete Floors: This design provides attractive safe hard surface flooring which serves an active family well. This provides low cost upkeep with long-term durability. In addition, it serves impaired or disabled individuals with a safe, "no catch" surface for walking or for accommodation for mobility devices to be safely used. In addition it provides design flexibility for area rugs to be used with future replacement at a reasonable cost to the homeowner.

Full Home Appliance Package: Our homes have a full kitchen appliance package with energy efficient oven/range, refrigerator, dishwasher and built-in microwave for move-in ready use. New homeowners face little cost upon purchase with these provided, again lowering owner homeowner entry cost.

Landscaped Yard with Underground Sprinkling System: Each home has rain gutters and down spouts and is landscaped with rock accents to keep water away from the home foundations. In addition we install an easy to operate sprinkler system and seed the yard with grass. This allows for the quick development of a grass yard and the easy maintenance and efficient cost control for future watering.

## **Organization Key Personnel Profiles:**

### **Timothy J. Hudson, President and Managing Partner for Real Estate Dynamics, Inc.**

Tim has been a resident of Montana for all of his life and has resided in Billings for over 50 years. Tim has extensive experience in real estate, affordable housing sales and development, financial management, community service, real estate sales and management for residential and commercial properties. The following work and service history support this experience:

#### **Present:**

Treasurer Billings Association of Realtors

Chairman of Montana Association of Realtors Association Management Committee and Executive Committee member

Licensed Supervising Real Estate Broker in State of Montana and Associate Broker with Montana Real Estate Brokers

Certifications: Graduate Realtors Institute Certificate, Certified Residential Specialist, At Home with Diversity Certification and Short Sale Foreclosure Specialist Certification

Various Community Committees such as Affordable Housing Committee, East Billings Urban Renewal District Ad Hoc Committee, and Advisory Board Member for homeWord.

Board Member for Beartooth Bank, Billings, Montana

Board Director for Billings Association of Realtors

**Past:**

2010 Billings Association President

Past Chair and/or member of MLS Committee, Work Force Housing Committee, Government Affairs Committee, Quality of Life Committee, and Billings RPAC committee.

Past member of Montana Association of Realtors Risk Management Committee, Realtor Forms Committee and National Association of Realtors Risk Management Committee.

General Manager for Pierce Homes and RV's for 20+ years with various affordable housing projects completed in Montana and Wyoming. Also provided affordable modular home projects with this company for the City of Billings, Community Development.

Commercial Loan Officer and other various lending positions with First Bank System in Montana and Minnesota.

Graduate of Rocky Mountain College with Bachelors Degree in Mathematics.

**Blake Laughlin, Vice President and Construction Management Partner for Real Estate Dynamics, Inc.**

**Present:**

As owner and manager of Laughlin Construction, he is the contract building partner for Kings Green Subdivision.

He is a successful custom home builder, commercial remodeler, and design build specialist for 30+ years in Billings.

Licensed Montana Contractor

Member of the Billings and Montana Home Builders Association

Successful builder, designer, and developer for Kings Green Subdivision, phases I, II, and III

**Past:**

He has annually developed and delivered 4-10 custom homes to satisfied buyers on a new build or remodel basis in the Billings Area.

Completed construction contracts with city, state and federal requirements.

Remodeled numerous commercial buildings and business locations for local and national businesses and franchises.



**First Interstate Bank**  
401 N. 31<sup>st</sup> St.  
P.O. Box 30918  
Billings, MT 59116-0918  
406-255-5000

March 21, 2012

Real Estate Dynamics  
3780 Heritage Drive  
Billings, MT 59102

RE: Financing Commitment

To Whom It May Concern:

First Interstate Bank has approved financing for Real Estate Dynamics for the construction of homes in the Kings Green Subdivision, Billings, MT.

Please consider this letter as a satisfactory form of financing approval in accordance to the Kings Green Subdivision, Phase IV, Affordable Housing RFP – TL.R03302012.

