



**HRA/CITY COUNCIL/PLANNING COMMISSION WORK SESSION WORK SESSION
BARTHOLOMEW ROOM
NOVEMBER 18, 2019
5:45 PM**

Call to order

1. Consideration of two potential development proposals for 6501 Penn Avenue South.

Adjournment

Auxiliary aids for individuals with disabilities are available upon request. Requests must be made at least 96 hours in advance to the City Clerk at 612-861-9738.



STAFF MEMO NO. 15
WORK SESSION
11/18/2019

REPORT PREPARED BY: Julie Urban, Housing Manager

DEPARTMENT DIRECTOR REVIEW: John Stark, Executive Director
11/13/2019

OTHER DEPARTMENT REVIEW:

CITY MANAGER REVIEW: Katie Rodriguez, City Manager
11/14/2019

ITEM FOR WORK SESSION:

Consideration of two potential development proposals for 6501 Penn Avenue South.

EXECUTIVE SUMMARY:

The Housing and Redevelopment Authority (HRA) owns the property at 6501 Penn Avenue South and is currently seeking a developer to redevelop the property. Two developers presented their concepts for redeveloping the site to policymakers on September 16. Developers were asked to return to a second study session with additional information about their proposals.

Developers were asked to provide greater detail in the following areas:

- What the project would be with just the HRA property and what it would be with the adjacent properties to the east and south?
- What level of housing affordability could be committed to?
- What type of commercial could be realistically expected?
- Whether or not accessible units could be incorporated?
- If/how green space could be incorporated?
- How the project meets City goals?

A summary of the two projects is provided here. Additional information is provided in attachments to the staff report.

Locus/NHH/Boisclair Proposal: Mixed-use, up to three phases in separate buildings, deeper housing affordability possible.

- Up to 77 units of rental housing could occur in the three phases (Phase A = 44 units; Phase B = 10 units - renter or owner-occupied townhomes; Phase C = 38 units).
- Phases B and C would occur when/if adjacent property owners are willing to sell.
- Up to 18,000 square feet of commercial space could be provided in Phases A and C. Developer committed to seeking a community-based user. If the appropriate use can't be found, the commercial space would be converted to housing units/amenity space.
- The housing would include a range of affordability between 30% and 80% of the Area Median Income (AMI), in 20-100% of the project. The final mix will depend on the results of competitive funding processes. These competitive processes add time to the development process (e.g., 9% tax credits awarded November 2020) and typically require a commitment to meeting needs for a specific segment

of the population (e.g., veterans, people leaving homeless shelters). The project team includes a housing developer experienced in providing housing at deeper levels of affordability.

- Project components are adaptable depending on which properties are acquired and what housing financing is obtained.
- Green space could be provided if a Phase B occurs.

Broadway Investors Proposal: Mixed-use, larger project including adjacent properties, mixed-income housing.

- 150 rental housing units would be provided in a large, L-shaped building with two-levels of parking located along Oliver Avenue.
- The developer's preference is to develop a larger area, including 6501 Penn Avenue South, 6525 Penn Avenue South and three adjacent residential properties on Oliver Avenue.
- Developer is confident residential owners are willing sellers. The commercial owner is more of an unknown, in which case the building "leg" along Penn Avenue would be shortened, resulting in a reduction of 45 units.
- Up to 7,500 square feet of commercial space would be included. Uses aren't definite yet but might include a food/beverage provider, co-working space, or yoga studio.
- Between 28 and 32 units affordable at 50% of the AMI would be provided, consistent with Housing Tax Increment Financing (TIF) District requirements (21 units, if 6525 commercial building is not acquired).
- "Vertical" green space would be provided through roof-top amenities, hanging gardens, and landscaping along property lines.

Upon receiving the completed questionnaires and updated site plans from both development teams, a group of six staff members, representing different aspects of City and HRA functions met to review and discuss the proposals. The staff members preferred the site plan and building layout provided by the Locus/NHH/Boisclair team and feel that it provides a better neighborhood fit on both Penn Avenue and Oliver Avenue. It was also agreed that this team has more experience in funding, constructing and managing affordable housing and superior building and site design. The Broadway Investors team, however, has demonstrated the ability to assemble sites and a willingness to modify their proposal to meet policy-maker and resident concerns. Staff has some concerns about Penn Avenue vehicle access for both proposals that would need to be explored regardless of which team is chosen. In the end, all six staff members involved in this review committee had an overall preference for the Locus/NHH/Boisclair proposal, but the group also agreed that the Broadway Investors proposal has merit, and if chosen, would be comfortable moving forward with that team.

DIRECTION NEEDED:

Staff and the development teams are asking for policymaker feedback on the direction they would like development of the property to take to best meet the City's housing and land use goals.

Choices to consider:

1. Do you prefer a smaller or larger project?
2. Is it more important to create a greater number of housing units or to offer deeper affordability?
3. How important is the commercial space and what type of commercial should it be?
4. Which project best fits with the neighborhood character and uniqueness of Penn?
5. Which project provides the best transition to the neighborhood to the west?
6. What element should receive the highest priority in choosing a developer?

Staff will select a development team to work with based on the direction provided.

BACKGROUND INFORMATION:

A. HISTORICAL CONTEXT

- The property at 6501 Penn Avenue South has been a Bumper to Bumper auto parts store for many years. The second building on the property has been occupied by a variety of auto-related

uses over the years, but mostly vacant in recent years. The property had been for sale off and on in the past couple of years. In 2018, the owner reached out to staff about purchasing the property, and the HRA purchased it in January 2019.

- The HRA property is approximately half an acre in size, a corner property, and is adjacent to retail commercial to the south (6525 Penn Avenue South) and two single-family residences and a duplex to the east. The size of the property, including 6525 Penn Avenue South and the three adjacent residential properties is 1.44 acres. The entire area is zoned and guided for Mixed Use Community with the Penn Avenue Overlay. Commercial and multi-family are both permitted uses. The maximum allowed height is eight stories.

B. POLICIES (resolutions, ordinances, regulations, statutes, etc):

- The property is zoned and guided for Mixed Use with the Penn Avenue Overlay. The goal of the Penn Avenue Corridor District is to provide for a balanced mix of commercial, office and residential uses that together create a cohesive and pedestrian-friendly area.
- The City's Comprehensive Plan and Housing Visioning statement encourage the development of a full range of housing choices.
- The City's Inclusionary Housing Policy requires the inclusion of at 20% of units affordable at 60% of the Area Median Income for all projects receiving city financial assistance.

C. CRITICAL TIMING ISSUES:

- Direction from policymakers is needed before a development team can move forward.
- For redevelopment to begin in 2020, a developer should be selected this Fall.
- The sooner new development proceeds, the sooner the substandard buildings can be removed from the site.
- Next Steps:
 - If a development team is selected, staff will begin negotiating a pre-development agreement and the development team may begin conversations with the neighborhood.
 - Once a pre-development agreement is signed and a deposit submitted, work with HRA consultants on a development agreement and financial feasibility can begin.
 - Additional funding sources could be sought once a development agreement and commitment to sell the property is approved.
 - The entitlement process would likely occur once a development agreement is approved.

D. FINANCIAL IMPACT:

- The HRA purchased the property in January 2019 for \$480,700.
- Once a single development team is selected, a pre-development agreement can be negotiated, and a deposit will be required to cover HRA staff and consultant costs. Until that time, the HRA absorbs staff costs and any work by legal and financial consultants is limited.

E. LEGAL CONSIDERATION:

None at this time.

ALTERNATIVE(S):

Policymakers may determine that neither development proposal is appropriate for the site and direct staff to seek other development proposals.

PRINCIPAL PARTIES EXPECTED AT MEETING:

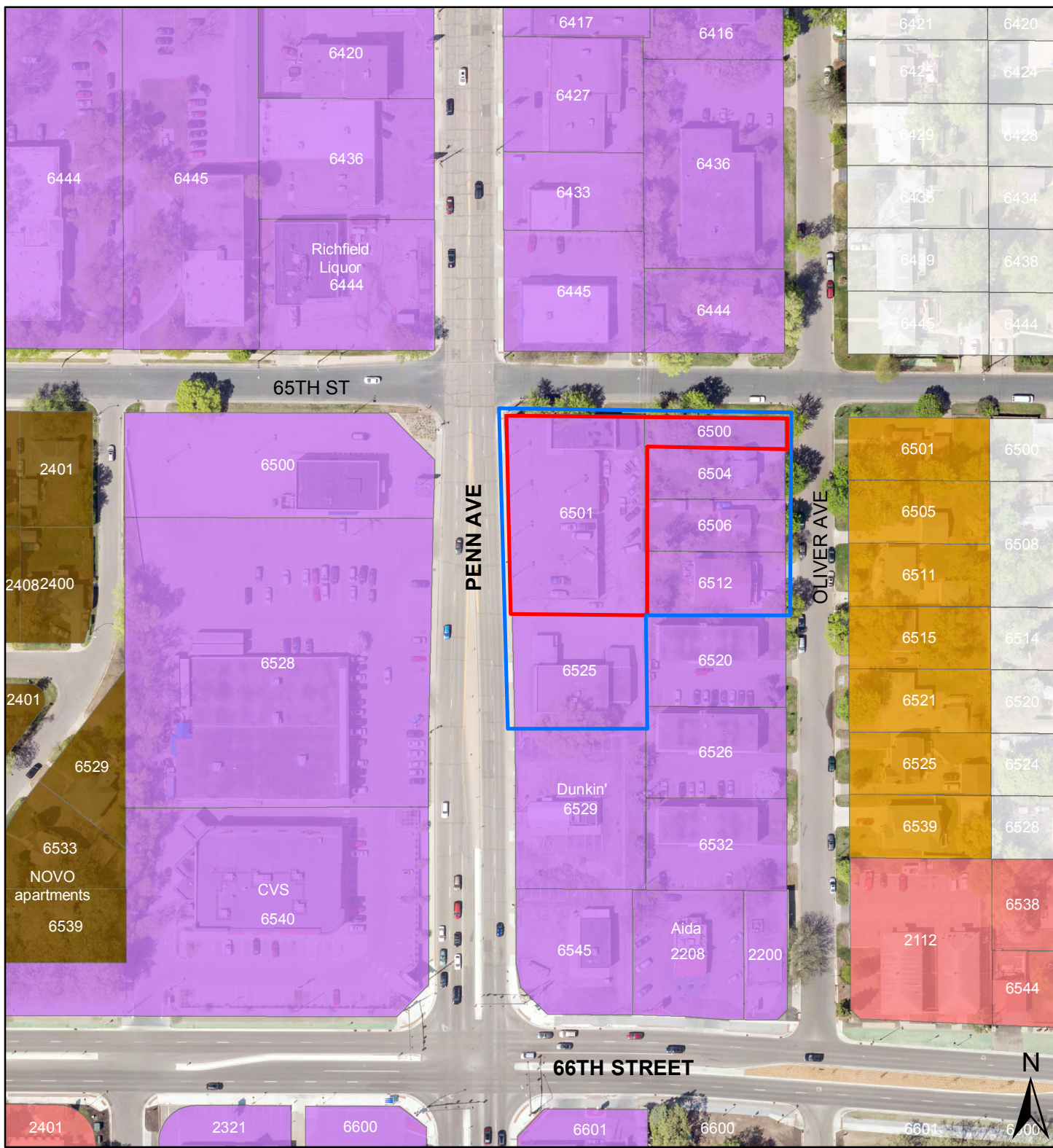
Representatives from Broadway Investors and Representatives from NHH Properties, Boisclair Corporation and Locus Architects

ATTACHMENTS:









Description	Type
□ Comp Plan/Site Context Map	Backup Material
□ Site Photos	Backup Material
□ Broadway Investors Bios	Backup Material

- | | | |
|---|---|-----------------|
| ▣ | Project Information Broadway Investors | Backup Material |
| ▣ | Broadway Site Plan | Backup Material |
| ▣ | Project Information Locus NHH Boisclair | Backup Material |
| ▣ | LNB Site Plan and Images | Backup Material |

6501 Penn Ave - Site Context & Comp Plan



Future Land Use

- | | | |
|--|--|---|
|  Mixed Use |  High Density Residential |  HRA-owned property |
|  Community Commercial |  Medium Density Residential |  Potential extent of development |
|  Neighborhood Commercial |  Low Density Residential | |

6501 Penn Avenue



View from Penn Avenue – looking East



View looking Southwest

Broadway Investors

Erik Winegarden has over 18 years of rental property experience, beginning in 2001 while he was playing for the Philadelphia Phillies, buying property in the off seasons. He owned and managed rental properties in Minneapolis/St. Paul between 2001 and 2006. Once done playing baseball, He purchased a home in Richfield which he still owns today and obtained his Real Estate license in 2006. Erik has specialized in residential and apartment sales, having sold 1,200 residential homes across the MSP metro, totaling over \$300,000,000 in total sales volume. Family is important to Erik, he spends time outside of real estate coaching his three boys in baseball and football! He also has a passion for helping others through the struggles of addiction. He currently serves on the board of Life Rebuilders, a nonprofit based in the Twin Cities that houses and helps transition those with addictions back into life so they can give back to those who are working through the same issues.

David Lundy has over 22 years of real estate and banking experience, with an emphasis on property acquisition & development, commercial lending and real estate portfolio management. His current endeavors include developing a large apartment project, managing several construction companies and operating a 30,000 sq. ft. coworking facility. Personally, David enjoys time spent with his wife and five daughters exploring the outdoors and all things soccer. He currently serves on the board of Hubbell Realty Company, Des Moines premier full service real estate development company.

6501 Penn Avenue Development Questionnaire

Development Team
Broadway Investors, LLC Erik Winegarden - Developer David Lundy – Developer
Team Members - List members and roles, examples of other projects
Erik Winegarden – Developer <ul style="list-style-type: none">• NOVO Apartments at 66th & Queen – Developer• 18 years of rental property experience• Developer/Broker with specialty in residential & apartment sales with over 1,200 sold homes David Lundy – Developer <ul style="list-style-type: none">• NOVO Apartments at 66th & Queen - Developer• Evolve Workplace, a coworking facility in West Saint Paul – Founder• Hubbell Realty, Des Moines, IA – Director & Shareholder• Various homebuilding & land development in IA & MN• 15 years experience in commercial banking Sambatek – Todd Olin Civil Engineer Dan O’Brian – DSO Architecture <ul style="list-style-type: none">• Both Todd & Dan were involved in the NOVO Apartment project.
Housing Affordability - # of units by affordability level, plan for achieving
The project is expected to provide approximately 28-32 affordable units within the guidelines for a “20% @ 50%” TIF plan.
Experience Constructing/Managing Affordable Housing – names of projects
The Team Members are all involved with the NOVO Apartments project located at 66 th & Queen in Richfield. If the development team is chosen to move forward on the 6501 Penn Project, qualified general contractors and property managers will be interviewed to determine the right fit for the project. The development team has worked with several well-known organizations within the Twin Cities and are confident that several of these groups will be willing and interested in the project.
Accessibility - # of units, level of accessibility
The project is expected to provide a minimum 3-4 zero-barrier accessible units.

Unit Mix/Type

The approximately 150 unit development will consist of a mix/type that includes studio, 1, 1+den & 2 bedroom units. Further details on size, amenities and mix will be driven by project specific market study.

Target Market

Based on previous market studies of the area, it is anticipated that the primary target market will consist of individuals in the 25-35 and 45-64 age range. This is not an exclusive target market, but one specifically noted in recent market studies.

Property Management

Property Management will be handled by a qualified third-party. Management teams that have been interviewed for similar buildings include:

The Excelsior Group
Steven Scott Management

Commercial Space – size, plan/intent for space, affordability, plan for achieving

The project plan currently calls for approximately 7,500 square feet of retail space to be located on the first floor in the Northwest portion of the development facing Penn Ave.

While the development team has ideas for what type of businesses would best serve the immediate neighborhood and Richfield as a whole, it is still very early in the development process to be locking down specific users. That said, possible commercial tenants include a food/beverage provider, a coworking space, yoga studio or other “more local” tenants with a preference to those tenants providing a unique experience in line with Richfield’s “Urban Hometown” plan.

