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City of Saint Paul  
2023 Neighborhood STAR  
Deadline: 7/31/2023

East Side Neighborhood Development Company  
**Friendly Storefronts**

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<u>USD\$ 50,000.00 Requested</u>
<u>Submitted: 7/31/2023 1:25:24 PM (Pacific)</u>
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<u>Additional Contacts</u> <u>none entered</u>

East Side Neighborhood  
Development Company

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Saint Paul, MN 55130  
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Executive Director  
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**I. PROPOSAL INFORMATION:**

1. STAR Grant Request Amount  
(*STAR Guidelines, Part 2 & Part 3*)  
\$50,000

2. What ward and district is your project located in?  
*Please refer to the City's ward and district look up map: <https://direc.to/iHXm>*

<input type="text" value="6"/>	Ward
<input type="text" value="5"/>	District
<input type="text" value="11.00"/>	TOTAL

3. Neighborhood STAR funds are to be used for activities started after STAR funding has been approved by the Mayor and City Council. Please provide a description of your future project or program in the space provided:

*STAR Guidelines, Part 6 - Awards and Implementation Process: STAR Fund Distribution). Please limit your response to 5,000 characters including spaces and punctuation.*

The Friendly Storefronts program is intended to continue the momentum of the Lower Payne Commercial Vitality Zone (CVZ) that promotes city-wide vitality, growth, and equity along Payne Avenue on St. Paul's Eastside. ESNDNC is currently in its second year of operating the program and has expanded to Arcade St to align with the District 5 Arcade Street Small Area Plan. The program seeks to assist business owners with designing and implementing façade improvements that will highlight and draw customer attention to individual businesses, create or reinforce their brand, and add art to storefronts thereby enhancing the streetscape.

Through activation strategies the general goals are to:

- Attract new businesses
- Attract more customers to St. Paul's Eastside
- More effectively encourage existing customers from anchor businesses to patronize other businesses along the avenue
- Build capacity of businesses to create commercial and social vitality through art

The program will facilitate façade improvements for 8-12 Eastside businesses with a maximum grant amount being \$10,000. Businesses will also receive one-on-one consultations and training with ESNDNC staff to assess optimal storefront improvements and designs and assemble contractors and artist teams.

4. Briefly summarize, in measurable terms, the specific elements of your proposed STAR project: *(i.e. "Updating the building façade with 3 new windows, 2 new exterior doors, adding a brick front and installing an awning.")*. Please limit your response to 5,000 characters including spaces and punctuation. Previous and current projects include tuckpointing and masonry to get commercial building up to code, electrical connection to illuminate existing sign, installation of new commercial signs, exterior paint, mosaic installation, mural painting, exterior lighting, vinyl art wrap, and updated exterior tiling. New project scope would be determined during one-on-one consultation and based on community need. Maximum grant amount per business is \$10,000. ESNDNC staff will consult with individual business owners on project scope an design and assemble necessary contractors and design teams.

5. You must have site control before moving forward with your project. Please indicate the type of site control you currently have:

*(Guidelines, Part 3)*

- Deeded Title
- Purchase Agreement
- Purchase Option
- Existing Lease (7 years or greater)
- Lease Agreement (for 7 years or more)

6. For public or private open-space improvement projects, please describe the components included in your proposal, approximate location(s), how your open space improvement project will be maintained over the life of the improvement and if businesses and/or homeowners have been approached regarding any required assessments to their property.

N/A

7. For sub-loan/sub-grant programs, please attach program guidelines containing the following: the number of houses or businesses to be assisted, how program participants will be selected, if this program will be coordinated with other city programs, the terms or conditions required of the borrower/grantee, your loan underwriting criteria (if applicable) and current balances (if any) of previous STAR funds awarded.

*(STAR Guidelines, Part 6)*

Current program guidelines are attached in Documents.

The Friendly Storefronts Program will be open to the community for applications. Notification of the program will be distributed in person, via social media, and on the Payne Phalen Community Council's

newsletter. In-person outreach will target businesses who are owned by people of color and women. The program will benefit between 8 and 12 Eastside businesses. Potential applicants will agree to attend one-on-one consultations with ESNDC staff. Applications will be accepted on a first come basis after the initial notifications are completed. If more applications are received than funds available, a ranking system will be utilized to score and select awardees. Ranking will include aesthetic improvement and curb appeal, highly visible neighborhood impact and feasibility of getting the project completed in a timely fashion. In some cases we may look at amount of private investment but this is not meant to exclude businesses who may have limited working capital.

## II. TAXES

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8. Please explain how your proposal will maintain or increase Saint Paul's tax base (i.e. property taxes and/or sales taxes):

This program will directly invest in the commercial properties on the City of Saint Paul's Eastside. These projects will increase the value of the commercial building, thereby increasing the tax base of those properties. Additionally, these projects aim to increase the visibility of the businesses and attract more customers, which would increase sales for the business and sales tax for the City.

