

## Maplewood Properties - South Request for Developer Interest (RDI)



### Submission Schedule and Contact

Estimated RDI Schedule	
Request for Developer Interest Issued	November 10, 2022
Last date for submitting written questions	December 01, 2022
Answers to questions posted on DemandStar	December 20, 2022
<b>Response deadline</b>	<b>January 17, 2023</b>
Review and assessment of responses	February 1, 2023
Selected developer interviews	February 15-28, 2023
Developer recommendation and selection	March, 2023
Negotiation of terms of purchase	April, 2023

*Ramsey County reserves the right to amend or withdraw this RDI at any time, to waive minor irregularities in the RDI process, and to reject any or all RDI responses.*

Questions regarding this RDI should be directed to:

**Jean Krueger, Director**  
**Ramsey County Property Management**  
**121 7th Place East, Suite 2200**  
**Saint Paul, MN 55101**  
**[jean.krueger@co.ramsey.mn.us](mailto:jean.krueger@co.ramsey.mn.us)**

**Submission of Responses (electronic submittals only; maximum 25 pages).** Submit as an email with header "Proposal for Maplewood Properties-South". Complete proposals must be received by 4:00 p.m., January 17, 2023. Changes or clarifications to this RDI and answers to any questions will be posted on DemandStar. **Proposals received after the deadline will not be accepted.** Send proposals to:

**Jean Krueger, Director**  
**Ramsey County Property Management**  
**[jean.krueger@co.ramsey.mn.us](mailto:jean.krueger@co.ramsey.mn.us)**

## Overview

Ramsey County (County) is offering a prime development opportunity in southeastern Maplewood: a distinctive, 88-acre parcel located at 601 South Century Avenue. The County seeks single-family residential proposals from responders with the ability, experience and financial resources to purchase and develop this property, in alignment with both the principles of Ramsey County’s Equitable Development Framework and the City of Maplewood’s Comprehensive Plan. Additionally, the County seeks proposals dedicating a minimum of ten (10) percent of units for first-time homebuyers. For purposes of this request, “responder” includes any end-user buyer, developer or development team.

## Site Description

Ramsey County Maplewood Properties - South is an 88-acre property in southeastern Maplewood located at 601 South Century Avenue. The property served as the County-owned Ponds at Battle Creek Golf Course until its closure in September, 2021. Across Lower Afton Road to the north is the Ramsey County Correctional Facility; to the south and west is residential property in the City of Maplewood. To the east is residential property in the City of Woodbury.

<b>Total Area</b>	88.5 acres
<b>Developable Area</b>	40 acres
<b>Existing Buildings</b>	Golf pro shop
<b>Zoning</b>	<b>Farm.</b> Permitted Uses: Detached SF homes; commercial farm/gardens; green houses or nurseries
<b>Current Land Use</b>	Park* <i>City of Maplewood 2040 Comprehensive Plan</i>
<b>Future Land Use</b>	Park* <i>City of Maplewood 2040 Comprehensive Plan.</i>

## Recent Community Engagement Results

Ramsey County and the City of Maplewood conducted a joint community engagement process in 2020-21 via a consultant to understand the range of potential future development scenarios. The consultant’s conceptual analysis is found in the Appendix, demonstrating a range of options for Maplewood Properties - South (also described in the Appendix as “Site B”) based on community engagement to date and in alignment with Ramsey County & City of Maplewood goals.

## Request for Developer Interest – Required Proposal Contents

Responses must clearly and accurately demonstrate the expertise, capacity, and experience of the developer’s team to meet the requirements of this RDI and the proposed project. Responses will be reviewed and evaluated according to alignment with the County’s Economic Inclusion Plan and Equitable Development Framework (see Appendix).

### Responders should provide the following information:

- A cover page expressing the developer’s vision for the property and including the following information: Developer/team’s name and mailing address; Name, mailing address, telephone

number and email of the primary contact person; signature of authorized representative of responding developer or team.