Plan for Adjacent Property

The development team plans to acquire or establish Phase II construction plans to incorporate the adjacent parcels. This includes the adjacent single-family residences located East of 6501 Penn as well as the commercial property located directly South of 6501 Penn.

Regarding the single-family residences, Broadway Investors currently has one signed purchase agreement and is in negotiations on the remaining two.

While we remain confident in our ability to secure the commercial property to the south, we have preliminary project numbers that support the viability of a development project exclusive of the southern commercial property. Without the additional commercial parcel, unit count shall be reduced by approximately 45 units to 105 total units.

Site Plan
See attached site plan. Additional plans for 6501 Penn specifically, as well as 6501 Penn and the adjacent single-family residences forthcoming.
Design Goals
Design goals for the development are consistent with the City/Corridor goals for an “Urban Hometown” feel while taking into consideration the surrounding neighborhood. Specifically, the building mass will be focused on the Penn Ave side of the property, with underground and off-street parking, a focus on green space and thoughtful transitions between the development and adjacent properties further discussed below.
Height
The proposed development will be four to five stories on the West and North sides of the property.
Neighborhood “Fit”
The development is designed to best provide for a neighborhood that is commercial to the West and residential to the East. Efforts to provide appropriate transition between these two uses include: <ul style="list-style-type: none">• A strong urban look along the Penn Ave/Western property line.• Landscaping to provide a break between the street and the building profile.• Step-down elevations on the Eastern property line to soften the impact of the commercial use and the residential neighborhoods to the East.• Parking and ingress/egress situated of 65th to minimize the effect of additional traffic created by the development.•
Parking/Parking Ratio
The development is seeking to provide a parking/unit ratio of 1.25:1, with a minimum of a 1.15:1 parking ratio.
Green Space
The development seeks to incorporate green space into a very tight building footprint. Examples include: <ul style="list-style-type: none">• Inclusion of a rooftop deck/garden• Hanging gardens where applicable to• Landscaping along the property lines to reduce environmental heat gain, provide shade to pedestrians and soften the transition from street to building elevations.

City/Corridor Goals – How does the proposed project meet City goals for the community and the goals for the Penn Corridor?

The proposed project is in line with the City comprehensive plan for the community as well as the proposed Penn Corridor Master Plan. In developing an overall plan for the site, as well as designing the building and its amenities, many key themes from both the City’s comp plan and the Penn Master plan were incorporated.

Specifically, the development plan took note of the City’s desire to:

Promote the development of a balanced housing stock that is affordable to a range of income levels. – The project shall incorporate an affordable component as discussed above. In addition to financial considerations, a 20% @ 50% TIF plan was chosen to be in line with the City’s stated goal of giving priority to proposals for housing that contain a mix of market-rate and affordable units, with a higher proportion of market-rate units.

Encourage the creation of “move-up” housing – The development shall provide for new housing stock that will help satisfy the need for higher quality apartment units as well as provide for the need for unit sizes for growing families

Offer a mix of residential and complementary commercial uses that embody and preserve the feel of the “Urban Hometown” in their design. – The development shall provide for the inclusion of residential and retail space that supports this goal. Specifically, the development seeks to incorporate a food/beverage tenant as well as perhaps a coworking space or alternative retail space user depending on market demand.

Create mixed use areas along major transportation corridors in response to the future of housing demands. – The development specifically meets this desire by providing a mixed-use first floor with additional housing units above.

Housing choices that welcome diversity of age, race and physical ability with quality amenities and a safe living environment. – The development seeks to meet these choices by providing affordable and accessible units at a level driven by the financing and market demand characteristics of the project. Amenities will include heated underground parking, roof top deck/garden and on-site retail. Tenant and community safety will be a priority and addressed in part by a well thought out lighting plan, building access plan and appropriately places security cameras.

Establish site design and architectural characteristics that provide appropriate transitions between lower and higher intensity uses. - Building characteristics that include townhome style housing (1st level units on SW portion of the development), shared community spaces (potential co-working retail tenant) and energy efficient building systems (solar panels, LED lights, reflective roof membrane, high efficiency HVAC systems, etc)

With respect to the Penn Corridor Master Plan, the proposed development addresses the following items:

Design Guidelines

- **Street Type:** The development shall provide an aesthetically pleasing transition from the street to the frontage and building design. Specifically, site furnishings, boulevard plantings, lighting and access to residential walk up units are examples of items that are part of the design.
- **Frontage Type:** The building placement and mass have been shifted to the North and West of

the subject property to provide for a strong urban feel along Penn while easing the transition from the Eastern portion of the development and the adjacent residential neighborhood.

- Building & yard wall, i.e. the transition from public to private property: The plans incorporate an Inviting entrance to the commercial space on the corner of Penn & 66th. To the south, walk up residential units off Penn will provide an attractive visual change from sidewalk to building. Additionally, a step-up design for the East side of property has been chosen to soften the flow between the site and residential neighbors and to minimize light pollution.
- Sustainability: The development is planned with sustainability in mind. For instance, the incorporation of green space (rooftop deck/garden, hanging gardens, boulevard plantings, etc.) is done both for the residents, employees and customers interacting with the space, but also to reduce environmental heat gain. Consideration for various methods of energy conservation (solar panels, LED lights, reflective roof membrane, high efficiency HVAC systems, etc) and storm water management will be ongoing.

Estimated Market Value

The proposed development's estimated market value upon completion is between \$28 and \$32 million.

Financing

The development team has various sources of public and private funding sources that it plans to incorporate into the overall financing of the project. Grant funds shall be sought, including the Livable Communities Demonstration Act, Transit Oriented Development funds (state and county), Minnesota Housing's Impact Fund, and HOME and Affordable Housing Incentive Funds through Hennepin County.

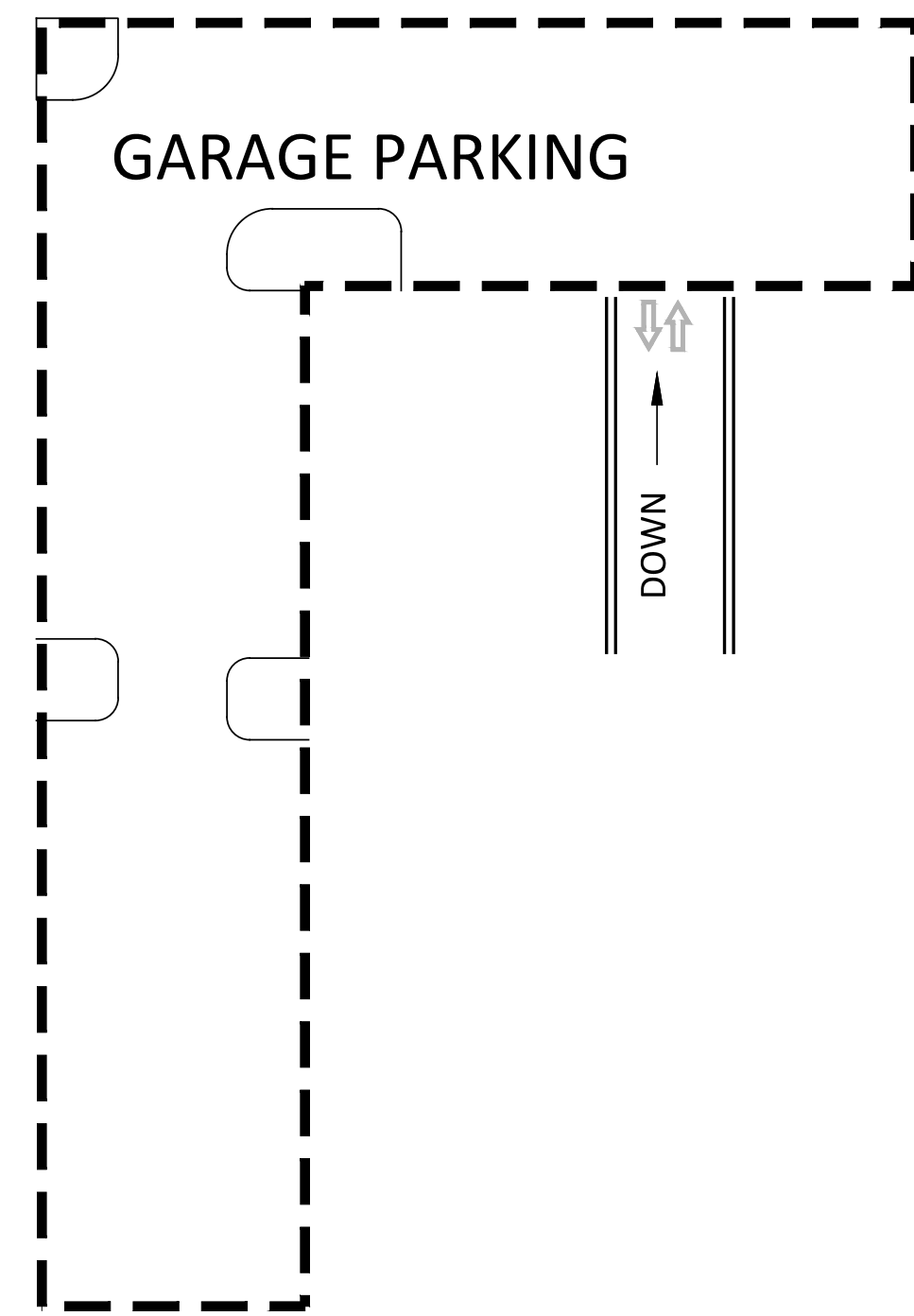
Preliminary discussions have begun with several of those sources.

Need for Public Financial Assistance

The development team anticipated that TIF funding will be necessary to provide for a financial feasible project.

Estimated Timeline

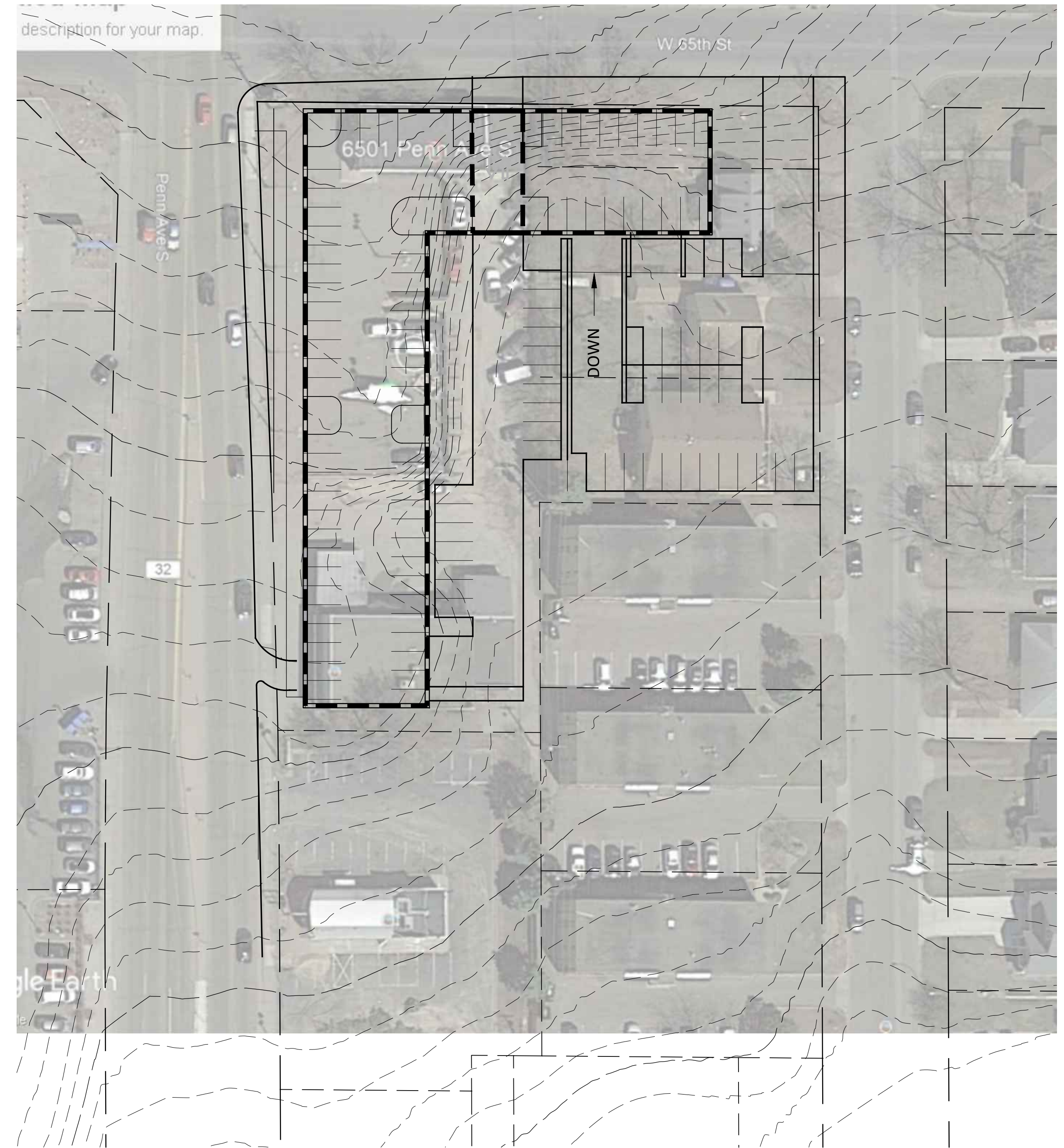
The development team anticipates a 22-30 month entitlement, permitting and construction timeline. Please note this timeline is dependent many variables, including the timing to establish control of the various parcels, the City's cooperation and the ability to secure TIF financing.