Sincerely,

Kris Fairlee  
Assistant Vice-President  
First Interstate Bank

# ATTACHMENT A

# Response

## VALIDATION QUESTIONS FOR PROPOSER

### GENERAL INFORMATION

- 1) Company Name : Real Estate Dynamics, Inc.  
.Address: 3780 Heritage Drive, Billings, Montana 59102  
Contact Name: Timothy J. Hudson, President  
Contact Phone: 406-656-8896  
Contact Email: thudson125@msn.com Website/URL: N/A
- 2) How many facilities locations do you have in the U.S? (One) Billings, MT. 59102
- 3) How many years has your company been doing business under this name? Seven years
- 4) Total Full-Time Employees. Two owners and nine full time construction employees + subcontractors
- 5) Do you have Small Business Administration Status? Yes, If yes, can you provide documentation?
- 6) What are your standard payment terms? Net 10 days
- 7) References -Please attach a Word© document with all contact information for at least the following three references:
  - a) New Company (started doing business with them in the past 12 months)
  - b) Retained Company (have been doing business with them for 3 + years)
  - c) Former Company (contract terminated in the past 2 years) See Document A-1 & Explanation
- 8) Can you provide a statement and meet the City of Billings minimum insurance requirements of \$750,000 per claim and \$1,500,000 per occurrence, and the City being named as an additional insured? Yes

### FUNCTIONALITY

- 1) A certificate of insurance must be provided prior to signing the contract, commencing on the day contract begins. Are you willing to comply with these requirements? Yes
- 2) You must instruct your insurance broker/carrier to notify the City of Billings should your coverage change. Are you willing to do this? Yes

### QUALITY AND SERVICE

- 1) Do you have a quality assurance program? If yes, please attach a copy. See explanation on Document A-1
- 2) Are your employees required to take a mandatory drug test? No

### LEGAL ISSUES

- 1) Are there any pending lawsuits against your company? No, None If yes, please explain.

### REPORTING

- 1) Can your company provide at least monthly progress reports? YES
- 2) If yes to the previous question, please attach samples of all reports that are currently available. See Document A-2

## Attachment A-1

## References

Real Estate Dynamics, Inc. is a corporation formed specially to handle the phased development specifically for the Kings Green Subdivision. Incorporated in 2003 the company has served as a public-private partnership with the City of Business for the development of the HUD approval affordable subdivision known as Kings Green. There are 48 lots for single family homes for buyers at or below the 80% of the median family income for Billings, Montana. This public/private project was to be done in four phased development contracts. Real Estate Dynamics has successfully bid and completed three phases of this project to date, starting in 2004 and completing in 2010. We have built and delivered 39 homes of the 48 proposed homes and have met all the criteria in the performance of these contracts. This is the final phase of 10 homes per the original project design.

Real Estate Dynamics is owned 100% by Timothy Hudson and Blake Laughlin and our company performs all duties of construction, administration, financial management, sales and document administration with coordination with the City of Billings for the successful completion of this contract, within the HUD Home Program guidelines. The project relies on co-ordination and financing over-site with the City of Billings, Community Development and overlapping buyer assistance programs to achieve this success. As a licensed Broker, we market the homes through the Billings Multiple Listing Service, provide construction financing and obtain permanent financing for qualified buyers. Blake Laughlin's company, Laughlin Construction performs all construction, site control and quality administration on a cost plus contract for Real Estate Dynamics, Inc. This allows us to maintain hands on quality control of the product delivered to the buyer.

### 7.) Requested References: (For Addendum A—General Information Item 7)

- a.) New Company –Construction Contract with Blake Laughlin, Yellowstone Wood Shop & Laughlin Construction for U-Cross Foundation-Contract for Library Improvements. Phone 307-737-2291, 30 Big Red Lane, Clearmont, Wyo. 82835 or [www.ucrossfoundation.org](http://www.ucrossfoundation.org)
- b.) Retained Company-We have been doing business with the City of Billings since 2004. City of Billings, Community Development—Built 39 homes in Kings Green, Contact Brenda Beckett, 657-8286
- c.) Former Client—Susan and Cliff Edwards, 4375 Laredo Place, Billings, Montana, 59102, with Laughlin Construction –Contract completed in 2011.
- d.) First Interstate Bank, 401 N. 31<sup>st</sup>. Billings, MT. 59101, Kristen Fairlee 255-5183
- e.) Payne Financial/Hoiness Labar Insurance, Jim Watson, 406-238-1906

## Quality and Service

We have two quality assurance programs for our Kings Green Project. The first program requires us to maintain an on-site project manager, who red tags and checks all completed work of employees and subcontractors. He also is the contact for service needs for existing home customers. The project

manager, the contractors and employees are on an incentive performance program. Based on quality control, product performance and workmanship, our company has instituted a bonus program. This has worked very well to assure we are a customer driven company with quality ratings and customer satisfaction. Much of the bonus's are based on doing the job thoroughly and right the first time and eliminating call backs.