- Company Information (Brief description of the company, size of the company, years in business, and type of entity). Identify any women, racially and ethnically diverse and/or veteran-owned contractors/construction managers or professionals who would be involved in the project.
- Proposed project description to include the vision, use(s), scope and intended single-family residential program for the site.
- Conceptual site plan showing the development program.
- List of at least three successfully completed projects of similar size and scope to the project proposed.
- Brief narrative describing how the proposed project meets or exceeds priorities from the County's Equitable Development Framework (see Appendix) as well as incorporating principles of the City of Maplewood Comprehensive Plan.
- General approach, including community engagement plan, and proposed timeline.
- Land valuation (purchase price) and proposed project financing.

## Proposal Evaluation and Selection

Evaluation of complete responses to this RDI will be conducted in a systematic manner that will include, but not be limited to, the following criteria:

- I. **Site and Project Program.** Proposed housing and commercial components, square footages, bedroom mix as well as number of affordable housing units and affordability levels. Integration with pedestrian and neighborhood connections. Creative and efficient design. Preservation of existing natural features.
- II. **Racial Equity and Inclusion.** How the proposed development aligns with Ramsey County's Equitable Development Framework strategies.
- III. **Regulatory feasibility.** The extent to which the project incorporates principles and priorities of the City of Maplewood Comprehensive Plan, as well as alignment with the City of Maplewood zoning code.
- IV. **Economic Impact:** Proposed property purchase price, estimated taxable market value of completed project, hiring of BIPOC contractors and workers, and project's overall employment potential.
- V. **Development Team:** Overall experience of company and project principals with similar projects and the type of development being proposed; financial and team member capacity to implement proposal; previous experience of development team working together.

## County Terms and Conditions

### Solicitation addenda and additional information

Changes, additions, alterations, corrections or revisions to the RDI will be made in writing via an addendum. Addendum will be posted to DemandStar and [Maplewood Properties Site Planning](#) and sent by email to those who provide contact information to the RDI contact, Jean Krueger. The County reserves the right to request any additional information at any stage of the process. The County intends to conduct interviews with any or all responders at its discretion. The County is not responsible for any costs incurred by the responder in preparing for or participating in an interview or site visit.

**Additional due diligence**

It is the prerogative of Ramsey County to continue to do due diligence as needed during the RDI solicitation period, to inform future direction for this property.

**Collusion**

Responders shall not enter into an agreement, participate in any collusion, or otherwise take any action in restraint of free competition in connection with this solicitation or any contract which may result, including actions involving other responders, competitors, County employees, or County Commissioners. Evidence of such activity will result in rejection of the developer.

**Negotiation**

Upon selection of preferred buyer(s), the County will negotiate development and purchase agreement(s) with the selected respondent(s).

The resulting agreements and final design will include those terms and the salient features that the parties agree are appropriate to achieve the development objectives articulated and referred to in this solicitation document, including the County's objectives for the sale of the land, and the terms and conditions required or deemed appropriate as matters of County policy or relevant law, including those relating to data practices, audit, equal opportunity, and other matters. The selection will not be final until the appropriate agreement(s) are executed by the parties. The County is not obligated to proceed to enter into a contract as a result of this solicitation and the selection of respondent(s) for the purpose of entry into negotiations does not obligate the County, or the respondent(s) to enter into a binding agreement.

**Public notice**

The County used DemandStar to release information on this real estate development opportunity and associated addenda through a public process. DemandStar offers immediate and automatic notification of documents, and information 24 hours a day, 7 days a week. Subscription to DemandStar is free by following the DemandStar Registration Instructions. Notice of this opportunity will also be communicated through other publications and membership organizations focused on real estate and economic development.

**Public information**

Upon submission, submissions become the property of the County and will not be returned. All information submitted to the County will be considered government data in accordance with Minnesota statutes governing data practices, Minnesota Statutes, Chapter 13, including Sections 13.37 and 13.591.

