

Development Project

# CIVITAS

A disciplined public-private infill housing initiative for Gary, Indiana

**A New Housing Model for Gary's Citizens**

Cives Development



# Gary Has a Window to Rebuild Neighborhood Confidence

Gary has land, redevelopment momentum, and a clear need for quality new housing. Aetna and the East Side corridor are already seeing public-sector attention through blight removal, neighborhood stabilization, and new construction activity. CIVITAS is designed to become the private-sector delivery model that aligns with that momentum: not to start from scratch, but to accelerate what the City has already begun.

1

## Vacant Land

70 residential lots in targeted corridors

2

## City Momentum

Blight removal, stabilization, builder activity

3

## Housing Need

Limited new-construction supply citywide

4

## CIVITAS

Private-sector delivery aligned with public goals

## THE PROBLEM

# Vacant Land Alone Does Not Create Housing

Land inventory does not automatically become new homes: without a disciplined delivery model, barriers to new construction are real and compounding.

### Cost Gap

Replacement cost exceeds market support

### Infrastructure & Title

Scattered lots carry title and utility complications

### Appraisal Gap

Too few comps to satisfy lender requirements

### Buyer Affordability

Mortgage access and market depth must be validated



# Build the *Right* Homes, Not the Biggest Homes

CIVITAS is a repeatable infill housing model designed to deliver quality homes across targeted Gary neighborhoods. The program prioritizes product-market fit, standardized plans, phased execution, and genuine public-private partnership, earning neighborhood confidence one completed home at a time.



## Right-Sized Product

Three standardized models matched to lot size, market, and buyer profile



## Phased Execution

Pilot first: prove cost, appraisal, and demand before scaling



## Public-Private Structure

City support closes the feasibility gap; private execution delivers the homes

# 70 Lots in the Path of Revitalization

The opportunity includes approximately 70 residential lots concentrated primarily in the Aetna / East Side corridor. The concentration along E. 10th Avenue — 44 of the 70 lots — is strategically significant: it allows CIVITAS to create visible, contiguous neighborhood momentum rather than isolated one-off infill homes scattered across disconnected blocks.

**70**

**Total Lots**

Across the Aetna / East Side corridor

**44**

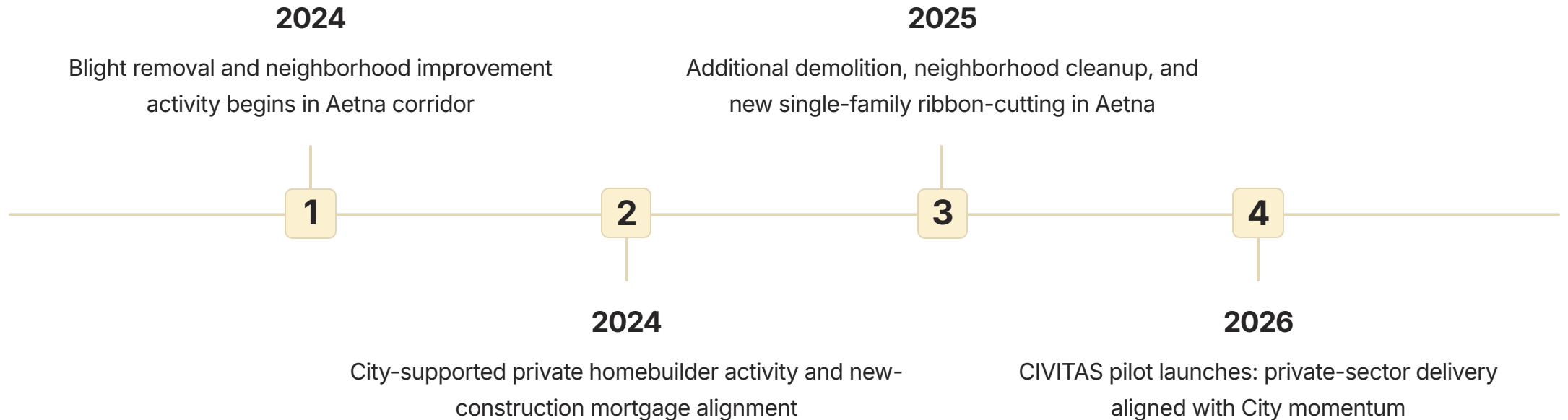
**E. 10th Ave**

The primary concentration and Phase 1 priority

Street / Corridor	Lots
E. 10th Avenue	44
Cass Street	9
Aetna Street	8
E. 12th Avenue	5
E. 13th Place	3
Oklahoma, Decatur, Greene Place + nearby	Remaining

# Aligning With the City's Existing Redevelopment Momentum

Aetna is not a speculative geography. It is where the City has already committed resources, directed demolition activity, and supported new private homebuilder investment. CIVITAS is designed to amplify that existing public commitment, not to pioneer untested ground.