## III. JOB CREATION / RETENTION PROJECTIONS:

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9. Please provide the number of new, permanent full-time and part-time jobs that will be created and retained over the next five years along with an average salary once this project is completed. Retained jobs are only those jobs that would be lost without STAR funding:

15	New permanent, full-time jobs
\$20	Average salary of new permanent, full-time jobs
25	Retained permanent, full-time jobs
\$20	Average salary of retained permanent, full-time jobs
10	New permanent, part-time jobs
\$20	Average salary of new permanent, part-time jobs
25	Retained permanent, part-time jobs
\$20	Average salary of retained permanent, part-time jobs
155.00	TOTAL

## IV. NEIGHBORHOOD FOCUS: Building wealth within neighborhoods and strengthening the city's ethnic and cultural diversity with investments in the city's cultural nodes is a goal of the program.

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10. Please explain the public benefit of your project and how it will further ethnic and cultural diversity within the neighborhood:

The purpose of the Friendly Storefronts program is to assist small businesses, enhance the visibility of their storefront and depict their own unique brand for their business. To fulfill racial equity goals, a focus will be assisting businesses owned by people of color and women-owned businesses. These small businesses tend to be under capitalized and often do not have the funds to make storefront improvements. The commercial corridors of Payne Ave and Arcade St are some of the most racially and ethnically diverse nodes in the City of St. Paul. Allocating resources to those corridors will create positive benefits for those individual owners and their families, but also support their long term stability in the community and their ability to provide affordable and culturally specific goods and services to the highly diverse Eastside community.

There are significant benefits to strengthening the pedestrian connections between the lower, middle, and northern commercial nodes that make up Payne Avenue; creating more places to frequent and congregate for all users, especially families and elders. Additionally, storefront improvements on Arcade St will make businesses more visible and therefore more resilient during the upcoming MNDOT construction. Supporting these Arcade St businesses now will ensure that they are able to remain in the community, providing access to goods and services for the Eastside community. Enhancing the streetscape experience on Payne and Arcade through artistic storefront improvements will also leverage the existing business anchors to support the entire district and increase the walkability of the commercial districts. These changes will grow the corridors' existing strengths as a cultural and artistic destination.

For the small businesses that own their own buildings, this program directly increases the value of their building, thereby strengthening the owner's ability to create generational wealth through that asset.

11. Will your proposal revitalize a currently vacant storefront?

One of the goals is to improve vacant storefronts, but we conduct outreach and applications come in. Our current year's program is improving one vacant storefront, we hope to do the same in future years.

12. Will your project fill a need not currently provided in the neighborhood? If yes, please explain.

Yes, this program fills a need that was not previously provided in the neighborhood. Most businesses on the Eastside are undercapitalized and do not have the capital to do significant storefront improvements. Additionally, businesses often struggle to navigate the City and construction processes while running their operation. This program provides the capital, but equally as important, it provides the technical assistance for design, City compliance, and construction management that often are barriers to micro- and small-businesses, many of which are first generation business owners.

13. Coordinating and/or collaborating with neighborhood groups is an important aspect of Neighborhood STAR. Have you contacted the local district council office to review your proposed plans?

Yes

V. CLIMATE ACTION PLANS: Advancing climate-action, sustainability, and/or resilience goals as put forth in the Saint Paul Climate Action and Resilience Plan

(<https://www.stpaul.gov/departments/mayors-office/climate-action-planning/climate-action-resilience-plan>).

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14. Please explain how your project supports the Saint Paul Climate Action and Resilience Plan.

The Friendly Storefronts Program supports the Saint Paul Climate Action and Resilience Plan by aligning with multiple of the Small and Mid-Size Commercial Key Initiatives, including engaging small businesses in energy efficiency programs and targeting small businesses in low-income communities with energy efficiency opportunities. ESNDP will incorporate climate-action, sustainability and resiliency into the one-on-one business consultations, using that as an opportunity to connect businesses with programs that can help them align with energy and waste management goals outlined in the Saint Paul Climate Action and Resilience Plan. These resources can include BizRecycling, Xcel Energy Business Assessments, and Inflation Reduction Act resources.

These connections with business owners about climate resiliency, can lay the foundation for larger conversations and connection to resources that support the Plan's Economic Development High-Impact Actions that include operating existing buildings more efficiently and retrofitting buildings with more efficient energy saving equipment.

ESNDP will also explicitly incorporate resilience into our capital improvement process by working with contractors that include life-cycle costs when selecting construction materials.

The Friendly Storefronts Program has community connection and consultation as an instrumental part of

the program, which is critical to "strengthen(ing) social connectedness through relationship-building among community members across age, ethnicity, income and other demographic differences", which is a goal of the Saint Paul Climate Action and Resilience Plan.