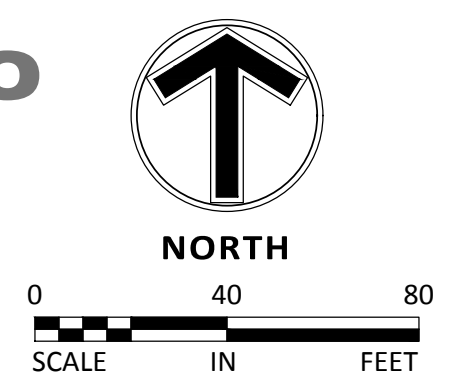
**PARKING
LEVEL P-3
(LOWEST LEVEL)**

ESTIMATED GARAGE
STALLS 75

CONCEPT SITE PLAN FLOOR PLATE BREAKDOWN



CONCEPT SITE PLAN OVER AERIAL PHOTO



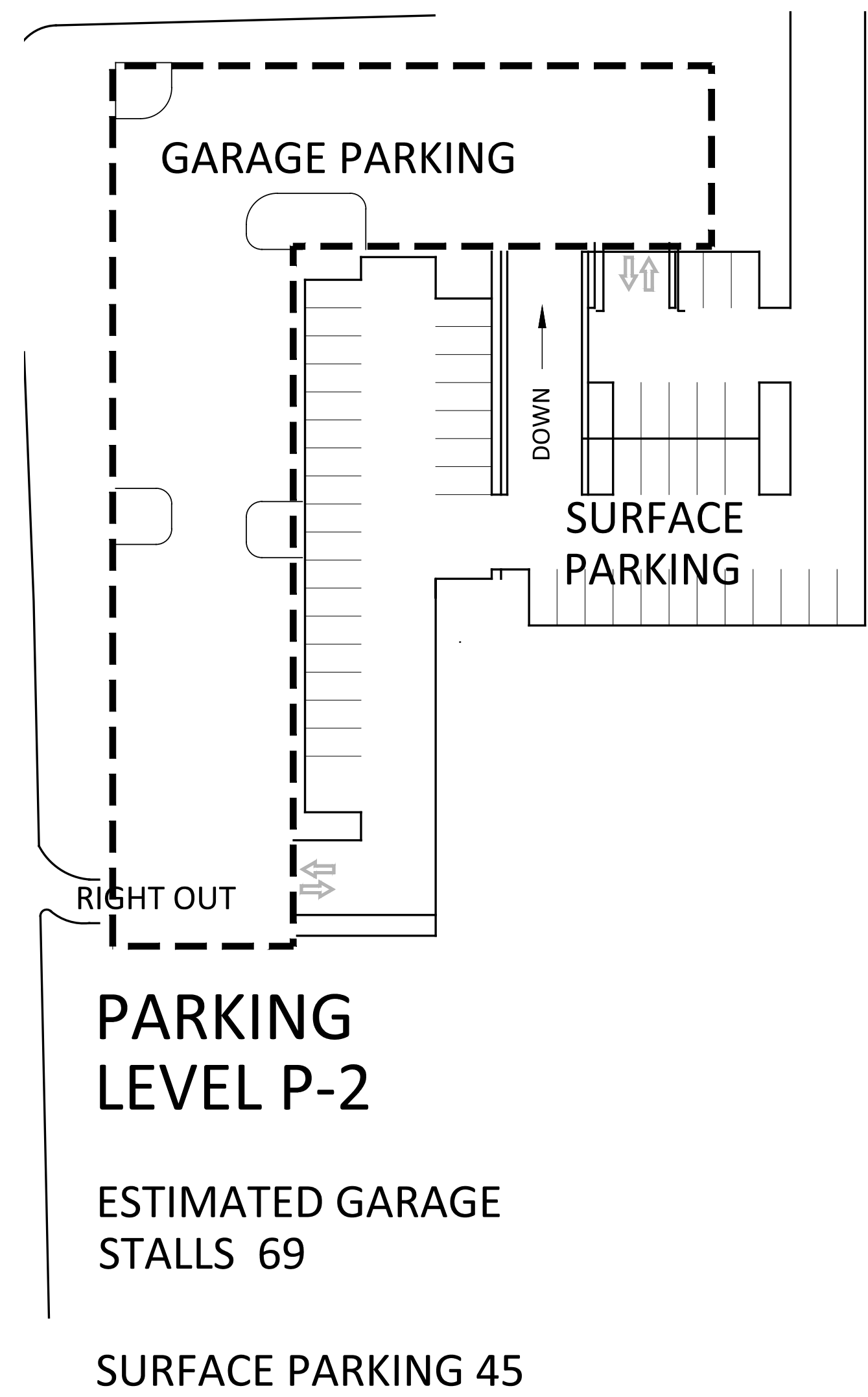
6501 Penn Avenue South

Richfield, MN 10-17-2019

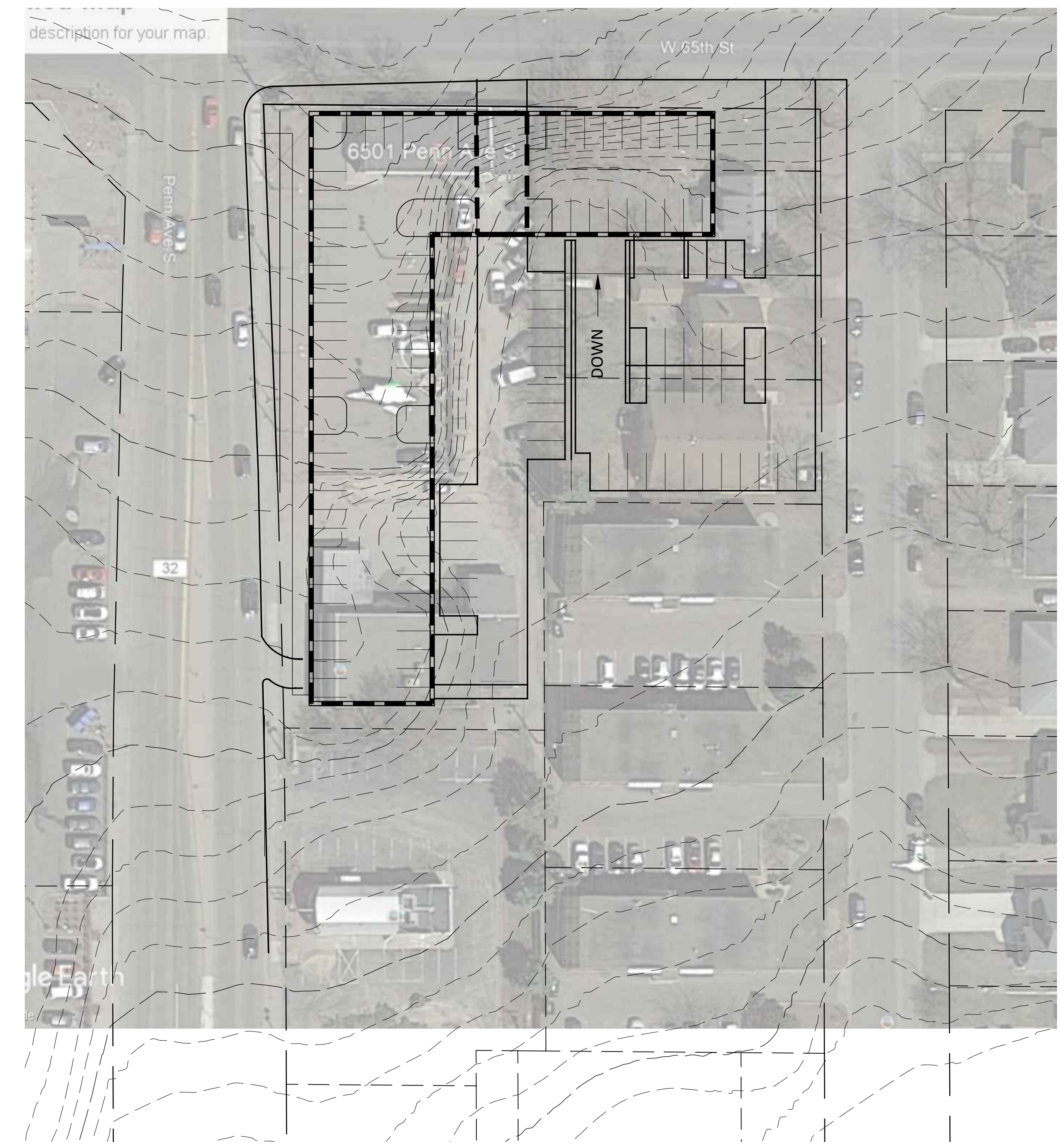
**CONCEPT SITE PLAN
w/ South Parcel**

21960

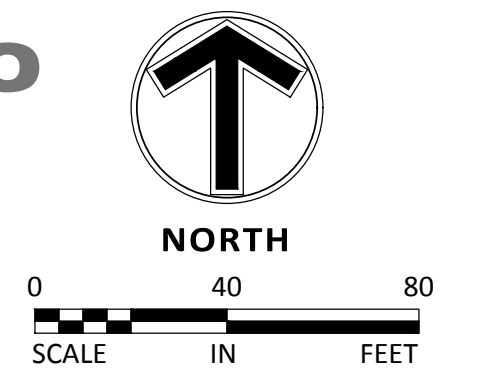




CONCEPT SITE PLAN FLOOR PLATE BREAKDOWN



CONCEPT SITE PLAN OVER AERIAL PHOTO



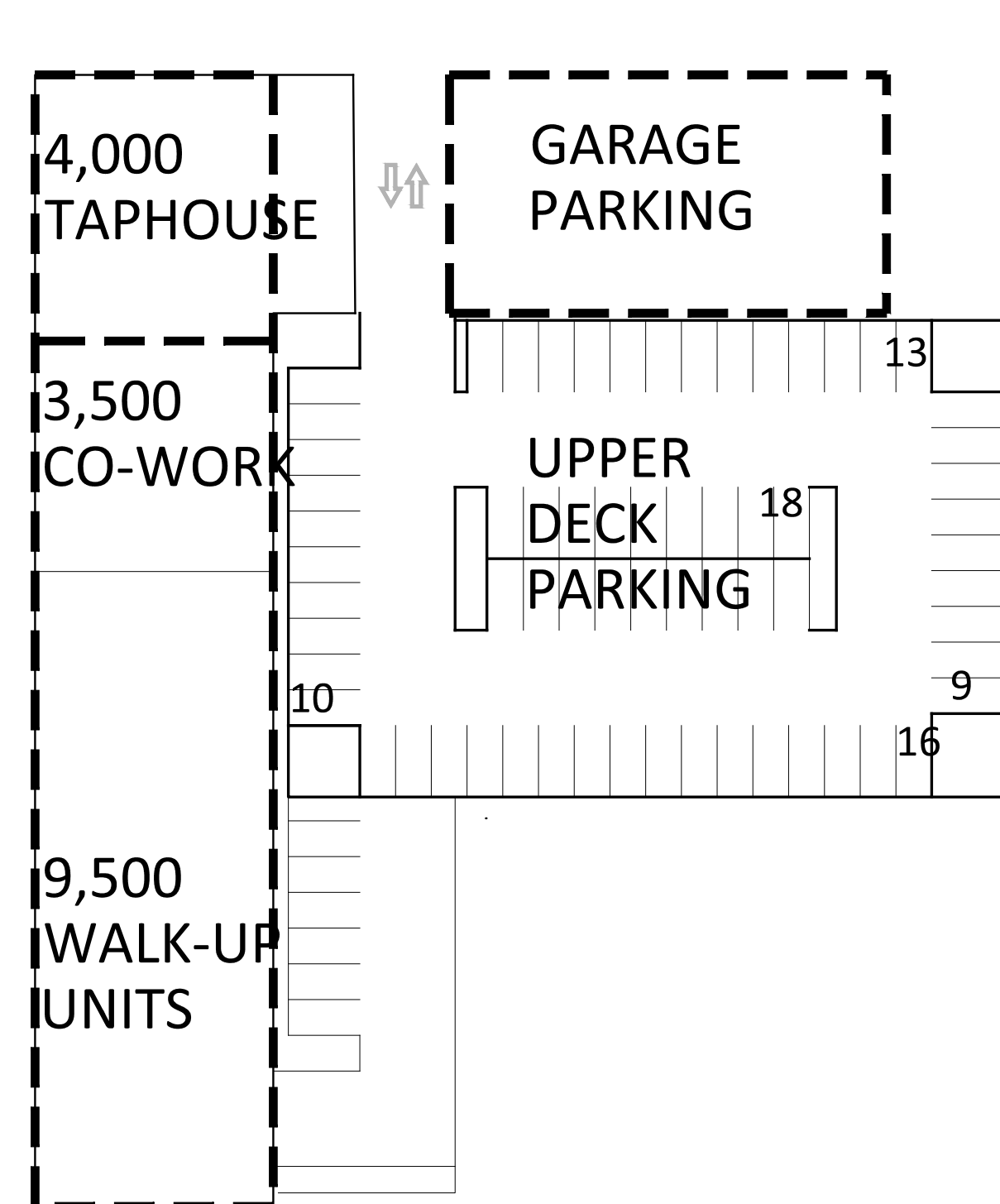
6501 Penn Avenue South

Richfield, MN 10-17-2019

**CONCEPT SITE PLAN
w/ South Parcel**

21960

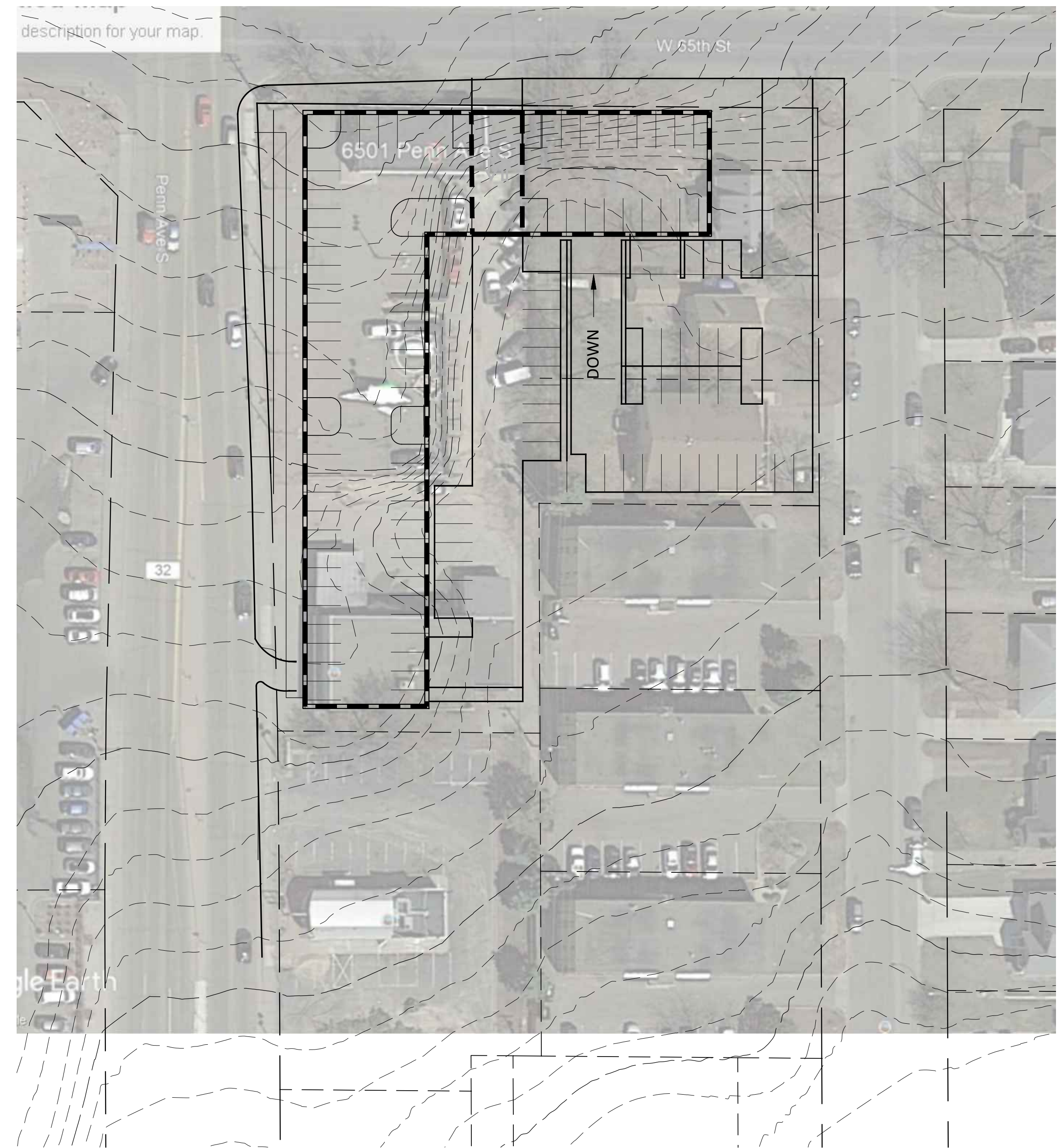




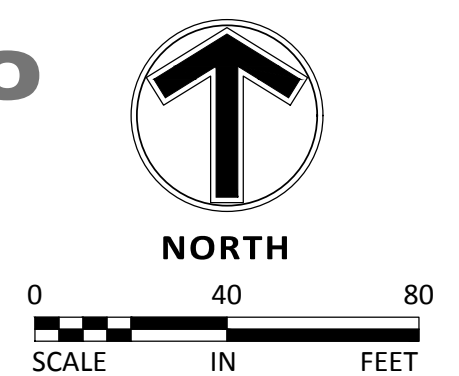
**RETAIL/PARKING
LEVEL 1**

ESTIMATED GARAGE
STALLS 16
DECK STALLS 66
RETAIL/CO-WORKING
ALONG PENN AVENUE ON
ELEVATED WALK WAY
17,000 SF

CONCEPT SITE PLAN FLOOR PLATE BREAKDOWN



CONCEPT SITE PLAN OVER AERIAL PHOTO



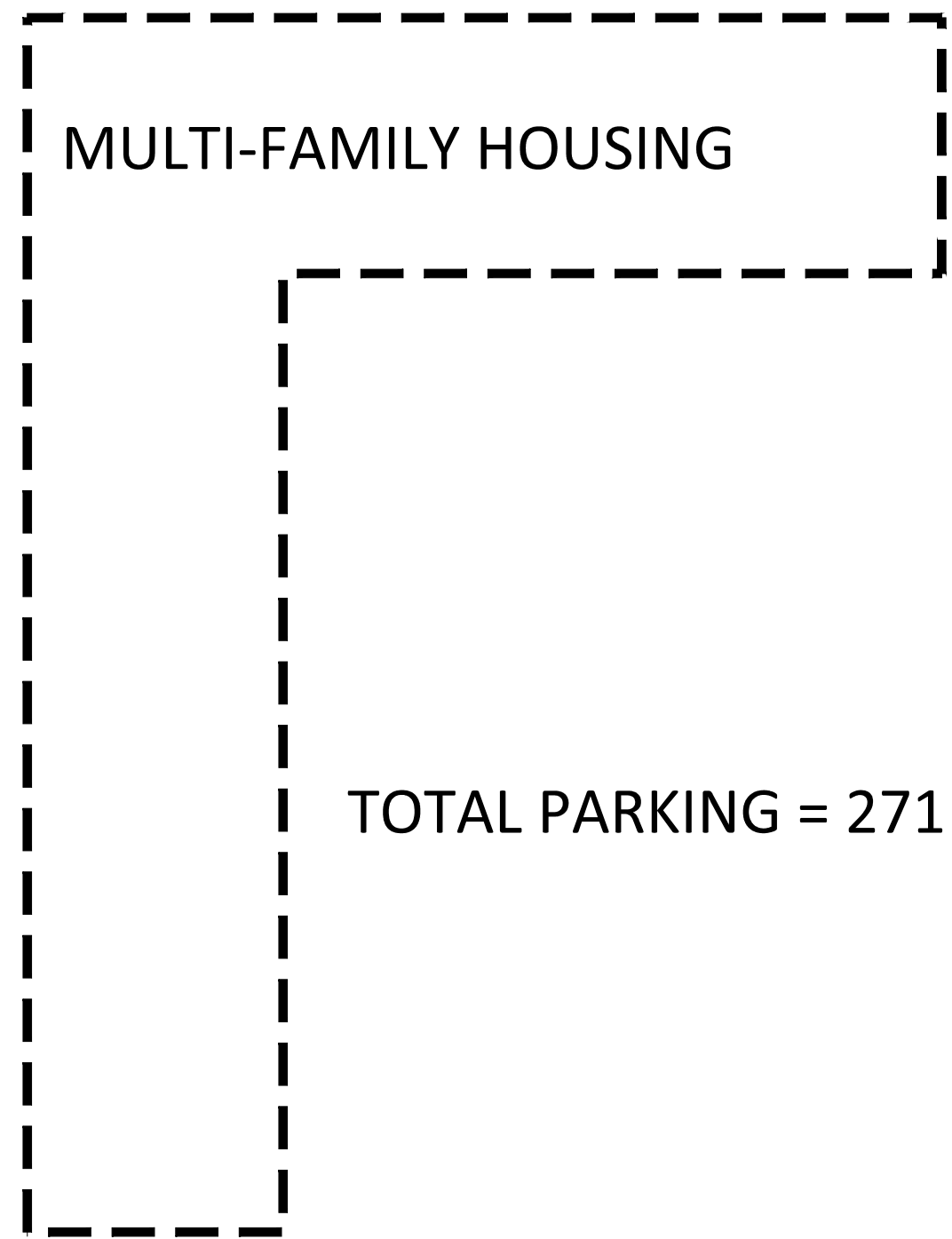
6501 Penn Avenue South

Richfield, MN 10-17-2019

**CONCEPT SITE PLAN
w/ South Parcel**

21960

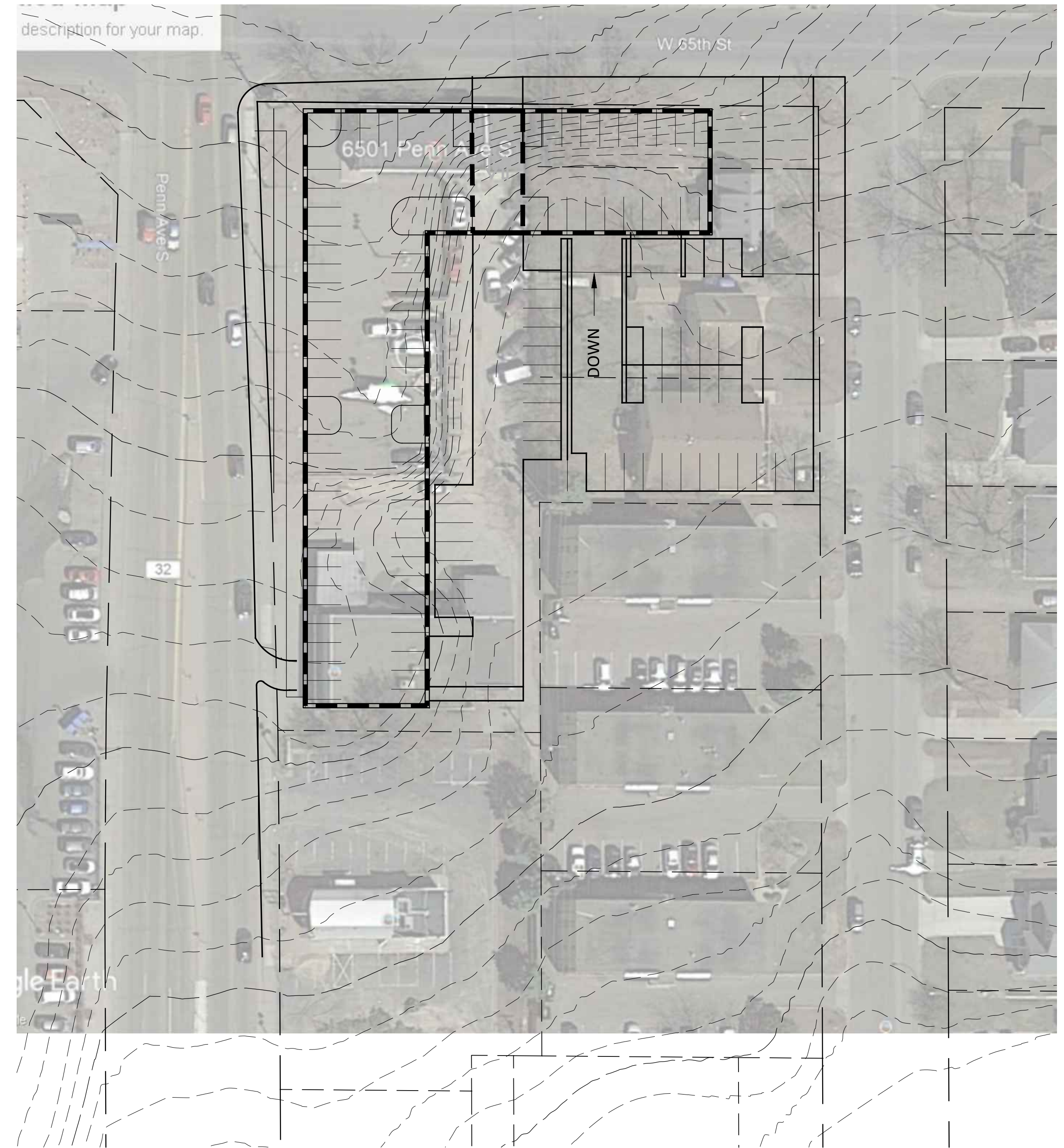




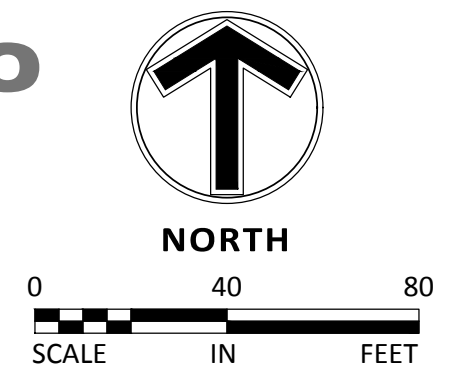
**HOUSING -
LEVELS 2,3,4,5**

25,000 GSF
 X80% USABLE = 20,000 NSF
 / 750 SF = 26UNITS/FLR
 X 4 FLOORS = 104 EST.
 /500 SF = 40 UNITS/FLR
 X 4 FLOORS = 160 EST.

CONCEPT SITE PLAN FLOOR PLATE BREAKDOWN



CONCEPT SITE PLAN OVER AERIAL PHOTO



6501 Penn Avenue South

Richfield, MN 10-17-2019

**CONCEPT SITE PLAN
w/ South Parcel**

21960



**6501 Penn Avenue
Development Questionnaire**

Development Team
Locus Architecture, NHH Properties & Boisclair Corporation See attached bios
Team Members - List members and roles, examples of other projects
Adam Jonas – Project Architect Paul Neseth– Project Architect Wynne Yelland – Project Architect Adam Seraphine – Development/Project Management Michael Barnett – Acquisitions/Development Lori Boisclair – Development/Affordable Housing/Property Management See attached bios
Housing Affordability - # of units by affordability level, plan for achieving
Affordability for Phase A would likely include 9% or 4% tax credits. Income averaging would be proposed and include income and rent levels of 30%, 40%, 50%, 60%, 70% and 80% AMI. Set-aside of units would be subject to competitiveness of funding and range from 20%-100% of units. Applicant would apply for S811 Units-Supportive Housing Project Based Rental Assistance – MN Housing & Dept of Human Services. No more than 25% of units can receive S811 subsidy. Eligible tenants include households comprised of one or more persons with a disability who are at least 18 years old but less than 62 years old and are extremely low income (30% AMI). Applicant may propose 4-5 units set-aside for persons experiencing long-term homelessness.
Experience Constructing/Managing Affordable Housing – names of projects

Amorce I - 170 units – 110 Senior / 60 Family
Amorce II – 86 Family units
Bloomington Associates – 212 Senior & 94 Family units
Cedar Point II – 72 units of “for sale” affordable units (under development)
Century Hill Townhomes – 55 Family units
Hampden Square Apts & TH – 86 Family units
Highlands Apts & TH – 97 Family units
Park Place Townhomes – 36 Family units
Reprise Associates – 110 senior & 60 multifamily units
Robbins Landing Apartments – 110 senior units

Locus Non-Profit Collaborators:

- Seward Redesign <https://redesigninc.org/>
 - Cheeriup <http://cheeriup.com/>
 - Beez Kneez <https://www.thebeezkneezdelivery.com/>
 - 826 MSP writing program <https://www.826msp.org/>
 - Soomaal House of Art <https://www.soomaalhouse.com/>
 - Solcana Fitness - gender inclusive gym <https://solcanafitness.com/>
 - Du Nord Craft Spirits <http://www.dunordcraftspirits.com/>
- FOCl - Minnesota Center for Glass Arts <https://www.mnglassart.org/>
 - Glass studio
- CAPI (Center for Asian and Pacific Islanders) <https://www.capiusa.org/>
 - Services and food shelf focused on refugees
- East Side Enterprise Center <https://www.daytonsbluff.org/>
- Circus Juventas <https://circusjuventas.org/> circus school
- Real Architecture Workshop <http://rawdesignbuild.com/>
 - students collaborating with communities to design and build meaningful spaces in under a week
 - (Universidad Autónoma Benito Juárez de Oaxaca, Comunales de San Pablo Etna, Ucare Project, Tolvsrod, Norway, Neema Village, Arusha, Tanzania)
- Northwest Passage <http://nwpltd.org/> - youth mental health treatment center
- Walker Art Center <https://walkerart.org/>
- University of Minnesota <https://twin-cities.umn.edu/> State Fair Installation
- White Bear Unitarian Universalist Church <https://www.wbuuc.org/>