The second assurance program is a walk through program with the home buyer prior to closing. We note any concerns or corrections prior to the delivery of the home. We explain all warranties, operations of all systems, explain all future home maintenance requirements, and describe preventive care for the home. In addition we provide the buyer with contractor names and phone numbers for service and warranty needs. We also explain the benefits of our home design to the buyer and give them healthy living hints and energy saving ideas relating to their new home.

Document A-2

Monthly REDI 2012 Job Report (Example)

Actual to Date	111,792		
Projected Cost	135,000		
<b>Projected Sales Price</b>	Home 1	\$ 144,900.00	
Projected Job Costs			\$ 135,000.00
Cost of Construction to Date	\$ 54,000.00		
Land Cost Allocation	\$ 38,900.00		
Product Total		\$ 92,900.00	
Upfront & Financing			
Appraisal			
Title insurance/recording			
Interest Cost	\$ 1,500.00		
Property Taxes	\$ 345.00		
Plan Costs	\$ 175.00		
loan Fees	\$ 1,090.00		
Subtotal		\$ 3,110.00	
Known End Sale Fees			
Bank Charges	\$ 457.00		
Contractor Override	\$ 4,400.00		
Subcontractors Bonus	\$ 1,000.00		
Sale Costing Costs	\$ 795.00		
Interest Expense	\$ 600.00		
Legal & Professional Fees	\$ 330.00		
Property Taxes	\$ 200.00		
Sales Commissions	\$ 7,800.00		
Supplies Business	\$ 200.00		
Subtotal		\$ 15,782.00	
Total Expenses			\$ 111,792.00
			\$ 23,208.00
% Complete			85%
Profit Margin+/- Goal			\$ 9,900.00

## ATTACHMENT B

### STANDARD TERMS AND CONDITIONS

In case of default by the successful proposer or failure to deliver the goods or services within the time specified, the City Purchasing Agent, after written notice, may procure them from other sources and hold contractor responsible for excess costs occasioned thereby.

The specifications attached to the instructions to proposers establish a standard of quality desired by the City of Billings. Any proposer may submit quotations on any article that substantially complies with these specifications as to quality, workmanship and service. The City of Billings reserves the right to make its selections of materials or services purchased, based on its best judgment as to which articles substantially comply with the requirements of the specifications. This RFP is not to be construed as a contract or commitment of any kind.

No alteration in any of the terms, conditions, delivery, quality, or specifications will be effective without prior written consent of the City of Billings.

No exception to delivery or service dates shall be allowed unless prior written approval is first obtained from the City of Billings.

The contractor warrants all articles supplied under this contract to conform to specifications herein. The contractor will deliver a warranty stating that all articles supplied under the contract are fit and sufficient for the purpose manufactured, merchantable, and free from defects.

The contractor agrees not to discriminate against any client, employee or applicant for employment or for services, because of race, color, creed, sex, age, religion, marital or family status, physical or mental disability, national origin, sexual orientation or gender identity with regard to, but not limited to, the following: employment upgrading; demotion or transfer; recruitment or recruitment advertising; layoffs and termination; rates of pay or other forms of compensation; selection for training; rendition of services. It is further understood that any contractor who is in violation of this shall be barred forthwith from receiving awards of any purchase order for the City unless a satisfactory showing is made that discriminatory practices have terminated and that a recurrence of such acts are unlikely.

The City reserves the right to cancel and terminate this contract forthwith upon giving 10 days written notice to the contractor.

Should either party employ an attorney or attorneys or utilize the services of in-house attorneys to enforce any of the provisions hereof or to protect its interest in any manner arising under this contract, the non-prevailing party in any action pursued in a court of competent jurisdiction agrees to pay to the prevailing party all reasonable costs, damages, expenses, and attorneys' fees, including fees for in-house attorneys, expended or incurred in connection therewith.

Where applicable, possible or required, the proposer is required to submit descriptive literature, sample material, design sketches and detailed shop drawings. Failure to submit required items may result in rejection of the proposal or termination of contract.

The successful proposer may not make any advertising or sale use of the fact that contract items are being used by purchaser and other approved agencies, under penalty of contract termination. News releases pertaining to the award resulting from the RFPs shall not be made without prior written approval of the City of Billings.