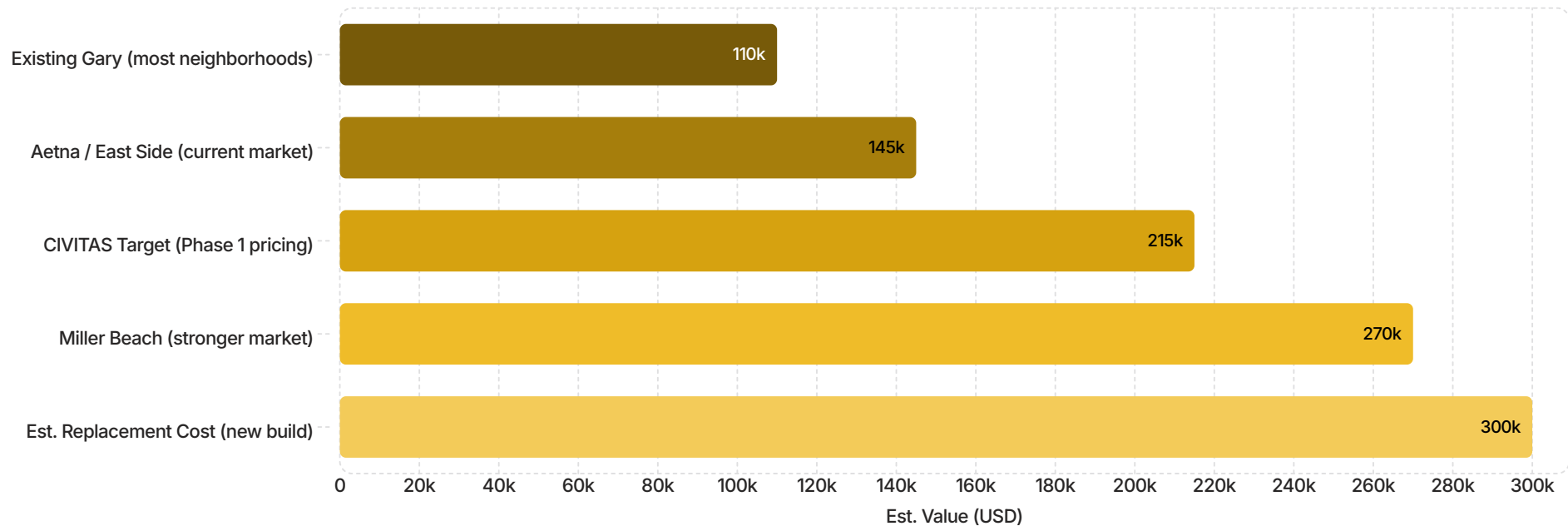


MARKET REALITY

# The Opportunity Is Real, But the Gap Must Be Managed

Gary has demand for quality housing but existing values in most neighborhoods remain materially below new-construction replacement cost. That gap is real and must be managed honestly. Miller Beach demonstrates that stronger values are achievable in Gary with the right location, product, and buyer profile. Aetna requires phased comp-building before aggressive pricing is supportable.

Area / Metric



City participation and mission-aligned capital are essential to bridge the feasibility gap responsibly, and to protect every stakeholder in the program.

# Three Repeatable Housing Models

CIVITAS does not rely on a single oversized prototype. It deploys a standardized product family: three models matched to lot size, neighborhood strength, buyer profile, and financial feasibility. Every model is designed to be buildable, financeable, and repeatable at scale.

1

## **CIVITAS Base Home | Model A**

**1,400–1,600 SF · 3 bed / 2 bath**

Slab-on-grade or crawlspace. Parking pad or optional 1-car garage. Primary first-phase model deployed across the majority of Phase 1 lots.

2

## **CIVITAS Family Home | Model B**

**1,600–1,850 SF · 3–4 bed / 2–2.5 bath**

Optional garage. Designed for larger households and stronger family demand where lot size and market conditions support a step up in size.

3

## **CIVITAS Select Home | Model C**

**1,900–2,200 SF · 4 bed / 2.5 bath**

Used selectively on stronger lots where appraisal support, confirmed buyer demand, and economics justify the larger product. Not the default.

# The Standard Must Be Buildable, Financeable, and Repeatable

Product discipline protects the City, the buyer, the lender, and the program. CIVITAS keeps clear rules on what it builds — and what it doesn't.

