

# Community & Economic Development (CED) Department Fall Solicitations Informational Webinar

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Thursday, September 7, 2023

## Agenda

**12:00-12:30pm:** Critical Corridors Development & Infrastructure Solicitation

**12:30-1:00pm:** Emerging and Diverse Developers (EDD) Solicitation

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## Housekeeping

- Introductions
- Program websites:
  - Critical Corridors: [ramseycounty.us/CriticalCorridors](https://ramseycounty.us/CriticalCorridors)
  - Emerging and Diverse Developers: [ramseycounty.us/EDD](https://ramseycounty.us/EDD)
- Webinar recording
- Press Q&A button below to ask questions – will respond after each presentation
- Q&A will be compiled into an FAQ document

## Other CED Solicitations

### Opening Soon

- Environmental Response Fund (ERF)
  - Application period: September 15-November 1, 2023
  - [ramseycounty.us/ERF](https://ramseycounty.us/ERF)
- Site Assessment Grant (SAG)
  - *\*Previously referred to as ERF Plus*
  - Rolling application period starting this fall 2023
  - [ramseycounty.us/SAG](https://ramseycounty.us/SAG)

### Upcoming Information Sessions

- Met Council: Brownfield Funding for Redevelopment
  - September 12, 12-1:30pm, Oxboro Library, Bloomington
  - Event Details: [metro council.org/News-Events/Communities/Events/Brownfields-2023-09-12.aspx](https://metro council.org/News-Events/Communities/Events/Brownfields-2023-09-12.aspx)

## Housing and Redevelopment Authority (HRA) Levy

- Funding source for:
    - Critical Corridors
    - Emerging and Diverse Developers (EDD)
    - Site Assessment Grants (formerly known as ERF Plus)
    - FirstHome Down Payment Assistance
  - First year of HRA levy programs was 2022
  - Eligibility for these programs limited to HRA area of operation
  - More info available at [ramseycounty.us/HRA](https://ramseycounty.us/HRA)
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## Prevailing Wage

- The Ramsey County Prevailing Wage Ordinance may apply to awards over \$25,000 with construction labor hours.

# **Critical Corridors Development & Infrastructure Program**



# Ramsey County Economic Competitiveness and Inclusion Plan



# A Holistic Plan

## County Goals

- 1 Cultivate economic prosperity and invest in neighborhoods with concentrated financial poverty
- 2 Enhance access to opportunity and mobility for all residents and businesses

## Strategies

### 1 Ensure place-based inclusion, create resilient and equitable communities

- Preserve and increase the supply of rental housing units for lowest-income residents
- Expand affordable homeownership opportunities and improve housing stability for communities that have experienced historic wealth extraction
- Foster inclusive economic development within county transit, economic, and cultural corridors
- Support communities in equitable site development



### 2 Foster economic competitiveness, innovation, and transformation

- Sustain and accelerate workforce recovery programs
- Develop pathways to entrepreneurship and Black, Latinx, Asian, and Indigenous business ownership
- Attract and grow high-wage industry and innovation: technology, advanced manufacturing, and life sciences
- Strengthen business retention and expansion infrastructure to support communities



# Critical Corridors Overview

## Program Goals

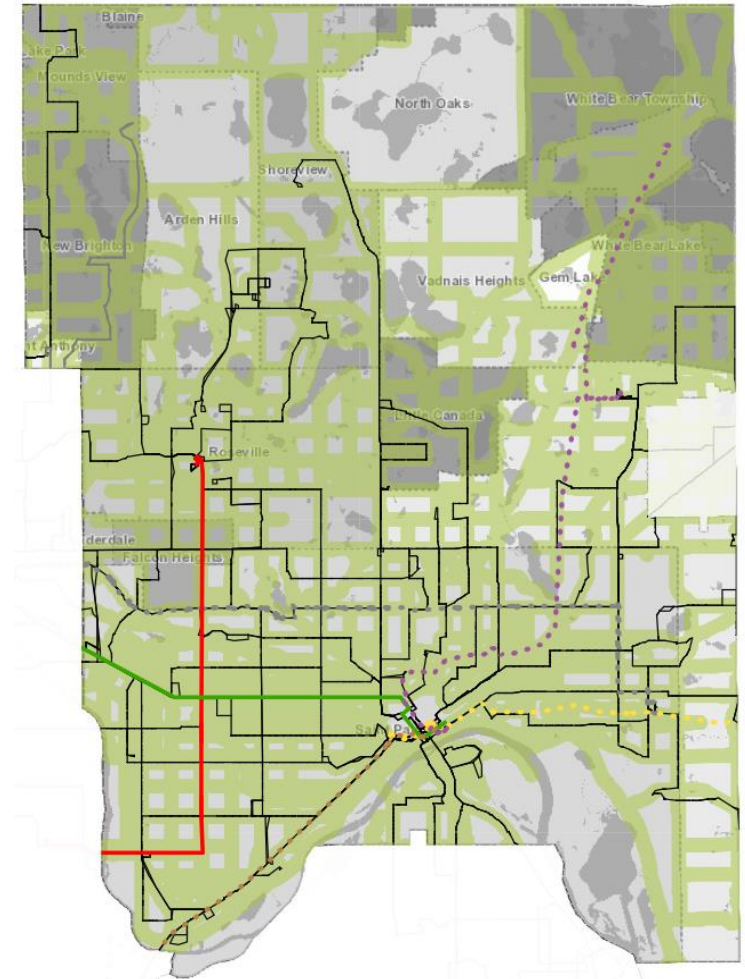
- Support redevelopment projects
- Boost connectivity between transportation, housing and jobs
- Create more compact, walkable environments
- Enhance pedestrian access and safety
- Support vibrant business districts