**Conflict of interest**

The selected responder shall comply with all conflict of interest laws, ordinances and regulations now in effect or enacted during the term of the eventual agreement. The responder warrants that it is not now aware of any facts that create a conflict of interest.

If a responder becomes aware of any facts that might reasonably be expected to create a conflict of interest, it shall immediately make full written disclosure of such facts to the County, including identification of all persons involved and a complete description of all relevant circumstances. Failure to comply with this requirement shall be deemed a material breach of the requirements of this solicitation and the eventual agreement.

**Response acceptance**

RDI responses conditioned upon selection and receiving any other contract award from the County shall be rejected.



## Appendix

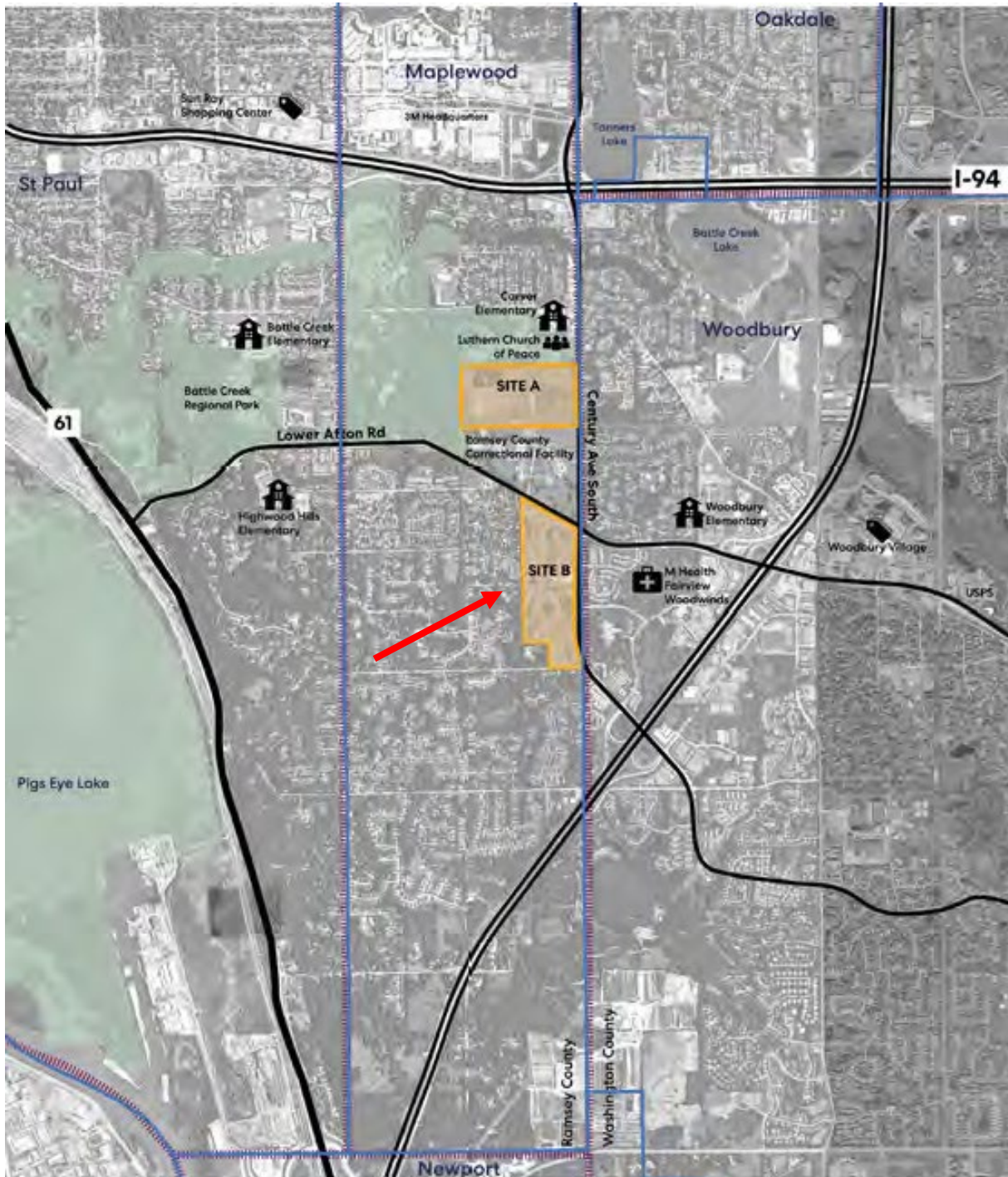
### Consultant Community Engagement + Site Analysis