VI. APPLICANT INFORMATION: This section provides the STAR Board, elected officials, and staff with basic information about your organization, and its ability to carry out a STAR project (STAR Guidelines, Part 2)

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15. Please describe your organization:

ESNDC is a 40 year-old locally governed community-based organization deeply committed to place and people; founded to improve the economic and housing conditions on St. Paul's East Side. We are investing in key commercial corridors to rehabilitate derelict commercial buildings and work with landlords to fill vacancies with local entrepreneurs. We are implementing creativities that improve Payne Ave and Arcade St as appealing walkable destinations for commerce, arts, entertainment, employment, and safe community gatherings.

Our programs include: (1) LeadSafe Minnesota which remedies lead paint contamination in low income households and influences policies that prioritize lead poisoning as a larger serious health issues. (2) ESNDC's commercial revitalization program has been a catalyst for redevelopment in the Payne Avenue and Arcade Street business district, utilizing an approach based on the premise that revitalization and adaptive reuse of older commercial buildings depends on a community's market potential, financing, technical assistance and organizational capacity. (3) ESNDC engages community residents and business owners in dialog, surveys and planning actives specifically centered on shaping real estate development that is equitable - creating affordable housing, business opportunities and better access to transportation.

16. What is your status as a legal entity and Federal Tax ID #?

(i.e. corporation, partnership, nonprofit, sole proprietorship, etc.)

Nonprofit	Legal Entity Status
41-1367503	Federal Tax ID #
0.00	TOTAL

17. Who will be the designated project manager?

*Please describe her/his background, skills and experience in managing similar-type projects/programs.*

Anne DeJoy, Executive Director at ESNDC, has more than 30 years experience directing community-based economic development programs. DeJoy is an alumna of Middlesex College in New Jersey where she studied Business Management and Marketing Art and Design. She received training in Economic Development and Real Estate Finance from the National Development Council (NDC) and received Economic Development training from the U.S. Department of Housing and Urban Development (HUD). She received a proclamation from Governor Arne Carlson for her leadership on the Economic Development Committee for the Chicano Latino Affairs Council. She has served on numerous boards and committees including the Saint Paul Riverfront Corporation, Saint Paul Sister Cities Commission, Neighborhood Justice Center, Payne Arcade Business Association and the St. Paul Planning Commission. She has managed the Friendly Storefronts program for the last two years.

18. Do you have an adopted conflict-of-interest policy? If yes, you will be asked to attach this policy at the end of this application.

Yes

19. Please list any City or HRA funds you have received within the past five years,

Neighborhood Star – CVZ 2019 \$62,500, Remaining \$0

Neighborhood Star Accessibility Fund - 2019 \$100,000, Remaining \$0

Neighborhood Star - 2021 \$30,000, Remaining \$0

Cultural Star – Solidarity Street Gallery 2021 \$17,000, remaining \$0



Solidarity Street Gallery 2022 \$15,600, remaining \$0  
Year Round STAR (Ward 6) - \$52,000 current contract  
CDBG 2017-2022 Contracts, \$190,000 current contract

20. Please list any City or HRA funds that you are currently seeking for this project.

Cultural STAR - Uniquely Eastside Festival 2023, \$30,000 request

21. What is the total amount of your additional funds, including matching funds if applicable, for this project?

*STAR Guidelines, Part 5*

N/A

22. The Neighborhood STAR Program is designed to provide additional financing for worthwhile but underfunded capital projects that could not be accomplished solely through non-city funding sources.

- Please check this box to agree that by submitting this application, you certify that this project would not be completed but for STAR funding.

VII. VOLUNTARY APPLICANT INFORMATION: This information will be used for reporting purposes only and will not be used to make funding decisions. It helps the City know we are reaching all populations. If you prefer not to respond to these questions, please type N/A in the response section.

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23. Is your business or organization at least fifty-one percent (51%) woman-owned/woman-led?

Yes, our Executive Director is a woman and over 51% of our board are women

24. Is your business or organization at least fifty one percent (51%) minority owned/minority-led?

Yes

25. If your business or organization is at least 51% minority owned or minority-led, please check the most appropriate description(s) below regarding the identity of the for-profit business owner/non-profit leader(s)

- American Indian or Alaska Native  
 Asian  
 Black or African American  
 Hispanic or Latino Origin  
 Native Hawaiian or Pacific Islander  
 Another Identity  
 Prefer not to respond

26. If you selected "Another Identity" for question 25, please specify. If not applicable or you prefer not to disclose, please type N/A in the response.

Over 51% of ESNDNC's Board is BIPOC with member identifying as American Indian, Asian, Black or African American, and Hispanic

27. Is your business CERT certified?

No

28. How long have you owned/operated this business?

ESNDNC was founded in 1979

29. Is your business or organization a small business or organization as defined as businesses or organizations with under \$1 million in gross sales/generated revenue or fewer than 20 full time employees

(MN Statute 645.445)? If yes, how many employees do you have?