## What We Standardize

- Simple floor plans and clean rooflines
- The same plan sets used across projects
- Durable flooring and practical finishes
- Homes that meet energy code
- Controlled specs and trade scopes
- Garage is optional, never required
- 7%–10% contingency built into every early budget

## What We Avoid

- Basements as a default
- Oversized or high-end designs
- Complex rooflines or custom details
- Larger homes without buyer demand and appraisal support
- Thin contingencies that risk cost overruns
- Commitments made before due diligence is done

# Build Comps Before Scaling Price

The largest execution risk is not vision, it is appraisal support. Without sold comparable sales at the right value, lenders cannot underwrite new-construction mortgages and the program stalls. CIVITAS manages this through deliberate, phased comp-building and disciplined absorption control.



## Phase 1: Proof

5–10 homes · Price responsibly · Validate cost, demand, appraisal support, and buyer response



## Phase 2: Build Confidence

15–25 homes · Step up pricing based on sold comps, buyer response, and lender confidence



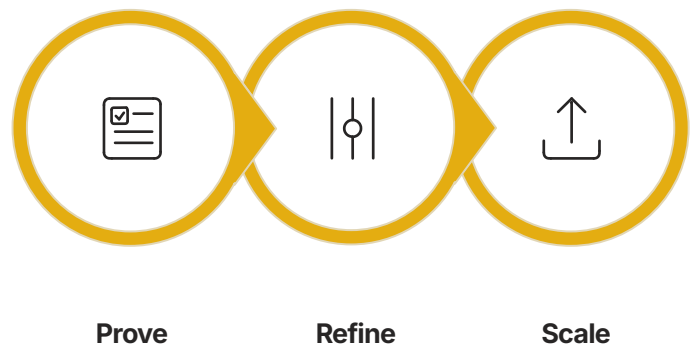
## Phase 3: Scale

50+ homes over time · Scale only after the model is validated through completed sales

📄 Every completed and sold home strengthens the market evidence for the next home.

# Start With Proof, Then Scale

CIVITAS should begin with a controlled demonstration pilot, 5 to 10 homes on E. 10th Avenue and the highest-impact adjacent lots, before committing to a large-scale rollout. The pilot is designed to validate every major assumption before the program scales.



The pilot is designed to validate every major assumption before the program scales.

1

## Pilot Scope

- **5 to 10 homes** in Phase 1
- Priority: E. 10th Avenue and adjacent high-impact lots
- Validate cost, title, infrastructure, permitting, and buyer demand

2

## Pilot Success Metrics

- Final cost per completed home
- Permit-to-completion timeline
- Appraisal results vs. target values
- Buyer demand and qualification rate
- Public support required per home
- New tax-base impact per parcel
- Neighborhood response and visibility

# The City's Role Is to Help Close the Feasibility Gap

CIVITAS is structured as a genuine public-private partnership — not a land grab, and not a subsidy for overbuilt homes. City participation converts inactive land into homes, tax base, and neighborhood momentum. The public value is measurable and real.



## Land & Site

Land contribution or discounted conveyance, site preparation, demolition assistance, utility coordination



## Financial Tools

Gap funding, buyer assistance coordination, tax abatement or local incentive support, municipal participation up to \$75K per completed home



## Process Support

Streamlined permit and inspection pathway, CDFI and lender introductions, philanthropic and community development partner coordination

📄 Municipal participation is proposed at up to \$75,000 per completed home or property sale, subject to final economics, legal structure, and City approval.

# Capital Structure Built for Phased Execution

The proposed financing framework allows Libertus Group to acquire, build, sell, and recycle capital through a disciplined, parcel-by-parcel development strategy.