Ramsey County and the City of Maplewood conducted a joint community engagement process via consultant Perkins + Will to understand the range of potential future development scenarios. Key elements are below, and the final Perkins & Will report is found [here](https://www.ramseycounty.us/your-government/projects-initiatives/economic-development-initiatives/maplewood-properties-site-planning). More community engagement context is found at: <https://www.ramseycounty.us/your-government/projects-initiatives/economic-development-initiatives/maplewood-properties-site-planning>

### Regional Context

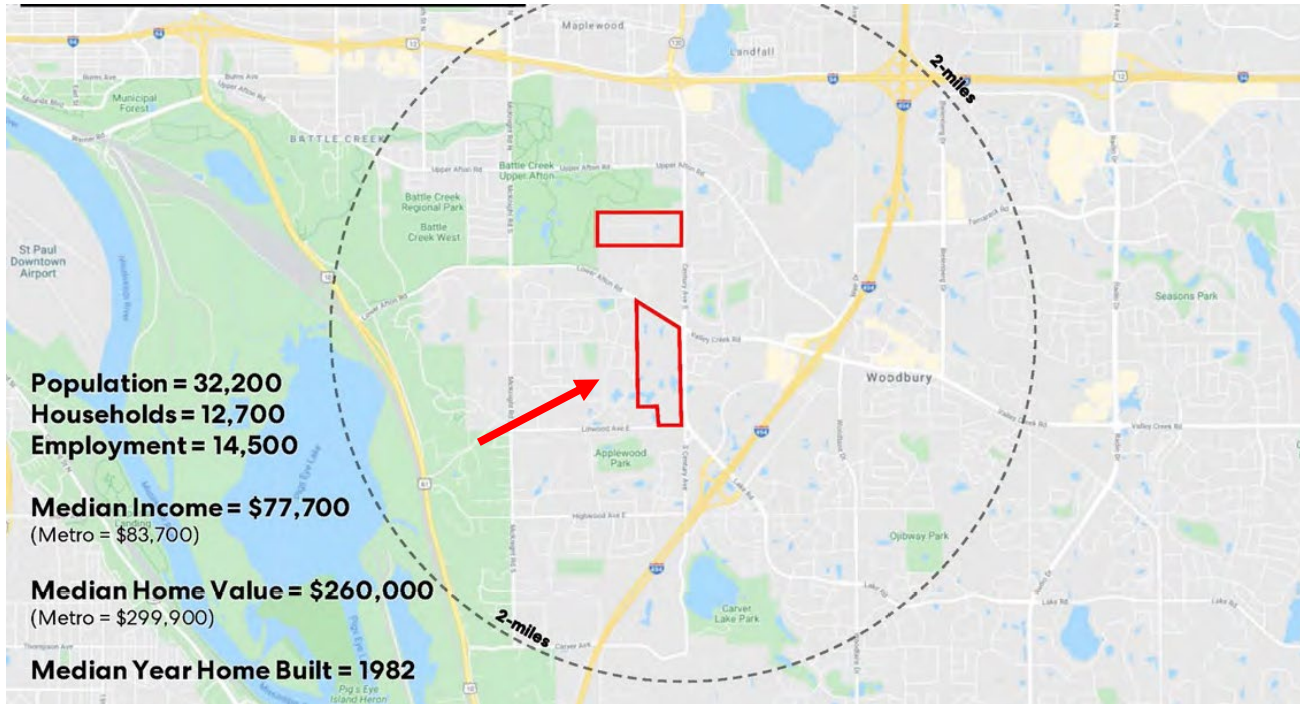


## Local Context

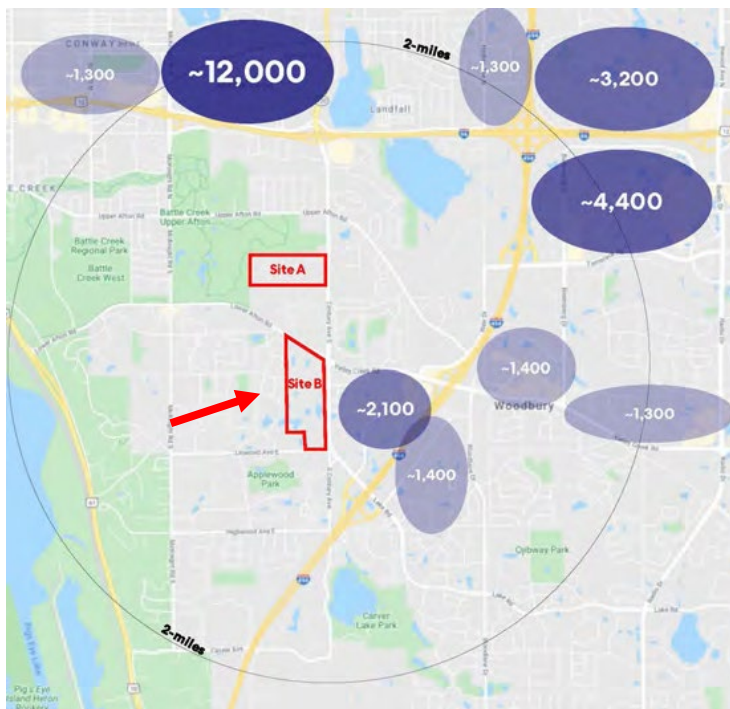




## Area Demographics



## Major Employment Districts



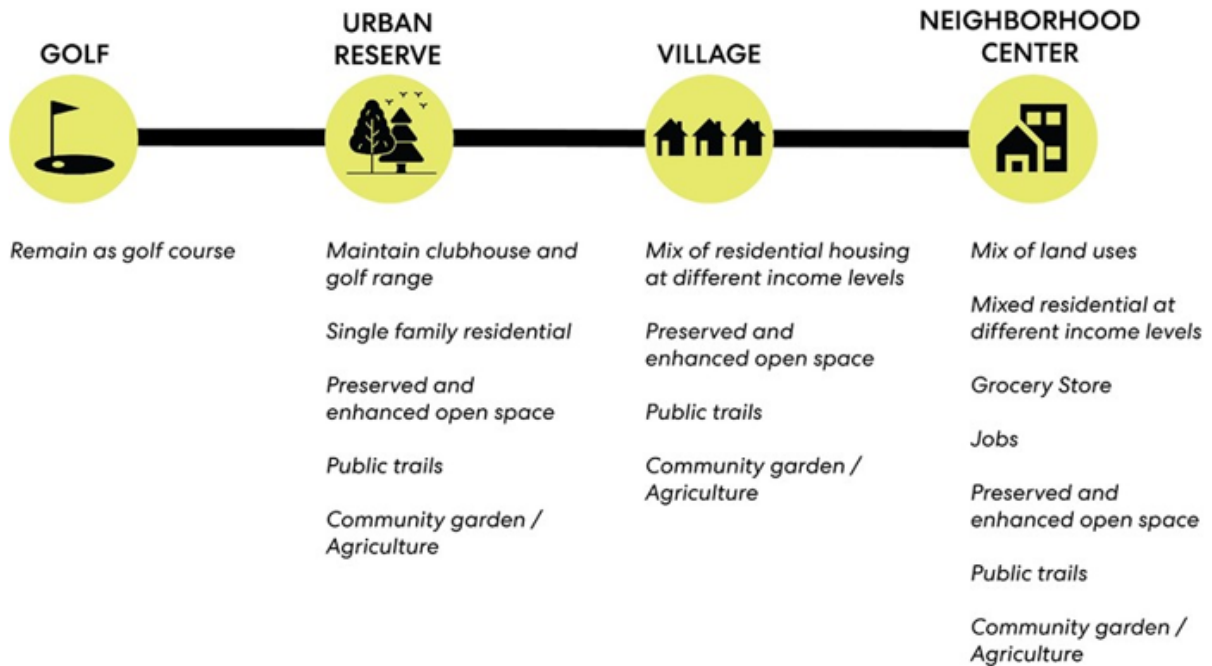
## Marketable Site Characteristics

- Close to Battle Creek Regional Park
- Adjacent to Carver Elementary School
- Direct connection to I-94
- Convenient connection to I-494
- Proximate to major employment areas
- Large enough to include a mixture of uses including open space
- Less than 1 mile from Valley Creek retail area
- Less than 10-minute drive to downtown Saint Paul
- Within an established residential area

## Design Scenarios

(For more detail, see Perkins & Will report: <https://bit.ly/SouthMaplewoodReport>).

Note: the single-family residential concept most closely follows the “Urban Reserve” scenario below. Note: the golf clubhouse and driving range shown below are no longer part of a preferred development concept.