Yes, 4 employees

30. What type of business or organization do you have?

- Restaurant/Fast Food
- Food/Grocery
- Retail/Clothing/Gifts
- Personal services/Barber/Salon
- Entertainment
- Professional services
- Industrial/Manufacturing
- Technology
- Health care
- Other

31. If you answered "Other" for question 30, please specify or type in N/A if you prefer not to disclose this information.

Non-profit, 501c3

32. How did you hear about the opportunity to apply for STAR Funds?

- Council Member
- District Council
- City Staff
- City Email
- Social Media
- Chamber of Commerce
- Friend or family member
- Other

33. If you answered "Other" for question 32, please specify or type in N/A if you prefer not to disclose this information.

N/A

34. NAICS code. Type "N/A" if unknown.

N/A

[Budget](#) *top*

<u>Sources and Uses</u>	<u>STAR Grant Request</u>	<u>Matching Funds (for requests over \$50,000)</u>	<u>Non-Matching Funds</u>
<u>Acquisition (up to 20% of STAR funds)</u>			
<u>Rehabilitation: Residential</u>			
<u>Rehabilitation: Commercial</u>	<u>USD\$ 42,000.00</u>		
<u>New Construction: Residential</u>			
<u>New Construction: Commercial</u>			
<u>Public Improvements</u>			
<u>Private Open Space improvement</u>			

<u>Direct Project Costs (up to 20% of STAR funds)</u>	<u>USD\$ 8,000.00</u>		
<u>Total</u>	<u>USD\$ 50,000.00</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>Additional Sources not qualifying as Match</u>	<u>Other Funds</u>		
<u>-none-</u>	<u>USD\$ 0.00</u>		

Documents [top](#)

Documents Requested \*

Required?Attached Documents \*

A copy of existing or proposed purchase agreement or lease agreement (provide appraisal, if available)

Please attach an itemized budget and/or contractors' estimates



[Budget](#)

If purchasing fixed assets, please include purchase agreements or vendor quotes

Resumes of principals and key management



[Anne DeJoy Resume](#)

[Claire Thomas Resume](#)

If the project includes bank or other financial participation, please provide a letter of commitment

Please attach Sub-Loan and/or Sub-Grant Program Guidelines (if applicable.)

[Current Program Guidelines](#)

Letters of Recommendation and/or Support for your project

Current photo(s) of your proposed project. If sub-loan/sub-grant, please provide a map of your proposed service area.



[2021 Friendly Storefronts Projects and Map](#)

[2021 Map](#)

\* [ZoomGrants™](#) is not responsible for the content of uploaded documents.

Application ID: 446834

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City of Saint Paul  
2023 Neighborhood STAR  
Deadline: 7/31/2023

TKP LLC  
**Ruam Mit Restaurant Relocation**

[Jump to: Application Questions](#) [Budget Documents](#)

<b>USD\$ 48,835.00 Requested</b>
Submitted: 7/31/2023 1:48:51 PM (Pacific)
<b>Project Contact</b> Nia Rasavong <a href="mailto:tkpruammit@outlook.com">tkpruammit@outlook.com</a> Tel: 6517672030
<b>Additional Contacts</b> <a href="mailto:mkhaopraseuth@Comcast.net">mkhaopraseuth@Comcast.net</a> , <a href="mailto:gah@sppa.com">gah@sppa.com</a> , <a href="mailto:gah@sppa.com">gah@sppa.com</a> , <a href="mailto:rwh@sppa.com">rwh@sppa.com</a> , <a href="mailto:dawn@newworldwomen.com">dawn@newworldwomen.com</a>

<b>TKP LLC</b>	
<a href="#">3603 Lakeview Trl</a> <a href="#">Eagan, MN 55122</a> <a href="#">United States</a>	<a href="#">Telephone 651-767-2030</a> <a href="#">Fax</a> <a href="#">Web Ruammitmn.com</a>
<b>Owner</b> <a href="#">Nia Rasavong</a> <a href="mailto:nia.rasavong@comcast.net">nia.rasavong@comcast.net</a>	

[Application Questions top](#)

I. PROPOSAL INFORMATION:

1. STAR Grant Request Amount  
(STAR Guidelines, Part 2 & Part 3)  
48,835

2. What ward and district is your project located in?  
Please refer to the City's ward and district look up map: <https://direc.to/iHXm>

<input type="text" value="2"/>	Ward
<input type="text" value="Council 17"/>	District
<input type="text" value="2.00"/>	TOTAL

3. Neighborhood STAR funds are to be used for activities started after STAR funding has been approved by the Mayor and City Council. Please provide a description of your future project or program in the space provided:  
*STAR Guidelines, Part 6 - Awards and Implementation Process: STAR Fund Distribution). Please limit your response to 5,000 characters including spaces and punctuation.*  
Relocation of restaurant and STAR funds will be use for 3rd restroom to follow after opening.