## Programs

- Pre-Development Planning
- Commercial Corridors Initiatives
- **Development & Infrastructure**

## What are Critical Corridors?

- Major transportation, economic, and cultural corridors
- Cities provided feedback on corridors to include
- Critical Corridors are areas that:
  - Serve as community hubs for housing, jobs, services, and amenities
  - Provide access to daily activities and destinations
  - Provide opportunities for wealth creation, economic inclusion, innovation and transformation



## Critical Corridors Development & Infrastructure

### Program Purpose

- Fund inclusive redevelopment and public infrastructure within critical corridors
- Support efficient land use and compact built form
- Enhance access to housing, jobs, retail and services through proximity to transit, pedestrian, and bicycling infrastructure



## **Critical Corridors Development & Infrastructure**

**Eligible Applicants:** developers (for profit and nonprofit), government/public agencies and related development authorities

**Maximum Funding Request:** \$500,000

**Timing:** Activities must be completed by 12/31/2025. Activities completed prior to grant award are not eligible for reimbursement.



## Eligible Activities

- Extraordinary costs of housing, commercial or mixed-use redevelopment projects.
  - Site preparation: clearing, grading, and installation of streets or utilities
  - Public realm improvements or amenities (publicly accessible spaces on private property)
  - Stormwater management
  - Geotechnical soil correction
  - Adaptive reuse of buildings
  - Building & related structures removal (demolition, deconstruction, and clearance)
  - Parking removal associated with redevelopment (resulting in a net decrease of at least 10% of parking)
- Public site infrastructure improvements (water, sewer, sidewalks, exterior public lights, etc.).
  - Projects not associated with a development project must be comprehensive (not just a single sidewalk or streetlight, for example)
- Strategic property acquisition (public agencies only)

## Ineligible Activities

- Building construction or renovation
- Environmental remediation
- Streetscaping or landscaping
- Tenant relocation costs
- Tenant improvements
- Soft costs, contingencies, and administration

## Program Priorities

- Alignment with Ramsey County's [Economic Competitiveness & Inclusion Plan](#) and [Equitable Development Framework](#).
- Intensification of land use, emphasizing pedestrian environment and access to transit.
- Increase in affordable housing (especially 30% Area Median Income units).
- Increase in permanent jobs.
- Increase in property tax base.
- Potential to catalyze surrounding redevelopment without displacing existing residents or local businesses.
- Improvement of pedestrian/bicycle safety and access.
- Environmental sustainability measures, including design features and overall project impact.
- Project feasibility and readiness.
- Parity in funding between projects in Saint Paul and suburbs.