## Ramsey County and Maplewood Development Policy Resources

### Ramsey County Economic Inclusion Plan – Key Strategies & Action Areas

Ramsey County is guided by a [comprehensive economic development strategy](#), centered on equitable growth and strengthening economic competitiveness. Plan overview is below.

## 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



### [Ramsey County Equitable Development Framework](#) (see Appendix)

### City of Maplewood 2040 Comprehensive Plan – Guiding Principles

The City of Maplewood has an approved set of guiding principles that describe community values that will be achieved through the implementation of the [2040 Comprehensive Plan](#).

- **Resilience:** The City has and will continue to promote balanced, sustainable, and supportive practices in order to ensure the needs of the present are met without comprising the ability of future generations to meet their needs.
- **Equity:** Equity is focused on making sure everyone has the resources they need to lead a healthy, productive life.
- **Health:** The health of Maplewood is directly related to the physical and mental health of its residents and employees. To improve health the City and its partners will not only need to address access to health services but issues like safe housing, healthy food access, active living, and community connections.
- **Age-Friendliness:** Maplewood is a community where individuals and families of all ages are welcomed, included, and supported. Age-friendliness addresses accessibility, walkability, and safety in the public realm as well.

# Ramsey County Equitable Development Framework

Community & Economic Development



# I. Background + Purpose

The intent of the Equitable Development Framework is to center racial equity in County land use development and economic development decisions. This means significantly reducing racial disparities, recognizing and working with community towards reconciliation for harm caused by historical racism and current conditions, and partnering with impacted neighborhoods and populations to create vibrant communities (with housing that is affordable to all, quality education, living wage jobs, etc.).

## Ramsey County Vision

A vibrant community where all are valued and thrive.

## Ramsey County Goals & Priorities

Ramsey County seeks to advance racial equity and eliminate ethnic-based disparities where all residents can experience fair outcomes including the highest level of health, wellbeing and opportunities for advancement and growth. Other key strategic goals include:

- i.** Cultivating economic prosperity and invest in neighborhoods with social vulnerability through proactive leadership and inclusive initiatives that engage all communities in decisions about our future.
- ii.** Enhancing access to opportunity and mobility for all residents and businesses through connections to education, employment and economic development throughout our region.
- iii.** Fostering strong communities and people by recognizing and building on racially and ethnically diverse communities' existing capacity for self-determination, and anticipating and preventing displacement of vulnerable residents, businesses, and community organizations.
- iv.** Increasing opportunities for low-income households of color to live in all neighborhoods, with access to home ownership and rental opportunities.
- v.** Fostering places that are healthy, vibrant, and resilient.