We are an award-winning restaurant with a history of serving the community for over thirty years. As we have been forced to move from our current location because our building is being torn down to provide parking for Church of the Assumption, we have chosen to stay in St. Paul and need some assistance to accomplish this. We are very grateful for any help that can be provided.

As a minority in the business world, we are dedicated to providing diversity in dining in St. Paul. Please help us keep St. Paul diverse by supporting our effort. We are truly grateful.

Had we not had to move, and still chose to stay in St. Paul, none of this would be needed.

4. Briefly summarize, in measurable terms, the specific elements of your proposed STAR project:  
*(i.e. "Updating the building façade with 3 new windows, 2 new exterior doors, adding a brick front and installing an awning.") Please limit your response to 5,000 characters including spaces and punctuation.*  
Our current lease at 475 St. Peter Street has ended as of July 31, 2023. We are about to sign a new lease for 367 Wabasha St N and will be able to start construction in mid-August or early September.

We are able to begin the first phase of construction and open our new restaurant with the 2 bathrooms currently planned. The second phase will be the construction of a third bathroom so that one will be dedicated for employees in order to achieve efficiencies for both customers and employees.

It is very important to us to provide the standard two bathrooms for customers as well as one dedicated to employees. We believe in treating not only our customers with this expected feature, but also for our employees to have a dedicated bathroom which they can enter and exit quickly. This works better for everyone.

5. You must have site control before moving forward with your project. Please indicate the type of site control you currently have:  
(Guidelines, Part 3)

Deeded Title

Purchase Agreement

- Purchase Option
- Existing Lease (7 years or greater)
- Lease Agreement (for 7 years or more)

6. For public or private open-space improvement projects, please describe the components included in your proposal, approximate location(s), how your open space improvement project will be maintained over the life of the improvement and if businesses and/or homeowners have been approached regarding any required assessments to their property.  
Not applicable.

7. For sub-loan/sub-grant programs, please attach program guidelines containing the following: the number of houses or businesses to be assisted, how program participants will be selected, if this program will be coordinated with other city programs, the terms or conditions required of the borrower/grantee, your loan underwriting criteria (if applicable) and current balances (if any) of previous STAR funds awarded.

(STAR Guidelines, Part 6)

Not applicable.

## II. TAXES

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8. Please explain how your proposal will maintain or increase Saint Paul's tax base (i.e. property taxes and/or sales taxes):

Ruam Mit increases the tax base for St. Paul, as we have done for many years. In this new location, with the City's help, we will increase our sales, which will increase the sales tax income for the City of St. Paul, which funds the STAR program. We are happy to contribute to St. Paul in this and other ways. Additionally, our relocation will fill a vacant retail location in downtown Saint Paul, which is also owned by the Housing and Redevelopment Authority of the City of Saint Paul.

## III. JOB CREATION / RETENTION PROJECTIONS:

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9. Please provide the number of new, permanent full-time and part-time jobs that will be created and retained over the next five years along with an average salary once this project is completed. Retained jobs are only those jobs that would be lost without STAR funding:

6	New permanent, full-time jobs
37,440	Average salary of new permanent, full-time jobs
5	Retained permanent, full-time jobs
41,600	Average salary of retained permanent, full-time jobs
4	New permanent, part-time jobs
27,040	Average salary of new permanent, part-time jobs
4	Retained permanent, part-time jobs
27,040	Average salary of retained permanent, part-time jobs
133,139.00	TOTAL

IV. NEIGHBORHOOD FOCUS: Building wealth within neighborhoods and strengthening the city's ethnic and cultural diversity with investments in the city's cultural nodes is a goal of the program.

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10. Please explain the public benefit of your project and how it will further ethnic and cultural diversity within the neighborhood:

There is no finer way than to bring family and friends together to have good food that is different than their everyday cuisine. We make our Thai/Laotian food with tradition and love. Please help us stay in a community that already loves us. We are a tradition in St. Paul and can be in downtown St. Paul. Additionally, our relocation will fill a vacant retail location in downtown Saint Paul, which is also owned by the Housing and Redevelopment Authority of the City of Saint Paul.

11. Will your proposal revitalize a currently vacant storefront?

Yes, the new space we are leasing is now vacant in downtown St. Paul. Having our thriving business in that now-vacant space serves residents and workers, revitalizing downtown St. Paul.

12. Will your project fill a need not currently provided in the neighborhood? If yes, please explain.

Downtown St. Paul is in need of revitalization. By having an award-winning Thai/Laotian restaurant in the heart of the city, only good can come from that! Please help us help St. Paul. We have a proven track record and the heart to serve St. Paul.

13. Coordinating and/or collaborating with neighborhood groups is an important aspect of Neighborhood STAR. Have you contacted the local district council office to review your proposed plans?

We haven't had a formal review of the plan, however we feel strongly that filling this vacant retail space with our restaurant is consistent with the mission of District 17, Capitol River Council.

