2023 Northside Real Estate Developer Pre-Development Grant Guidelines and Preview Application

WELCOME!

Key Dates

Grant application portal opens	August 28, 2023
Application deadline	**September 25, 2023 (1 p.m. CDT)**
Grant Information Session posted	September 15, 2023
Grant announcements	Mid-December 2023

FOCUS STATEMENT

Helping to grow a thriving economy in North Minneapolis by supporting entrepreneurs and small businesses, and by expanding local ownership opportunities.

PURPOSE

The Northside Commercial Real Estate Advisory Committee of The Jay and Rose Phillips Family Foundation of Minnesota is allocating $100,000 in grants to support pre-development soft costs for Black real estate developers with site control of commercial and missing middle (5-unit minimum) residential real estate properties in North Minneapolis. The purpose of the grant is to alleviate smaller financial burdens that often hinder the success of developers who come from a historically marginalized community and have limited representation in the field of real estate development. Grants will be distributed to projects in North Minneapolis, prioritizing neighborhoods connected to West Broadway Avenue and other transit corridors in the area. These neighborhoods include: Cleveland, Harrison, Hawthorne, Jordan, McKinley, Near North, Sumner-Glenwood, Victory, Willard-Hay, and Webber-Camden. Priority will be given to applicants who are North Minneapolis residents, and to the projects with universal design or sustainability attributes.

GUIDELINES

What Will We Fund?
Grants are available for predevelopment soft costs for projects that are commercial or missing middle (5-unit minimum) properties. Grants can also be used as matching funds for other funding opportunities.

Eligible Expenses:
- Inspection Fees
- Architecture

- Accounting and Legal Fees
- Engineering
- Project Management
- Permits and Other Regulatory Fees
- Third Party or Phase I Reports

Ineligible Expenses:

- Repairs
- Material Costs
- Land Acquisition
- Salaries
- Business Operations and Operating Expenses

.
Required Documentation
- Brief Bio (200 – 350 words)
- Proof of Site Control
    - Deed
    - Purchase Agreement
- Financial Documentation
    - Pro-forma
    - Sources and Uses
    - Development Budget and Assumptions *(The document can include notes with additional context.)*
    - Operating Income and Expense Statements
    - Letter from bank confirming line of site construction financing, or major rehab financing within 6 months of application submission.
- Proof of Zoning in Place
- Proof of Entitlement Status

Supplemental Documentation
- Project Renderings

Who Is Eligible to Apply?
These grants will support Black real estate developers with site control of commercial real estate projects located in North Minneapolis, prioritizing neighborhoods connected to West Broadway Avenue and other transit corridors in the area. See the neighborhood list below.

Eligible North Minneapolis Neighborhoods

- Cleveland
- Harrison
- Hawthorne
- Jordan
- McKinley
- Near North
- Sumner-Glenwood
- Victory
- Willard-Hay
- Webber-Camden

Eligible Applicants: Commercial property owners, Developers (for-profit) with site control

Ineligible Applicants: Local governments, Nonprofits

Priority will be given to applicants who are North Minneapolis residents, and to projects that incorporate universal design or sustainability attributes.

APPLICATION PROCESS

The 2023 application will be released on August 28, 2023.

A recorded informational session will be posted by September 15, 2023. You are encouraged to submit questions to Maya Beecham at mbeecham@phillipsfamilymn.org.

Applications must be submitted by 1 p.m. CDT on September 25, 2023 through the Minneapolis Foundation's online portal. Applicants are encouraged to use the worksheet below to preview and draft application questions.

The Phillips Foundation plans to award up to $15,000 per application based on eligibility and project readiness.

For more information, visit https://phillipsfamilymn.org/northside-real-estate-developer-grants.

Further Assistance: As you consider applying for this funding opportunity, Maya Beecham is available to answer questions about the content of your proposal at mbeecham@phillipsfamilymn.org or (612) 672-3836.

If you have technical questions about this process, please contact Grants Coordinator Takara Henegar at thenegar@mplsfoundation.org or (612) 672-3840.