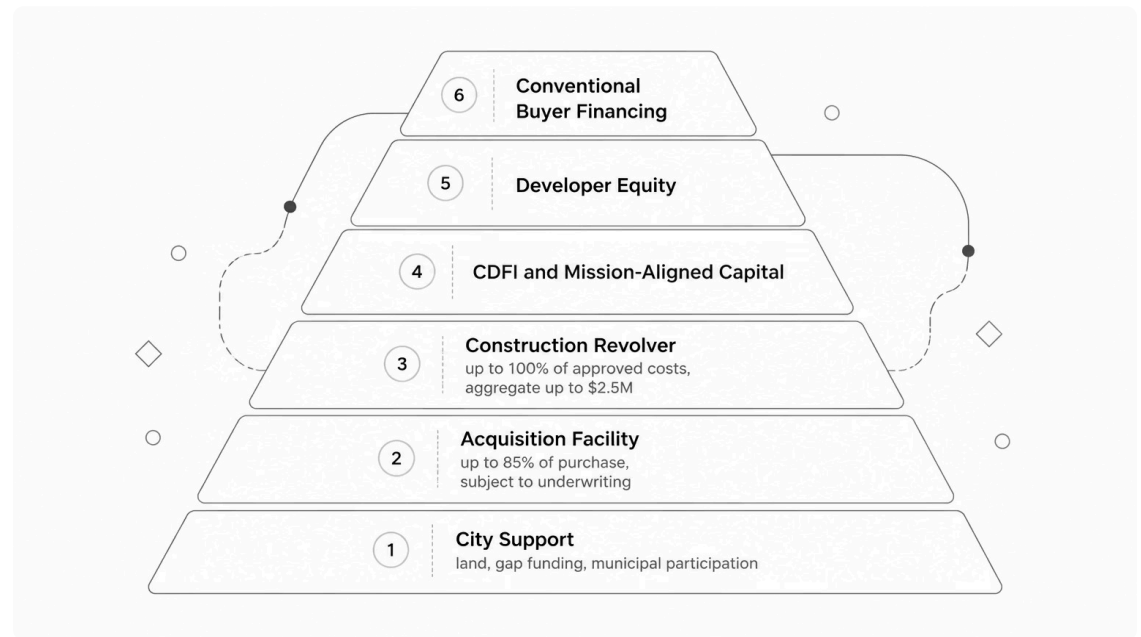
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## Acquisition Facility

Up to 85% of acquisition cost, subject to underwriting, collateral review, and final lender approval

## Construction Revolver

Up to 100% of approved construction costs per parcel — aggregate availability up to **\$2.5M** — supporting phased vertical construction across the approved program



# Cost Discipline Before Scale

These are planning ranges, not final budgets. They will be refined through design development, title review, utility assessment, site review, trade pricing, and funding alignment. The goal is credibility not false precision.

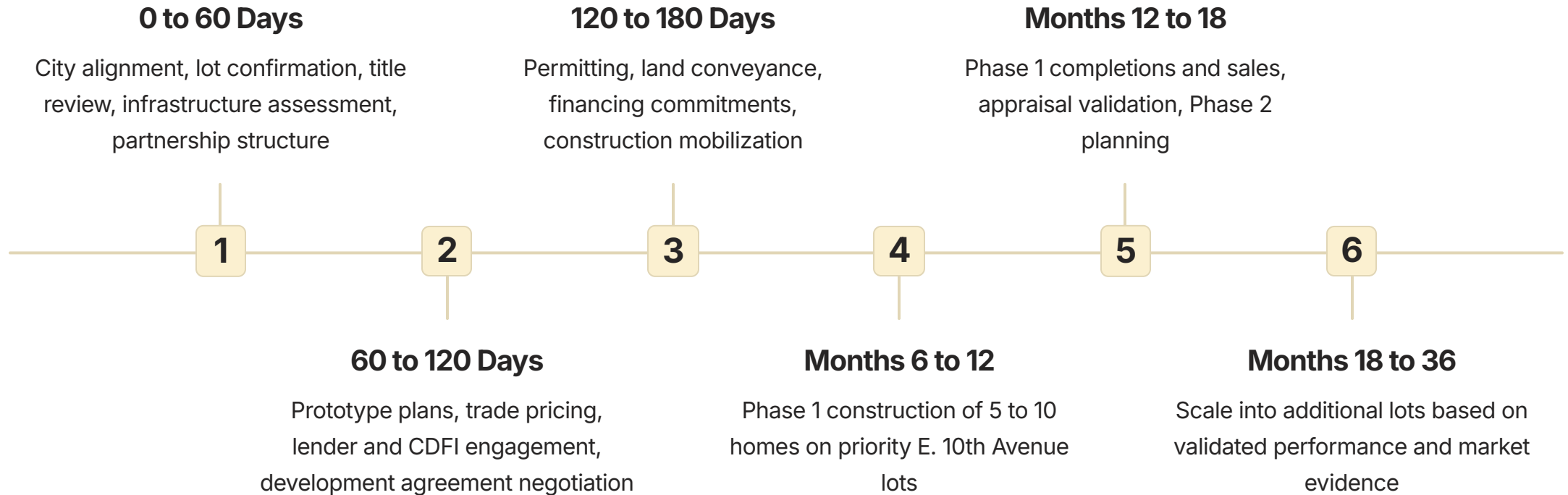
Model	Size	Est. Hard Cost	Est. Total Dev. Cost
<b>Model A: Base Home</b>	1,400 to 1,600 SF	\$210,000 to \$260,000	\$245,000 to \$315,000
<b>Model B: Family Home</b>	1,600 to 1,850 SF	\$245,000 to \$310,000	\$285,000 to \$375,000
<b>Model C: Select Home</b>	1,900 to 2,200 SF	\$300,000 to \$390,000	\$355,000 to \$475,000

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All cost ranges assume slab-on-grade or crawlspace foundations, standardized plan sets, durable builder-grade finishes, a 7% to 10% contingency, and no basement or luxury scope. Final budgets are subject to site-specific review, trade pricing, and design development.