- Unitarian Universalist Church of Minnetonka <https://uucmtka.org/>
- Vinje Lutheran Church <https://www.vinjechurch.com/>
- First Lutheran Church of Cedar Rapids <https://www.firstlutheranocr.org/>
- Ner-Tamid Synagogue, San Francisco <https://www.nertamidsf.org/>
- Congregation B’Nai Israel, Sacramento <https://www.cbisacramento.org/>

Accessibility - # of units, level of accessibility

While the International Building Code dictates accessible units, our team will be providing hearing and vision impaired requirements in our handicapped units. If successful with S811 funding 25% of the total units may be 100% accessible for these tenants.

Unit Mix/Type

See attached unit mix matrix

Target Market

The applicant will have an Affirmative Fair Housing Marketing Plan. The Housing Market area includes the following Target Markets; White, American Indian or Alaskan native, Asian, Black or African American, Hispanic or Latino, Persons with disabilities, Families with Children.

Property Management

Boisclair Corporation – See attached resume

Commercial Space – size, plan/intent for space, affordability, plan for achieving

From affordable housing to local business promotion, our team brings great depth of experience in working with local communities to catalyze neighborhoods. In addition to the non-profits already mentioned, other collaborators include the following - all of which have been catalysts for sustainability, education, diversity, equity, health, and well-being:

- Birchwood Cafe <https://www.birchwoodcafe.com/>
- Food Building <https://www.foodbuilding.com/>
 - Kieran’s Kitchen <https://kieranskitchen.com/>
 - Baker’s Field <https://bakersfieldflour.com/>
 - Alemar Cheese Company <http://alemarcheese.com/>
 - Red Table Meats <https://www.redtablemeatco.com/>
- Minneapolis Park & Recreation Board <https://www.minneapolisparcs.org/>
- Sandcastle <http://www.sandcastlepls.com/home>
- Farmtable Foundation <https://farmtablefoundation.org/>
- Chowgirls <https://www.chowgirls.net/>
- Minnesota Children’s Museum <https://mcm.org/>

Commercial space is limited to phases A & C. There is the potential to have up to 18,000 Sf of commercial/common space in the project. The applicant intends to market the space to local community-based collaborators and commercial users. Should the applicant go to market and not

receive acceptable levels of interest, the applicant has the ability to increase the amenity space within the building to accommodate services for the resident base.

Plan for Adjacent Property

See attached site plan.

The applicant would like to implement affordable for sale or rental townhomes on Oliver Ave. This allows the developer to increase the green space, add additional housing options to the site, decrease the impact of height and density of Oliver Ave.

Site Plan

See attached site plan.

Design Goals

The corner of Penn and 65th can be catalyzed to bring mixed residential and commercial function to the neighborhood. The “L” shaped plan of Phase A enables the ground floor commercial space to activate Penn as well as 65th. The existing bus stop has potential to be incorporated into the building - creating an amenity for both new residents as well as the neighborhood.

A phased approach enables 2 subsequent Phases (B to the east and C to the south) to develop as property is acquired over time - it's notable that moving forward with Phase C is not dependent on the completion of Phase B. These subsequent configurations expand on the notion of a development that is of the place - site specific and inclusive of the neighborhood character and residents - not 'one size fits all'.

Activated street fronts, public art, green spaces, community spaces, and appropriate scale will be included throughout all 3 Phases. See "Neighborhood Fit" below.

Quality, durable materials will ensure the project is beautiful and built to last for decades to come.

Height

Appropriate scale and relationships to one another as well as the neighborhood will be thoughtfully considered with City and community feedback.

- Phase A will be built up to 6 stories (approximately 70' above Penn, with stepped-back upper stories required).
- Phase B's townhomes will be 2-3 stories (20' to 30' above 65th and Oliver).
- Phase C will be built up to 6 stories. (similar to Phase A - approximately 70' above Penn, with stepped-back upper stories as required)

Neighborhood "Fit"

The scale of the 3 phases 'steps down' from Penn to Oliver with 2-3 story townhomes on 65th and Oliver Avenue as identified in Phase B. This design enables more density on the Penn corridor while appropriately scaling to the existing single-family residences on Oliver.