## Previous Awards

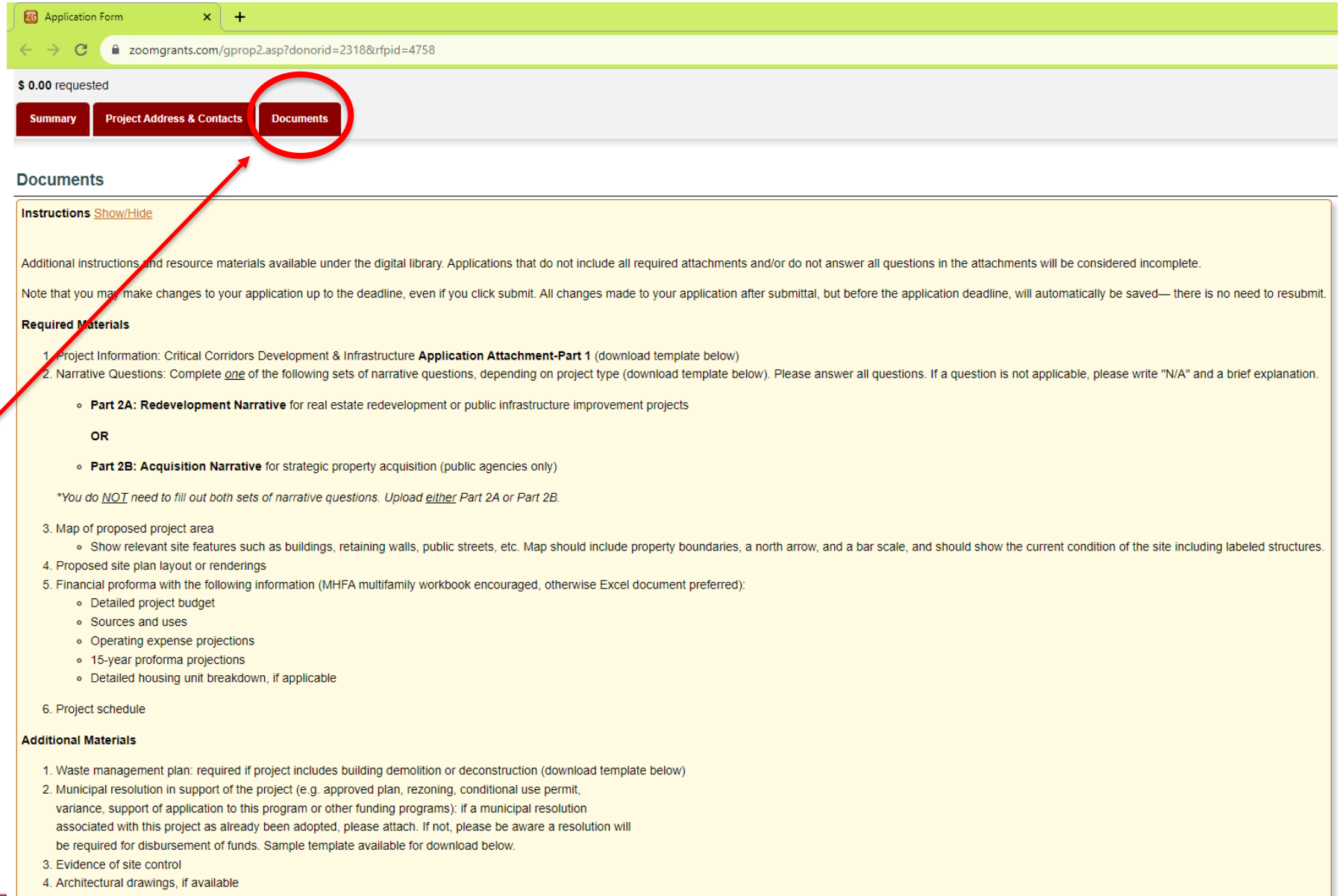
- Hillcrest Redevelopment Site - Phase 1 (St. Paul Port Authority)
- 7th Street Gardens (Winifred Partners, LLC)
- Little Africa Plaza (African Economic Development Solutions)
- Plaza del Sol (Latino Economic Development Center)

## Application Process

- Applications accepted through ZoomGrants
  - <https://www.zoomgrants.com/zgf/CriticalCorridors>
- Pre-application meetings: highly encouraged
- Key dates
  - Solicitation open: Tue, September 5, 2023
  - Solicitation close: Tue, October 3, 2023
  - Award decisions: November 2023

# Application Attachments

See  
“Documents”  
Tab on  
ZoomGrants



Application Form

zoomgrants.com/gprop2.asp?donorid=2318&rfpid=4758

\$ 0.00 requested

Summary Project Address & Contacts **Documents**

### Documents

**Instructions** [Show/Hide](#)

Additional instructions and resource materials available under the digital library. Applications that do not include all required attachments and/or do not answer all questions in the attachments will be considered incomplete.

Note that you may make changes to your application up to the deadline, even if you click submit. All changes made to your application after submittal, but before the application deadline, will automatically be saved— there is no need to resubmit.

