

2024 Northside Real Estate Developer Pre-Development Grant Guidelines and Preview Application

WELCOME!

Key Dates

Grant application portal opens	September 9, 2024
Application deadline	October 9, 2024 (1 p.m. CDT)
Grant information session posted	September 17, 2024
Grant announcements	Mid-December 2024

FOCUS STATEMENT

Helping to grow a thriving economy in North Minneapolis by supporting entrepreneurs, small businesses and 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 properties in North Minneapolis. The purpose of these grants is to alleviate smaller financial burdens that often hinder the success and sustainability of developers from a historically marginalized community with limited representation in the real estate development field. Thanks to funding provided by The Jay and Rose Phillips Family Foundation of Minnesota, \$100,000 will be distributed to projects in North Minneapolis, prioritizing neighborhoods connected to the West Broadway corridor 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 also be given to applicants who are North Minneapolis residents, and to projects with universal design or sustainability attributes.

GUIDELINES

What We Will Fund

Grants are available for pre-development soft costs for commercial or “missing middle” (5-unit minimum) residential real estate projects. These funds may 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

The following list of documents must be submitted with the grant application:

- Brief bio (200-350 words)
- Proof of site control
 - Deed
 - Purchase agreement
- Financial documentation
 - Pro forma
 - Sources and uses
 - Development budget
 - 5-year cash flow projection
 - Operating income and expense statements
 - Letter from bank confirming financing for site construction or major rehab financing within six months of application submission.
- IRS Form W-9

Supplemental Documentation

- Project renderings, if available

Who Is Eligible to Apply?

Grant funds have been established to support Black real estate developers with site control of commercial or “missing middle” (5-unit minimum) residential real estate projects located in North Minneapolis. Projects must be in neighborhoods connected to the West Broadway corridor or other transit corridors in the area (see the neighborhood list below).

Applicants who have already received funding through this opportunity are not eligible to apply for funding for the same project. Priority will be given to first-time applicants. Priority will also be given to applicants who are North Minneapolis residents, and to projects that incorporate universal design or sustainability attributes.

Eligible North Minneapolis Neighborhoods

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

Eligible Applicants: Commercial property owners **and** for-profit developers with site control.

Ineligible Applicants: Local governments, nonprofits

APPLICATION PROCESS

We will begin accepting applications on September 9, 2024.

A recorded information session will be posted by September 17, 2024. You are encouraged to submit questions to Maya Beecham at mbeecham@phillipsfamilymn.org.

Applications must be submitted by 1 p.m. CDT on Oct. 9, 2024 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. Applications must be submitted by 1 p.m. CDT on October 9, 2024 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 INTAKE QUESTIONS:

The Phillips Family Foundation is committed to supporting real estate developers that reflect the Northside Community we serve, and we are especially committed to supporting Black real estate developers. Are you a real estate developer who identifies as Black? Yes/No

Do you have site control of the property for which you seek grant support as evidenced by a purchase agreement or deed? Yes/No. (You will be asked to provide documentation.)

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 or mission of the business. (Maximum of 1,500 characters)

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 (please describe)

Please summarize the proposed project. Include its use, residential units, number of square feet of commercial space, breakdown of market rate vs. affordable units, 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 pre-development funds requested (provide a summary below):

Project start date:

Project completion date:

Additional Information

Have you engaged, or planned to engage, community members in the visioning and implementation of the project? (Yes/No) If yes, describe. (Maximum of 1,000 characters)

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. (Maximum of 500 characters)

How else will you measure the positive impact your project will have on the community? (Maximum of 2,000 characters)

Is there anything else you would like us to know as we consider this request?

In addition to documents required during the application process, you will be required to provide the following if your proposal is approved for funding:

- Grant agreement letter
- Final report
- List of grant expenditures