The commercial uses will grow from the interests of the neighborhood - not be imposed upon them. We will work with our networks of non-profits as well as the City of Richfield and its community members to find a great fit.

Parking/Parking Ratio

Phase A: 58 parking spaces / 1.32 spaces per unit (44 units)

Phase B: 22 parking spaces / 2.2 spaces per unit (10 units)

Phase C: 38 parking spaces / 1.65 spaces per unit (23 units)

Phases A-C: 118 parking spaces / 1.53 spaces per unit (77 units)

Green Space

Over 6,000 sf of green space is proposed to accommodate pedestrian friendly functions throughout all 3 phases including, but not limited to, plaza, play spaces, public art, native plantings, and pervious hardscaping throughout all phases.

City/Corridor Goals – How does the proposed project meet City goals for the community and the goals for the Penn Corridor?

Richfield City Goals

The 3-phase development will provide increased density and improvements to area. Our team has extensive experience working with non-profits, for-profits, local businesses, and community members to improve infrastructure, promote local economic development, and ensure equitable projects. We are equipped to provide a large range of affordable housing options and activate strong community outreach. We will work with the city staff to best achieve these goals throughout all phases of the project.

Infrastructure: We will work closely with governing jurisdictions to best meet the goals of the city of Richfield and the development of the Penn Avenue Corridor. Phase A has the potential to integrate the existing Penn Avenue bus stop into the building and will provide an improved sense of place and street presence.

Economic Development: We are committed to supporting the interests of local businesses, and will endeavor to pursue a commercial tenant that adheres to the spirit of enriching community value. This could include: a business incubator space, creative makerspace, services for affordable housing, activities for children, and/or community amenities.

Equity: Our team has worked with many community institutions that promote equity, from orphanages in Tanzania to supporting housing for the homeless in the MSP metro area. We are committed to including and supporting historically marginalized groups.

Housing Options: We are exploring options beyond the minimum requirements for affordable housing and can go deeper into the types of affordable housing to accommodate underserved populations. Examples include housing for disabled veterans, the homeless, and low-income families.

Community Outreach: If our team is selected for this project, we intend to engage the extent of the community (namely those who are often unable to be involved) through well-planned outreach events and open lines of communication from the beginning of the process.

Estimated Market Value

PHASE A (5 Stories)	\$ 9,990,000.00
PHASE B (Townhomes)	\$ 3,500,000.00
PHASE C (5 Stories)	\$ 5,467,500.00
TOTAL	\$ 18,957,500.00

Financing

Financing will include applying for either a 4% or 9% allocation of tax credits; Minnesota Management Budget for Housing Revenue Bonds with the right of 4% or MN Housing for 9% tax credits. First mortgage Lender will be either a HUD 221d4 or a FNMA MTeb.

Providing affordable housing will require gap funding which the applicant will apply for the following resources: S811 funds, HOME, PARIF (MN Housing Funding) AHIF, CDBG, (Hennepin County) TOD, DEED (Met Council).

Need for Public Financial Assistance
The applicant will be looking for city and HRA support for Met Council applications for LCDA and TOD grants, TIF financing and the other various sources listed above.
Estimated Timeline
See attached project calendar.

Volumes/Server/LocusFiles/Development/Richfield Maker Space/ArchiCad/Richfield Multi Unit Ramp at Penn.pln

W 65TH STREET

PENN AVENUE S

ACTIVATED STREET FRONTS / PUBLIC ART

LOT LINE

INTEGRATED BUS STOP

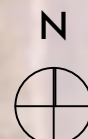
PHASE A
72,000 GSF TOTAL
PARKING: 58 SPOTS TOTAL
LOWER LEVEL (PARKING):
 12,000 SF
PENN LEVEL (OFFICE/RETAIL/
MAKERSPACE): 12,000 SF
FLOORS 2-5 (RESIDENTIAL):
 12,000 SF PER FLOOR
 48,000 SF TOTAL (4 FLOORS)
 40-44 UNITS TOTAL (10-11 PER FLOOR)
HEIGHT: ~60'
FLOOR 6 OPTION: 50-55 UNITS
TOTAL (10-11 PER FLOOR)
HEIGHT: ~70'

INDOOR PARKING
35 SPACES

OUTDOOR PARKING
23 SPACES

(E) CURB CUT

OLIVER AVENUE S



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 ARCHITECTURE
 LOCUS ARCHITECTURE, LTD.
 4453 NICOLLET AVE
 MINNEAPOLIS, MN 55419
 612.706.5600
 WWW.LOCUSARCHITECTURE.COM

6501 PENN
PRELIMINARY
CONCEPT



CONSULTANTS

**NOT FOR
CONSTRUCTION**

NHH PROPERTIES

11/07/19

MARK	DATE	DESCRIPTION

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SHEET TITLE

PHASE A

\\Volumes\Server\LocusFiles\Development\Richfield Maker Space\Arch\Cad\Richfield Multi Unit Ramp at Penn.pln

W 65TH STREET

PENN AVENUE S

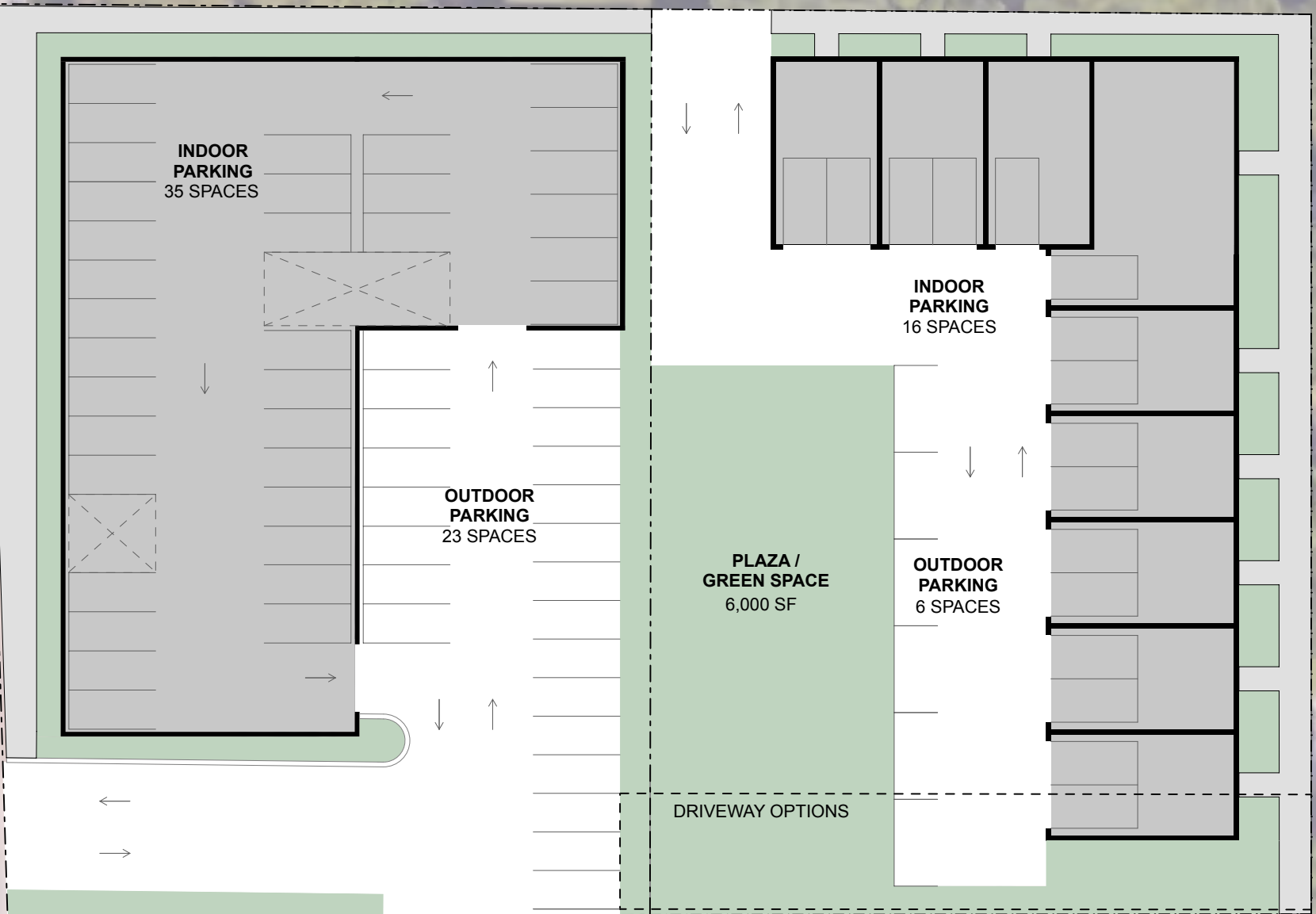
INTEGRATED BUS STOP

ACTIVATED STREET FRONTS / PUBLIC ART

LOT LINE

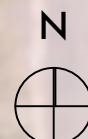
(N) CURB CUT OR OPTIONS TO THE SOUTH

PHASE A
72,000 GSF TOTAL
PARKING: 58 SPOTS TOTAL
LOWER LEVEL (PARKING):
 12,000 SF
PENN LEVEL (OFFICE/RETAIL/MAKERSPACE):
 12,000 SF
FLOORS 2-5 (RESIDENTIAL):
 12,000 SF PER FLOOR
 48,000 SF TOTAL (4 FLOORS)
 40-44 UNITS TOTAL (10-11 PER FLOOR)
HEIGHT: ~60'
FLOOR 6 OPTION: 50-55 UNITS
 TOTAL (10-11 PER FLOOR)
HEIGHT: ~70'



PHASE B
19,000 GSF TOTAL
PARKING: 22 SPOTS TOTAL
INDOOR PARKING: 4000 SF
TOWNHOME UNITS (10 TOTAL):
 8 UNITS AT 1,500 SF PER UNIT
 2 UNITS AT 1,250 SF PER UNIT
HEIGHT: ~24'

OLIVER AVENUE S



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NHH PROPERTIES

11/07/19

MARK	DATE	DESCRIPTION

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SHEET TITLE

PHASE B

Volumes/Server/LocusFiles/Development/Richfield Maker Space/Arch/Cad/Richfield Multi Unit Ramp at Penn.pln

W 65TH STREET

PENN AVENUE S

INTEGRATED BUS STOP

ACTIVATED STREET FRONTS / PUBLIC ART

LOT LINE

(N) CURB CUT OR OPTIONS TO THE SOUTH

OLIVER AVENUE S

PHASE A
72,000 GSF TOTAL
PARKING: 58 SPOTS TOTAL
LOWER LEVEL (PARKING):
 12,000 SF
PENN LEVEL (OFFICE/RETAIL/MAKERSPACE):
 12,000 SF
FLOORS 2-5 (RESIDENTIAL):
 12,000 SF PER FLOOR
 48,000 SF TOTAL (4 FLOORS)
 40-44 UNITS TOTAL (10-11 PER FLOOR)
 HEIGHT: ~60'
FLOOR 6 OPTION: 50-55 UNITS
 TOTAL (10-11 PER FLOOR)
 HEIGHT: ~70'

PHASE C
37,200 GSF TOTAL
PARKING: 38 SPOTS TOTAL
LOWER LEVEL (PARKING):
 6,600 SF
PENN LEVEL (OFFICE/RETAIL/MAKERSPACE):
 6,600 SF
FLOORS 2-5 (RESIDENTIAL):
 6,000 SF PER FLOOR
 24,000 SF TOTAL (4 FLOORS)
 20-23 UNITS TOTAL (4-5 PER FLOOR)
 HEIGHT: ~60'

PHASE B
19,000 GSF TOTAL
PARKING: 22 SPOTS TOTAL
INDOOR PARKING: 4000 SF
TOWNHOME UNITS (10 TOTAL):
 8 UNITS AT 1,500 SF PER UNIT
 2 UNITS AT 1,250 SF PER UNIT
 HEIGHT: ~24'

INDOOR PARKING
35 SPACES

INDOOR PARKING
16 SPACES

OUTDOOR PARKING
23 SPACES

OUTDOOR PARKING
6 SPACES

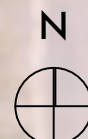
PLAZA / GREEN SPACE
6,000 SF

(E) CURB CUT

DRIVEWAY OPTIONS

INDOOR PARKING
17 SPACES

OUTDOOR PARKING
21 SPACES



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NHH PROPERTIES

11/07/19

MARK	DATE	DESCRIPTION

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SHEET TITLE

PHASE C

1 PHASE C
 SCALE: 1/16" = 1'-0" 0 8' 16' 32'



PAUL NESETH

AIA
LOCUS PARTNER
B.A. Fine Arts, St. Olaf
College
M.Arch., Harvard
University

If you met Paul hiking in the mountains, you'd likely be lost. He's a well-off-the-beaten-path kind of person with a quest to stand in life where others haven't. His path into architecture is no less unique. Although Paul intended to be an architect since the age of ten, he spent many years working and studying in areas peripheral to the profession. From pouring concrete for grain-bins on Minnesota farms, to teaching woodworking to native Bajans in Barbados, to cutting mortise and tenon joints in China, Paul has merged his talents in design and construction with his desire for travel, learning, and diversity.

After forming Locus with Wynne, Paul created the Real Architecture Workshop (RAW) to weave together his passions for design and making with his belief that good design should be available to all people.



WYNNE YELLAND

AIA, LEED-AP
LOCUS PARTNER
B.Arch., U.C. Berkeley
M.Arch., Harvard
University

Wynne grew up inspired by architecture in a mid-century house designed by Carter Sparks, an architect friend of his parents. When Carter was over at the house, he'd lie down on the floor with Wynne, stacking blocks and tracks to zoom Matchbox cars recklessly up and down the paths. Wynne later spent college summers as a carpenter and post-Harvard years working as an architect project manager for an architecture/design/fabrication shop welding, rebuilding bicycles, forging steel, and erecting commercial projects.

From gutting and rebuilding a house for his family to teaching himself and his children how to snowboard after turning 40, Wynne feels learning is fundamental to creating. He enjoys leading Locus' religious, commercial, and industrial projects.



ADAM JONAS

AIA, LEED-AP
ARCHITECT
B.Arch & M.Arch
Iowa State University

Adam grew up on a farm, where solutions to daily problems were solved with resourceful ingenuity using whatever tools and materials were available. With an appreciation for other perspectives, he absorbed much of his architecture schooling overseas in Helsinki, Glasgow, and Rome. Assisting Paul with the Real Architecture Workshop continues to be a natural fit for his love of learning, helping others, and traveling the world (as well as swinging a hammer).

While studious and hard-working, Adam also believes in the importance of slowing down - connecting to mind, body and spirit. He nourishes this practice by teaching yoga at the YWCA and seeks to bring such attention to every project at Locus - be it through project visioning, construction detailing, community engagement, or project management.



**KYRSHAN
HYNNEWTA**

ASSOCIATE

B.Arch., Goa College
of Architecture
M.Arch., University of
Minnesota - Twin Cities



**YONG
YE**

ASSOCIATE

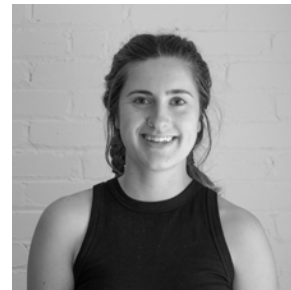
B.Arch., University of
Minnesota - Twin Cities
M.Arch., University of Illinois
at Urbana-Champaign



**HAILEY
HAFERMAN**

ASSOCIATE

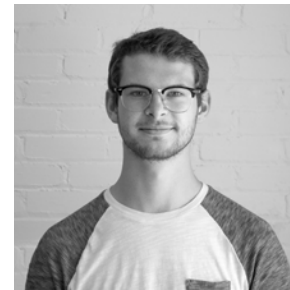
B.Arch., University of
Minnesota - Twin Cities



**MAGGIE
KRANTZ**

ASSOCIATE

B.Arch., University of
Minnesota - Twin Cities



**TRISTEN
CARLSON**

VIDEOGRAPHER

Bachelor of Fine Arts 2020,
MCAD

Locus has collaborated with a wide range of non-profits and community institutions, such as...



