

The Valley Development Proposal



The Valley **at Heritage Green**

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Meet the Team

12th Man Builders

A division of
D·R·HORTON[®]
America's Builder



Bryan Kinney
Division President



Jacob Edwards
V.P. Operations



Matthew Warrick
Chief Financial Officer



Natalie Askins
V.P. Sales & Marketing



Addison Thompson
Director of Design Center



**Jennifer Ayala
Pascasio**
Market Analyst & Design
Specialist



Jacob Benzick
Director of Design



Laura Fairchild
Construction Analyst



Ryan Layman
Financial Analyst



Cole Wild
Area Construction
Manager



Learn more about
The **VALLEY**
here



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Executive Summary

Dear Senior Executive Team,

Market Analysis

12th Man Builders has a unique development opportunity to present to you in La Plata, Maryland. The Valley At Heritage Green is a 200 +/- acre site which is located between Rosewick Road and La Plata Pkwy. Parcels B and C have a land acquisition price of six million dollars. The population is around 10,500 people and could potential double with the development of Heritage Green. The target market for our community includes young business professionals, small families, and elites. Due to the increase in population, our community offers high quality homes and family oriented amenities to attract said target markets.

Product Development

The Valley offers fresh architecture in Charles County, MD. 12th Man Builders will offer three different collections with three elevations for every model in our Oak and Cardinal collections. There are two product lines available for our single-family attached collection. Our single-family detached collections range from 1442 to 3494 square feet. Our single-family attached has an average range of 1500 square feet. Each floor plan has a unique design to appeal to a large variety of customers, allowing them to select upgrade packages.

Land Development

Our proposed start is March 1st, 2023. The land plan created by 12th Man Builders was built around the wetland area and proposed tree conservation. The site's plan (parcels B and C) will have roads built to a natural curvature due to existing topography in the area. We designed our site to have 824 lots and consist of 4 phases for development. With the development of a large quantity of lots, we desired to keep a natural flow to enhance the nature already present. We encourage residents to go outside and utilize the amenities that we have to offer.

Sustainability

12th Man Builders is dedicated to the practice of sustainability in construction in order to do our part for the environment. We are dedicated in implementing the International Code Counsel (ICC) 700 National Green Building Standards in The Valley.

Project Management

12th Man Builders has a proven project management system that will allow us to stay on schedule and remain on budget. We value our community and investment in The Valley. We will provide a high-quality customer service program to our homeowners that will tend to every step of their home buying experience.

Financials and Risk Analysis

12th Man Builders financial team has developed a thorough financial and risk analyses to display to you the feasibility and profitability of The Valley at Heritage Green. Our team is confident with the development of The Valley because we have a break even point in month 51 and a IRR of 26.65%. The projected capital for the project is \$272,330,903.

12th Man Builders was charged with creating a new development strategy; we are excited to distinguish ourselves in the La Plata market and show you how we have created a profit of close to 70 million dollars. With your contribution, we are ecstatic for you to view our vision of The Valley at Heritage Green.

On behalf of 12th Man Builders, we welcome you to:

The Valley



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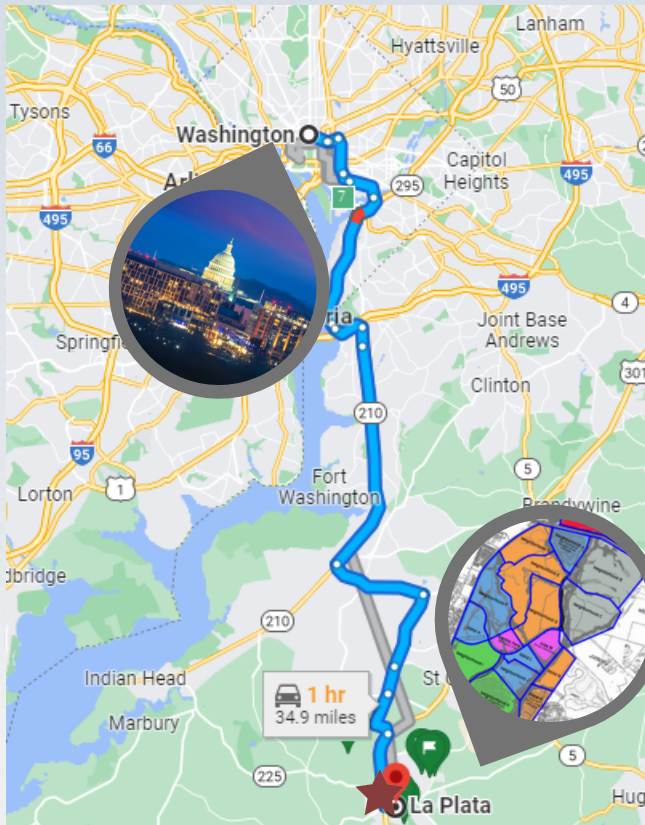


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Market Analysis

La Plata, Maryland is a small town located in southern Charles County. Our parcels (B & C) are 200 acres combined with an elevation of 187 feet. The location of this land is nestled along Rosewick Road and La Plata Pkwy. La Plata is considered to be a semi-rural small town with an urban feel to it. It has a population of about 10,500 residents and is about 35 miles from Washington DC. A 1- hour drive can take the residents of La Plata to experience the rush of city life. There are a plethora of small businesses and outdoor activities. It's population is continuing to grow by approximately 2.9% annually. Between the manageable commute to the city, the prices of houses, and the small-town feel, this city is projected to become densely populated. This is the perfect place to have a small-town feel with the access to a big city life.



Population
10,404
(As of 2021)

Poverty Rate: 2.3%

Growth Rate: 2.9 % annually

If you are not working within the community, the average time to commute to a job in La Plata is around 38 minutes. Washington DC is about 35 miles away from La Plata.



Target Market

The target market of The Valley at Heritage Green are three main groups. The first is elite families looking for forever homes. These families will gravitate towards our Oak Collection. The second group we are looking to target is young families with children or starting families who are looking for starter homes. These families are meant to buy from our Cardinal Collection. Lastly, we are targeting families who will also buy from our single family-attached Collection. It is important to note that we will not be renting these homes, but we will be selling all of our duplexes and townhomes on the market. We have structured our neighborhood to ensure that we are able to offer a variety of products for our wide range demographic.



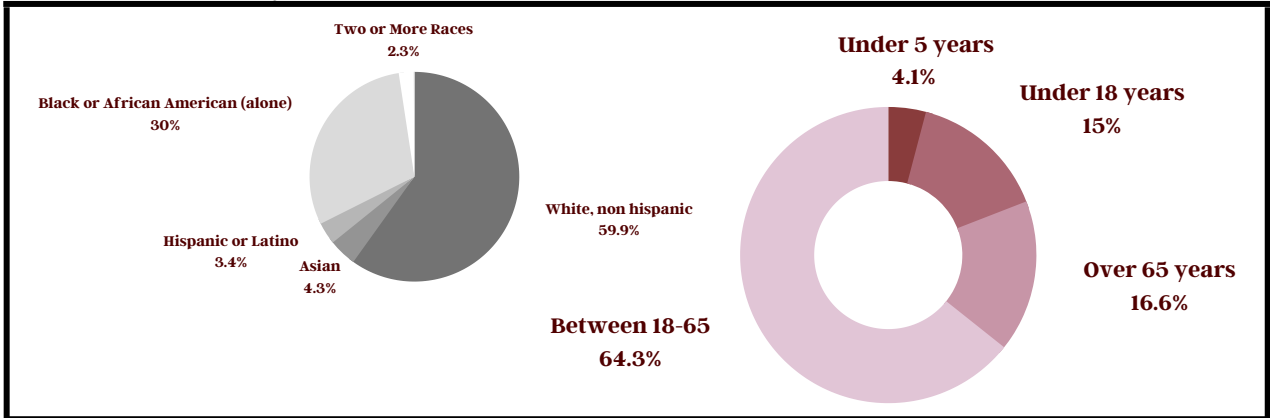
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Market Analysis



School Districts

Local Education

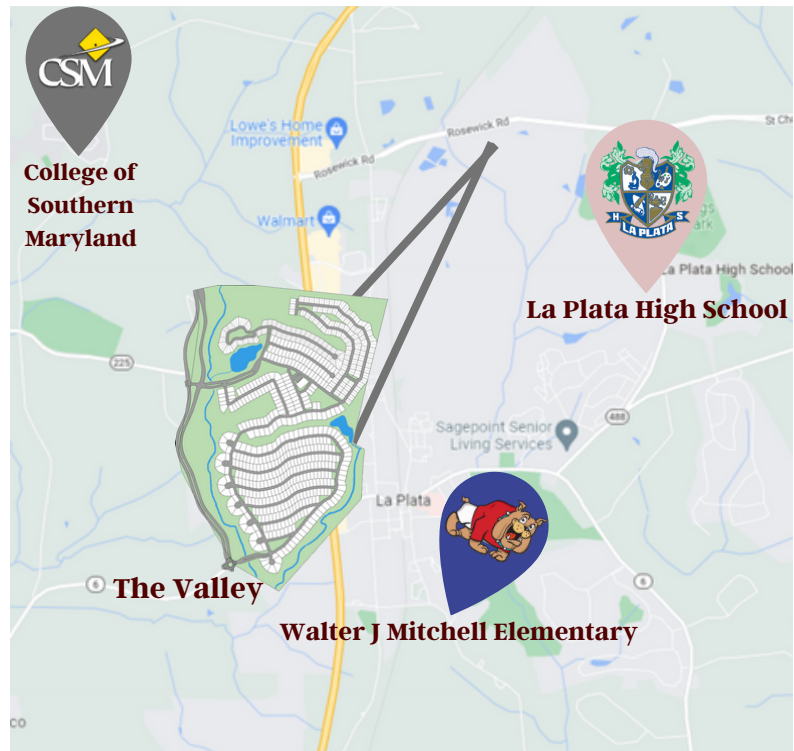
Residents of La Plata are part of the Charles County School District. Which hosts over 2,000 students in grades K-12. The average student-teacher ratio is 14:1.

Higher Education

The College of Southern Maryland is a public, regional community college. Residents of La Plata have a campus in town. From The Valley, it is only a short drive to campus. With a student-teacher ratio of 17:1, it allows students to learn in a smaller environment.

Household Income

The median household income in La Plata is \$119,000 per year. The median value for a home rests at \$330,000. The average spent on newly built homes is \$456,000.



Strengths

- Economic Development
- Amenities
- Plenty of retail stores and resources around
- Low poverty rate
- Only 35 miles to D.C.

Weaknesses

- School System
- City infrastructure due to rapid growth

Opportunities

- Living in Exurbs post Covid
- Potential for growth
- Great location for starting families
- Future jobs in nearby cities

Threats

- Local competition
- Crime index 14



Market Analysis

Attractions and Amenities

The location of La Plata, Maryland is a prime place for outdoor activities. The largest park in the surrounding area is Tilghman Lake Park which has great spots for fishing. Two major parks in La Plata are Silver Linden Park, and Wills Memorial Park which are great for young children and families to attend. The most common job held by La Plata residents is sales and operations. This gives space for the growing populations and new small businesses to grow and expand.

Nearby

- Driving distance to D.C. - 35 miles
- Gamble Farm Airport - 6.7 miles
- Maryland Airport - 9.2 miles
- Ronald Reagan Washington National Airport - 22.6 miles
- Washington Dulles International Airport - 38.7 miles

Parks and Recreation

The attractions that surround The Valley are the La Plata Train Station Museum, there are many parks including Laurel Springs Regional Park & Port Tobacco River Park, and other annual activities like Charles County Fair, Fun Haven Golf, Port Tobacco Players Theater, and so much more. Additionally, since La Plata is in such close proximity to Washington D.C., there are many more attractors in the Washington D.C. area that are just a car ride away.

Stores and Restaurants

Many of the stores in La Plata are located in the same strip center including Target, Walmart, Dunkin, Panera, Wendy's, and more.

Hospitals and Fire Department

The hospitals and emergency services that surround La Plata are University of Maryland Charles Regional Medical Center, and the La Plata volunteer fire department.

Surrounding Amenities	Drive Time from Jobsite
Target	7 minutes
Walmart	7 minutes
Chick-fil-a	7 minutes
Meridian Fitness Club	8 minutes
Crossfit	7 minutes
Urgent Care	8 minutes
Hawthorne Country Club	10 minutes
First Baptist Church	9 minutes
New Life Outreach Church	9 minutes
Farmers Market	8 minutes
White Plains Gof Course	5 minutes

Surrounding Transportation	Drive Time from Jobsite
Ronald Reagan Washington National Airport	53 minutes
Baltimore/Washington International Thurgood Marshall Airport	1 hour 24 minutes
Martin State Airport	1 hour 38 minutes

Recreational Areas	Drive Time from Jobsite
Thomas Stone National Historic Site	12 minutes
St. Thomas Manor Historic Site	14 minutes
Port Tobacco Courthouse Historic Site	9 minutes
Mount Carmel Monastery Historic Site	5 minutes
Gilbert Run Park	16 minutes
Port Tobacco River Park	10 minutes
Tilghman Lake Park	7 minutes
Chapel Point State Park	14 minutes
Laurel Springs Regional Park	4 minutes



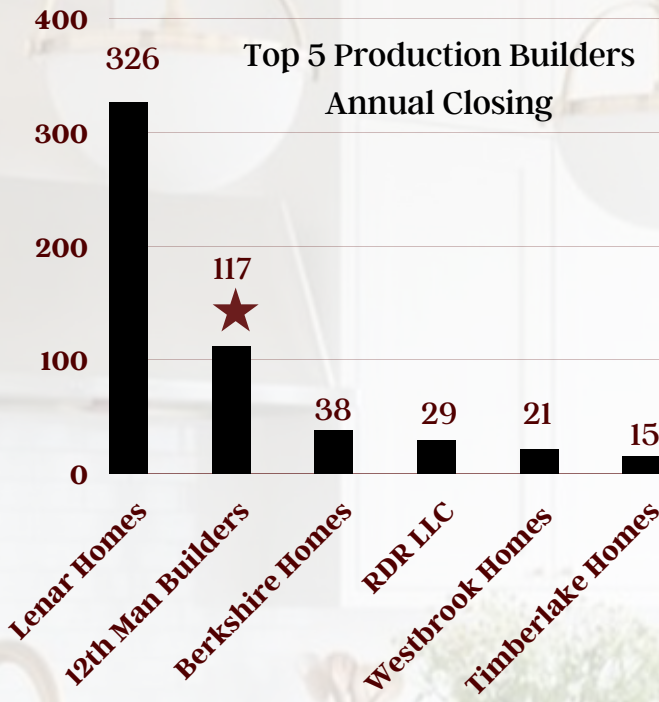
Map of the Amenities in La Plata



The amenities and attractors that surround The Valley at Heritage Green are more than enough to have little to no travel time to get what you need around you. There are multiple chain grocers, drug stores, restaurants, strip malls, and auto shops so you do not have to travel very far to get what you need. Since this area is more developed, we expect people to move into La Plata because of the resources that are already available to them in the area.



Market Analysis



Comparable Properties

The top production builder in the area is Lennar Homes. They had an annual closing of 326 homes before Q3 2022. The following top builder is Berkshire Homes closing 38 homes in 2022.