This Agreement shall be construed and enforced in accordance with the laws of the State of Montana. Venue for any suit between the parties arising out of this Agreement shall be the State of Montana Thirteenth Judicial District Court, Yellowstone County.

The contractor may not assign or subcontract the agreement, or the right to receive reasonable performance of any act called for by the contract, shall be deemed waived by a waiver by City of a breach thereof as to any particular transaction or occurrence.

Regardless of FOB point, contractor agrees to bear all risks of loss, injury, or destruction of goods and materials ordered herein and such loss, injury, or destruction shall not release contractor from any obligation hereunder.

**ATTACHMENT D**

**CONDITIONS AND NON-COLLUSION FORM**

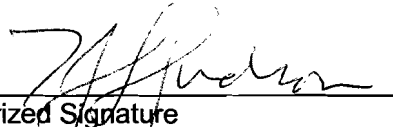
To receive consideration, this form must be signed in full by a responsible, authorized agent, officer, employee or representative of your firm.

CONDITIONS AND NON-COLLUSION AGREEMENT

We have read and agree to the conditions and stipulations contained herein and to the Standard Terms and Conditions contained on the attached.

We further agree to furnish the services specified at the prices stated herein, to be delivered to the location and on that date set forth herein.

In signing this proposal, you also certify that you have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or firm to submit or not to submit a proposal; that this proposal has been independently arrived at without collusion with any other proposer, competitor or potential competitor; that this proposal has not been knowingly disclosed prior to the due date and time to any other proposer or competitor; that the above statement is accurate under penalty of perjury.

<u>Real Estate Dynamic, Inc.</u>	<u></u>
Legal Name of Firm/Corporation	Authorized Signature
<u>3780 Heritage Drive</u>	<u>Timothy J. Hudson</u>
Address	Printed Name
<u>Billings, MT 59102</u>	<u>President</u>
City/State/Zip	Title
<u>3/26/12</u>	<u>406-656-8896</u>
Date	Telephone Number

**ATTACHMENT F**

**INTENT TO RESPOND FORM**

**RFP:** Kings Green Subdivision, Phase IV, Affordable Housing RFP – TLR03302012

**Dated** 3/19/12

Fax the following **Intent to Respond** form to City of Billings' Community Development Division at (406) 657-8327 within two (2) days of RFP date even if your company chooses NOT to participate in the RFP.

**To:** City of Billings  
**Attn:** Tam Rodier, Seasonal CD Coordinator  
**Fax:** (406) 657-8327

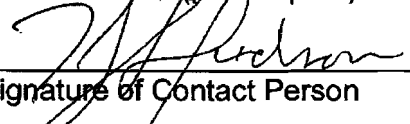
**From:** Timothy J. Hudson **Contact Name**  
Real Estate Dynamics, Inc. **Company Name**  
3780 Heritage Drive **Company Address**  
Billings, Montana 59102  
406-656-8896 **Phone Number**  
406-656-8898 **Fax Number**  
thudson125@msn.com **Email Address**

We intend to respond to this RFP by the specified due date:

Yes X No \_\_\_\_\_

Real Estate Dynamics, Inc. **Company Name** 3/19/12 **Date**

Timothy J. Hudson **Contact Name (please print)** President **Title**

 **Signature of Contact Person**

By signing the above, I certify that I am authorized by the Company named above to respond to this request.

**ATTACHMENT G**

**SUPPLIER CONTACT INFORMATION**

**Company Contacts:**

Primary Contact Person (Name):	Timothy J. Hudson
Title/Function:	President
Address:	3780 Heritage Drive
Business Hours Phone:	406-656-0571 [8:00 am to 5:00 pm]
Fax:	406-656-8898
Internet E-mail Address:	thudson125@msn.com
Name of Person Responding to Request:	Timothy J. Hudson
Title/Function:	President - Real Estate Dynamics, Inc
Address:	3780 Heritage Drive
Phone:	406-656-8896
Fax:	406-656-8898
Internet E-mail Address:	thudson125@msn.com

**General Company and Financial Information**

Company Name:	Real Estate Dynamics, Inc.
Headquarters Address:	3780 Heritage Drive
City, State, ZIP	Billings, MT 59102
Headquarters Phone:	406-656-8896
Headquarters FAX:	406-656-8898
Company Owned By:	Timothy Hudson - Blake Laughlin
Percent % Ownership:	50% 50%
Years In Business	8 years
Name of CIO	Timothy J. Hudson
Name of CEO/President:	Timothy J. Hudson