**Required Materials**

- Project Information: Critical Corridors Development & Infrastructure **Application Attachment-Part 1** (download template below)
- Narrative Questions: Complete one of the following sets of narrative questions, depending on project type (download template below). Please answer all questions. If a question is not applicable, please write "N/A" and a brief explanation.
  - Part 2A: Redevelopment Narrative** for real estate redevelopment or public infrastructure improvement projects

OR

  - Part 2B: Acquisition Narrative** for strategic property acquisition (public agencies only)

*\*You do NOT need to fill out both sets of narrative questions. Upload either Part 2A or Part 2B.*

- Map of proposed project area
  - Show relevant site features such as buildings, retaining walls, public streets, etc. Map should include property boundaries, a north arrow, and a bar scale, and should show the current condition of the site including labeled structures.
- Proposed site plan layout or renderings
- Financial proforma with the following information (MHFA multifamily workbook encouraged, otherwise Excel document preferred):
  - Detailed project budget
  - Sources and uses
  - Operating expense projections
  - 15-year proforma projections
  - Detailed housing unit breakdown, if applicable
- Project schedule

**Additional Materials**

- Waste management plan: required if project includes building demolition or deconstruction (download template below)
- Municipal resolution in support of the project (e.g. approved plan, rezoning, conditional use permit, variance, support of application to this program or other funding programs): if a municipal resolution associated with this project as already been adopted, please attach. If not, please be aware a resolution will be required for disbursement of funds. Sample template available for download below.
- Evidence of site control
- Architectural drawings, if available

## Application Attachments – Required Materials

1. Project Information: **Application Attachment-Part 1**
2. Narrative Questions: Complete one of the following sets of narrative questions, depending on project type
  - **Part 2A: Redevelopment Narrative**
  - OR**
  - **Part 2B: Acquisition Narrative**
3. Map of proposed project area
4. Proposed site plan layout or renderings
5. Financial proforma (MHFA multifamily workbook encouraged, otherwise Excel document preferred)
6. Project schedule

## **Application Attachments – Additional Materials**

1. Waste management plan
2. Municipal resolution in support of the project
3. Evidence of site control
4. Architectural drawings, if available
5. Market feasibility analysis, if available
6. Photos of project site, if available
7. Letters community support, if available

# Application Timeline



## Questions?

Ella Mitchell, [ella.mitchell@ramseycounty.us](mailto:ella.mitchell@ramseycounty.us)

Carmel San Juan, [carmel.sanjuan@ramseycounty.us](mailto:carmel.sanjuan@ramseycounty.us)

[ramseycounty.us/CriticalCorridors](https://ramseycounty.us/CriticalCorridors)

# Emerging and Diverse Developers (EDD) Program



## Housekeeping

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## What is a **Solicitation**

Solicitation is:

1. Funding opportunity
2. They are documents that make the government's requirements clear so that businesses/ individuals or entities can submit competitive applications.
3. Municipalities generally acquires goods and services through this cost-effective, competitive and fair process accessible to all businesses.

Synonyms

- Request for Proposals (RFPs)
- Request for Quotes (RFQ)
- Notice of Funding Opportunities (NOFO)

# Solicitation Announcement

Opens: September 5-October 31, 2023

Results: December 2023

To qualify Applicant must have 0-5 Housing Projects in the state of Minnesota in the last 10 years

- No asset limit

Housing Development that serves low-to-moderate income residents

- Deferrable 0% interest loan
- 30-80% Area Median Income
- 20 years of affordability
- Eligible in both Saint Paul and suburban Ramsey County
  - Except for North Saint Paul



Fiscal Health



Inclusive Wealth Building



Economic Resilience

## Eligible Activities



- New construction
- Pre-development
  - (with **site ownership**)
- Rehab
- Acquisition
  - With some form of site control

Note: The Ramsey County Prevailing Wage Ordinance may apply to awards over \$25,000 with construction labor hours.

## Eligible Activities Continued -Predevelopment Costs

For predevelopment funds, applicants must demonstrate **full site ownership**. Please remember to attach executed site ownership documentation in the ZoomGrants Application to be eligible for review. Applicants apply for up to \$20,000.00 of pre-development soft costs as listed in eligible “Housing Types and Projects.” Generally, funds must be used within 18 months of award.

### Covered Soft Costs:

- Architectural fees
- Engineering fees
- Consulting fees
- Environmental assessments
- Legal consulting
- Market analysis
- Administrative costs for loan commitments
- Zoning approvals and land-use application fees
- Permitting Fees



# Evaluation Schedule



Task	Date Complete
Close Solicitation	10/31/2023
Application Review	11/8/2023
Staff Recommendations	11/13/2023
Underwriting Review	11/20/2023
Approved Actions go to Agenda Review	12/4/2023
Awardees Alerted	12/7/2023
HRA Board Approval	12/12/2023
Closing Conversations Begin	1/1/2024



# A Holistic Plan

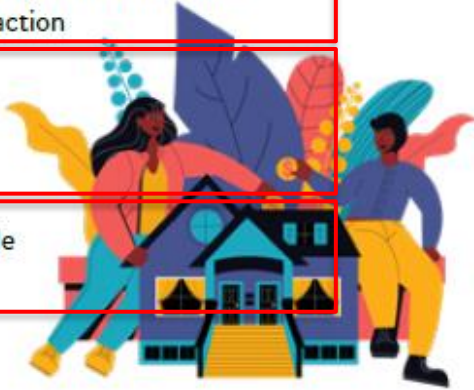
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### 2 Foster economic competitiveness, innovation, and transformation