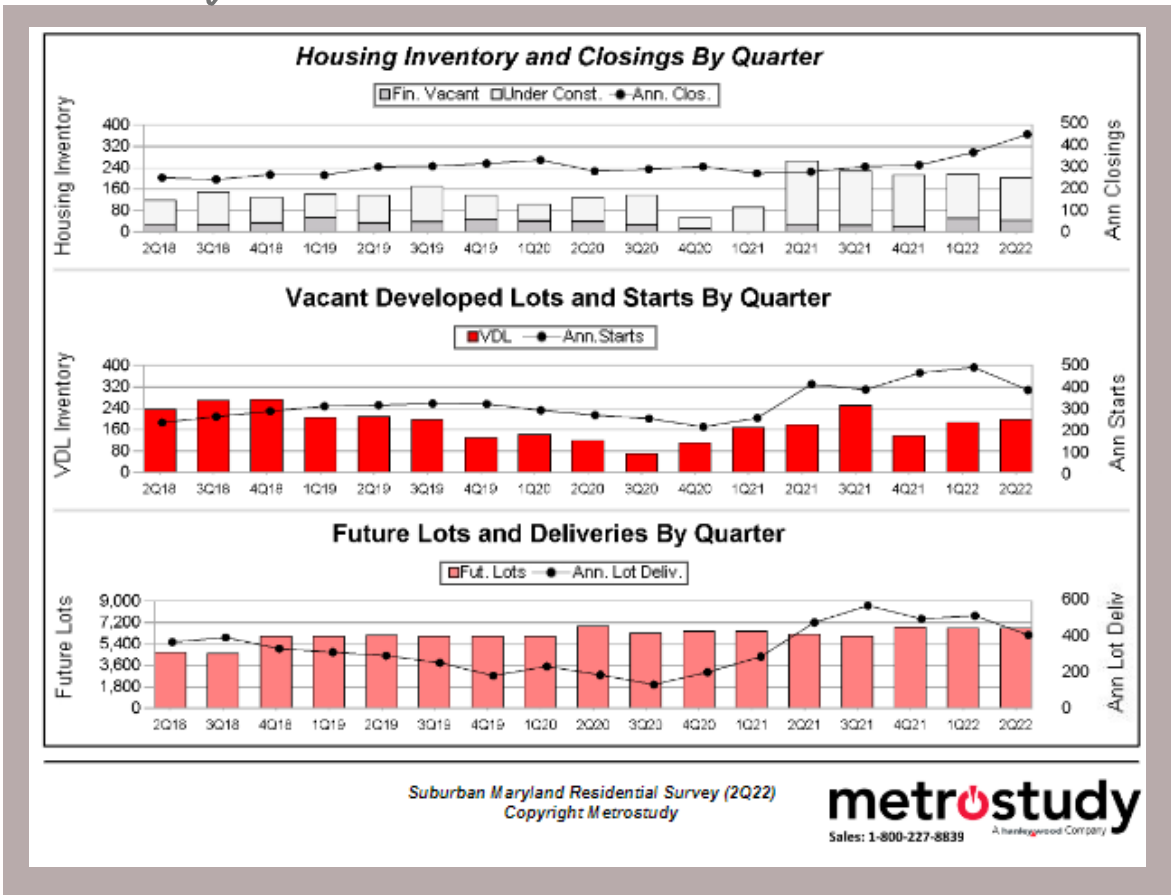
The market is mainly taken by Lennar Homes, the other builders are ranging between 38-15 homes per year. The Valley at Heritage Green will be producing an average of 117 homes per year.

Closings Per Month

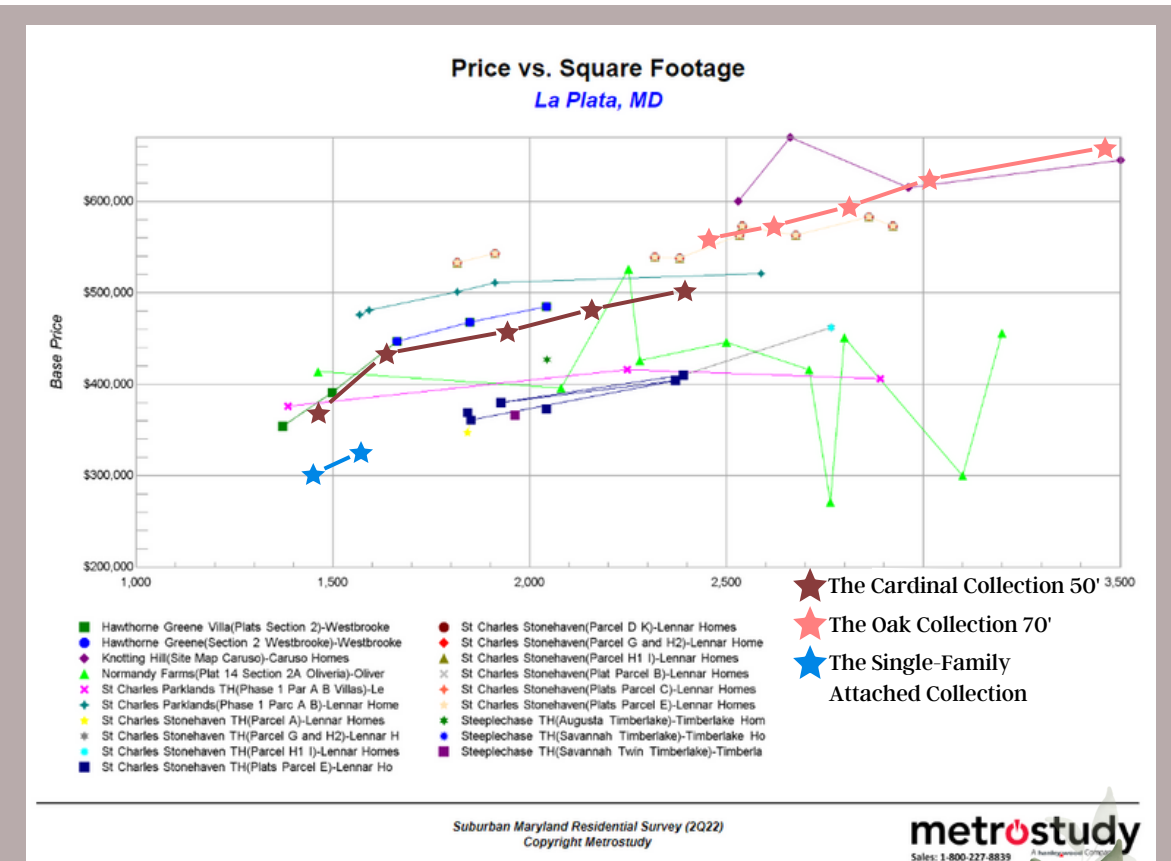
SIZE	RATE
Cardinal Collection	6
Oak Collection	2
Townhome	10
Duplex	8

La Plata Neighborhood Comparison				
Name	Type	Median Sale Price	Average Sqft.	Average Price Per Sqft.
The Village at Steeplechase	Duplex/Single Fam. Home	380,000	3241	\$235
Gilbert Acres	Single Fam. Home	615,000	4558	\$97
Mt. Carmel States	Single Fam. Home	\$406,500	2884	\$150
Spring Hill Acres	Single Fam. Home	\$447,000	4384	\$137
Quailwood	Condo, townhouse, loft and single fam. home	\$406,000	2185	\$186





La Plata Surrounding Subdivisions Price vs. sq Footage Comparison to The Valley





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Bay
\$300,990.00



River
\$320,990.00



Cypress
\$577,990.00



Willow
\$633,990.00



Oriole
\$500,990.00



Birch
\$555,990.00



Magnolia
\$653,990.00



Cedar
\$595,990.00



Finch
\$365,990.00



Crane
\$425,990.00



Hummingbird
\$450,990.00



Sparrow
\$475,990.00

In order to attract a larger demographic, we have enabled you to look at our homes in detail on our website. At 12th Man Builders, we want to be able to market ourselves well and to deliver a quality product to our consumers. We built a website for our potential residents to be able to explore what our development will really look like.

Check it out:



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The Cardinal, Collection 50'

The Finch



FEATURES

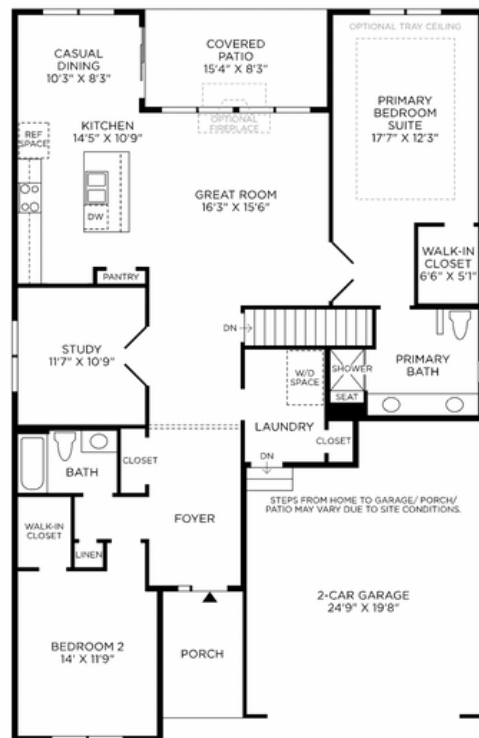
- 1 Car Garage
- Stone Veneer Finish
- Exterior Wooded Trusses
- Covered Terrace
- Mud Room

SALES PRICE-\$365,990

DESCRIPTION- The Finch model is a beautiful 1440 sq. ft. home with 2 bedrooms and 2 bathrooms. This home has a board and batten, limestone, and vinyl façade. This home has an open-concept living/dining space.



The Crane



FEATURES

- 2-Car Garage
- Walk-in Closets
- Study/Office Space
- Foyer and Entryway

SALES PRICE-\$425,990

DESCRIPTION- The Crane model is a 1,728 sq. ft. home with 2 bedrooms and 2 bathrooms. This home has a stone and board and batten façade, with vinyl accents.



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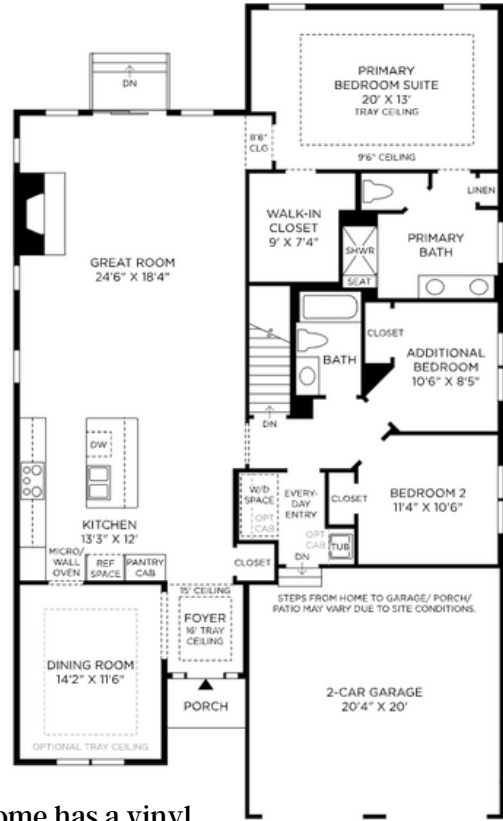


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The Cardinal, Collection 50'

The Hummingbird



FEATURES-

- 2 car garage
- Office features a walk-in closet and a bathroom (optional bedroom 4)
- Walk-in closets
- Large panoramic door system to backyard

SALES PRICE-\$450,990

DESCRIPTION- The Hummingbird model is a 1,913 sq. ft. home that includes 3 bedrooms and 3 bathrooms. This home has a vinyl façade with limestone accents.

The Sparrow



FEATURES-

- 2 Car garage
- Modern farmhouse exterior
- Covered Terrace
- Covered Porch
- Open concept living/dining area
- Large kitchen island
- Workshop space in the garage

SALES PRICE-\$475,990

DESCRIPTION- The Sparrow model is a 2178 sq. ft. home with 3 bedrooms and 2.5 bathrooms. This home has a board and batten, stone veneer, and vinyl façade.



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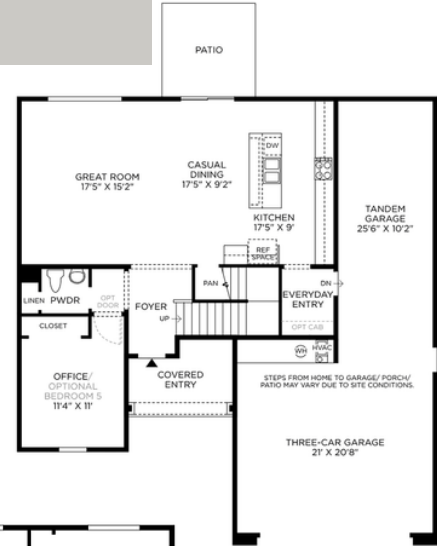


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The Cardinal Collection 50'

The Oriole



FEATURES-

- 3 Car tandem garage
- Open-concept living/dining
- Walk-in closets
- Downstairs office (opt. bedroom 5)
- Back Patio

SALES PRICE- \$500,990



DESCRIPTION- The Oriole model is the largest home in the Cardinal collection at 2,311 sq. ft. The home features 4 bedrooms and 3 bathrooms. This home has a vinyl façade with stone veneer accents.

The Cardinal Collection overview

Model	Product	Size	Price
Finch		1440	\$365,990
Crane		1728	\$425,990
Hummingbird		1913	\$450,990
Sparrow		2178	\$475,990
Oriole		2,311	\$500,990

See this collection online:



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The Oak Collection 70'

The Birch

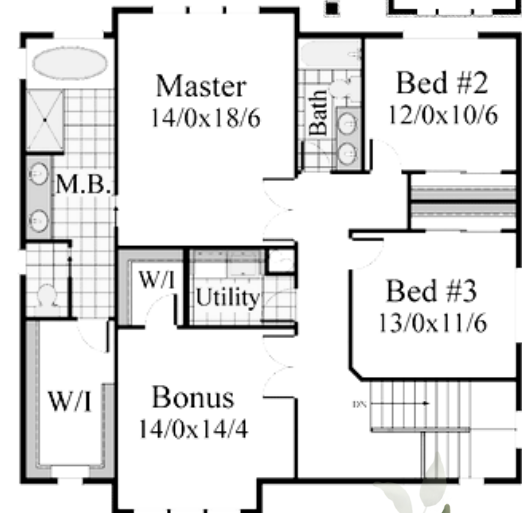
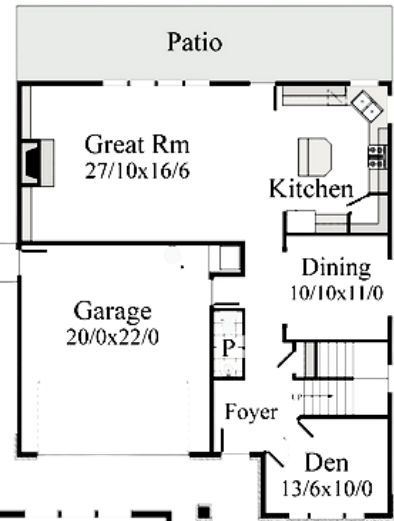
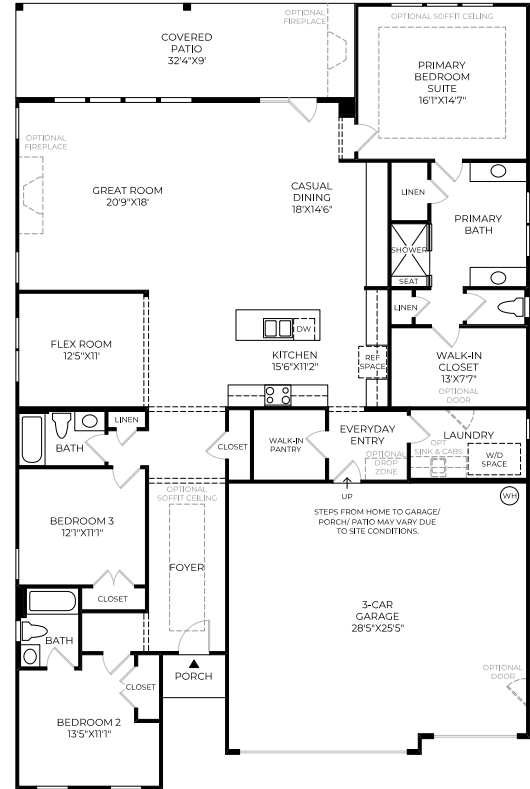


FEATURES-

- 3 Car garage
- Large primary bedroom closet
- Flex space off great room- optional office
- Covered back patio
- Large walk-in pantry

SALES PRICE-\$555,990

DESCRIPTION- The Birch model is a 2,465 sq. ft. home with 3 bedrooms and 3 bathrooms. This home has a vinyl façade with stone veneer accents.