Unitarian Universalist
Church of Minnetonka

WALKER ART CENTER



blasted
ART GALLERY



White Bear Unitarian
Universalist Church



FIRST LUTHERAN CHURCH





Birchwood Cafe



Solcana Fitness



Foci Glass Art



CheerUp Thickets



Locus Design Workshop at Minnesota Children's Museum



826 MSP reading programs



Beez Kneez

RESIDENTIAL

over 200,000 sf, over 300 homeowners



RELIGIOUS

over 50,000 sf, over 2,500 congregants



COMMERCIAL

over 100,000 sf, over 50 local businesses



ADAM SERAPHINE

Principal and Founder of NHH Properties

Adam Seraphine is the Principal and Founder of NHH Properties. With more than 15 years of experience in real estate development and finance, Adam has been involved in numerous housing, office, retail and mixed-use projects throughout the Minneapolis area. Under the direction of Adam, NHH handles property development and transactions from concept to delivery. With a formal education in Human Resource Development at the University of Minnesota and experience in residential and commercial finance and fundraising, Adam has successfully grown NHH into a key investor focused real estate company that has a strong footprint on value driven client service offerings in the Twin Cities Metro area.

Initially, NHH operated as a full-service real estate company, assisting its clients and investors in every step of the real estate life cycle, from concept to disposition and everything in-between. In 2011, the company strategically shifted focus by expanding back into the wholly-owned commercial real estate business. The company takes a lead role in the acquisition, development, stabilization and delivery of the properties that it owns. Adam and NHH started building the portfolio by focusing in the niche of “adaptive re-use projects” or simply, “bringing new life to old properties.” This niche was very successful for the company and allowed NHH to grow and become very involved in the new construction development arena. NHH Properties maintains a strong view on investing in the development of not only the property but the surrounding community, as well. The company is rarely involved with just a single property in a given community and believes in long-term value in every development and project plan.

NHH PROPERTIES

REPRESENTATIVE PROJECT LIST

PROPERTY	DESCRIPTION	LOCATION
Amorce II	86 Multi-Family Units	New Hope & Robbinsdale, MN
Edina Office Building	21,000 SF of Class B Office <ul style="list-style-type: none"> Multi-Tenant Office Space 	Edina, MN
Elbow Lake Lodge	Rehab and Stabilization of Landmark Resort on Elbow Lake <ul style="list-style-type: none"> Full Service Resort On-site Lodge, Restaurant and Marina 	Cook, MN
Great Plains Center	10,000 SF of Class A Retail <ul style="list-style-type: none"> New Construction, Built 2015 Multiple National Tenants 	Chanhassen, MN
France Ave. Redevelopment	33,000 SF Class C Office Building <ul style="list-style-type: none"> Located in the Main Artery of Edina Pending Redevelopment <ul style="list-style-type: none"> Mixed-Use Retail and Apartments 	Edina, MN
311 Kenwood Condos	32 Multifamily Units <ul style="list-style-type: none"> Re-stabilization of Property 	Minneapolis, MN
Lake Drive Center	12,000 SF of Class C Retail <ul style="list-style-type: none"> Including a Marathon Gas Station Preliminary plans for Redevelopment	Chanhassen, MN
Phalen Village	Phase I – 28,000 SF Grocery & Retail <ul style="list-style-type: none"> Ground Breaking - Spring 2019 Phase II – 79,000 SF Senior Living <ul style="list-style-type: none"> Pending Redevelopment 	St. Paul, MN
Olson Memorial Building	82,000 SF Charter School <ul style="list-style-type: none"> Redevelopment of Former Warehouse Opened Fall 2017 	Minneapolis, MN



PROPERTY	DESCRIPTION	LOCATION
Reprise	110 Senior Units and 60 Multifamily Units	Brooklyn Park, MN
RF64	<p>Multifamily Redevelopment. Construction begins Spring 2019</p> <ul style="list-style-type: none"> ▪ 218 Multi-Family Units ▪ 72 For-sale Affordable Townhome 	Richfield, MN
Venture Academy	<p>32,000 SF Mixed-Use Commercial Building</p> <ul style="list-style-type: none"> ▪ Redevelopment of Former Printing Shop ▪ New Home to Venture Academy and Retail Tenants 	Minneapolis, MN
William McGee Building	<p>88,000 SF Historic Office Building</p> <ul style="list-style-type: none"> ▪ Interior Renovation ▪ Multi-tenant; Executive Suites to Full Floor Spaces 	Minneapolis, MN

MB Realty, Inc.

Mike Barnett

Managing Partner - MB Realty, Inc.

Broker - Casa Bella Ventures, LLC

Mike Barnett owns and operates multiple businesses that focus on project based and long-term investment strategies throughout the gamut of real estate. As a former commercial banker for 22 years and an investor, real estate broker and property manager for 18, Mike has a plethora of real-world experience. MB Realty, Inc was started as a ground up management company for Mike and his family's real estate acquisitions. This portfolio has grown into 15MM of real estate holdings that Mike continues to manage today. Casa Bella Ventures, LLC (Exit Realty Edina) was created for the sales operations side of the business and has grown to include a mixture of real estate agents that represent clients for both commercial and residential transactions. This company is also utilized to buy and sell projects and property that Mike owns or is a partner in. Mike has financed over 124MM in small businesses loans, commercial real estate projects and equipment loans throughout the twin cities and these relationships continue to thrive with many of the clients now looking to Mike for real estate representation.

PO Box 88 - Lakeville, MN 55044



Relentlessly following the mantra "Serve the community [and its residents], and success will follow."

Boisclair Corporation's commitment is grounded upon comprehensive research, a creative approach to building developments, and a strict attention to construction quality & detail worthy of enduring for generations.

Projects range from development of affordable housing to luxury condominiums & mixed-use developments. The Boisclair Corporation established new standards in design, planning and management resulting in innovative, award-winning "first-of-its-kind" recognition in both the community and the nation.

Boisclair Corporation provides sound leadership, unparalleled industry expertise and an unwavering commitment to service.

The Boisclair Corporation has extensive development and management experience in Market Rate, Luxury Housing, Affordable Housing-Section 8, Section 42, Section 236, Elderly and Disabled Housing. We understand the regulatory requirements to effectively manage and satisfy all compliance mandates. Our on-site personnel have direct oversight and training by our in-house Corporate Compliance Division.

Teamwork is the foundation that enables us to deliver successful asset performance. Through an experienced team of professionals with varied expertise, Boisclair offers clients the vast knowledge required to effectively manage and broker multifamily real estate assets.

Our apartment communities are staffed with highly qualified, experienced personnel. On-site staffing includes management, resident relations and retention, maintenance, and marketing. Boisclair Corporation's service-oriented company philosophy is integrated, and practiced in conjunction with Fair Housing Laws and adherence to strictly defined Company policies and procedures. Boisclair Corporation employee dedication and teamwork is evident through the quality service that is provided to all Residents of our communities and each Boisclair Team Member.





Lori Boisclair, President

Boisclair Corporation

Lori's career in real estate, real estate development and construction started in the early 1980's with real estate sales for Edina Realty branching into construction services for Healy Construction and then property management services with Frauenshuh, Inc. Lori joined Boisclair Corporation in 1990; first as Vice President of Property Management, and in 2009 assuming the role of President. She collaborates on asset and investment strategies, oversees all asset acquisitions and dispositions as well as all managed and leased assets by Boisclair Corporation. Lori has overseen and is responsible for all aspects of the development process. From site selection, design, entitlements, underwriting and forecasting, management of all partners of the development team; architects, general contractor, attorneys, accountants, multiple local state and federal funding Agencies. Completed projects include affordable, new construction; moderate and substantial rehabilitation. Lori is known for her expertise and experience in Affordable Housing by successfully using Federal, State and Local funding sources such as Low-Income Housing Tax Credits, HOME Funds, HOPE Funds, Project and Tenant Based Section 8, S811, Tax Increment Financing, Community Development Block Grant funds and Supportive Housing services. Her expertise is in design concepts, market and financial modeling and analysis. Lori has extensive experience in assembling and executing a successful development layered with multiple funding sources.

Current Board Chair of Simpson Housing Services, which provides homeless housing and advocacy service. Lori has a heart to preserve and provide the community with safe affordable housing options.

Associates of Applied Science degree - Business – UW LaCrosse.
MN Real Estate Broker
Certified Occupancy Specialist (COS)

Michelle Bonine, Director of Property Management

Michelle Bonine is responsible for the performance and management of the company's 1400+unit rental portfolio and supervising the property management teams. Her 25+ years of industry expertise and leadership are key in implementing training and education programs, managing employee incentive programs, protecting the well-being of the physical assets and marketing the company's properties.

Michelle has been a member of the Minnesota Multi Housing Association since 1995. In 2003, she was awarded MHA's MADACS Award for Outstanding Multi-Site Manager. Michelle holds a CRM (Certified Resident Manager) designation through MMHA. She is a licensed real estate agent in the State of Minnesota. The director reports directly to the President of Management.



Chuck Wall, Director of Accounting/Controller

Chuck Wall's extensive property management accounting over the last 20 years includes acquisitions and refinancing, bonds and tax credit financing, and audits. He directs the Boisclair accounting team in both affordable and market rate property accounting. He was a lead member in the Yardi Database Conversion property for all of Boisclair properties. He has a Masters in Information Science from the University of Pittsburgh, Bachelor of Science in Education and an Associate of Applied Science degree in Business.

Chuck and his staff accountants are responsible for the financial accounting, reporting and records and their adherence with standard accounting procedures, and responsive to the guidelines provided by any regulatory agencies. The Director of Accounting reports directly to the President of Boisclair.

Zach Schneider, Director of Human Resources, Administration and IT

Zach Schneider has 5 years' experience in administrative management and 3 years starting and running his own business. His previous HR experience has been in the mental health housing industry. He has a Master's Degree in Education in Human Resource Development from the University of Minnesota. The Director reports directly to the President of Boisclair.

Jeremy Enge – Frey, Development Associate

Jeremy Enge-Frey has over 15 years of professional property management experience and over 10 years of independent business consulting experience. He works directly with the President on new and existing development projects and reports directly to the President.

Abbie Hemmelgarn, Corporate Compliance Manager

Abbie Hemmelgarn is responsible for ensuring compliance with local and federal affordable housing programs. In addition to her Bachelor's degree in Housing Studies from the University of Minnesota, she maintains a COS (Certified Occupancy Specialist) designation thru MMHA and has 13 years of affordable housing compliance experience including programs such as LIHTC, Home Funds and Section 8. The Corporate Compliance Manager reports directly to the Director of Property Management.



Kari Gray Johnson, Corporate Compliance and Property Manager

Kari Gray Johnson has a diverse background in affordable housing. Throughout her career, she has worked in various onsite roles from leasing agent to compliance technician to multi-site property manager. She also has experience working with several different property management organizations across the US as an affordable housing consultant and compliance specialist. She maintains a COS (Certified Occupancy Specialist) designations through NCHM and received her Tax Credit Certification through Janken Housing Solutions. She has gained extensive knowledge with Section 8, Section 42, Rural Development and HOME housing programs which she uses to support the Director of Property Management. The Corporate Compliance and Property Manager reports directly to the Director of Property Management.

Susan Juaire, Regional Manager

Susan Juaire has worked her entire career in property management, and maintains a COM (Certified Occupancy Manager) designation thru MMHA. With over 20 years of management experience in LIHTC, Section 8, and Market Rate properties, Susan is a leader with the knowledge and ability to work alongside the front-line managers and maintenance teams at her properties. The Regional Manager reports directly to the Director of Property Management.

Gina Colliers, Regional Manager

Gina Colliers has over 5 years of experience in property management including LIGTC, Section 8 and traditional marketing management. Previously she worked with the Salvation Army housing programs and in the mental health and rehabilitation field. She has received many certificates throughout her career – Certified Personal Care Attendant and CPR/First Aid Certification to mention a few. She received her Bachelor’s degree in Criminal Justice. The Regional Manager reports directly to the Director of Property Management.

Amy Peterson, Regional Manager

Amy Peterson started her property management career in 2013 and has worked as a leasing agent, manager and regional manager. Her portfolio includes Section 42 and market rate communities. She earned her LIHTC designation. The Regional Manager reports directly to the Director of Property Management.

Regional Managers are responsible for the day-to-day operation of the properties which includes resident/landlord relations, lease administration and leasing activities. Regional Managers are responsible for the ongoing maintenance and routine repair of buildings and systems. The Regional Manager is responsible for the supervision of caretakers, maintenance technicians, and office staff as well as the management of outside contractors.



Lori Boisclair, President

Boisclair Corporation

Lori's career in real estate, real estate development and construction started in the early 1980's with real estate sales for Edina Realty branching into construction services for Healy Construction and then property management services with Frauenshuh, Inc. Lori joined Boisclair Corporation in 1990; first as Vice President of Property Management, and in 2009 assuming the role of President. She collaborates on asset and investment strategies, oversees all asset acquisitions and dispositions as well as all managed and leased assets by Boisclair Corporation. Lori has overseen and is responsible for all aspects of the development process. From site selection, design, entitlements, underwriting and forecasting, management of all partners of the development team; architects, general contractor, attorneys, accountants, multiple local state and federal funding Agencies. Completed projects include affordable, new construction; moderate and substantial rehabilitation. Lori is known for her expertise and experience in Affordable Housing by successfully using Federal, State and Local funding sources such as Low Income Housing Tax Credits, HOME Funds, HOPE Funds, Project and Tenant Based Section 8, S811, Tax Increment Financing, Community Development Block Grant funds and Supportive Housing services. Her expertise is in design concepts, market and financial modeling and analysis. Lori has extensive experience in assembling and executing a successful development layered with multiple funding sources. Current Board Chair of Simpson Housing Services, which provides homeless housing and advocacy service. Lori has a heart to preserve and provide the community with safe affordable housing options.