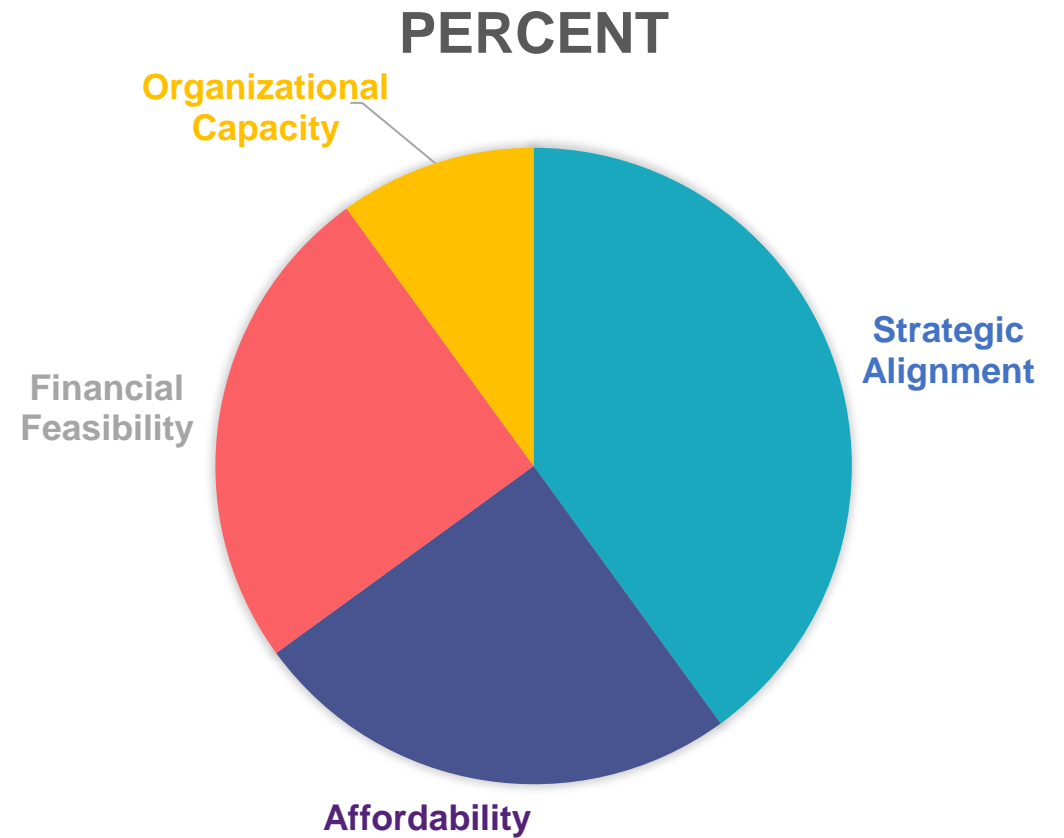
- Sustain and accelerate workforce recovery programs
- Develop pathways to entrepreneurship and Black, Latinx, Asian, and Indigenous business ownership
- Attract and grow high-wage industry and innovation: technology, advanced manufacturing, and life sciences
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# Solicitation Scoring

## Scoring Criteria

- Strategic Alignment (40 pts)
- Affordability (25pts)
- Financial Feasibility (25pts)
- Organizational Capacity (10 pts)





# Strategic Alignment

<p>Applicant fully responds to all Attachment A questions AND demonstrates a clear link between project proposal and the Economic Competitiveness Inclusion Plan and/or Equitable Development Framework, and/or the Deeply Affordable Housing Initiative Report AND incorporates many strategies/actions/recommendations into the development of the project, which could include diverse subcontracting or project team, larger units, on-site supports. (30-40 Points)</p>	<p>Applicant answers most of the Attachment A questions, but answers may be missing some context. The link between the project proposal and the Economic Competitiveness and Inclusion Plan, and/or the Equitable Development Framework and/or the Deeply Affordable Housing Initiative Report is weaker. May incorporate an action/strategy/recommendation from key documents, but the connection is less clear. (10-19 points)</p>
<p>Applicant fully responds to all Attachment A questions and demonstrates some link to between the project proposal and the Economic Competitiveness and Inclusion Plan and/or Equitable Development Framework, and/or the Deeply Affordable Housing Initiative Report AND incorporates some strategies/actions/recommendations into the development of the project. (20-29 points)</p>	<p>Insufficient responses to all or most of the equitable development and livability questions, weak understanding of Economic Competitiveness and Inclusion Plan, Equitable Development Framework report or the Deeply Affordable Housing Initiative Report. Key documents and their strategies/actions/recommendations may not be mentioned in application. (0-9 points)</p>