The Cypress



FEATURES-

- 2 Car garage
- Bonus space (optional bedroom 4)
- Walk-in primary bedroom closet
- 2nd-floor utility room

SALES PRICE-\$577,990

DESCRIPTION- The Cypress is a 2,641 sq. ft. home with 3 bedrooms and 2.5 bathrooms. This home has a vinyl, board and batten, and stone veneer façade.



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The Oak Collection 70'



FEATURES-

- 2-car garage
- Large primary bedroom with attached sitting room and walk-in closet
- Upstairs recreational space
- 2nd-floor utility room

SALES PRICE-\$595,990

DESCRIPTION- The Cedar model is a 2,891 sq. ft. home with 4 bedrooms and 3 bathrooms. It has a shingle, vinyl, and board and batten façade with stone veneer accents.

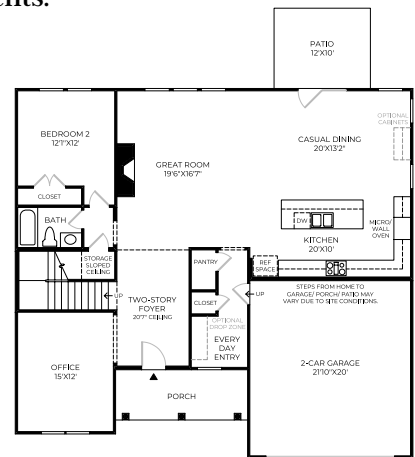


FEATURES-

- 2-car garage
- 2nd-floor utility room
- Large open-concept dining/living
- Office space
- Large primary bedroom suite with walk-in closet

SALES PRICE-\$633,990

DESCRIPTION- The Willow model is a 3,243 sq. ft. home with 5 bedrooms and 4 bathrooms. This home has a board and batten and vinyl façade with brick accents.



First Floor



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The Oak Collection 70'

The Magnolia

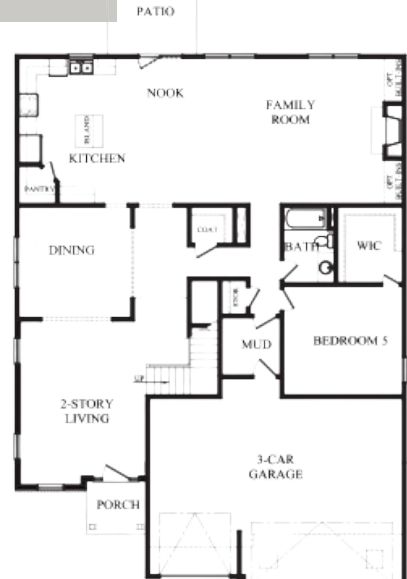


FEATURES-




- 3 Car garage
- Open-concept kitchen to family room
- Large primary suite
- 2nd-floor loft space
- 2nd-floor utility room

SALES PRICE- \$653,990

DESCRIPTION- The Magnolia model is our largest plan in the Oak Collection. This home is 3,494 sq. ft. with 5 bedrooms and 4 bathrooms. The façade is board and batten with vinyl accents.



The Oak Collection Overview

Model	Product	Size	Price
Birch		2465	\$555,990
Cypress		2641	\$577,990
Cedar		2891	\$595,990
Willow		3243	\$633,990
Magnolia		3494	\$653,990

See this collection online:



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The Single Family Attached Collection

The River



FEATURES-

- 2 car garage with overhead door in front and rear
- Open concept living/dining
- Covered back patio

SALES PRICE-\$320,990

DESCRIPTION- The River, which is our duplex product, is 1535 sq. ft. each unit. This home has 3 bedrooms and 2.5 bathrooms. The façade consists of board and batten, vinyl, and brick accents.

See this collection online:



The Bay

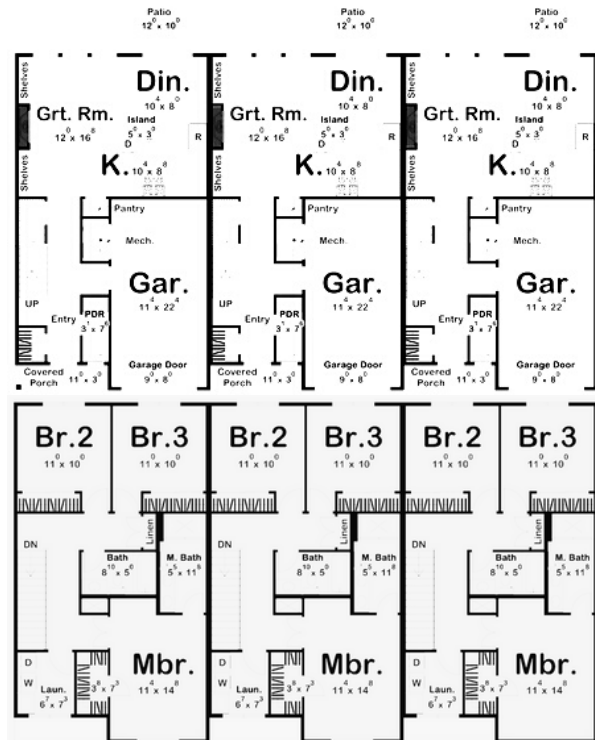


FEATURES-

- 1 Car garage per unit
- Backyard living area
- Walk-in closet off primary bedroom

SALES PRICE-\$300,990

DESCRIPTION- The Bay, our townhome product, is a 1464 sq. ft. unit. This home has 3 bedrooms and 3 bathrooms, and a board and batten façade.



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Upgrade Packages

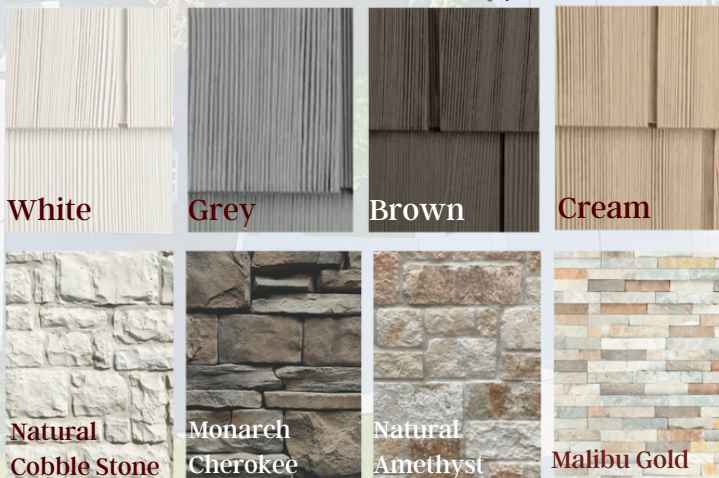
Standard Features on all collections:

- **Exterior:**
 - Energy efficient windows
 - Covered patio
 - Exterior entry lighting
 - Landscaping
 - Smart home locks
 - Ring doorbell and floodlight camera
- **Interior:**
 - Minimum 9' ceilings
 - LED lighting with eco-friendly dimmers
 - Power outlets with USB-C connectors
 - Security system with PIR detectors
 - MDF trim and molding
 - Smart thermostat
 - Smart lighting system
 - Tankless water heater
 - Laminate flooring
 - Standard shutters
- **Insulation:**
 - Blow-in insulation in attic
 - R-22 spray foam on exterior walls
- **Kitchen, Bath, Utility Room**
 - GE Smart Appliances
 - Energy Star Appliances
 - Kohler kitchen faucet
 - LG washer/dryer
 - Granite countertops
 - Bathroom tile
 - Carpeted bedroom

Upgrade Packages on all collections:

- **Exterior**
 - **Outdoor Kitchen Package**
 - Grill
 - Counter-height fridge
 - Pull-out trash
 - Pull-Out storage
 - **Landscaping Package**
 - Increases lighted area
 - Increases area of landscape beds
- **Interior**
 - **Smart Home Security/Automation Package**
 - Crestron Home Management with security monitoring
 - Sonos whole-home audio
 - Lutron rolling shades
 - **Hardwood Flooring Package**
 - Poplar molding, baseboards, & window trim
 - Hardwood floors throughout
 - **Primary Suite Upgrade Package**
 - Upgraded lighting fixtures
 - Quartz counters
 - Fireplace
 - Sonos surround sound
 - Luxe carpet options
 - Furdown
 - **Kitchen, Bath, Utility Room**
 - **Upgraded Bathroom Package**
 - Kohler fixtures
 - Larger mirror
 - Heated master bathroom Floor
 - **Upgraded Kitchen Package**
 - Thermador appliances
 - Galley-style Sink

Exterior Siding Options



Design Method

Whether you are searching for your first home, your forever home, or somewhere to ease you into the area, The Valley at Heritage Green will give you the feeling of being “finally home”. Upon entry into the community, you will feel the sense of welcome and comfort as you ease through the main road. The rental area that consists of every single family attached lot as you enter into in the north side of the neighborhood. These structures are tucked away from our Oak Collection homes to ensure the highest level of luxury for our larger, forever homes. The single family attached collection still has full access to all amenities and in our community. The amenities that have been included in this plan are a gym, hot tubs, conference rooms, and a game room with activities such as foosball, a pool table, ping pong, and much more. Lastly, we plan to have fully stocked ponds in the community for our residents to enjoy.



Lot Availability and Sizing

The Valley at Heritage Green offers 824 lots which consist of 387 50' lots to contain our Cardinal Collection, 96 70' lots to contain our Oak Collection, 147 22' lots to contain our Townhome structures, and 194 35' lots to contain our Duplex structures to sum up our single family attached collection.

Storm Water Management Plan

The proposed storm water management is designed to surface drain the entire project to the south end of The Valley at Heritage Green. We used the existing topography to our advantage to execute draining of all snow melt and rain run off to the south end of our project. We have storm sewer built into the curbs of our streets to drain excess water out of our roads to ensure safe driving conditions year round and prevention of ice. In addition to this, we are using the stream that wraps around the east side of the proposal all the way to the northwest area of the project to redirect water back into the natural stream and water systems.



Legend

-  The Cardinal Collection 50'
-  The Oak Collection 70'
-  The Multifamily Collection Duplexes 35'
-  The Multifamily Collection Townhomes 22'
-  Amenities Center
-  Model Homes

Phasing Plan

Phasing Plan Method

When we are developing our proposal, the construction will be broken up into four phases overall. For phase one, the amenities center- Our amenity center will feature four tennis courts- which can be used as eight pickleball courts, four hot tubs which will include two private gazebos, indoor/outdoor gym facility, a media room, and conference rooms. Continuing in Phase one, we will begin 42 Cardinal Collection lots, one Oak collection lot, 196 River collection structures, and 147 Bay Collection structures. The individual Oak Collection lot built Phase one will be our model home for the Oak Collection. Phase two will follow with 100 Cardinal Collection lots, and we will begin production of 21 Oak Collection homes. Following Phase 3, we will continue to develop 152 Cardinal Collection lots and 21 Oak Collection homes. The last phase of The Valley at Heritage Green will include the last 93 Cardinal Collection lots and 34 Oak Collection lots. The phasing of this project is made to reflect filling the biggest need first,

which is the rental market, and then working our way into the more luxurious Oak Collection structures which will serve as forever homes.

Premium Lots

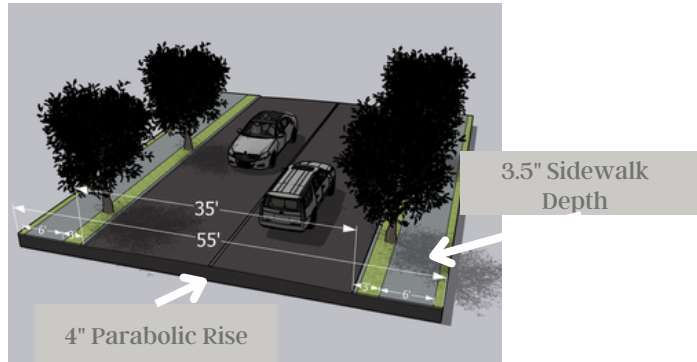
The Valley at Heritage Green offers 440 premium lots within our land plan. These lots are premium because they are close to the amenities center, they back up to green space, they are located on a corner or they are on the bookends of a cul-de-sac. There are 114 - 50' Cardinal Collection lots that are premium because of green space, cul-de-sacs near the amenity center or on a corner. There are 95 - 70' Oak Collection lots that are also premium due to green space, cul-de-sacs and corners. Nearly all townhome lots are premium lots because they back up to green space. There are a total of 105 Townhome lots. Lastly, there are 126 duplex lots that will have a premium price tag.



Product Design

Right-of-Way

The Valley at Heritage Green will have a 55' right-of-way with a 35' road width. This creates a luxurious feel as you drive through our development. This will accommodate a 6' sidewalk width.



Subdivision Entrance

Our subdivision entrance will include a masonry sign with landscape beds surrounding it. The name of our subdivision, The Valley, will be displayed on the masonry sign with LED lighting behind the logo.

Amenity Center

Our amenity center concept will feature four tennis courts (can be used as eight pickleball courts), four hot tubs which have two gazebos, indoor/outdoor gym facility, children's playground, a media room, and conference rooms.



Playground

In addition to other activities in the amenities center, we have included a large playground for young families and children to enjoy. This ensures that the families within our community are able to be active while at home.

Hot Tubs and Other Amenities

Instead of putting in the traditional pool in our amenity center, we have decided to build out four hot tubs for our residents to enjoy. We have chosen hot tubs because of the climate in La Plata. There is an average of 3.5 months where pools could be in use, so we decided to build hot tubs for our residents so their use would be extended throughout the year without concern for temperature.