Education & Certifications

Associates of Applied Science degree - Business – UW LaCrosse

MN Real Estate Broker

Certified Occupancy Specialist (COS)



REPRESENTATIVE PROJECT LIST

PROJECT	DESCRIPTION	LOCATION
Astor Place	44 Multifamily Units	Edina, MN
Andover Shopping Center	Retail - 135,000 Sq. Ft.	Andover, MN
Amorce I	110 Units Senior 60 Units Family	Brooklyn Park, MN
Amorce II	86 Units Multi Family Units	New Hope & Robbinsdale, MN
At The Lake Apartments	204 Multifamily Units	Plymouth, MN
Bloomington Associates	212 Seniors & 94 Multifamily Units	Bloomington, MN
BNR Partners	329 Multifamily Units	Red Wing & Hutchinson, MN and River Falls, WI
Campus Partners, LLC	Historical - Mixed Use- Retail 3,000 Sq. Ft. 4 Multifamily Units	Superior, WI
Cedar Pt. II	Construction spring 2019 -72 For Sale Affordable Townhomes	Richfield, MN
Century Hill Townhomes	55 Multifamily Units	White Bear Lake, MN
Culvers	Franchisee	Williston, ND
311 Kenwood	34 Condo Units	Minneapolis, MN

Finca la Anita Rainforest Ranch	Ricon Rainforest Research Lab	Colonial Libertad Costa Rica
Galtier Plaza Towers - 46 Floors	Mixed Use Development - 450,000sf consisting of 500 condominium and rental housing units, 400,000sf office space, 120,000sf retail space and 1,000 stall underground parking garage	St. Paul, MN
Gianni's Steakhouse	Restaurant – Fine Dining	Wayzata, MN
Glen Condominiums	84 Condominium Units	Minnetonka, MN
Glen Lake Landing	97 Seniors Units	Minnetonka, MN
Grain Belt Terrace	Historic Rehab of Grain Belt Office Building 150 Units of Multifamily Housing	Minneapolis, MN
Hampden Square Apts & TH	86 Multifamily Units	St. Paul, MN
Highlands Apts & TH	97 Multifamily Units	Bloomington, MN
Lake Point Condominiums	107 Condominium Units; overlooking Lake Calhoun – it is the City of Minneapolis' first major condominium hi-rise	Minneapolis, MN
Park Place Townhomes	36 Units / American Recovery & Reinvestment Act	Rosemount, MN
Phalen Village	PENDING – New Construction – 2019	St. Paul, MN
Provence Apartment Homes	156 Luxury Units	Burnsville, MN
Reprise Associates	110 Senior, 60 Multifamily Units	Brooklyn Park, MN
Riverplace	Mixed Use Development – 350,000sf consisting of 400 condominiums and rental high-rise housing, 200,000sf of office space, 100,000sf of retail linked	Minneapolis, MN

by skyway and serviced with a 3,000 stall capacity
in two underground garages

Robbins Landing Apartments

110 Seniors Units-Congressional Record – First
Section 8 Building in the Country

Robbinsdale, MN

PENN AVENUE UNIT MIX MATRIX

	GSF	Commerical/Common	GRSF	RSF	NOTES
PHASE A (5 Stories)	60000*	12000	48000	40800	*Not incl parking, (85% eff on upper floors)
PHASE B (Townhomes)	14500*	0	14500	14500	*Not incl parking
PHASE C (5 Stories)	30600*	6600	24000	20400	*Not incl parking, (85% eff on upper floors)

Phase A

Market Rate Unit Mix	# of Units	% of Total Units	Square Feet	Total Sq Ft	Ave SF/Unit
Studio	6	13.6%	510	3060	
1 bed	18	40.9%	700	12600	
2 bed	17	38.6%	1080	18360	
3 bed	5	11.4%	1300	6500	
	44			40520	920.91

Affordable Unit Mix (9% Threshold*)	# of Units	% of Total Units	Square Feet	Total Sq Ft	Ave SF/Unit
Studio	5	12.50%	510	2550	
1 bed	5	12.50%	700	3500	
2 bed	22	55.00%	1080	23760	
3 bed	8	20.00%	1300	10400	
	40			40210	1005.25

*75% of the units need to be 2 and 3-bed units, of which 25% of the 2 and 3 bed units need to be 3-bed units.

Phase B

Townhomes (Market Rate or Affordable)	# of Units	% of Total Units	Square Feet	Total Sq Ft	Ave SF/Unit
2 bed	2	20.00%	1250	2500	
2 or 3 bed	8	80.00%	1500	12000	
	10			14500	1450

Phase C

Market Rate Unit Mix	# of Units	% of Total Units	Square Feet	Total Sq Ft	Ave SF/Unit
Studio	4	12.5%	510	2040	
1 bed	8	37.5%	700	5600	
2 bed	7	37.5%	1080	7560	
3 bed	4	12.5%	1300	5200	
	23			20400	886.96

Affordable Unit Mix (9% Threshold*)	# of Units	% of Total Units	Square Feet	Total Sq Ft	Ave SF/Unit
Studio	2	10.00%	510	1020	
1 bed	3	15.00%	700	2100	
2 bed	11	55.00%	1080	11880	
3 bed	4	20.00%	1300	5200	
	20			20200	1010

*75% of the units need to be 2 and 3-bed units, of which 25% of the 2 and 3 bed units need to be 3-bed units.

Market Value

PHASE A (5 Stories)	\$ 9,990,000.00
PHASE B (Townhomes)	\$ 3,500,000.00
PHASE C (5 Stories)	\$ 5,467,500.00
TOTAL	\$ 18,957,500.00