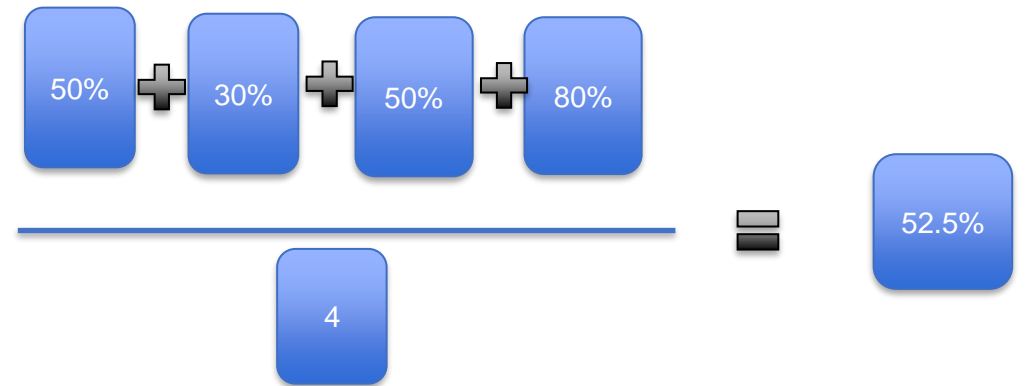
# Affordability

## 25 Points Max

All proposed housing developments must include units at/or below 80% Area Median Income (AMI) and the overall average of rental limits must be at or below 80% AMI

- Applications can only contain 30% AMI, 50% AMI, 60% AMI, 80% AMI and 100% AMI (market rate) units.
- Applications where rental limits average to 50% AMI will receive the most points.
- Points will also be awarded to applications where rental limits average to 60% AMI
- Income Averaging allows applicants/owners to elect to serve households with incomes of up to 100% AMI

## Example 4-unit building at 60% AMI



For example, if an Applicant proposes a four-unit rental housing project and the Applicant sets rental limits for the four units at 30% AMI, 50% AMI, 50% AMI, and 80% AMI that would result in an average AMI of 52.5%. The Applicant would score points for having an average AMI at or below 60% and points for including a unit at 30% AMI.

# Affordability

Average affordability of unit mix	Points
Project's unit mix averages to 50% AMI or less (20 points)	
Project's unit mix averages to 60% AMI or less (15 points)	
deeper affordability	
Project unit mix contains at least one 30% AMI unit (5 points)	
<b>Total Points</b>	0

## Financial Feasibility

### 25 Points Max

1. Total Development Costs (TDC)
2. Number of Units
3. Cost per Unit (CPU)
4. Amount Requested
5. Amount per unit requested
6. Percentage of Ramsey County subsidy
7. Percentage of other funding
8. Highest points awarded for 200,000 per unit costs

## Financial Feasibility (cont)

Percentage of Committed Funding	
<b>Points associated with requested amount per unit</b>	
< or = \$200,000 (20 points)	
>\$200,000 but < or = \$250,000 (15 points)	
>\$250,000 but < or = \$300,000 (5 points)	
Applicant provides a letter of municipal support and/or a letter from the municipality that demonstrates zoning/conditional use approval (5 points)	
<b>Total Points</b>	0

# Organizational Capacity

Reviewer Name:		Optional Brief comments (1-2 sentences)
Organizational Capacity (maximum 10 points)	Enter Score	
Development team has strong experience planning and completing housing development projects. The development team describes ample staff capacity to successfully execute the submitted proposal. If less experienced, lead applicant has brought together an experienced team to fill in organizational gaps. (7-10 points)		
Development team has some experience planning and completing housing development projects. Team has capacity to complete the project, but may need to bring on additional staff resources into the development team. If less experienced team is aware that they will need to fill in the organizational gaps. (4-6 points)		
Development team has little to no experience planning and completing housing development projects. Team does not have enough staff and expertise to complete project and did not propose bringing in additional resources to fill in organizational gaps. (0-3 points)		



## What's Required for EDD Solicitation Responses?

### Pass/ Fail

- Eligible Housing type
- Multifamily workbook (MFW)
  - Otherwise called Proforma
- Responses to the “Ramsey County Equitable Development and Livability” questions
- Acknowledgement letter
- Lobby Certification Form