# A Realistic Path to Execution

Each phase is gated by the prior, protecting the City, lenders, and the program.





WHAT GARY GAINS

# From Vacant Lots to Civic Value

CIVITAS delivers measurable public value at every phase of execution. The program converts inactive land into homes, tax base, and neighborhood momentum, with a model disciplined enough to protect public resources and scalable enough to replicate across Gary.

## New Attainable Housing

Quality homes accessible to Gary's working families



## New Tax Base

Each completed home generates property tax revenue from previously inactive parcels

## Blight Reduction

Vacant lots converted to occupied, maintained homes across the Aetna corridor



## Replicable Model

A proven housing platform that can expand to other Gary neighborhoods

## THE TEAM

# A Team Built Around Development, Capital, and Execution

Libertus Group brings together development leadership, capital orientation, local relationship strategy, and construction execution discipline. The team is prepared to work with the City, earn the opportunity, and deliver measurable results, starting with the pilot.

### **Ryan Potter**

Development strategy, public-private partnership structuring, civic relationship leadership, and program direction

### **Cedric Fillmore**

Capital formation, mission-aligned lender coordination, CDFI engagement, and financing structure

### **Will Brown**

Construction execution, lot strategy, market feasibility, buyer positioning, and phased implementation

# Partnership, Alignment, and a Pilot Path Forward

CIVITAS is a disciplined housing delivery model, not a gamble. The first step is a realistic pilot; the long-term goal is a scalable housing platform for Gary.

Build quality homes, restore confidence, and create a housing model Gary can repeat.

01

## Confirm City Interest

Formally confirm CIVITAS as a pilot infill housing initiative

02

## Identify Priority Lots

Confirm Phase 1 lots, beginning with E. 10th Avenue

03

## Review Land Disposition

Evaluate conveyance structure and City support tools

04

## Coordinate Capital Partners

Engage CDFIs, mission-aligned lenders, and empowerment partners

05


## Establish Working Group

Move from concept to term sheet to development agreement

# Lot Distribution by Street

The following table reflects the approximate distribution of the approximately 70 residential lots across the Aetna / East Side corridor. Final lot counts are subject to title review, parcel-by-parcel due diligence, and City confirmation. The concentration along E. 10th Avenue provides the foundation for Phase 1 execution.

Street / Corridor	Approximate Lots	Phase Priority
E. 10th Avenue	44	Phase 1 (Primary)
Cass Street	9	Phase 1 and 2
Aetna Street	8	Phase 1 and 2
E. 12th Avenue	5	Phase 2
E. 13th Place	3	Phase 2
Oklahoma St / Decatur St / Greene Place / Other	Remaining	Phase 2 and 3

 All lot counts are approximate and subject to parcel-by-parcel title review, City confirmation, and final due diligence before acquisition or conveyance.

# Risk Mitigation Matrix

CIVITAS acknowledges that infill housing delivery in Gary carries real execution risk. The following matrix identifies the primary risks and the specific mitigation strategies the program employs to protect the City, lenders, buyers, and long-term program credibility.

<b>Risk</b>	<b>Mitigation Strategy</b>
<b>Appraisal Gap</b>	Phased comp-building, responsible initial pricing, CDFI and lender alignment, buyer assistance programs
<b>Construction Cost Escalation</b>	Standardized plans, trade lock-in, volume purchasing, 7 to 10% contingency minimum, design-build execution discipline
<b>Title / Lot Complications</b>	Early title review on every parcel, City coordination, parcel-by-parcel due diligence before acquisition
<b>Infrastructure / Utility Uncertainty</b>	Early utility review, City engineering coordination, site-by-site infrastructure assessment prior to permitting
<b>Absorption Risk</b>	Phased delivery, clustered lot development, targeted buyer outreach, buyer prequalification before construction start
<b>Public Perception</b>	Civic-first messaging, local participation, transparent pilot reporting, measurable performance outcomes at every phase