Texas A&M
12th Man Builders



Texas A&M University, Four-Year Program Production Homes
2023 NAHB Student Competition



Sustainability Analysis

Sustainability for site

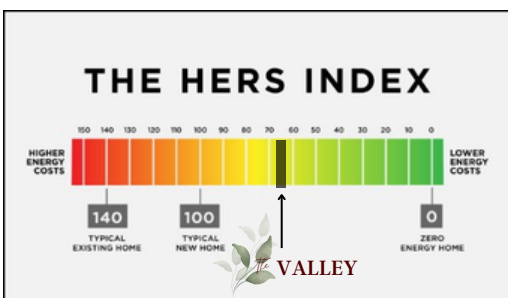
- The Valley at Heritage Green will utilize the installation of silt fencing and silt control measures for stormwater run-off. We will also install boundary fencing to limit the use of construction equipment outside the designated construction areas.
- Towards the end of construction, we will re-landscape and plant trees that will provide shade during the summer and will allow the sun to heat the home during the winter. This will take place because during the summer season the trees will already be in full bloom which can shade the house and reduce temperatures by 8 to 10 degrees. Over the winter season, the tree's leaves will drop and that will allow the sun to penetrate which will heat the inside of the home.
- During the rainy season, we will have the home equipped with a rainwater conservation system. We will have rainwater barrels tied into the gutter lines to collect the water for the homeowners' miscellaneous use.

Sustainability for our Products

- NGBS requires that 75% of building sites be designed with the long side of the structure being oriented within degrees South. We will strive to achieve this on each of our individual sites.
- For our material selection, we will select moisture-resistant adhesives and be compliant with off-gassing specifications. 12th Man Builders will ensure that materials are certified to have low or no urea formaldehyde emissions. Our structures derive from durable construction materials. For our buildings to be durable, the materials that are used must be able to perform their intended function or purpose and enhance life expectancy without undue maintenance. Overall, incorporating durable construction practices not only enhances structure durability but homes will be sustainable and easily maintained by homeowners.
- During construction, we will have on-site performance testing that will include blower door test, duct pressure tests, infrared imaging, energy monitoring, exhaust flows, and combustion gas testing.
- Our HVAC subcontractors' equipment will be sized correctly to our product which will prevent negative impacts such as overconsumption of energy. The perfectly sized system provides maximum comfort, healthy indoor living quality, and it handles moisture correctly. Air Conditioning Contractors of America (AACA) Manual J provides the required heating and cooling loads by evaluating all characteristics of the specific residential home. Our equipment will earn ENERGY STAR ratings.
- The homes will be equipped with smart home thermostats that have an eco-mode designed to help homeowners' energy savings by 10% in an 8-hour day.
- Our homes will also include smart house lighting systems that promote advanced lighting technologies. With the help from this system, we are able to market that our system of choice can reduce lighting energy use in homes by 50-70%.
- Lastly, our homes will be equipped with tankless water heaters as a standard option. We will also be installing WaterSense labeled commodes. These options will also help with water efficiency.

HERS Index

The HERS energy rating is an analysis of a home's energy efficiency. As the HERS rating decreases, there is an exponential increase in savings for the homeowner. In addition, the emissions are much cleaner and the carbon footprint of our homes is reduced. Our community offers products that have a small carbon footprint and a much cleaner environment while maintaining the highest level of quality. We strive to achieve a HERS rating of approximately 65 in our homes.



3.1 Summary

The land development for the Valley at Heritage Green will cost an estimated 49.7 million dollars with a 20% contingency of 8.3 million dollars. Included in the cost is 2.25 million dollars to build turn lanes. The project will last 97 months, from the notice to proceed in May of 2023 to the final closing in April of 2031, for eight years and one month.

Zoning

Heritage Green neighborhood B&C is zoned as a Traditional Development Mixed Use Zone (TDX), allowing for great flexibility. The zoning requirements allow for our development as proposed with only a few actual conditions, such as 25% green space and six-foot-wide sidewalks. Overall green space on the project totals approximately 35%. In addition, 12th Man Builders gave special consideration to the wetland areas, and our land plan minimized the impact of The Valley at Heritage Green will have on the existing ecosystem.

Estimate Overview

The estimate for the project is broken down as follows.

- The land development estimate is built using a detailed quantity takeoff of the land plan.
- A detailed budget is provided for our community center.
- A sticks & bricks estimate for how much the actual construction of each of the products is going to cost.
- The economics for each product line drives our financials which utilize the average column of each product collection.

Schedule Overview

The Valley at Heritage Green schedule is given in Microsoft Projects Gantt chart form and as a month-to-month phasing schedule. They reflect the same information.

- The project is four phases long
- It starts March 1st, 2023
- The first lot will be available in April 2024
- The last closing will happen in April 2031
- Total project duration of 97 months or eight years and one month.

Software used for Construction Management



MS Projects Scheduling



MS Excel Estimating & Scheduling



BlueBeam Revu Estimating



On-Screen Take off 3 Estimating



Utility Plan



Legend

-  Sewer 6"- 2,068 LF
-  Sewer 8"- 20,766 LF
-  Sewer 10"- 7,595 LF
-  Water 8"- 27,798 LF
-  Water 12"- 3,458 LF
-  Manhole- 108 EA



Texas A&M
12th Man Builders



Texas A&M University, Four-Year Program Production Homes
2023 NAHB Student Competition



the VALLEY

6.2 Cost Estimate for Development

Work Type	Activity	Method/ Description	Total Unit Price	Unit	Quantity	Price Per Activity	
Land							
	Land Cost	Cost to Purchase Land	\$6,000,000.00	L.S.	1	\$6,000,000.00	
					Total Cost	\$6,000,000.00	
La Plata Impact Fees							
	Permit Cost		\$255,284.00	LS	1	\$255,284.00	
					Total Cost	\$255,284.00	
Earthwork							
	Earthwork	Lot Clearing to Finish to Grade	\$10,000.00	EA	824	\$8,240,000.00	
	Cut/Fill	Cut and Fill for Roads and Amenities	\$4.58	C.Y.	93,263	\$569,523.00	
	Rough Grade	Rough Grading for Roads and Amenities	\$10.56	C.Y.	124,350	\$1,313,136.00	
	Finish Grade	Finish Grade for Roads and Amenities	\$4.20	S.Y.	1,000,675	\$4,202,835.00	
					Total Cost	\$14,325,494.00	
Infrastructure							
	Excavation	Excavation for Roads and Sidewalks	\$10.00	C.Y.	6,062	\$60,617.78	
	Fill	Sand Beds for Utility	\$1.30	C.Y.	3,031	\$3,940.16	
	Sanitary Sewer	8" PVC	\$30.00	L.F.	30,429	\$912,870.00	
	Underground Electric	Burial Cable, 2"PVC	\$5.00	L.F.	40,917	\$204,585.00	
	Water Main	12" PVC	\$52.00	L.F.	3,458	\$179,816.00	
	Sewer	10" PVC	\$31.00	L.F.	7,595	\$235,445.00	
	Domestic Water	8" PVC	\$28.00	L.F.	20,766	\$581,448.00	
	Manhole	4' Manhole	\$5,200.00	EA	108	\$561,600.00	
	Gas	2" SDR	\$2.10	L.F.	27,767	\$58,311.62	
	Turn Lane	Rosewick to La Plata PWY Turn Lane	\$2,250,000.00	L.S.	1	\$2,250,000.00	
					Total Cost	\$5,048,633.55	
Road Work							
	Subase Prep	6" 3/4" of Stone	\$30.00	C.Y.	19,424	\$582,726.92	
	Lime Mix	Hydrated Lime Mix	\$12.66	S.Y.	100,548	\$1,272,940.87	
	Aggregate Base	6" Gravel Fill	\$37.36	S.Y.	100,548	\$3,756,080.49	
	Wearing	2" Top Coat	\$16.55	S.Y.	100,548	\$1,663,872.47	
	Straight Curb	Curb and Gutter	\$35.61	L.F.	46,324	\$1,649,597.64	
	Radius Curb	Curb and Gutter	\$71.22	L.F.	6,879	\$489,922.38	
	Sidewalks	6' Sidewalk	\$9.51	S.F.	55,618	\$528,927.18	
	Large Culverts	Culvert at Project Entries	\$250,000.00	EA	2	\$500,000.00	
	Small Culverts	Culvert Connecting Parcel B & C	\$25,000.00	EA	1	\$25,000.00	
	ADA Ramps	30" ADA Ramps	\$2,632.00	EA	61	\$160,552.00	
					Total Cost	\$10,629,619.94	
Soil Erosion							
	Silt Fence	24" Install, Maintain, Remove	\$8.19	L.F.	14,324	\$117,313.56	
					Total Cost	\$117,313.56	
Water Detention							
	Earthwork	Excavation, Grading, and Pond Installation	\$10.50	C.Y.	23,006	\$241,565.33	
					Total Cost	\$241,565.33	
Assemblies							
	Light Poles	20' Aluminium	\$5,000.00	EA	162	\$810,314.58	
	Fire Hydrants	3' Bright Red Painted	\$4,500.00	EA	81	\$364,641.56	
	Street Signs	Stop, Street limit, Yield, Crossing, and Posts	\$95,250.00	LS	1	\$95,250.00	
					Total Cost	\$1,270,206.15	
Miscellaneous							
	Construction Safety Signage	Per Spec and City of La Plata	\$45.20	EA	15	\$678.00	
	Mobilization	40' Trailer, Restrooms, and Gated Area	\$250,000.00	LS	1	\$250,000.00	
	Construction Staking		\$50,750.00	LS	1	\$50,750.00	
					Total Cost	\$301,428.00	
Engineering							
	Engineering			LS			
					Total Cost	\$4,421,868.90	
Amenities							
	Community Center Building	See Community Center Budget	\$4,239,647.00	LS	1	\$4,239,647.00	
	Community Entrance		\$300,000.00	EA	2	\$600,000.00	
	Dog Park	Fence and Dog Park Equipment	\$15,000.00	LS	1	\$15,000.00	
	Play Ground	Play Surface and Jungle Gym	\$60,000.00	LS	1	\$60,000.00	
					Total Cost	\$4,914,647.00	
						Total Development cost	\$47,526,060.43
						Contingency	\$8,254,155.29
						Total Development budget	\$55,780,215.72

*Note: Total includes the cost to purchase the land



6.3 Cost Estimate for Amenity Center

Community Center Budget				
Amenity	Unit Cost	Unit	Quantity	Total Cost
Entry Sign	\$ 30,000.00	LS	1.00	\$ 30,000.00
Community Center Building	\$ 3,462,000.00	LS	1.00	\$ 3,462,000.00
Kitchen	\$ 50,000.00	LS	1.00	\$ 50,000.00
Hot Tub	\$ 25,000.00	EA	4.00	\$ 100,000.00
Tennis Courts	\$ 62,500.00	EA	4.00	\$ 250,000.00
Landscaping	\$ 274,500.00	LS	1.00	\$ 274,500.00
			Total Cost	\$ 4,166,500.00
Gym Equipment				
Treadmill	\$ 1,600.00	EA	4.00	\$ 6,400.00
Elliptical	\$ 1,500.00	EA	1.00	\$ 1,500.00
Stationary Bike	\$ 700.00	EA	3.00	\$ 2,100.00
Heavy Bag	\$ 250.00	EA	1.00	\$ 250.00
Dumbbell (set)	\$ 1,500.00	EA	2.00	\$ 3,000.00
Dumbbell Rack	\$ 230.00	EA	2.00	\$ 460.00
Pull Up Bar Station	\$ 500.00	EA	1.00	\$ 500.00
Rower	\$ 900.00	EA	1.00	\$ 900.00
Kettlebell Set	\$ 550.00	EA	1.00	\$ 550.00
Barbell Weights & Bar	\$ 600.00	EA	1.00	\$ 600.00
Barbell Rack	\$ 150.00	EA	1.00	\$ 150.00
Foam Mat	\$ 75.00	EA	5.00	\$ 375.00
Foam Mat Hanger	\$ 50.00	EA	1.00	\$ 50.00
Gym Mirror Wall	\$ 1,800.00	EA	2.00	\$ 3,600.00
			Total Cost	\$ 20,435.00
Electronics				
Security System	\$ 12,000.00	EA	1.00	\$ 12,000.00
Microwave	\$ 556.00	EA	2.00	\$ 1,112.00
Fridge	\$ 2,600.00	EA	1.00	\$ 2,600.00
50" TV	\$ 600.00	EA	4.00	\$ 2,400.00
65" TV	\$ 1,000.00	EA	1.00	\$ 1,000.00
Coffee Machine	\$ 1,564.00	EA	1.00	\$ 1,564.00
			Total Cost	\$ 20,676.00
Furniture				
Clubhouse Couch	\$ 1,750.00	EA	2.00	\$ 3,500.00
Clubhouse TV Stand	\$ 650.00	EA	2.00	\$ 1,300.00
Clubhouse Chair	\$ 450.00	EA	4.00	\$ 1,800.00
Clubhouse Table	\$ 1,900.00	EA	1.00	\$ 1,900.00
Clubhouse Coffee Table	\$ 2,500.00	EA	2.00	\$ 5,000.00
Pool Recliner	\$ 165.00	EA	15.00	\$ 2,475.00
Covered Gazebo	\$ 6,370.00	EA	2.00	\$ 12,740.00
Cushioned Patio Chair/Table Set	\$ 500.00	EA	2.00	\$ 1,000.00
Fire Pit	\$ 582.00	EA	1.00	\$ 582.00
Conference Room Chair	\$ 145.00	EA	6.00	\$ 870.00
Conference Room Table	\$ 869.00	EA	1.00	\$ 869.00
			Total Cost	\$ 32,036.00
Total Community Center Cost				\$ 4,239,647.00



6.4.1 Sticks and Bricks & Economic Model Cardinal Collection

Finch		
Square Footage:	1440	Cardinal
CATEGORY	COST PER CATEGORY	% of TOTAL
Foundation	\$ 22,429.44	16%
Framing	\$ 32,242.32	23%
Exterior Envelope	\$ 36,447.84	26%
Mechanical	\$ 7,009.20	5%
Roofing	\$ 4,205.52	3%
Interiors	\$ 19,625.76	14%
Insulation	\$ 7,009.20	5%
Electrical	\$ 5,607.36	4%
Specialties	\$ 5,607.36	4%
TOTAL	\$ 140,184.00	100%

Crane		
Square Footage:	1728	Cardinal
CATEGORY	COST PER CATEGORY	% of TOTAL
Foundation	\$ 25,513.06	15%
Framing	\$ 40,820.89	24%
Exterior Envelope	\$ 44,222.63	26%
Mechanical	\$ 11,906.09	7%
Roofing	\$ 5,102.61	3%
Interiors	\$ 23,812.19	14%
Insulation	\$ 8,504.35	5%
Electrical	\$ 5,102.61	3%
Specialties	\$ 5,102.61	3%
TOTAL	\$ 170,087.04	100%

Hummingbird		
Square Footage:	1913	Cardinal
CATEGORY	COST PER CATEGORY	% of TOTAL
Foundation	\$ 30,182.55	16%
Framing	\$ 52,819.46	28%
Exterior Envelope	\$ 30,182.55	16%
Mechanical	\$ 16,977.68	9%
Roofing	\$ 5,659.23	3%
Interiors	\$ 30,182.55	16%
Insulation	\$ 3,772.82	2%
Electrical	\$ 9,432.05	5%
Specialties	\$ 9,432.05	5%
TOTAL	\$ 188,640.93	100%

Sticks and Bricks Break Down				
Cardinal				
	Plan	SF	Cost	Cost per SF
1	Finch	1,440	\$ 140,184.00	\$ 97.35
2	Crane	1,728	\$ 170,087.04	\$ 98.43
3	Humming	1,913	\$ 188,640.93	\$ 98.61
4	Sparrow	2,178	\$ 220,914.54	\$ 101.43
5	Oriele	2,311	\$ 236,900.61	\$ 102.51