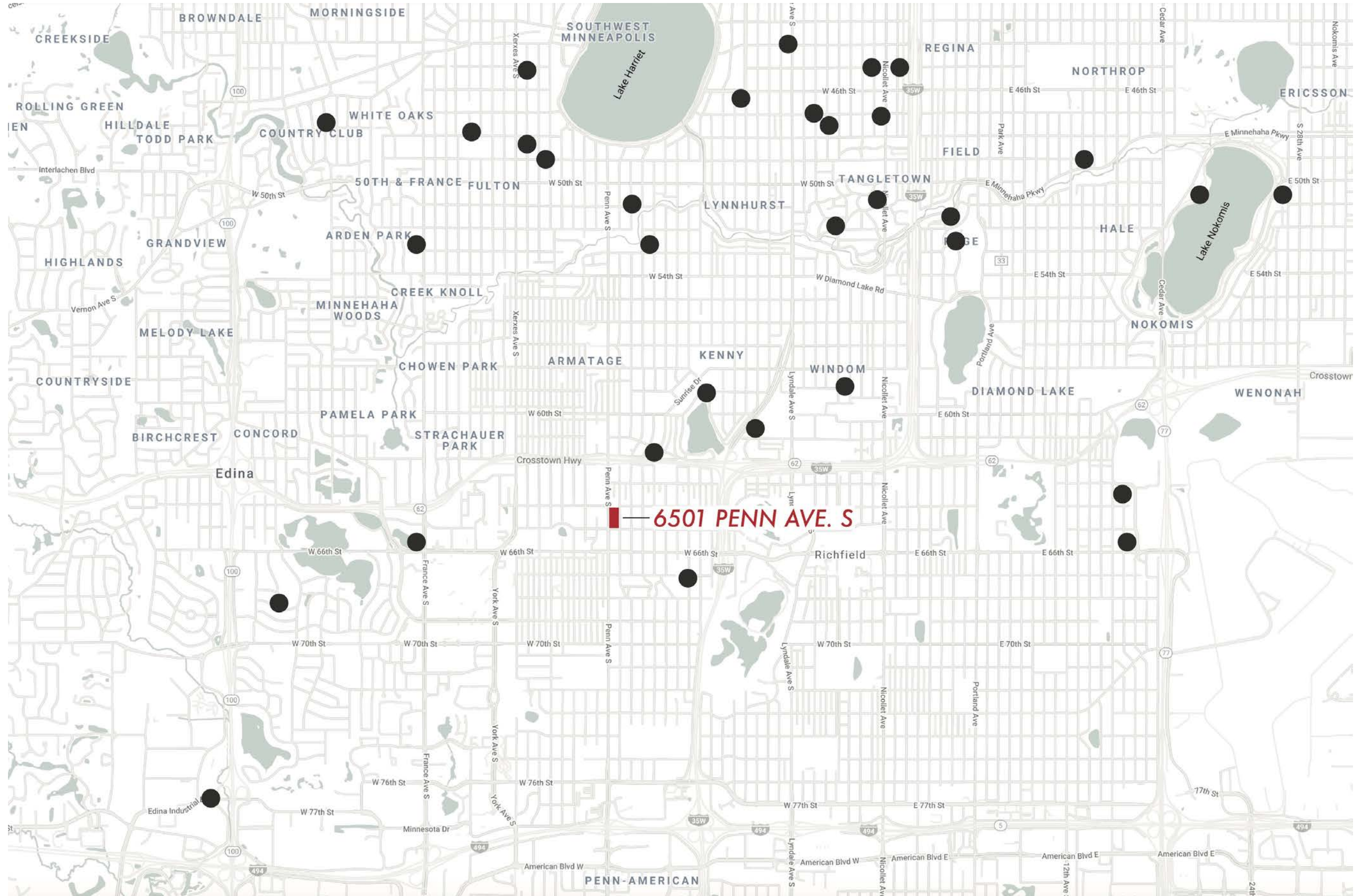


PENN AVENUE REDEVELOPMENT



NHH PROPERTIES

LOCUS AND NHH PROPERTIES CURRENT PROJECTS



EXISTING CONDITIONS



EXISTING STRUCTURE



EXISTING STRUCTURE

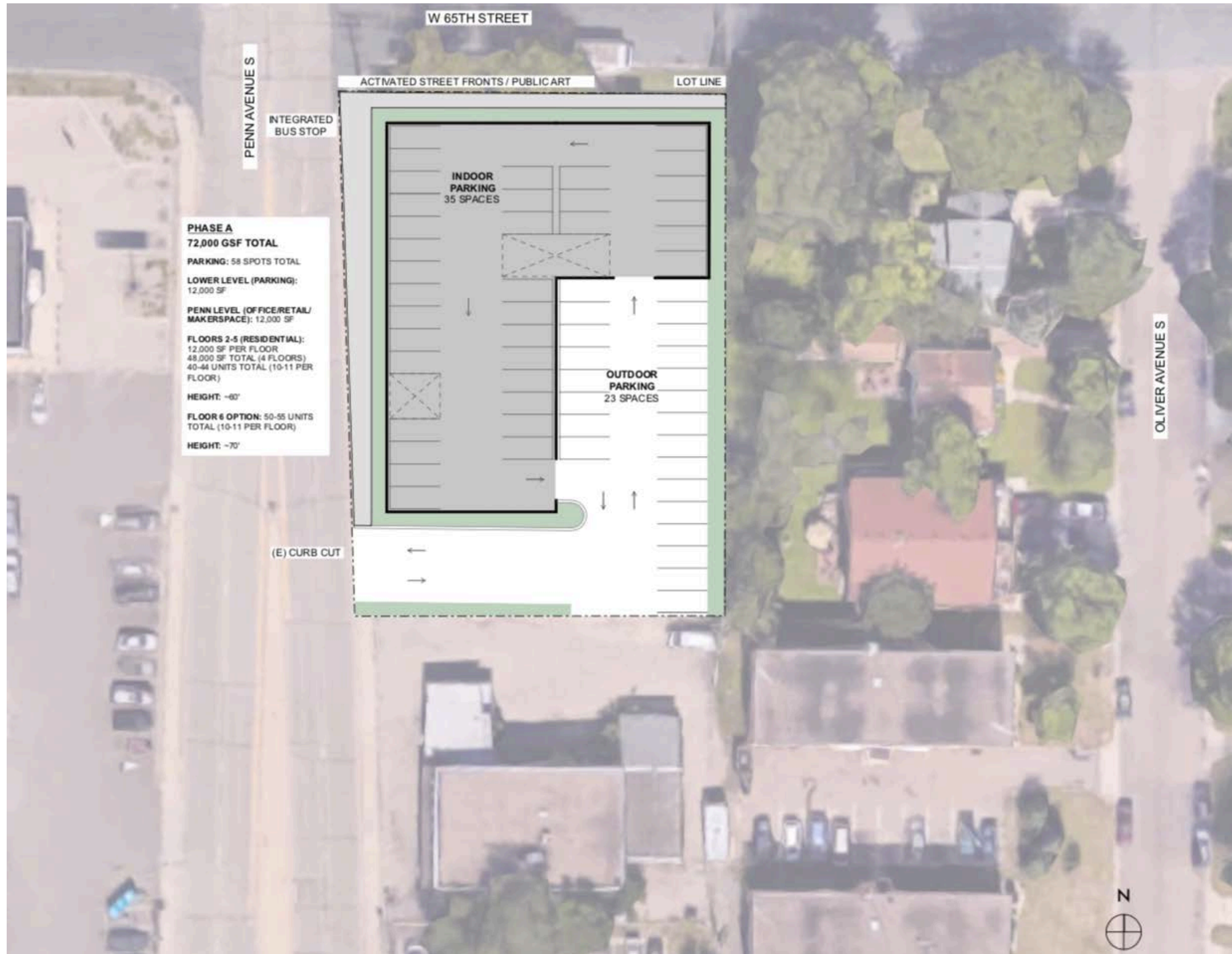


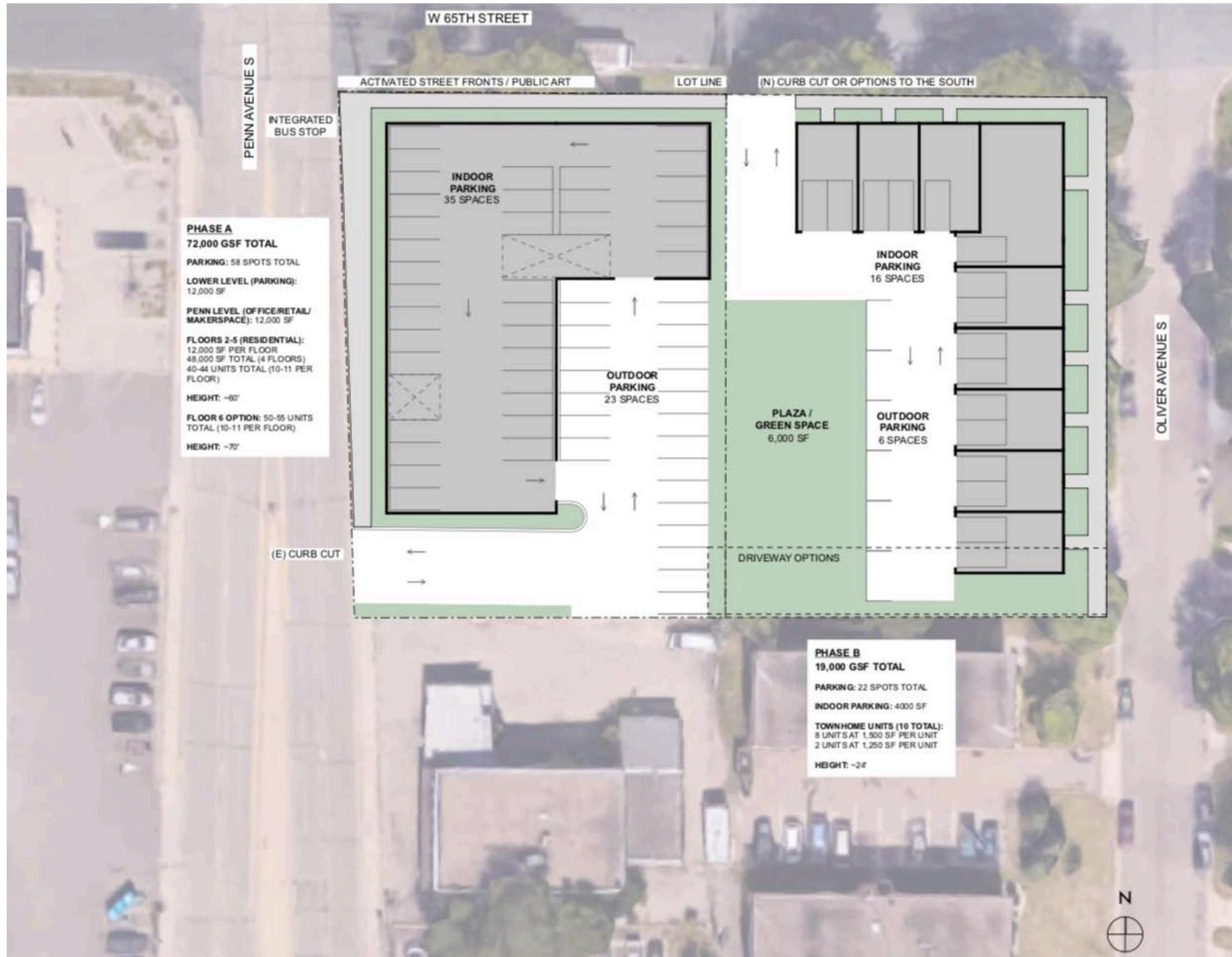
DEVELOPMENT DESCRIPTION

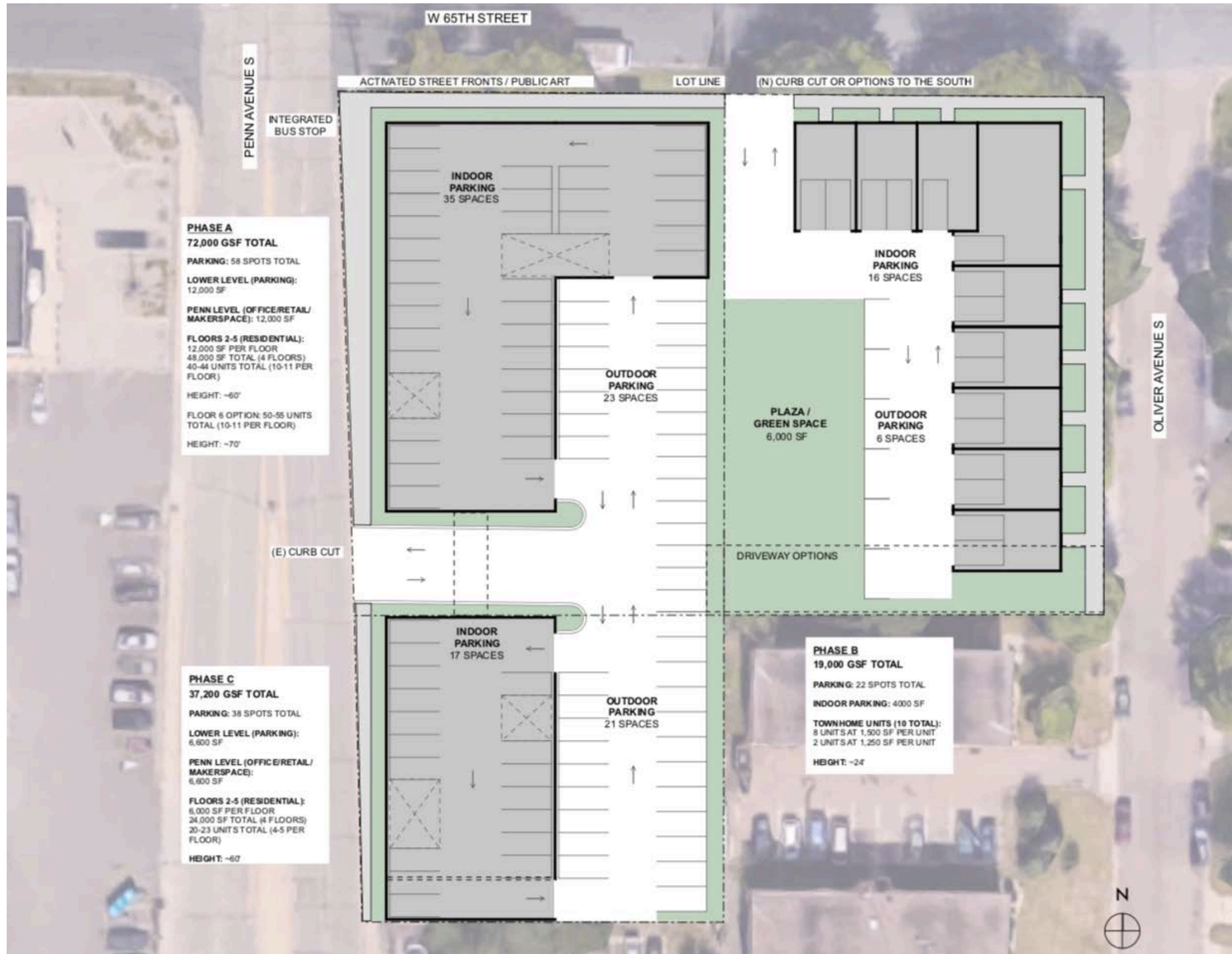
The purpose of this study is to determine the feasibility of a mixed-use project of along Penn Avenue in Richfield on existing land owned by the City of Richfield HRA. The development team is also studying the potential to encompass the neighboring site to the south that is privately owned. The Penn Avenue project consists of 60 to 67 units consisting of studio, 1, 2 & bed apartment units, 2 & 3 bed townhome units and 12,000 to 18,000 square feet of commercial space in 2 phases. The first phase of the development is located at the south east corner of Penn Ave and West 65th Street. The second phase of the development is located directly east of the subject property, between the subject property and Oliver Avenue and the third phase of the development is located directly to the south of the subject property on Penn Avenue.

The project consists of two freestanding mixed-use apartment buildings and 10 townhome units that can be constructed in 3 phases or all at once. The northern building consists of approximately 40-44 units of housing and 12,000 SF of commercial/common use. The southern building consists of 20-23 units of housing and 6,600 SF of commercial use. The adjacent townhomes consist of ten 2 & 3-bed townhome units with a 2-stall garage per unit.

The development team is looking at various levels of affordability and job creation in the project. Additionally, this project will be the catalyst for future development in the Penn Avenue corridor. The development team believes that the project concept will qualify for funding initiatives based upon the goals set forth by the Livable Communities Demonstration Account (LCDA) and Transit-Oriented Development (TOD). LCDA provides funding options for projects that efficiently link housing, jobs, services and transit. TOD projects qualify by contributing to and providing high-quality, pedestrian-oriented streets and public spaces that encourage the use of transit services. It is expected that this project will be "shovel ready" for the spring 2020 round of grant applications. The applications are due May 1 and awards are granted in the 3rd and 4th quarter of the year. The development team has significant experience in tax credit and TIF financing and is currently in the process of determining the need and feasibility to finance the affordable component of the project.



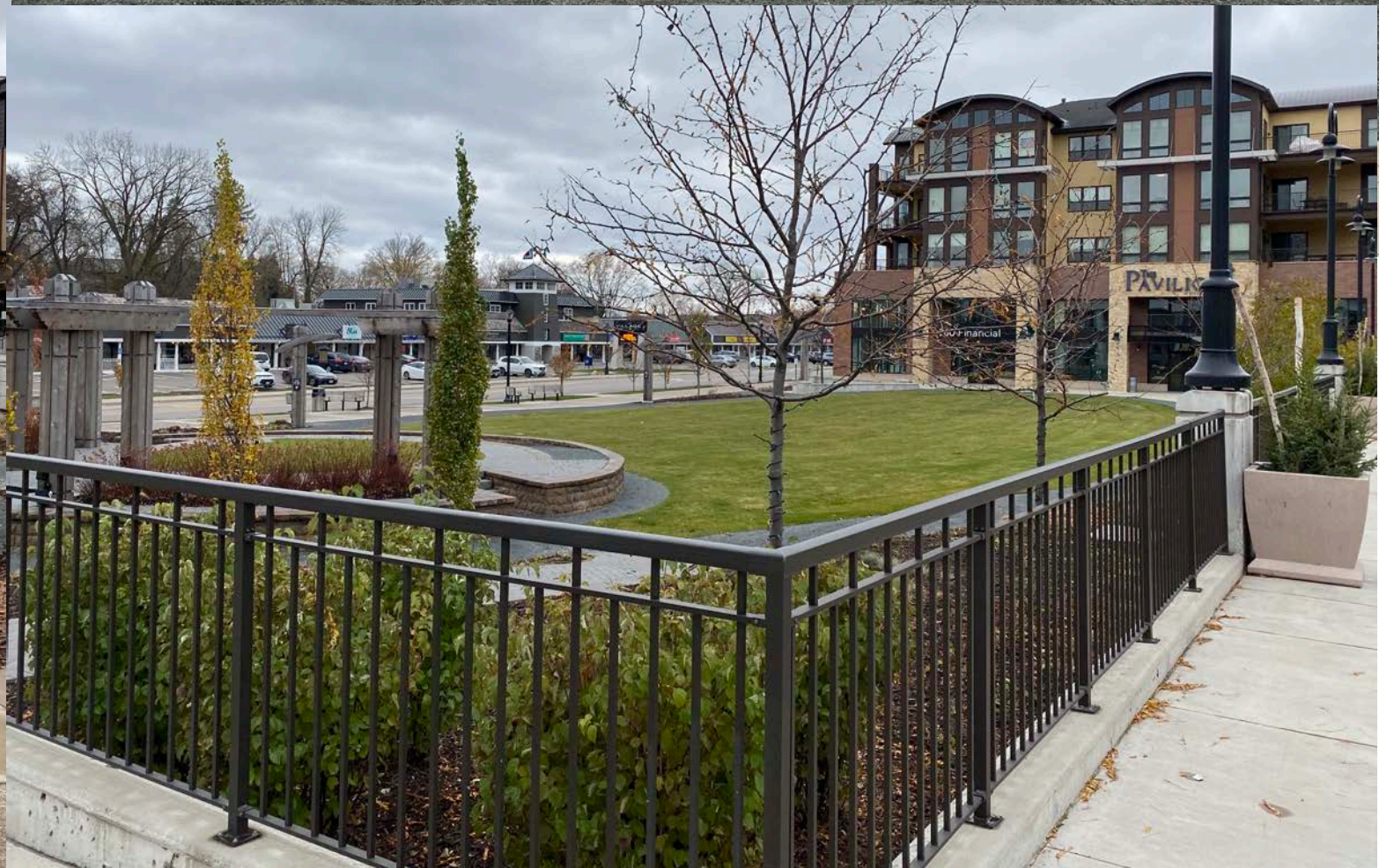




DESIGN GOALS



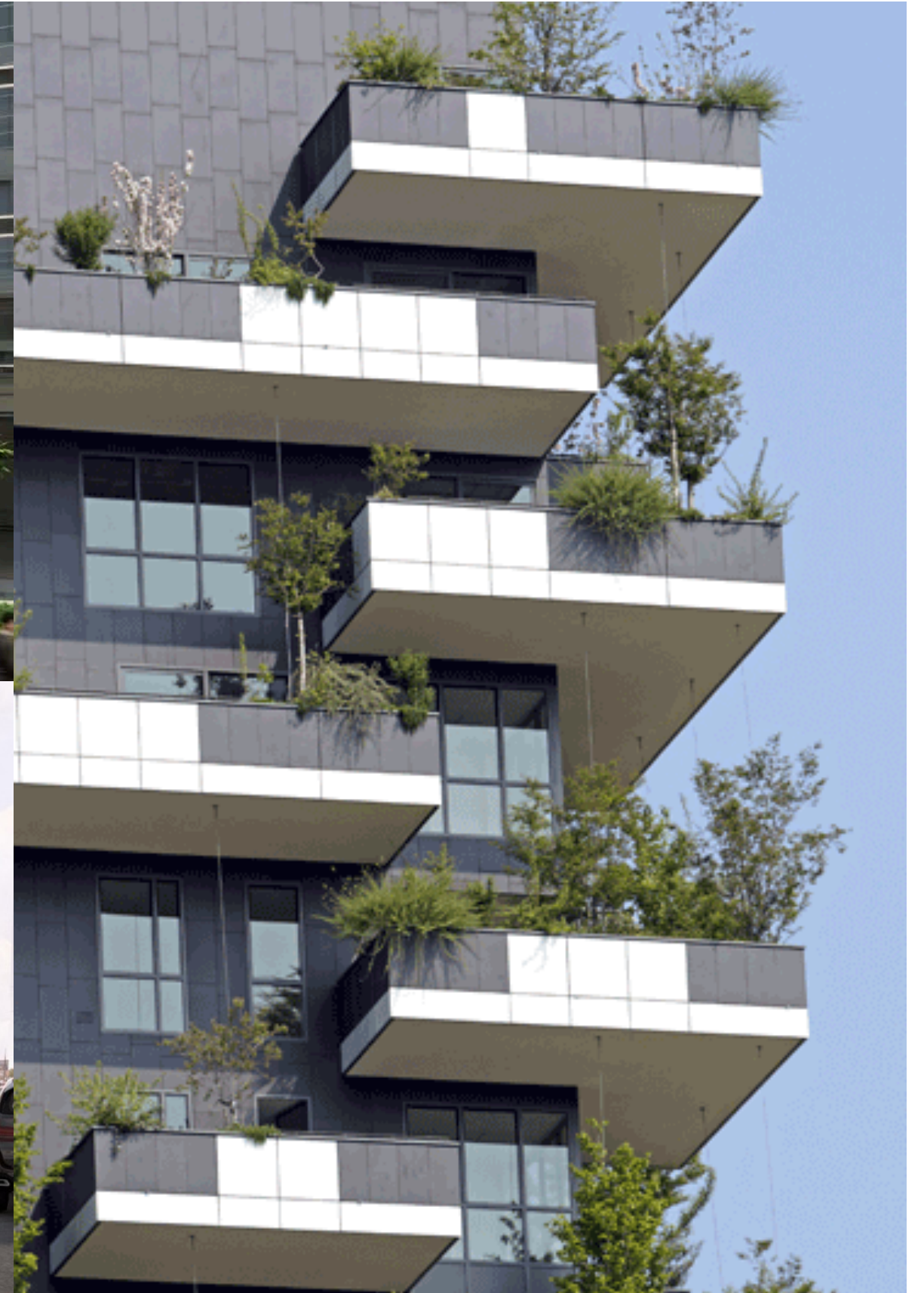
GREEN PLAZA EXAMPLE - PROMENADE OF WAYZATA



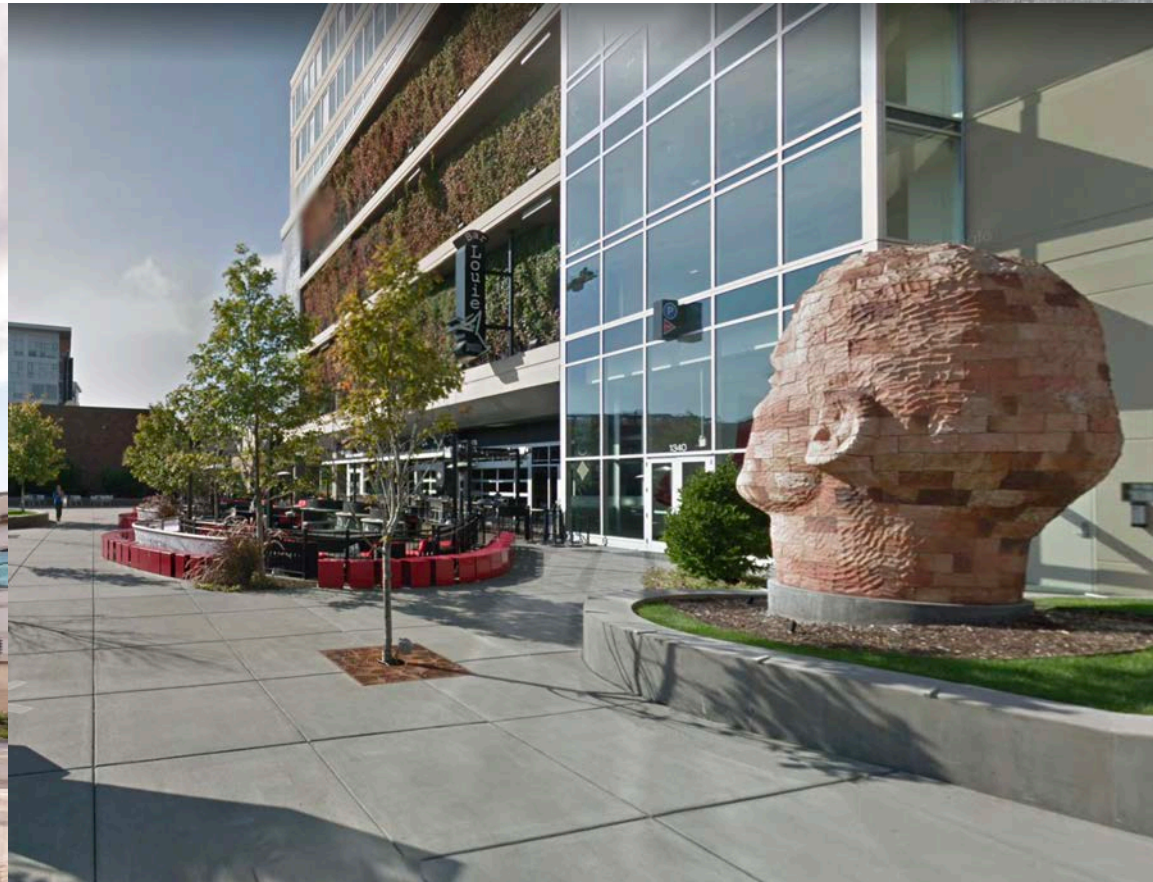
GREEN SPACE



ACTIVE STREETS AND LIVING BALCONIES



PUBLIC ART, TRANSIT INTEGRATION, NEIGHBORHOOD CONNECTIVITY



NORTHERN VIEW



SOUTHERN VIEW



WESTERN VIEW



NORTHWEST VIEW



SOUTHWEST VIEW