V. CLIMATE ACTION PLANS: Advancing climate-action, sustainability, and/or resilience goals as put forth in the Saint Paul Climate Action and Resilience Plan (<https://www.stpaul.gov/departments/mayors-office/climate-action-planning/climate-action-resilience-plan>).

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14. Please explain how your project supports the Saint Paul Climate Action and Resilience Plan.

We feel that opening our restaurant will meet the following resilience strategies:

### ECONOMIC AND SOCIAL WELL-BEING

- Strengthen social connectedness through relationship-building among community members across age, ethnicity, income, and other demographic differences
- Encourage equitable spatial distribution of community assets to improve food security, including urban farms, community gardens, food markets, and healthy food options

VI. APPLICANT INFORMATION: This section provides the STAR Board, elected officials, and staff with basic information about your organization, and its ability to carry out a STAR project (STAR Guidelines, Part 2)

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15. Please describe your organization:

Ruam Mit has become an institution of gathering, fine food and diversity over the past 33 years. We do not see this as only as an improvement project, but as a way to provide consistency to a community that has come to rely on our high level of service.

As we have done in the past and are committed to do going forward, we will maintain this establishment and maintain every aspect of it.

16. What is your status as a legal entity and Federal Tax ID #?

(i.e. corporation, partnership, nonprofit, sole proprietorship, etc.)

LLC Legal Entity Status

5874736 Federal Tax ID #

5,874,736.00 TOTAL

17. Who will be the designated project manager?

Please describe her/his background, skills and experience in managing similar-type projects/programs.

Steiner Construction is the General Contractor that will be managing the construction project.

18. Do you have an adopted conflict-of-interest policy? If yes, you will be asked to attach this policy at the end of this application.

No

19. Please list any City or HRA funds you have received within the past five years,

None.

20. Please list any City or HRA funds that you are currently seeking for this project.

Neighborhood STAR

21. What is the total amount of your additional funds, including matching funds if applicable, for this project?

STAR Guidelines, Part 5

\$380,000 (non-matching funds)

22. The Neighborhood STAR Program is designed to provide additional financing for worthwhile but underfunded capital projects that could not be accomplished solely through non-city funding sources.

Please check this box to agree that by submitting this application, you certify that this project would not be completed but for STAR funding.

VII. VOLUNTARY APPLICANT INFORMATION: This information will be used for reporting purposes only and will not be used to make funding decisions. It helps the City know we are reaching all populations. If you prefer not to respond to these questions, please type N/A in the response section.

23. Is your business or organization at least fifty-one percent (51%) woman-owned/woman-led?

Yes

24. Is your business or organization at least fifty one percent (51%) minority owned/minority-led?

Yes

25. If your business or organization is at least 51% minority owned or minority-led, please check the most appropriate description(s) below regarding the identity of the for-profit business owner/non-profit leader(s)

American Indian or Alaska Native

Asian

Black or African American

Hispanic or Latino Origin

Native Hawaiian or Pacific Islander

Another Identity

Prefer not to respond

26. If you selected "Another Identity" for question 25, please specify. If not applicable or you prefer not to disclose, please type N/A in the response.

N/A

27. Is your business CERT certified?

Yes

28. How long have you owned/operated this business?

4 years

29. Is your business or organization a small business or organization as defined as businesses or organizations with under \$1 million in gross sales/generated revenue or fewer than 20 full time employees (MN Statute 645.445)? If yes, how many employees do you have?

Yes, 14 employees

30. What type of business or organization do you have?

Restaurant/Fast Food

Food/Grocery

Retail/Clothing/Gifts

Personal services/Barber/Salon

Entertainment

Professional services

Industrial/Manufacturing

Technology

Health care

Other

31. If you answered "Other" for question 30, please specify or type in N/A if you prefer not to disclose this information.  
N/A

32. How did you hear about the opportunity to apply for STAR Funds?
- Council Member
  - District Council
  - City Staff
  - City Email
  - Social Media
  - Chamber of Commerce
  - Friend or family member
  - Other

33. If you answered "Other" for question 32, please specify or type in N/A if you prefer not to disclose this information.  
N/A

34. NAICS code. Type "N/A" if unknown.  
722511

[Budget top](#)

Sources and Uses	STAR Grant Request	Matching Funds (for requests over \$50,000)	Non-Matching Funds
Acquisition (up to 20% of STAR funds)			
Rehabilitation: Residential			
Rehabilitation: Commercial	USD\$ 48,835.00	USD\$ 0.00	
New Construction: Residential			
New Construction: Commercial			
Public Improvements			
Private Open Space improvement			
Direct Project Costs (up to 20% of STAR funds)			
<b>Total</b>	<b>USD\$ 48,835.00</b>	<b>USD\$ 0.00</b>	<b>USD\$ 0.00</b>
<b>Additional Sources not qualifying as Match</b>	<b>Other Funds</b>		
SBA Loan	USD\$ 250,000.00		
Equity	USD\$ 30,000.00		
<b>Total</b>	<b>USD\$ 280,000.00</b>		