Sparrow		
Square Footage:	2178	Cardinal
CATEGORY	COST PER CATEGORY	% of TOTAL
Foundation	\$ 35,346.33	16%
Framing	\$ 61,856.07	28%
Exterior Envelope	\$ 35,346.33	16%
Mechanical	\$ 19,882.31	9%
Roofing	\$ 6,627.44	3%
Interiors	\$ 35,346.33	16%
Insulation	\$ 4,418.29	2%
Electrical	\$ 11,045.73	5%
Specialties	\$ 11,045.73	5%
TOTAL	\$ 220,914.54	100%

Oriele		
Square Footage:	2311	Cardinal
CATEGORY	COST PER CATEGORY	% of TOTAL
Foundation	\$ 37,904.10	16%
Framing	\$ 66,322.17	28%
Exterior Envelope	\$ 37,904.10	16%
Mechanical	\$ 21,321.05	9%
Roofing	\$ 7,107.02	3%
Interiors	\$ 37,904.10	16%
Insulation	\$ 4,738.01	2%
Electrical	\$ 11,845.03	5%
Specialties	\$ 11,845.03	5%
TOTAL	\$ 236,900.61	100%

Economic Model: Cardinal Collection

Model Name:	Cardinal						Average Cardinal
	Finch	Crane	Hummingbird	Sparrow	Oriele		
Living Area	1,440	1,728	1,913	2,178	2,311	1,914	
Base Sales Price	365,990	425,990	450,990	475,990	500,990	443,990	
Options & Upgrades	36,599	42,599	45,099	47,599	50,099	44,399	
Lot Premiumn	3,941	3,941	3,941	3,941	3,941	3,941	
Concessions	-70,000	-70,000	-70,000	-70,000	-70,000	-70,000	
Total Sales Price	336,530	402,530	430,030	457,530	485,030	422,330	
Direct Costs							
Lot Costs	77,271	77,271	77,271	77,271	77,271	77,271	
Sticks & Bricks	140,184	170,087	188,641	220,915	220,915	188,148	
Constr Variance	2,103	2,551	2,830	3,314	3,314	2,822	
Options & Upgrades	24,399	28,399	30,066	31,733	33,399	29,599	
Lot Premiumn	394	394	394	394	394	394	
Total Direct Cost	244,351	278,702	299,201	333,626	335,292	298,235	
Gross Margins	92,179	123,827	130,828	123,904	149,737	124,095	
Indirects							
Construction O/H	10,096	12,076	12,901	13,726	14,551	12,670	
Cosing Costs	6,731	8,051	8,601	9,151	9,701	8,447	
In House	6,731	8,051	8,601	9,151	9,701	8,447	
Realtors	5,048	6,038	6,450	6,863	7,275	6,335	
Property Tax	2,524	3,019	3,225	3,431	3,638	3,167	
City Fees	14,034	14,034	14,034	14,034	14,034	14,034	
Transfer Tax	1,683	2,013	2,150	2,288	2,425	2,112	
School Seat Fee	13,000	13,000	13,000	13,000	13,000	13,000	
Warranty	1,346	1,610	1,720	1,830	1,940	1,689	
Total Indirects	61,192	67,891	70,682	73,473	76,265	69,900	
Net Construction Margin	30,987	55,936	60,146	50,431	73,473	54,195	



6.4.2 Sticks and Bricks & Economic Model Oak Collection

Birch			
Square Footage:	2465		Oak
CATEGORY	COST PER CATEGORY	% of TOTAL	
Foundation	\$ 41,108.31	16%	
Framing	\$ 71,939.55	28%	
Exterior Envelope	\$ 43,677.58	17%	
Mechanical	\$ 20,554.16	8%	
Roofing	\$ 7,707.81	3%	
Interiors	\$ 41,108.31	16%	
Insulation	\$ 5,138.54	2%	
Electrical	\$ 12,846.35	5%	
Specialties	\$ 12,846.35	5%	
TOTAL	\$ 256,926.95	100%	

Cypress			
Square Footage:	2641		Oak
CATEGORY	COST PER CATEGORY	% of TOTAL	
Foundation	\$ 44,195.55	16%	
Framing	\$ 77,342.21	28%	
Exterior Envelope	\$ 44,195.55	16%	
Mechanical	\$ 24,860.00	9%	
Roofing	\$ 8,286.67	3%	
Interiors	\$ 44,195.55	16%	
Insulation	\$ 5,524.44	2%	
Electrical	\$ 13,811.11	5%	
Specialties	\$ 13,811.11	5%	
TOTAL	\$ 276,222.19	100%	

Willow			
Square Footage:	3243		Oak
CATEGORY	COST PER CATEGORY	% of TOTAL	
Foundation	\$ 52,663.08	15%	
Framing	\$ 98,304.41	28%	
Exterior Envelope	\$ 66,706.56	19%	
Mechanical	\$ 17,554.36	5%	
Roofing	\$ 14,043.49	4%	
Interiors	\$ 56,173.95	16%	
Insulation	\$ 10,532.62	3%	
Electrical	\$ 17,554.36	5%	
Specialties	\$ 17,554.36	5%	
TOTAL	\$ 351,087.18	100%	

Sticks and Bricks Break Down				
Oak				
	Plan	SF	Cost	Cost per SF
1	Birch	2,465	\$ 256,926.95	\$ 104.23
2	Cypress	2,641	\$ 276,222.19	\$ 104.59
3	Cedar	2,891	\$ 307,689.13	\$ 106.43
4	Willow	3,243	\$ 351,087.18	\$ 108.26
5	Magolia	3,494	\$ 382,872.52	\$ 109.58

Willow			
Square Footage:	3243		Oak
CATEGORY	COST PER CATEGORY	% of TOTAL	
Foundation	\$ 52,663.08	15%	
Framing	\$ 98,304.41	28%	
Exterior Envelope	\$ 66,706.56	19%	
Mechanical	\$ 17,554.36	5%	
Roofing	\$ 14,043.49	4%	
Interiors	\$ 56,173.95	16%	
Insulation	\$ 10,532.62	3%	
Electrical	\$ 17,554.36	5%	
Specialties	\$ 17,554.36	5%	
TOTAL	\$ 351,087.18	100%	

Magolia			
Square Footage:	3494		Oak
CATEGORY	COST PER CATEGORY	% of TOTAL	
Foundation	\$ 57,430.88	15%	
Framing	\$ 107,204.31	28%	
Exterior Envelope	\$ 72,745.78	19%	
Mechanical	\$ 19,143.63	5%	
Roofing	\$ 15,314.90	4%	
Interiors	\$ 61,259.60	16%	
Insulation	\$ 11,486.18	3%	
Electrical	\$ 19,143.63	5%	
Specialties	\$ 19,143.63	5%	
TOTAL	\$ 382,872.52	100%	

Economic Model: Oak Collection

Model Name:	Oak											
	Birch		Cypress		Cedar		Willow		Magolia		Average Oak	
Living Area	2,465		2,641		2,891		3,243		3,494		2,947	
Base Sales Price	555,990		577,990		595,990		633,990		653,990		603,590	
Options & Upgrades	55,599		57,799		59,599		63,399		65,399		60,359	
Lot Premiumn	42,896		42,896		42,896		42,896		42,896		42,896	
Concessions	-20,000		-20,000		-20,000		-20,000		-20,000		-20,000	
Total Sales Price	634,485	100.0%	658,685	100.0%	678,485	100.0%	720,285	100.0%	742,285	100.0%	686,845	100.0%
Direct Costs												
Lot Costs	108,179	17.0%	108,179	16.4%	108,179	15.9%	108,179	15.0%	108,179	14.6%	108,179	15.8%
Sticks & Bricks	256,927	40.5%	276,222	41.9%	307,689	45.3%	351,087	48.7%	382,873	51.6%	314,960	45.9%
Constr Variance	3,854	0.6%	4,143	0.6%	4,615	0.7%	5,266	0.7%	5,743	0.8%	4,724	0.7%
Options & Upgrades	37,066	5.8%	38,533	5.8%	39,733	5.9%	42,266	5.9%	43,599	5.9%	40,239	5.9%
Lot Premiumn	4,290	0.7%	4,290	0.7%	4,290	0.6%	4,290	0.6%	4,290	0.6%	4,290	0.6%
Total Direct Cost	410,316	64.7%	431,367	65.5%	464,506	68.5%	511,088	71.0%	544,684	73.4%	472,392	68.8%
Gross Margins	224,169	35.3%	227,318	34.5%	213,979	31.5%	209,197	29.0%	197,601	26.6%	214,453	31.2%
Indirects												
Construction O/H	19,035	3.0%	19,761	3.0%	20,355	3.0%	21,609	3.0%	22,269	3.0%	20,605	3.0%
Cosing Costs	12,690	2.0%	13,174	2.0%	13,570	2.0%	14,406	2.0%	14,846	2.0%	13,737	2.0%
In House	12,690	2.0%	13,174	2.0%	13,570	2.0%	14,406	2.0%	14,846	2.0%	13,737	2.0%
Realtors	9,517	1.5%	9,880	1.5%	10,177	1.5%	10,804	1.5%	11,134	1.5%	10,303	1.5%
Property Tax	4,759	0.8%	4,940	0.8%	5,089	0.8%	5,402	0.8%	5,567	0.8%	5,151	0.8%
City Fees	14,034	2.2%	14,034	2.1%	14,034	2.1%	14,034	1.9%	14,034	1.9%	14,034	2.0%
School Seat Fee	13,000	2.0%	13,000	2.0%	13,000	1.9%	13,000	1.8%	13,000	1.8%	13,000	1.9%
Transfer Tax	3,172	0.5%	3,293	0.5%	3,392	0.5%	3,601	0.5%	3,711	0.5%	3,434	0.5%
Warranty	2,538	0.4%	2,635	0.4%	2,714	0.4%	2,881	0.4%	2,969	0.4%	2,747	0.4%
Total Indirects	91,434	14.4%	93,891	14.3%	95,900	14.1%	100,143	13.9%	102,376	13.8%	96,749	14.1%
Net Construction Margin	132,735	20.9%	133,427	20.3%	118,079	17.4%	109,054	15.1%	95,225	12.8%	117,704	17.1%



6.4.3 Sticks and Bricks & Economic Model Townhome and Duplex

Duplex			Townhome		
Square Footage:	1535	Duplex	Square Footage:	1464	Townhome
CATEGORY	COST PER CATEGORY	% of TOTAL	CATEGORY	COST PER CATEGORY	% of TOTAL
Foundation	\$ 23,395.86	16%	Foundation	\$ 22,283.25	16%
Framing	\$ 40,942.75	28%	Framing	\$ 38,995.69	28%
Exterior Envelope	\$ 23,395.86	16%	Exterior Envelope	\$ 22,283.25	16%
Mechanical	\$ 13,160.17	9%	Mechanical	\$ 13,927.03	10%
Roofing	\$ 4,386.72	3%	Roofing	\$ 4,178.11	3%
Interiors	\$ 23,395.86	16%	Interiors	\$ 20,890.55	15%
Insulation	\$ 2,924.48	2%	Insulation	\$ 2,785.41	2%
Electrical	\$ 7,311.21	5%	Electrical	\$ 8,356.22	6%
Specialties	\$ 7,311.21	5%	Specialties	\$ 5,570.81	4%
TOTAL	\$ 146,224.10	100%	TOTAL	\$ 139,270.32	100%

Sticks and Bricks Break Down			
Floor Plan	SF	Cost	Cost per SF
Townhome	1,464	\$ 139,270.32	95.13
Duplex	1,535	\$ 146,224.10	95.26

Economic Model: SF Attached

	Townhome		Duplex	
Living Area	1,464		1,535	
Base Sales Price	300,990		320,990	
Options & Upgrades	30,099		32,099	
Lot Premiumn	7,905		10,263	
Concessions	-20,000		-20,000	
Total Sales Price	318,994	100.0%	343,352	100.0%
Direct Costs				
Lot Costs	33,999	10.7%	54,090	15.8%
Sticks & Bricks	139,270	43.7%	146,224	42.6%
Constr Variance	2,089	0.7%	2,193	0.6%
Options & Upgrades	20,066	6.3%	21,399	6.2%
Lot Premiumn	790	0.2%	1,026	0.3%
Total Direct Cost	196,215	61.5%	224,933	65.5%
Gross Margins	122,779	38.5%	118,419	34.5%
Indirects				
Construction O/H	9,570	3.0%	10,301	3.0%
Cosing Costs	6,380	2.0%	6,867	2.0%
In House	6,380	2.0%	6,867	2.0%
Realtors	4,785	1.5%	5,150	1.5%
Property Tax	2,392	0.8%	2,575	0.8%
City Fees	14,034	4.4%	14,034	4.1%
Transfer Tax	1,595	0.5%	1,717	0.5%
School Seat Fee	13,000	4.1%	13,000	3.8%
Warranty	1,276	0.4%	1,373	0.4%
Total Indirects	59,412	18.6%	61,884	18.0%
Net Construction Margin	63,367	19.9%	56,535	16.5%

6.5.1 Phasing Schedule

To achieve the schedule for each of our product lines, our company utilizes an 85-point construction schedule that is subdivided into 12 stages:

- 0. Start Process
- 1. Lot Preparation
- 2. Slab Stage
- 3. Rough Grade Stage
- 4. Frame Stage
- 5. Cornice & Shingles
- 6. MEP Rough-in
- 7. Drywall Stage
- 8. Int. Trim & Cabinets
- 9. Final Grade
- 10. MEP Trim
- 11. Inspection Ready
- 12. Buyers Walks