## II. About the Framework

The Equitable Development Framework provides criteria to guide internal evaluation of property acquisition, disposal and development decisions, and to advance County goals related to transportation, housing, and community and economic development. This framework uses the term “project” throughout, but the framework may also be used to evaluate plans or other related decisions.

The goal of equitable development is to meet the needs of underserved communities by reducing disparities while fostering places that are healthy and vibrant.



### Equitable Development Drivers

- 1 Advance economic opportunity.** Promote local economic development and entrepreneurial opportunities, enhance community-serving establishments, and increase quality living wage jobs for people in all neighborhoods.
- 2 Prevent displacement.** Develop policies and programs that allow anyone who wants to live in the community to do so, especially current residents, and discourage displacement of viable small businesses that serve community needs.
- 3 Preserve and expand affordable housing options.** Create healthy, safe, and affordable housing, including pathways to home ownership, for all family sizes and incomes in all neighborhoods.
- 4 Understand and respond to local context.** Respect local community character, cultural diversity, and values. Preserve and strengthen intact neighborhoods, building upon their local assets and resources.
- 5 Promote broader mobility and connectivity.** Prioritize an effective and affordable public transportation network that supports transit-dependent communities and provides equitable access to core services and amenities, including employment, education, and health and social services.

## Equitable Development Drivers continued

- 6 Practice meaningful community engagement. Require local community participation and leadership in decision-making to reflect a diversity of voices, including targeted strategies to engage racial populations that are most disproportionately harmed by disinvestment. Build cultural competence and responsiveness among all stakeholders, and structure planning processes to be clear, accessible, and engaging.
- 7 Develop healthy and safe communities. Create built environments that enhance community health through public amenities (schools, parks, open spaces, complete streets, health care, and other services), access to affordable healthy food, improved air quality, and safe and inviting environments.
- 8 Promote environmental justice. Eliminate disproportionate environmental burdens and ensure an equitable share of environmental benefits for existing communities. Secure resources to mitigate and reverse the effects of environmental hazards past and present.
- 9 Achieve full accessibility. Ensure that results from investments in the built environment is accessible and welcoming to people regardless of age, race or ethnicity, physical condition, or language.

These drivers are not designed to be deployed independently; their inter-relationship is fundamental to undoing the structural racism perpetuating current disparities. If implemented piecemeal or in isolation, they will result in transactional wins that do not produce lasting change. The Equitable Development Framework presents an integrated fabric of strategies to close racial inequities. Used together, these drivers have the potential to transform systems and shift from the current trajectory of growth that marginalizes many populations and compromises the diversity that makes communities strong.



### III. Equitable Development Principles and Guiding Questions

**Equitable Community Engagement & Alignment** ensures that vulnerable populations within Ramsey County, especially low-wealth residents, Black, American Indian, Latino, and Asian, neighborhood groups, community organizations, people living with disabilities, immigrants, and small businesses are centered in the project. These guiding questions can inform internal evaluation decisions. A scale of High-Medium-Low can be used in evaluating the responses to each question.

- 1 How does the project address an issue already identified by the county or the affected community (i.e., racial inequities in homelessness or homeownership)?
- 2 How were affected community members involved in the development of the project?
- 3 How are engagement practices tailored to the affected community? For example, how are Black and American Indian (or racially and ethnically diverse) residents, immigrants, low-income residents, renters, youth/young adults, residents with disabilities, multilingual communities, and others represented in the engagement process?
- 4 How does the project reflect the priorities of Ramsey County's Economic Inclusion Plan?
- 5 Do contractors display a commitment to diverse hiring, etc.?
- 6 What is the quality of communication with the affected community? How is communication shared through multiple platforms (i.e., include mail, social media and e-mail, community newsletters, community-based organizations, and community meetings or events)?
- 7 What are the advantages or disadvantages of creating a community governance group for this project?