## Additional Materials

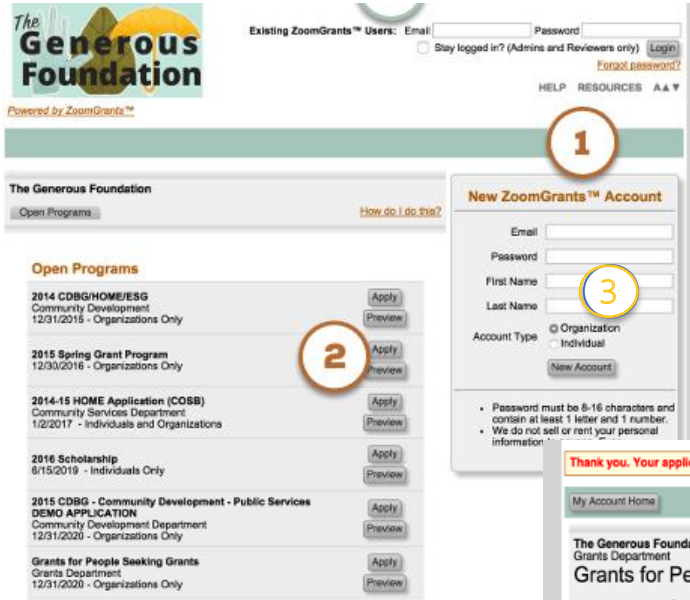
- |  |   |   |
|--|---|---|
| <p>1. Project description;</p> <p>2. Development and financing team;</p> <p>3. Project schedule;</p> <p>4. Financial analysis/Underwriting report;</p> <p>5. Applicant’s financial statements;</p> <p>6. Detailed project budget; (may be included in multifamily workbook);</p> <p>7. Sources and uses of funds statement; (may be included in multifamily workbook);</p> <p>8. Commitment letters from other lenders and funders;</p> <p>9. Architectural drawings, if applicable;</p> <p>10. Sworn construction cost statement, if applicable;</p> <p>11. Bids and specifications, if applicable;</p> <p>12. Site improvement plans, if</p> | <p>applicable;</p> <p>13. Scope of work;</p> <p>14. Photos of project site;</p> <p>15. Evidence of site control, unless for acquisition under special circumstances;</p> <p>16. The qualification forms and complete financial information. This includes the Qualifications of Service Provider, when applicable;</p> <p>17. Operating expense projections; (may be included in multifamily workbook);</p> <p>18. 15-year proforma projections; (may be included in multifamily workbook);</p> <p>19. Market feasibility analysis/plan; if applicable;</p> <p>20. Detailed housing unit breakdown; (may be included in multifamily</p> | <p>workbook);</p> <p>21. Occupancy/ fill projections; (may be included in multifamily workbook);</p> <p>22. Tenant data; if applicable;</p> <p>23. Zoning and land use documentation from local municipality, if applicable;</p> <p>24. Resolution or letter of support from local municipality; and</p> <p>25. Support services: Include a statement on whether support and human services are planned for or are provided to the residents of the project; indicate the services provided and the related service organizations. Indicate names, addresses and contact information of the service providers, if applicable.</p> |
|--|---|---|



## Covered by Detailed MFW

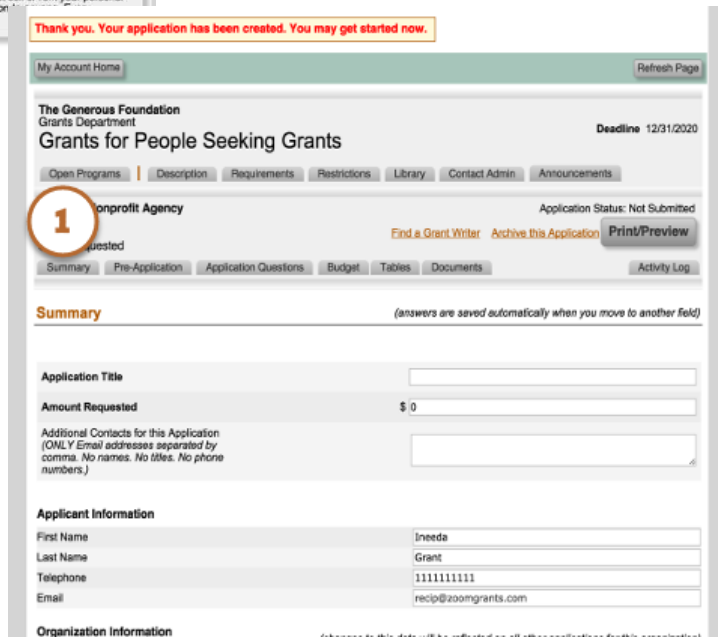
1. Financial analysis/Underwriting report;
2. Detailed project budget
3. Sources and uses of funds statement;
4. Operating expense projections
5. 15-year proforma projections
6. Detailed housing unit breakdown
7. Occupancy/fill projection