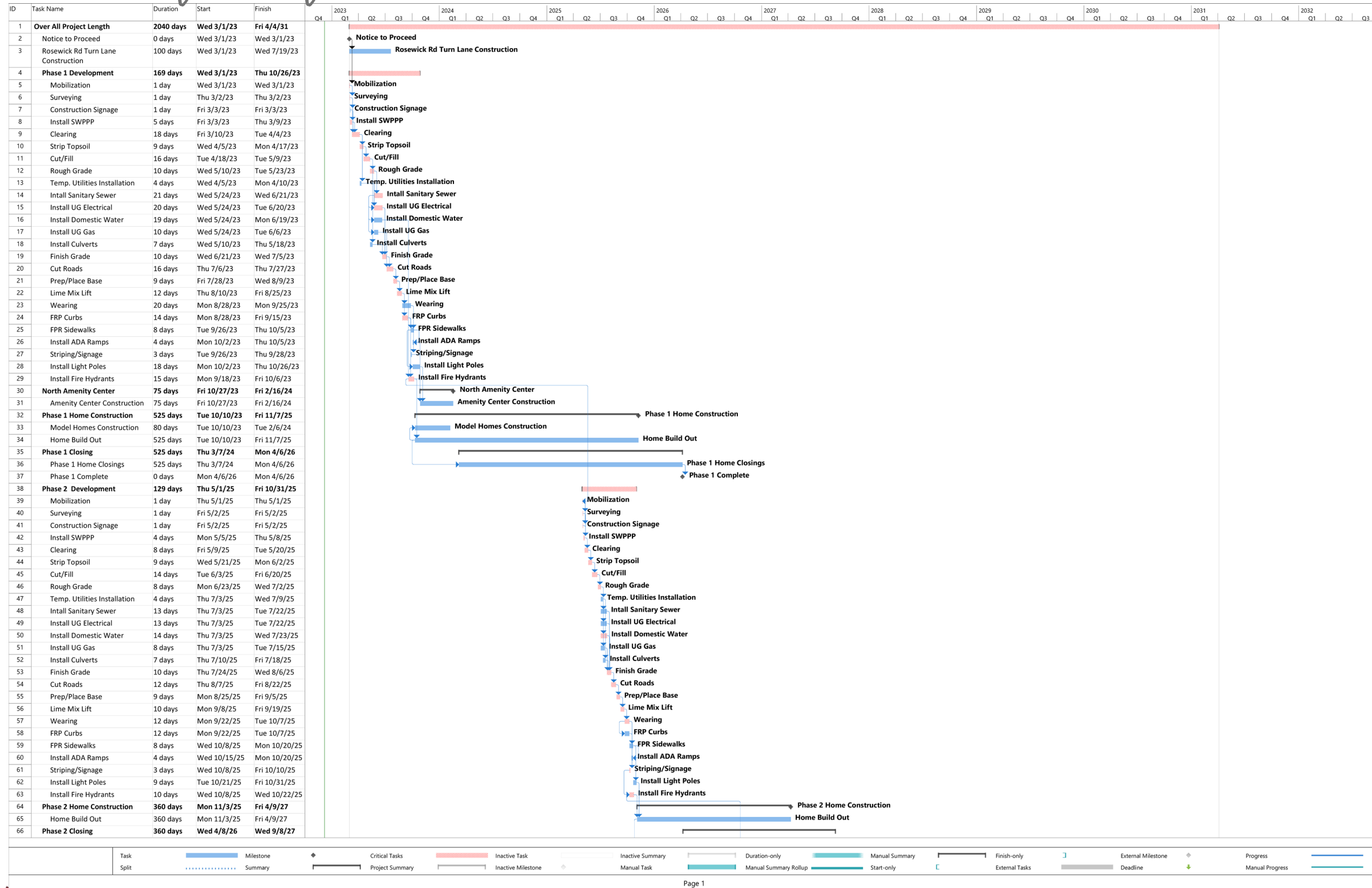
Individual House Schedule	
Series	Duration (Months)
Cardinal	5
Oak	7
Townhomes	5
Duplex	6

Phasing Schedule			
	Start	Duration	End
Land Acquisition	1	1	1
Engineering / Platting	1	1	1
Rosewick Rd Turn Lanes	1	4	4
Phase 1			
Amenities	8	4	11
Development	1	7	7
Construction	8	25	32
Closing	13	25	37
Phase 2			
Development	27	5	31
Construction	33	17	49
Closing	38	17	54
Phase 3			
Amenities	49	2	50
Development	44	5	48
Construction	50	26	75
Closing	55	26	80
Phase 4			
Development	71	5	75
Construction	76	17	92
Closing	81	17	97
		Total Length in Months 97	
		Total Number of Years 8.08	

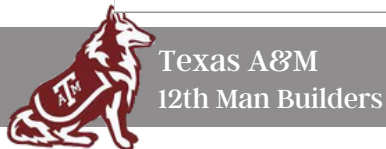
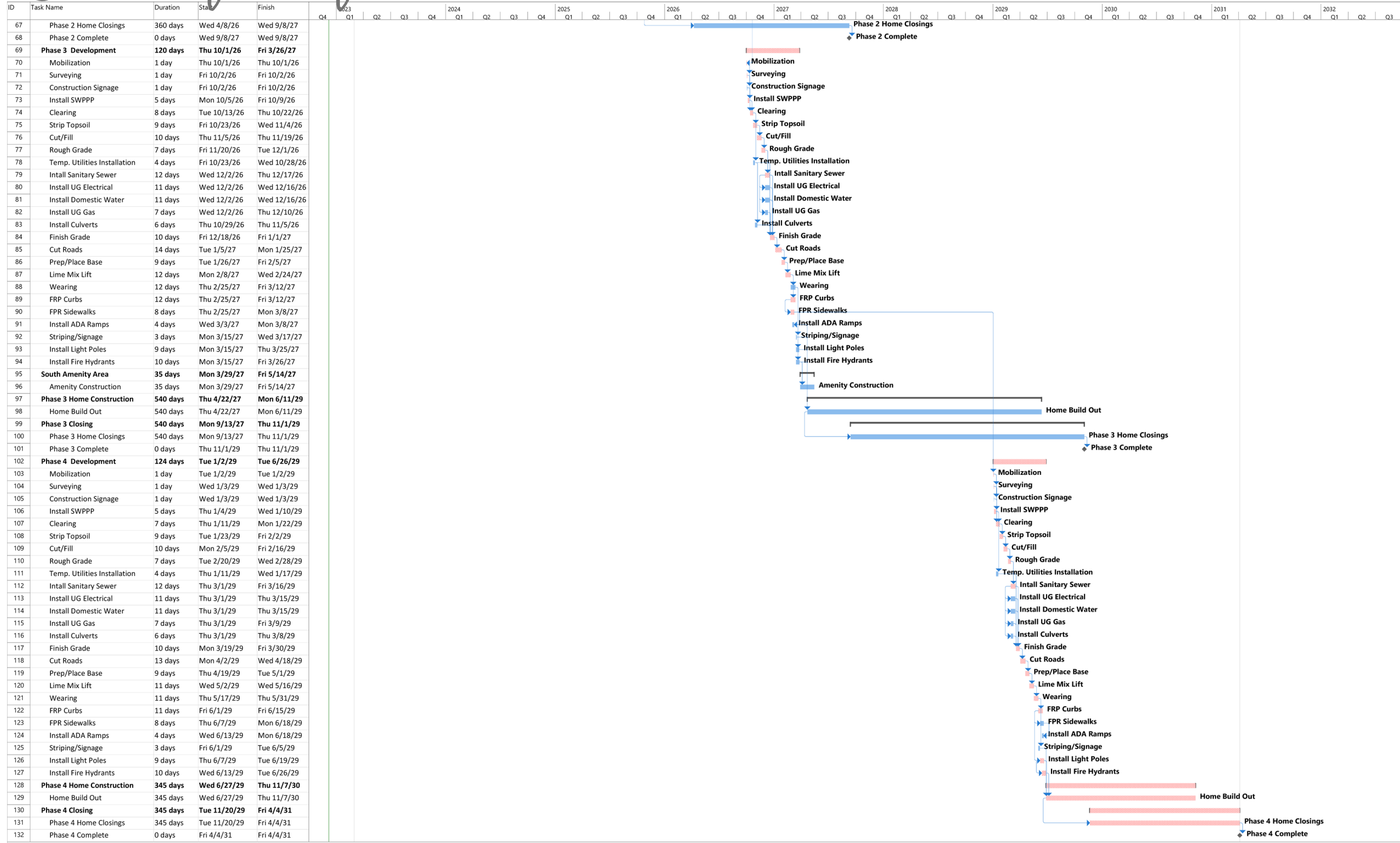
Duration above is given in months



Construction Management



Construction Management



Project Management

Summary

12th Man Construction is committed to building quality homes in a reasonable time while ensuring a safe work environment and meeting all standards and requirements for safety and environmental protection. To make certain that the homebuyer's experience is nothing but excellent, 12th Man Construction guarantees a clean job site and a final product with foolproof foundations that do not leak or flood. This goal will be attained by the staffing of different phases and smooth workflow. During phase one, there will be one Area Construction Manager reporting to the V.P of Operations, and overseeing the construction of the entire development. The phase one team will also consist of one senior builder working over another builder in the construction of townhomes and duplexes. Two more builders will be overseeing construction of the 50/70 foot lots. The team will also include one Assistant Builder/Warranty Manager along with two Sales Managers and two Hostesses. During phases 2-4 there will be a change in the removal of the Senior Builder position due to the lower number of house that will be constructed. There will be one Hostess that will be supporting the marketing for the community in collaboration with corporate offices and area realtors.

Temporary Facilities

Portable Toilets- 12th Man Construction will lease portable toilets through a local company and ensure there are two toilets for every three job sites. Along with this, there will be one hand washing station for every two portable toilets.

Temporary Offices- In the early phases of construction, there will be a job site trailer that will serve as a central command location. Here, our crew will be briefed on the day's projects; all permits and site documents will be located here as well.

Trash Containers- There will be two to three dumpsters for each phase of construction. These will be leased by a local company and we will have scheduled pick ups weekly. Each job site will also include a trash box that is made out of plywood and 2x4s. Subcontractors will be reminded to place trash inside the box or face fines if the site is left dirty.

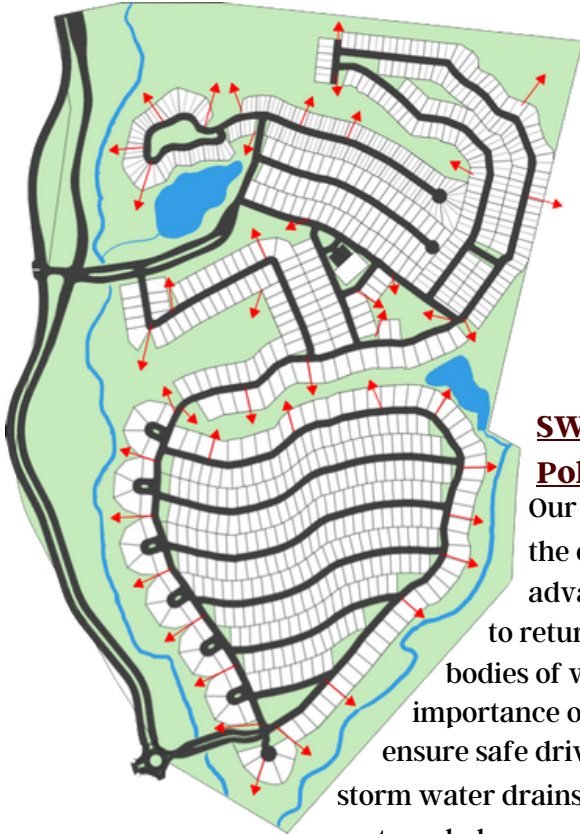
Material Delivery- Materials will be delivered to each job site individually and released by PO with consideration to traffic in and out of the neighborhood. Our team will work with a tracking software to ensure on time deliveries and record damaged or missing products. A designated area will be set aside for storage of materials that are not being used right away.

Temporary Utilities- T-Poles will be located on every lot placed after the lot is benched and before construction for use by our contractors and subcontractors. Our team will also be utilizing the final water meter as soon as the lot is benched.

Project Management

Disturbance Mitigation

12th Man Builders prioritizes other land and home owners livelihood during construction. We will make them aware of when construction is beginning. Our team is open to suggestions from residents on how to be even more efficient and reduce disturbance during construction. One of the main ways we ensure a hassle free project is with regular street cleaning and proper methods of delivery for materials including bull rock entrances. Lastly, concrete washout areas will be available in every phase near the location of the lots next in line for construction.



Dust Control

We will adhere to OSHA standards to ensure quality dust control of our site. Silt fencing and frequent sprays will be conducted to ensure dust particles will stay within our site and out of the community. Additionally to control smaller dust particles, all equipment will undergo a water-spray to wash off any excess fine particles. Workers will have access to wash sites.

SWPPP. Stormwater

Pollution Prevention Plan

Our storm water plan previously touched on the uses of the existing grade in The Valley at Heritage Green to our advantage. We have strategically redirected run off water to return back to the natural ecosystem of streams and bodies of water nearby. Additionally we understand the importance of keeping water and snow run-off out of roads to ensure safe driving and ice prevention. In light of this we have placed storm water drains into the curbs to drain water back into the sewer systems below our concrete. Chemicals will have designated disposal areas to prevent them from polluting clean water.

Access for New Residents

The Valley will provide a clean main road for residents to access finished homes after each phase is complete. Regular street cleaning and trash pick ups will be conducted throughout construction. To be most cost efficient, work trucks and deliveries will be brought through the same main road.

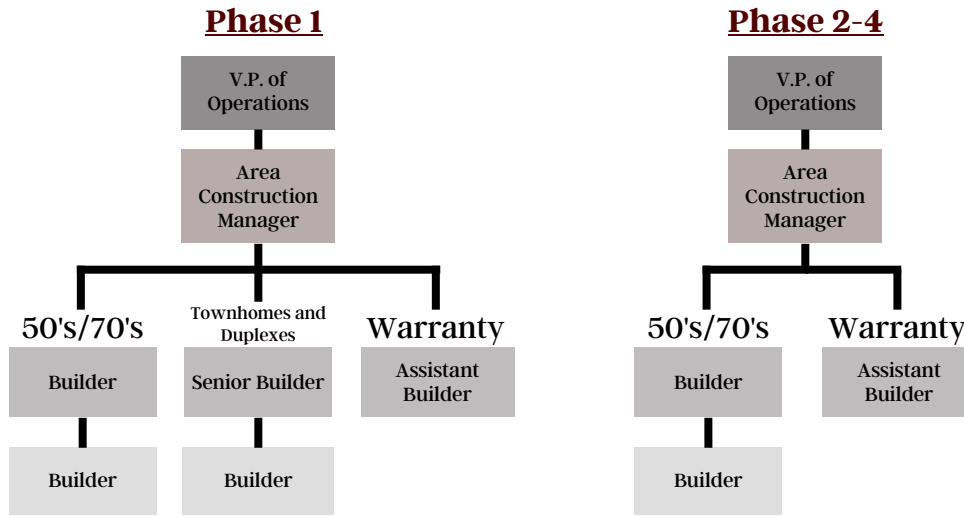
Site Security

Our site security plan verifies all employees and deliveries. For theft prevention, we will install four STARCOMM surveillance trailers at each entrance. These trailers have 360 degree surveillance, including 25x zoom, thermal cameras, and license plate recognition.



Project Management

Construction Team



One Area Construction Manager

The area construction manager will be in charge of managing the financials, schedule, and procurement of all materials for the homes in our development. The area Construction manager will be responsible for the community in all phases of construction and report to the V.P of operations as necessary.



One Senior Builder (Phase 1)

There will be one senior builder during phase 1 of construction that will oversee the build out of our townhomes and duplexes. Our senior builder will be in charge of monitoring inventories, communicating with customers, and most importantly determining the scope of work.



Five Builders (3 for Phase 1 & 2 for Phases 2-4)

Our three builders in phase 1 will be in charge of managing subcontractors, ensuring that quality is met, and make sure that specific needs are met with customers. The same two builders will continue into phases 2-4 that began work on the 50's and 70's in phase 1 and will continue to ensure quality work.



One Warranty Manager/ Assistant Builder

Our warranty manager will handle all warranty issues from replacements to maintenance calls that are covered under our 10-5-1 warranty.

Project Management

Sales Team



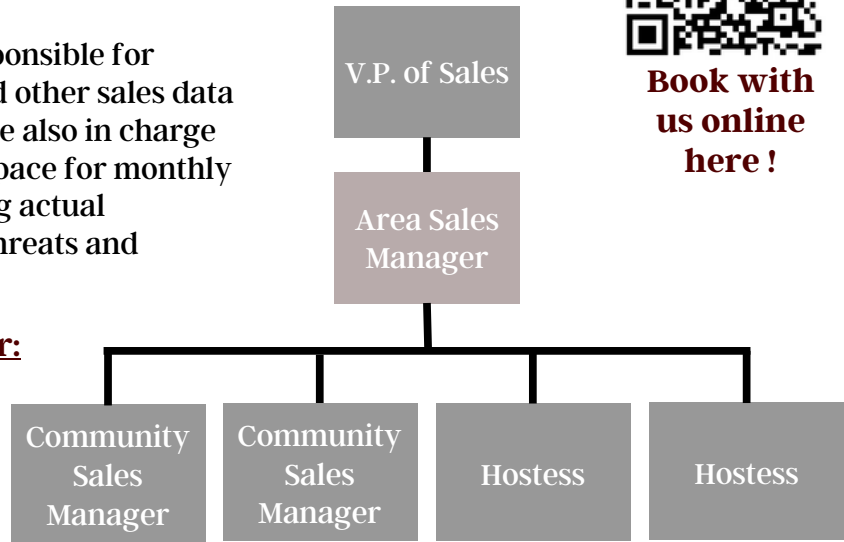
Book with us online here !