[Documents top](#)

Documents Requested *	Required?	Attached Documents *
<u>A copy of existing or proposed purchase agreement or lease agreement (provide appraisal, if available)</u>		<a href="#">Draft Lease Agreement</a>
<u>Please attach an itemized budget and/or contractors' estimates</u>	<input checked="" type="checkbox"/>	<a href="#">Steiner Proposed Bid</a>
<u>If purchasing fixed assets, please include purchase agreements or vendor quotes</u>		
<u>Resumes of principals and key management</u>	<input checked="" type="checkbox"/>	<a href="#">Nia Biography</a> <a href="#">Mark Biography</a>
<u>If the project includes bank or other financial participation, please provide a letter of commitment</u>		<a href="#">Highland Bank Approval Letter</a>
<u>Please attach Sub-Loan and/or Sub-Grant Program Guidelines (if applicable.)</u>		
<u>Letters of Recommendation and/or Support for your project</u>		<a href="#">Dawn Morningstar Letter</a>
<u>Current photo(s) of your proposed project. If sub-loan/sub-grant, please provide a map of your proposed service area.</u>	<input checked="" type="checkbox"/>	<a href="#">Ruam Mit Proposed Plan</a>

\* ZoomGrants™ is not responsible for the content of uploaded documents.

Application ID: 446643

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City of Saint Paul  
2023 Neighborhood STAR  
Deadline: 7/31/2023

Latino Economic Development Center  
**Bymore Supermercado Storefront Restoration**

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

<u>USD\$ 150,000.00 Requested</u>
<u>Submitted: 7/30/2023 12:48:01 AM</u> (Pacific)
<u>Project Contact</u> <u>Caitlin Skinner</u> <u>grants@ledcmn.org</u> <u>Tel: 6128109070</u>
<u>Additional Contacts</u> <u>lisa@lisakuglerconsults.com</u>

Latino Economic Development Center

804 Margaret St  
Saint Paul, MN 55106  
United States

Executive Director  
Henry Jimenez  
henry@ledcmn.org

Telephone6122309013  
Fax  
Web [ledcmn.org](http://ledcmn.org)

[Application Questions](#) *top*

**I. PROPOSAL INFORMATION:**

1. STAR Grant Request Amount  
(*STAR Guidelines, Part 2 & Part 3*)  
\$150,000

2. What ward and district is your project located in?  
*Please refer to the City's ward and district look up map: <https://direc.to/iHXm>*

<input type="text" value="6"/>	Ward
<input type="text" value="5"/>	District
<input type="text" value="11.00"/>	TOTAL

3. Neighborhood STAR funds are to be used for activities started after STAR funding has been approved by the Mayor and City Council. Please provide a description of your future project or program in the space provided:  
*STAR Guidelines, Part 6 - Awards and Implementation Process: STAR Fund Distribution). Please limit your*

*response to 5,000 characters including spaces and punctuation.*

At 134 years old, the stately building on the corner of Payne and Wells is sturdy but needs your help to keep thriving.

LEDC plans to renovate the historic building at 857-861 Payne Avenue, starting with the vacant storefront on the corner. Today, that space can only be used for storage because of code deficiencies. The first phase – this STAR project, restoring the front façade along Payne and creating two new retail spaces – is high impact. It creates new jobs, supports emerging businesses, contributes to the renewal of Payne Avenue, sends a positive message to the Latino community on the east side, and recognizes the partnership between Mr. Ramiro Hernandez, the owner of the Bymore Supermercado, and LEDC.

LEDC, a nonprofit, provides culturally and linguistically appropriate education, technical assistance and micro-lending to emerging and existing Latino immigrant entrepreneurs. The Bymore Supermercado was in business at this building for 15 years when LEDC had the opportunity to buy it. LEDC did so to protect the grocery store and the fifteen upstairs tenants, whose living conditions were awful. LEDC has slowly made essential repairs as funds allowed, without displacing tenants, but without being able to replace major building systems reaching the end of their useful life.

LEDC and Mr. Hernandez have been good partners; grocery staff are available to do emergency repairs and LEDC takes care of maintenance and taxes. Community members seek out Don Ramiro for business advice and he can call upon resources at LEDC to help.

This application requests support for the first phase of LEDC's plan for 857-861 Payne.

PHASE ONE: Restoring the façade and rehabilitating the corner storefront space for two new businesses, likely but not necessarily food related. The work will add a fire suppression system, system, replace the current walls and storefronts with full height storefronts with transoms, recreate the corner entry and make all three entries accessible. The interior requires new flooring, demolition of the layers of old ceiling, and new heating, ventilation, cooling (HVAC) units.