**ABOUT 30% OF ALL ADDITIONAL INFORMATION**

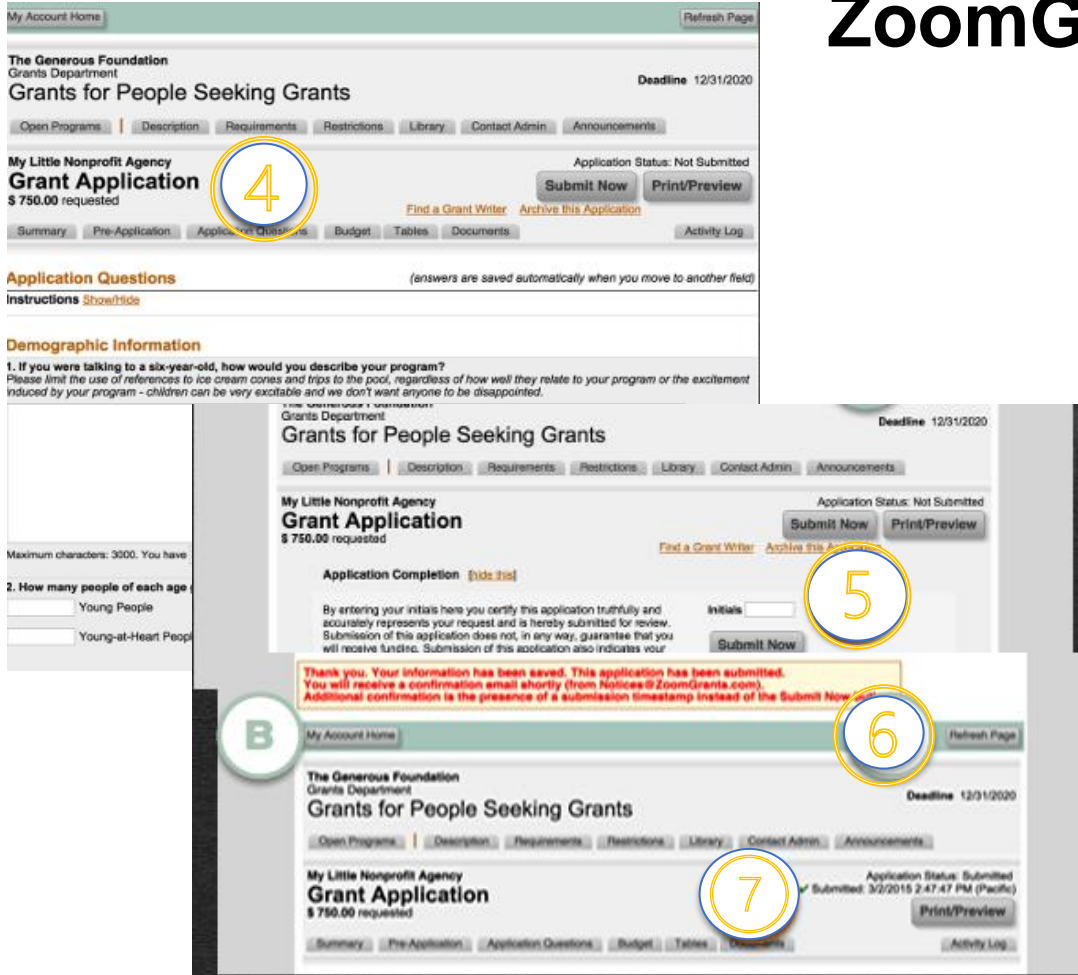


# Zoomgrants

1. Go to [www.ramseycounty.us/edd](http://www.ramseycounty.us/edd) New (free) [Zoomgrants](#) Account
  2. Choose Solicitation
    - Emerging and Diverse Developers Solicitation (EDD)
- Summary Tab- Enter information
- The system will save as you move section to section



# ZoomGrants (cont.)



4. Upload
  - Required Documents
  - Provide a link to or attach
  - Add all pass/fail documents or it will not allow you to submit
5. Submit Now
  - Owner submit
  - Enter initials
6. Refresh Page
  - Missing documents will appear here, press refresh page after adding new documentation
7. Check the timestamp
  - Go to accounts page to make sure submission is complete.



 RAMSEY COUNTY



*A county of excellence working with you to enhance our quality of life.*

# Thank You

Max Holdhusen [max.Holdhusen@co.Ramsey.mn.us](mailto:max.Holdhusen@co.Ramsey.mn.us)

Jerica Gomez [Jerica.Gomez@co.Ramsey.mn.us](mailto:Jerica.Gomez@co.Ramsey.mn.us)