**Equitable Land Use and Design** ensures that the vision and implementation of a plan or a project prioritizes promoting people's health, well-being and prosperity; prevents displacement of the current residents; and benefits all residents.

- 1 How does the project assess and document beneficial and harmful impacts on environmental health and economic prosperity in partnership with the community?
- 2 How does the project connect to the existing neighborhood? Do publicly accessible amenities including green space, biking/walking trails, community gardens, shade and trees connect to the existing neighborhood?
- 3 How does the project mitigate any existing water, air and soil contamination on site?
- 4 What resilient features are incorporated, including energy reduction features, stormwater management techniques, biking/pedestrian amenities, etc.?
- 5 If the project is located along major transit corridors, how does it increase density and/or reduce minimum parking requirements?
- 6 If the project results in significant changes in land use, how does it include provisions for community ownership of land?
- 7 How does currently zoned industrial and commercial lands promote an increase in living wage and/or entrepreneurial opportunities for all residents?

**Equitable Housing** ensures that all current and future households across the county have access to affordable housing choices.

- 1 How does the project improve housing stability for communities with a record of historic wealth extraction?
- 2 What is the provision of affordable housing? Does the project ensure that at least 20% of units are available at 30-50% of AMI?
- 3 Are housing choice vouchers accepted in rental buildings?
- 4 How are affordable home ownership opportunities provided, when applicable?
- 5 How is new housing developed with energy efficiency features to help cut down on utility bills for its lowest income residents?

**Equitable Transportation** assures that development integrates transit and bike/pedestrian friendly land use practices to enhance healthy living within low-income communities and communities of color.

- 1 How does infrastructure provide access to pedestrian, bicycle and transit systems?
- 2 How does the project include traffic calming, where applicable, and pedestrian safety features?
- 3 How do wayfinding installations, when applicable, use best practices for inclusivity and accessibility?
- 4 How does the project maintain and improve public transportation services?
- 5 Is the proposed development within 1/2 mile of Metro Transit's high-frequency transit system? If so, how does it respond (i.e. avoiding over provision of parking, increasing density)?
- 6 How does parking accommodate bicycle use and storage, and address access or passage to pedestrians and people with disabilities? How does the project encourage people to walk, bike, and/or use public transit?



**Equitable Economic Development** assures that policies and programs associated with a plan or development prioritize equitable, sustainable wealth creation and high-quality job opportunities that prevent displacement of residents and small businesses from low-income communities and communities of color.

- 1 How do lease agreements prioritize business opportunities results in local investment?
- 2 How does the project use existing workforce programs to connect residents to construction jobs and long-term employment within the project?
- 3 How do a substantial number of jobs created pay living wage and hire local residents (especially those with barriers to employment)?
- 4 How is employee growth, training and mentorship is promoted?
- 5 How does the project invest in neighborhoods with concentrated financial poverty?
- 6 How do residential buildings incorporate ADA and/or transit accessible features?

## Other Factors to Consider (Feasibility, Fiscal Impact, etc.)

- 1 Costs & Risks
  - » Price (Acquisition or Sales)
  - » Appraised Value
  - » Other Potential Costs (Relocation, Remediation, Demolition)
  - » Total Costs (Transaction Cost, Consultants, Due Diligence)
- 2 Project alignment with local Comprehensive Plan and current Zoning
- 3 Project benefits
  - » Total Costs (Transaction Cost, Consultants, Due Diligence)
  - » Resale Potential of Land for Development
  - » Change in Market Value and Tax Base
  - » Grant Eligibility
- 4 Gap Analysis (Subsidy Requirement, etc.)
- 5 Project Timeline

## Equitable Development Review Elements

- 1 Project/Plan Name
- 2 Location of Project/Plan
- 3 Public Investment
- 4 Developer Contact Info
- 5 Developer Financial Subsidy Request (if applicable)
- 6 Public Partner(s) Contact Info
- 7 Other Stakeholders
- 8 Description of the Project/Plan
- 9 Community Profile (Key Comments)