Area Sales Manager:

The Area Sales Manager is responsible for analyzing the sales reports and other sales data for their communities. They are also in charge of keeping their managers on pace for monthly and yearly closings by tracking actual absorption rates and finding threats and solutions to home sales.

Community Sales Manager:

The Community Sales Managers will oversee the sales and marketing of our entire project. They will prioritize the absorption rate of each series. On top of earning a 2% commission on every SFD home sold, these team members will earn 25% of any unused Sales Concession.



Hostess:

Our hostess will be located in the model home to facilitate model home tours to prospective customers. While their main job is giving a great first impression to our cherished customers, they are also in charge of caring for our model homes.

Model Homes

The model homes in The Valley at Heritage Green are in three locations throughout the neighborhood. The Cardinal and Oak collection model homes are at the entrance of the neighborhood to ensure maximized accessibility and curb appeal. We want our products to be one of the first things our buyer sees as they enter the neighborhood.



The two models from our single-family attached collection are however in different areas from our other model homes. This is because they have been platted to be in a block, away from our higher-end models. We want to ensure the height of luxury for those building and buying our larger homes; therefore, we have separated the model homes as well. This additionally takes away the issue of having a single-family attached structure away from the rest of the single-family attached dwellings.



Warranty

All homes built by 12th Man Builders will be warrantied by our premier 1-5-10 warranty program. Our warranty program is outlined below, however, this means that each of our customers will have peace of mind and happiness. We pride ourselves in ensuring our customers don't have to worry about small problems that happen right after construction or the bigger problems that happen later on down the road.

1 Year - Our customers have exactly one year after closing to seek in-house repair for any minor workmanship damages caused by moving or even our cherished families.

5 Year - For five years we give our customers a warranty on all mechanical equipment in the home, including, but not limited to water heaters, air conditioners, and electric panels.

10 Year - The longest warranty that 12th Man Builders provides is for major structural problems that could occur in the home.

HOA Fees

The annual HOA fee for customers that purchase a home from us will be \$1,260 (a detailed fee schedule of HOA fees can be seen below). These costs will be used directly for landscaping, amenity management, and other neighborhood costs until half of all planned homes are closed. At this point, our sales department will begin to turn the HOA duties over to the new residents. By the end of our project, all members of The Valley's HOA will be residents and have the task of keeping up with the community in any way that seems fit.

HOA Fees	
Name	Cost Per Year
Landscaping	\$ 50,000
Pool Maintenance	\$ 5,000
Infrastructure Maintenance	\$ 10,000
Utilities	\$ 16,500
Miscellaneous	\$ 5,000
Total cost:	\$ 86,500
Monthly Fee Per House	\$ 104.98
Yearly Cost	\$ 1,260

Monthly
\$104.98

Yearly
\$1,260



Construction Overhead

CONSTRUCTION OVERHEAD					
No.	DESCRIPTION	UNIT	QUANTITY	COST *	TOTAL
1	Area Construction Manager	YR	4	\$ 175,500.00	\$ 702,000.00
2	Sr. Builder Townhomes/Duplexes	YR	2.1	\$ 117,000.00	\$ 245,700.00
3	Builder 50's and 70's	YR	8.92	\$ 97,500.00	\$ 869,700.00
4	Builder 50's and 70's	YR	8.92	\$ 97,500.00	\$ 869,700.00
5	Builder Townhomes/Duplexes	YR	2.1	\$ 97,500.00	\$ 204,750.00
6	Builder Townhomes/Duplexes	YR	2.1	\$ 97,500.00	\$ 204,750.00
7	Assistant Builder/ Warrenty	YR	8.92	\$ 84,500.00	\$ 753,740.00
8	Construction Bonuses	EA	824	\$ 2,000.00	\$ 1,648,000.00
9	Port-a-Potty	EA	550	\$ 1,150.00	\$ 632,500.00
10	Street Cleaning	MO	94	\$ 295.00	\$ 27,730.00
11	Utilities	MO	94	\$ 1,200.00	\$ 112,800.00
12	Phones	MO	430	\$ 500.00	\$ 215,000.00
13	Grass Mowing	MO	76	\$ 2,000.00	\$ 152,000.00
14	First Aid	EA	7	\$ 500.00	\$ 3,500.00
15	PPE	EA	9	\$ 50.00	\$ 450.00
16	Site Security	YR	9	\$ 144,000.00	\$ 1,296,000.00
17	Progress Photos	MO	94	\$ 1,500.00	\$ 141,000.00
18	Marketing	EA	483	\$ 1,500.00	\$ 724,500.00
19	Phase 1 Builders Risk	LS	1	\$ 5,594.00	\$ 5,594.00
20	Phase 2 Builders Risk	LS	1	\$ 20,475.00	\$ 20,475.00
21	Phase 3 Builders Risk	LS	1	\$ 10,828.00	\$ 10,828.00
22	Phase 4 Builders Risk	LS	1	\$ 72,190.00	\$ 72,190.00
23	(Phase 1) 1:2 General liability w/ \$10,000,000 GU	LS	1	\$ 33,500.00	\$ 33,500.00
24	(Phase 2) 1:2 General liability w/ \$10,000,000 GU	LS	1	\$ 122,850.00	\$ 122,850.00
25	(Phase 3) 1:2 General liability w/ \$10,000,000 GU	LS	1	\$ 64,966.00	\$ 64,966.00
26	(Phase 4) 1:2 General liability w/ \$10,000,000 GU	LS	1	\$ 43,312.00	\$ 43,312.00
27	Contingency (10%)	LS	1	\$ 917,753.50	\$ 917,753.50
	*Labor load 1.3			Total Construction Overhead	\$ 10,095,288.50

Expected Sales per Phase

At 12th Man Builders we strive for productivity and a quick turn around time to ensure there is no revenue wasted. Due to our high standards we are seeing the following start rates below for our phases, and are expecting great success with our homes.

Size	Rate	Phase 1		Phase 2		Phase 3		Phase 4	
		# lots	Duration	# lots	Duration	# lots	Duration	# lots	Duration
50	6	42	7	100	17	152	26	93	16
70	2	1	1	21	11	40	20	34	17
Townhome	10	147	15	0	0	0	0	0	0
Duplex	8	194	25	0	0	0	0	0	0
		384	25	121	17	192	26	127	17
		Phase 1 Lot Count	Phase 1 Duration	Phase 2 Lot Count	Phase 2 Duration	Phase 3 Lot Count	Phase 3 Duration	Phase 4 Lot Count	Phase 4 Duration





Home Who We Are Contact Our Products

ABOUT THE VALLEY

Whether you are searching for your first home or your forever home, or somewhere to ease you into the area, The Valley at Heritage Green will give you the feeling of being "finally home". Upon entry into the community, you will feel the sense of welcoming, hominess and comfort as you ease through the main road. The rental area that consists of every single family attached lot as you ease into in the north side of the neighborhood. These structures are tucked away from our Oak Collection homes to ensure the highest level of luxury for our larger, forever home. The single family attached Collection still have full access to all amenities and in our community. The amenities that have been included in this plan are a gym, pool, conference room, and game room with activities such as foosball, pool table, ping pong, and much more. Lastly, we plan to have fully stocked ponds in the community for our residents to enjoy.



OUR TEAM

Below this, you will get to meet our team. We pride ourselves with personnel who are looking for your best interest and offering a quality experience when purchasing your home. We want to make sure you are treated like family. We will strive as 12th Man Builders to cater to your every need during the duration of your home buying experience.



Visit us Here!

Visit us online to learn more about 12th Man Builders and our new development, The Valley. Through our website you are able to book an appointment with one of our hosts to view a model home or look at buying a home that is beginning construction. Prospective homeowners can also view any of our models with varying elevations, and they may also ask us any questions about their home buying experience.



Texas A&M
12th Man Builders



Texas A&M University, Four-Year Program Production Homes
2023 NAHB Student Competition



Neighborhood Marketing

Marketing Overview

At The Valley at Heritage Green, we will design a website and media presence that showcases the prestige and professionalism of our homes. We will have a user-friendly website that helps our potential homeowners to find the right place to live in our community. Our top priority is to create an exemplary first impression and create a sense of trust and surety to all of our potential buyers.

Media Marketing

In the United States, 82% of the population uses social media. (According to DemandSage, 2022). It is such an easily accessible and affordable tool for us to utilize to reach potential buyers. Media platforms, like Facebook, lets us keep track of the data regarding the audience, which significantly will help our marketing.

Instagram & Facebook

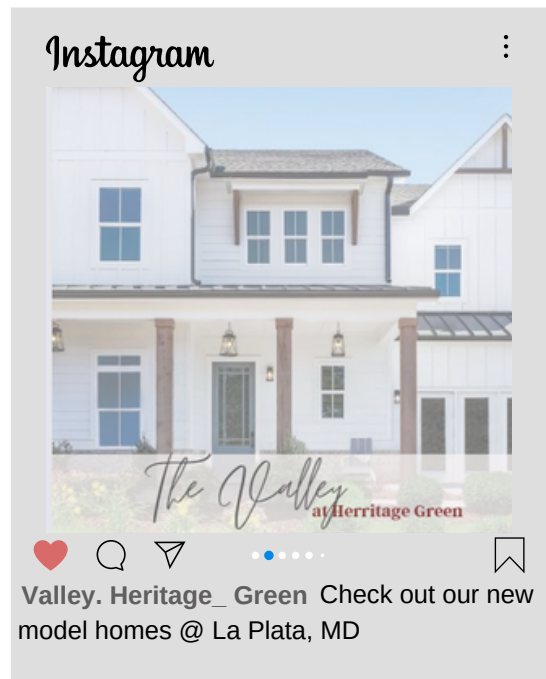
Instagram and Facebook platforms will be utilized to provide easy access to photos, contact information, prices, and availability.

Youtube & TikTok

The Youtube & TikTok Platforms will be used to provide tours for anyone interested in the community. TikTok is a tool that we will be utilizing to appeal to a younger age group of our market.

LinkedIn

We will use LinkedIn to display the models of our new homes. Through this platform we will be targeting our business professionals.



CONTACT US

Name *
Enter your name

Email *
Enter your email

Subject
Type the subject

Message
Type your message here...

Submit

Website

Use our website to contact us, view our model homes and multiple façades, floor plans, interior images and renderings, and learn about our company and team.

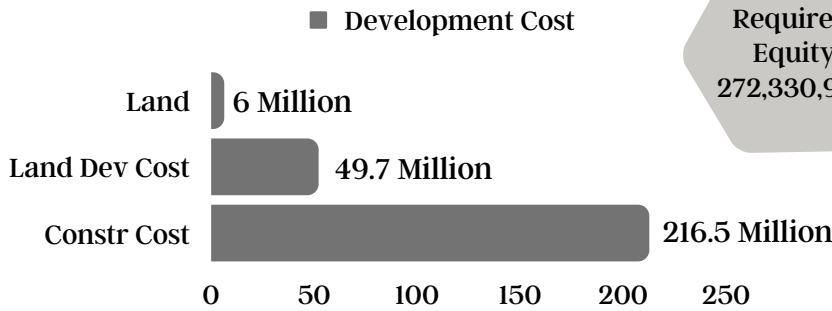
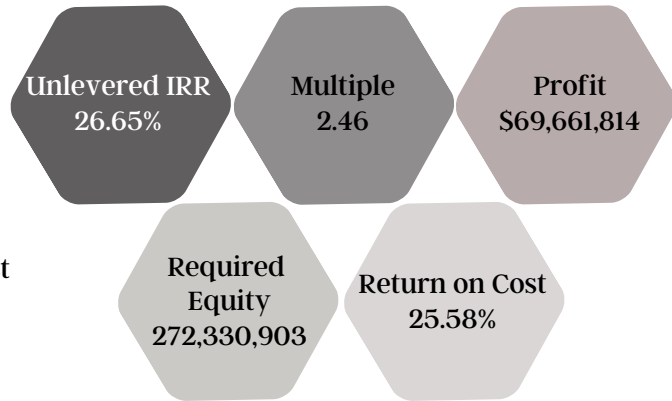


Summary

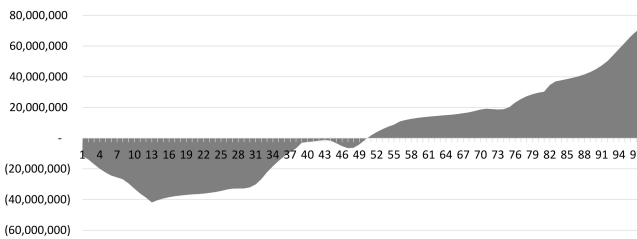
The chart on the right shows the important financial metrics for the Valley at Heritage Green.

12th Man Builders utilized a robust cash flow model to build out our financial documentation for the Valley at Heritage Green.

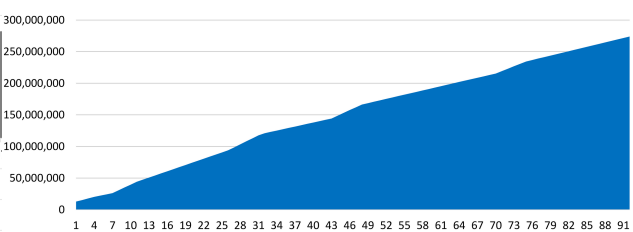
Important Metrics



Cumulative Cash Flow



Development Curve



*Note: Break-even point month 51 (May 2027)

Collection by Phase Revenue Assumptions

Phase Number	Bedroom(s)	Bathroom(s)	Floorplan	Units	% of Total	Net SqFt	Unit	Avg Sale / Unit
1	3BR	2.5BA	Cardinal	42	5.1%	80,388	1914	\$472,330
1	4BR	3.5BA	Oak	1	0.1%	3,003	3003	\$686,845
1	3BR	2.5BA	Townhomes	147	17.8%	225,645	1535	\$318,014
1	3BR	3BA	Duplexes	194	23.5%	284,016	1464	\$342,372
2	3BR	2.5BA	Cardinal	100	12.1%	191,400	1914	\$472,330
2	4BR	3.5BA	Oak	21	2.5%	63,063	3003	\$686,845
3	3BR	2.5BA	Cardinal	152	18.4%	290,928	1914	\$472,330
3	4BR	3.5BA	Oak	40	4.9%	120,120	3003	\$686,845
4	3BR	2.5BA	Cardinal	93	11.3%	178,002	1914	\$472,330
4	4BR	3.5BA	Oak	34	4.1%	102,102	3003	\$686,845
Totals/Wtd. Avg.				824	100%	1,538,667	1867	\$361,897,056

*Note: The single Oak collection unit built in phase one is a model home that will be sold during phase four

Cost of Selling

Disposition	
Month of Last Sale	Month 98
Net Sales Revenue	\$ 341,992,718
Commission upon Sale	3.50%
Closing Cost upon Sale	2.00%
Total Cost of Sale	19,904,338

Number of Units per Phase

Phase	Units	% of Units	Avg Sale
1	384	47%	\$321,967
2	121	15%	\$509,560
3	192	23%	\$517,021
4	127	15%	\$529,759



Financial Risk & Analysis

Risk Scenario's

Selling Town homes and Duplexes to DHI

For this scenario, instead of selling the SF-A traditionally we will be selling the collection to DHI Residential at a discounted price.