Application Preview

This document is intended to help prospective applicants prepare to submit a Northside Real Estate Developer Pre-Development Grant Application. It offers a preview of what you will see in our online portal when this grant round opens on August 28, 2023. Applications must be submitted by 1 p.m. CDT on September 25 through the Minneapolis Foundation's online portal.

Why am I applying to the Minneapolis Foundation for a grant from the Phillips Foundation? *Applications for funding from the Phillips Foundation are now made through the Minneapolis Foundation's online portal, but*

funding decisions continue to be made by the Phillips Foundation's independent Board of Trustees, and in consultation with staff and community advisory committees.

PRE-APPLICATION ELIGIBILITY QUIZ:
1. The Phillips Foundation is committed to supporting real estate developers reflecting the Northside Community we serve, and we are especially committed to supporting Black real estate developers. Do you identify as a Black real estate developer? Yes/No

2. Do you have site control of the property? (You will be asked to provide documentation.) Yes/No.

3. Do you have zoning and entitlement status, in place or changes required? (You will be asked to provide documentation.) Yes/No.

Organization Information
Legal name of organization:
Employer Identification Number:
Type of business:
- Sole Proprietorship
- General Partnership
- Limited Partnership
- Limited Liability Partnership
- Limited Liability Company
- S Corporation
- C Corporation

Describe the purpose of the business or mission statement.

Organization phone number:
Organization website:
Organization address:
Is the above accurate?

Head of organization name:
Head of organization title:
Head of organization email:
Head of organization phone:
Head of organization cell phone:
Is the head of the organization a resident of North Minneapolis?

Year organized:
Number of employees statewide:
Number of full-time employees:
Number of part-time employees:

Contact Information
Name of contact person for this application:
Contact person title:
Contact person email:
Contact person cell phone:
Is the contact information current?

Organization Leadership
Total number of senior leaders in the organization
Leadership information (name, title, race/ethnicity, gender):

Summary of Proposed Development – Location

Title of application:
Location of project:
- Harrison
- Hawthorne
- Jordan
- Near North
- Sumner-Glenwood
- Willard Hay
- Victory
- McKinley
- Webber-Camden
- Cleveland

What is the address of the proposed site for development?

If a general contractor has been assigned to this contract, please list their name and contact information.

Summary of Proposed Development – Proposed Work
Type of project (select all that apply):
- Repairs
- Inspection Fees
- Architecture
- Accounting/Legal Fees
- Engineering
- Project Management
- Permits/Other Regulatory Fees
- Remediation Costs
- Material Costs
- Other

If you selected Other, please describe.
Please provide a summary of the proposed project. Include use, residential units, number of square feet of commercial space, market rate, affordability, etc.
Please list the names and main responsibilities of any key staff involved in the work described in this proposal.

Name	Responsibilities

Proposed timeline:

Summary of Proposed Development – Financing
Amount requested:
Please provide a narrative of the line items in your budget if it is not self-explanatory:
What is the pre-development cost for this project?
Use of predevelopment funds requested: Provide a summary below.
Verification of project start date:
Verification of project completion date:

Additional Information
Have you engaged, or do you plan to engage, community members in the visioning and implementation of the project? (Yes/No) If yes, describe. (1,000 characters. *Character limits indicate the maximum allowed. Your response may be shorter.*)
Will the project be designed and built/retrofitted to meet a recognized green building standard, or will it incorporate green features that significantly improve the project's energy efficiency, health, and or durability? (Yes/No) If yes, describe. (500 characters)
How else will you measure the positive impact your project will have on the community? (2,000 characters)
Is there anything else you would like us to know as we consider this request?

The following documents are required for grant application submission:

- Brief Bio. Please describe your development experience and education in 250-300 words.
- Pro-forma
- Sources and Uses
- Personal Financial Statements *(if relevant to project)*
- Development Budget and Assumptions *(The document can include notes with additional context. For example, "This is a construction estimate form.")*
- Operating Income and Expense Statements
- Letter from bank confirming line of site construction financing, or major rehab financing dated within 6 months of application submission.
- Zoning in Place
- Entitlement Status

The following additional documents may be uploaded as well:

- Project Renderings

The following are required if your proposal is approved for funding:

- Grant Agreement Letter
- Final Report
- Grantee Expenditures