- See changes made to the economic model

Base Scenario 1

IRR 26.65%	IRR 21.58%
Profit 69.6 Mil	Profit 60.1

Base Economic Model

	Townhome		Duplex	
Living Area	1,464		1,535	
Base Sales Price	300,099		320,099	
Options & Upgrades	30,010		32,010	
Lot Premium	7,905		10,263	
Concessions	-20,000		-20,000	
Total Sales Price	318,014	100.0%	342,372	100.0%
Direct Costs				
Lot Costs	33,999	10.7%	54,090	15.8%
Sticks & Bricks	139,270	43.8%	146,224	42.7%
Constr Variance	2,089	0.7%	2,193	0.6%
Options & Upgrades	20,007	6.3%	21,340	6.2%
Lot Premium	790	0.2%	1,026	0.3%
Total Direct Cost	196,156	61.7%	224,873	65.7%
Gross Margins	121,858	38.3%	117,499	34.3%
Indirects				
Construction O/H	9,540	3.0%	10,271	3.0%
Closing Costs	6,360	2.0%	6,847	2.0%
In House	6,360	2.0%	6,847	2.0%
Realtors	4,770	1.5%	5,136	1.5%
Property Tax	2,385	0.8%	2,568	0.8%
City Fees	14,034	4.4%	14,034	4.1%
Transfer Tax	1,590	0.5%	1,712	0.5%
School Seat Fee	13,000	4.1%	13,000	3.8%
Warranty	1,272	0.4%	1,369	0.4%
Total Indirects	59,312	18.7%	61,785	18.0%
Net Construction Margin	62,546	19.7%	55,714	16.3%

Scenario 1 Economic Model

	Townhome		Duplex	
Living Area	1,464		1,535	
Base Sales Price	299,990		320,990	
Options & Upgrades	29,999		32,099	
Lot Premium	7,905		10,263	
Concessions	-50,000		-50,000	
Total Sales Price	287,894	100.0%	313,352	100.0%
Direct Costs				
Lot Costs	33,999	11.8%	54,090	17.3%
Sticks & Bricks	139,270	48.4%	146,224	46.7%
Constr Variance	2,089	0.7%	2,193	0.7%
Options & Upgrades	19,999	6.9%	21,399	6.8%
Lot Premium	790	0.3%	1,026	0.3%
Total Direct Cost	196,148	68.1%	224,933	71.8%
Gross Margins	91,745	31.9%	88,419	28.2%
Indirects				
Construction O/H	8,637	3.0%	9,401	3.0%
Closing Costs	5,758	2.0%	6,267	2.0%
In House	5,758	2.0%	6,267	2.0%
Realtors	0	0.0%	0	0.0%
Property Tax	2,159	0.8%	2,350	0.8%
City Fees	14,034	4.9%	14,034	4.5%
Transfer Tax	1,439	0.5%	1,567	0.5%
School Seat Fee	13,000	4.5%	13,000	4.1%
Warranty	1,152	0.4%	1,253	0.4%
Total Indirects	51,937	18.0%	54,139	17.3%
Net Construction Margin	39,809	13.8%	34,280	10.9%

Discounted Scenario

50K Additional concession for Cardinal Collection

- Base average sales price: \$472,330
- Scenario 2 average sales price: \$422,330

Base:	IRR 26.65%	Profit 69.6 Mil	Break Even Month 51
Scenario 2:	21.32%	51.8	53

Conservative Scenario

Slower starts of the Cardinal Collection

- Change in absorption rate per phase:
 - Base: Phase 1 (15), Phase 2 (7), Phase 3 (7), Phase 4 (8)
 - Base schedule duration: 97 months
 - Scenario 4: Phase 1 (15), Phase 2 (6), Phase 3 (6), Phase 4 (7)
 - Scenario 4 schedule duration: 107 months

Base:	IRR 26.65%	Profit 69.6 Mil	Break Even Month 51
Scenario 3:	22.52%	70.1	89



Annual Cash Flow

Year Beginning Analysis Year	Mar-23 1	Mar-24 2	Mar-25 3	Mar-26 4	Mar-27 5	Mar-28 6	Mar-29 7	Mar-30 8	Mar-31 9	Total
ACQUISITION, DEVELOPMENT, & CONSTRUCTION COSTS										
Total Land Acquisition Costs	6,000,000	-	-	-	-	-	-	-	-	6,000,000
Total Land Development Costs	24,414,879	-	6,846,380	11,005,000	75,000	2,425,883	5,013,074	-	-	49,780,216
Total Construction Costs	8,338,668	50,675,277	28,973,625	30,082,033	21,706,653	33,297,281	23,872,434	19,604,716	-	216,550,688
Total Acquisition, Land Development, & Construction Costs	38,753,547	50,675,277	35,820,005	41,087,033	21,781,653	35,723,164	28,885,508	19,604,716	-	272,330,903
OPERATIONS										
Unit Sales										
Phase 1 Sales	-	165	180	39	-	-	-	-	-	384
Phase 2 Sales	-	-	-	70	51	-	-	-	-	121
Phase 3 Sales	-	-	-	-	35	84	73	-	-	192
Phase 4 Sales	-	-	-	-	-	-	24	96	7	127
Total Units sold	-	165	180	109	86	84	97	96	7	824
Revenues										
Sales Revenue										
Phase 1 Sales Revenue	-	57,446,181	62,668,561	13,578,188	-	-	-	-	-	133,692,931
Phase 2 Sales Revenue	-	-	-	35,669,191	25,987,554	-	-	-	-	61,656,745
Phase 3 Sales Revenue	-	-	-	-	18,095,722	43,429,733	37,742,506	-	-	99,267,960
Phase 4 Sales Revenue	-	-	-	-	-	-	12,714,221	50,856,884	3,708,314	67,279,420
Total Sales Revenue	-	57,446,181	62,668,561	49,247,380	44,083,276	43,429,733	50,456,727	50,856,884	3,708,314	361,897,056
Additional Sales Revenue										
Land and Lot Sales Revenue	-	-	-	-	-	-	-	-	-	-
PID Reimbursement	-	-	-	-	-	-	-	-	-	-
Total Additional Sales Revenue	-	-	-	-	-	-	-	-	-	-
Gross Sales Revenue	-	57,446,181	62,668,561	49,247,380	44,083,276	43,429,733	50,456,727	50,856,884	3,708,314	361,897,056
Less Cost of Sale and Commissions	-	(3,159,540)	(3,446,771)	(2,708,606)	(2,424,580)	(2,388,635)	(2,775,120)	(2,797,129)	(203,957)	(19,904,338)
Net Sales Revenue	-	54,286,641	59,221,791	46,538,774	41,658,695	41,041,097	47,681,607	48,059,756	3,504,357	341,992,718
Total Effective Revenue	-	54,286,641	59,221,791	46,538,774	41,658,695	41,041,097	47,681,607	48,059,756	3,504,357	341,992,718
Net Operating Income	-	54,286,641	59,221,791	46,538,774	41,658,695	41,041,097	47,681,607	48,059,756	3,504,357	341,992,718
Total Unlevered Cash Flows	(38,753,547)	3,611,364	23,401,785	5,451,741	19,877,042	5,317,933	18,796,099	28,455,040	3,504,357	69,661,814
DEBT										
Debt										
Total Funding All Sources	38,753,547	50,675,277	35,820,005	41,087,033	21,781,653	35,723,164	28,885,508	19,604,716	-	272,330,903
TOTAL FINANCING CASH FLOWS	38,753,547	50,675,277	35,820,005	41,087,033	21,781,653	35,723,164	28,885,508	19,604,716	-	272,330,903
Net Cash Flow Exc. Capital Events	(38,753,547)	3,611,364	23,401,785	5,451,741	19,877,042	5,317,933	18,796,099	28,455,040	3,504,357	69,661,814
Total Levered Cash Flows	26.6%	(38,753,547)	3,611,364	23,401,785	5,451,741	19,877,042	5,317,933	18,796,099	28,455,040	69,661,814
Total Profit	\$	69,661,814								
Total Equity	\$	38,753,547								
Equity Multiple		1.46								

Monthly Cash Flow

82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98
Dec-29 2029	Jan-30 2030	Feb-30 2030	Mar-30 2030	Apr-30 2030	May-30 2030	Jun-30 2030	Jul-30 2030	Aug-30 2030	Sep-30 2030	Oct-30 2030	Nov-30 2030	Dec-30 2030	Jan-31 2031	Feb-31 2031	Mar-31 2031	Apr-31 2031
7	7	7	8	8	8	8	8	8	8	8	8	8	8	8	9	9
3,002,792	3,158,026	3,237,103	3,240,022	3,166,784	3,017,389	2,791,837	2,490,128	2,112,261	1,658,238	1,128,057	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3,002,792	3,158,026	3,237,103	3,240,022	3,166,784	3,017,389	2,791,837	2,490,128	2,112,261	1,658,238	1,128,057	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159	348,159
509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560	509,560
7	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021	517,021
8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	7	-
529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759	529,759
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
7	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	7	-
702	713	721	729	737	745	753	761	769	777	785	793	801	809	817	824	824
122	111	103	95	87	79	71	63	55	47	39	31	23	15	7	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3,619,144	1,551,062	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	3,708,314	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
7,857,218.08	5,789,135.58	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	4,238,073.70	3,708,314.49	-
(432,147)	(318,402)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(233,094)	(203,957)	-
7,425,071	5,470,733	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	3,504,357	-
7,425,071	5,470,733	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	3,504,357	-
4,422,279	2,312,707	767,877	764,958	838,195	987,590	1,213,143	1,514,852	1,892,718	2,346,742	2,876,923	4,004,980	4,004,980	4,004,980	4,004,980	3,504,357	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
29,002,637	25,999,845	22,841,819	19,604,716	16,364,694	13,197,910	10,180,521	7,388,684	4,898,556	2,786,295	1,128,057	0	0	0	0	0	0
(3,002,792)	(3,158,026)	(3,237,103)	(3,240,022)	(3,166,784)	(3,017,389)	(2,791,837)	(2,490,128)	(2,112,261)	(1,658,238)	(1,128,057)	-	-	-	-	-	-
25,999,845	22,841,819	19,604,716	16,364,694	13,197,910	10,180,521	7,388,684	4,898,556	2,786,295	1,128,057	0	0	0	0	0	0	0
29,002,637	25,999,845	22,841,819	19,604,716	16,364,694	13,197,910	10,180,521	7,388,684	4,898,556	2,786,295	1,128,057	0	0	0	0	0	0
(3,002,792)	(3,158,026)	(3,237,103)	(3,240,022)	(3,166,784)	(3,017,389)	(2,791,837)	(2,490,128)	(2,112,261)	(1,658,238)	(1,128,057)	-	-	-	-	-	-
25,999,845	22,841,819	19,604,716	16,364,694	13,197,910	10,180,521	7,388,684	4,898,556	2,786,295	1,128,057	0	0	0	0	0	0	0
7,857,218	5,789,136	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	4,238,074	3,708,314	-
3,002,792	3,158,026	3,237,103	3,240,022	3,166,784	3,017,389	2,791,837	2,490,128	2,112,261	1,658,238	1,128,057	-	-	-	-	-	-
3,002,792	3,158,026	3,237,103	3,240,022	3,166,784	3,017,389	2,791,837	2,490,128	2,112,261	1,658,238	1,128,057	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
7,425,071	5,470,733	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	3,504,357	-
4,422,279	2,312,707	767,877	764,958	838,195	987,590	1,213,143	1,514,852	1,892,718	2,346,742	2,876,923	4,004,980	4,004,980	4,004,980	4,004,980	3,504,357	-
7,425,071	5,470,733	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	4,004,980	3,504,357	-
776.8%	572.4%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	419.0%	366.6%	0.0%
34,621,834	36,934,541	37,702,418	38,467,375	39,305,571	40,293,161	41,506,304	43,021,156	44,913,874	47,260,616	50,137,539	54,142,518	58,147,498	62,152,478	66,157,457	69,661,814	69,661,814



Construction Risk

We are certain that because La Plata is an area in which commuters and individuals are beginning to move to, there is going to be a need in the housing market that we want to fill. We will ensure that the suppliers and vendors that we will be partnering with will have the quantities at prices we desire. We will need to push to have the supplies at ready and available as the development continues. Employee safety is something that we are passionate about during the development of The Valley and any other project. We want to contract skilled laborers to reduce any job site risk and in turn reduce workers compensation payouts.

Competition

12th Man Builders will have competition from local competitors in the La Plata, Maryland market. Our main competitor is Lennar. However, with the data pulled from our market analysis team, we will be able to distinguish ourselves in the market to be the contractor of choice. To guarantee that we are the contractor of choice, we will be prepared to pay weekly. We will also be able to attract our target market to The Valley because of our unique architectural designs, quality, amenities and location. Not only do we attract our target market for who we are and what we build but we have run scenarios with incentives for our homebuyers. 12th man builders is prepared to offer a 2 - 1 buydown program.

Labor Availability

As we emerge from a global pandemic, the unemployment rate is expected to rise another one percent in 2023 from 3.5% to 4.5%. In light of this issue, we are cognizant that we will be able to pull our labor from not only La Plata but also the surrounding areas. Despite this obstacle, labor is still very hard to find. When found, most subcontractors are charging a higher rate per hour, and in addition to this they have work planned out for weeks to months. Because of this, 12th Man Builders will partner with multiple subcontractors in each trade for the entire duration of our project.

Cost Escalation

In the unpredictable nature of our market, we will plan to fight costs by giving our vendors an advanced notice of starts. By doing this, we will apply pressure to the vendor for securing our job site material. 12th Man Builders will be looking to purchase supplies, like hardware, in bulk to mitigate any escalations or delays in the market. Through this plan of advanced notices and applying pressure to receive our supply in a timely manner, we will ultimately eliminate dry-runs by the subcontractor because we will already have the material on site.





Student Chapters

**NAHB Student Competition
Four-Year Programs: Production Home Builder
Honor Pledge**

To the best of my knowledge and belief, the information used in my team's solution to the competition is in accordance with the rules and guidelines of the NAHB Student Competition. On my honor, I have neither given nor received unauthorized assistance in the completion of this project.

Team (School) Name: TEXAS A&M UNIVERSITY

Team Members:

Print Name	Signature
BRYAN KINNEY	<i>Bryan Kinney</i>
Addison Thompson	<i>Addison Thompson</i>
Natalie Askins	<i>Natalie Askins</i>
Jacob Edwards	<i>Jacob Edwards</i>
Jennifer Ayala Pascasio	<i>Jennifer Ayala Pascasio</i>
Cole Wild	<i>Cole Wild</i>

Alternate Members (Optional):

Print Name	Signature
Matthew Warrick	<i>Matthew Warrick</i>
Laura Fairchild	<i>Laura Fairchild</i>
Ryan Layman	<i>Ryan Layman</i>
Jacob Benzick	<i>Jacob Benzick</i>

Faculty Advisor/Coach:

Print Name	Signature
<i>Prof. Rowan R. Brown</i>	<i>Prof. Rowan R. Brown</i>

This form is REQUIRED. Please upload (1) copy per team within your Solution submission.