LEDC provides business technical assistance and micro-lending to Latino immigrant entrepreneurs and receives many requests for affordable commercial space. LEDC serves many clients with minimal formal education and language challenges; often likely to be victimized by unscrupulous landlords. LEDC owns the building at 990 Payne, which has resulted in more requests for suitable space.

Businesses in the new storefronts will have support from Mr. Hernandez, who has run his successful business on the east side for 23 years and has much to teach new entrepreneurs. He has been informally mentoring local small businesses for many years. Renovating the storefront and creating new businesses spaces benefits the grocery, the new tenants, the east side Latino community and people from all over the metro area who will be finding their way to this hidden piece of St. Paul history.

PHASE TWO: Plans have been made and funding committed for a mural on the south wall of the building, facing the alley.

PHASE THREE: Now that the \$9 million dollar rehabilitation of LEDC's 990 Payne building is funded and construction will start in the fall, we are ready to start planning the renovation of the rest of the building. We estimate that the full rehabilitation, primarily the apartments and cosmetic improvements to the grocery, will cost \$6.5 million. That work includes replacing and insulating the roof, adding an elevator, installing an energy efficient heating and cooling system, and updating walls, floors and appliances. The units are small (large studios) and there has been initial discussion about combining units to create larger apartments. Each of the three phases are funded separately and can be implemented independently. Later this year and next, LEDC will pursue bank, foundation, state housing and HRA funding for this third phase project.



**TIMING:** It is our goal to start the storefront renovation by mid-November and have the spaces ready for occupancy by February 2024.

The original Swedish builders of the historic buildings along Payne Avenue had the right idea; the formula, retail on the first floor and housing or offices above, has accommodated each of St. Paul's immigrant communities that have made the East Side home over the past 100 years. The buildings are worth preserving as a historic legacy and as functional commercial space. New commercial buildings on Payne Avenue and elsewhere in the city keep to this formula, creating walkable streets and supporting small businesses.

4. Briefly summarize, in measurable terms, the specific elements of your proposed STAR project: *(i.e. "Updating the building façade with 3 new windows, 2 new exterior doors, adding a brick front and installing an awning.")*. Please limit your response to 5,000 characters including spaces and punctuation.

The storefront space being restored has a total of 4,814 square feet; 3,000 square feet will be renovated while the rest will remain grocery storage.

The STAR project will restore the façade of 857-859-861 Payne Avenue by removing the existing, non-historic first floor infill exterior wall and small windows and replacing them with a full height storefront window system with 5 bays, each with grilles, transoms and bulkhead to increase street visibility and dramatically increase natural light into the first floor.

At the corner (861) the non-historic infill walls and windows will be demolished and the recessed entry restored with 2 storefront bays matching the façade, and 1 new full glass entry door. A new corner blade sign will highlight the building.

New address signage will be added to the apartment entry (859). The entrance to the Supermercado (857) will be refreshed with a new cornice band. Please see the rendering in the Attachments.

On the interior the original first floor volume will be restored by removing the dropped ceiling and painting out the existing structure. The multiple floor coverings will be removed and replaced with material to be determined. A new fire suppression system and 2 new HVAC systems will be installed.

5. You must have site control before moving forward with your project. Please indicate the type of site control you currently have:

*(Guidelines, Part 3)*

- Deeded Title
- Purchase Agreement
- Purchase Option
- Existing Lease (7 years or greater)
- Lease Agreement (for 7 years or more)

6. For public or private open-space improvement projects, please describe the components included in your proposal, approximate location(s), how your open space improvement project will be maintained over the life of the improvement and if businesses and/or homeowners have been approached regarding any required assessments to their property.

not applicable

7. For sub-loan/sub-grant programs, please attach program guidelines containing the following: the number of houses or businesses to be assisted, how program participants will be selected, if this program will be coordinated with other city programs, the terms or conditions required of the borrower/grantee, your loan underwriting criteria (if applicable) and current balances (if any) of previous STAR funds awarded.

not applicable

## II. TAXES

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8. Please explain how your proposal will maintain or increase Saint Paul's tax base (i.e. property taxes and/or sales taxes):

Renovation of the current storage-only commercial space creates additional market value, conservatively estimated as an additional \$10,323 annually, calculated at the pay 2023 tax rate, by assuming an increase of 10% to the current estimated commercial space market value of \$900,700 plus an increase of 30% to the current tax bill, based on the additional income generated by the new renovated storefront space.

Improvements to the building preserve, at minimum, the current estimated market value of \$2,155,400 that generates \$52,388 in annual tax. Failure to make improvements will over time, cause the building to deteriorate, reducing value and devaluing nearby properties.

It is difficult to estimate sales tax revenue without specific business types but these are representative examples. Based on average national ice cream shop sales, the sales tax would be between \$6,278 and \$12,556 per year. A gift shop would generate an estimated \$11,868 to \$14,000 in sales tax annually.

## III. JOB CREATION / RETENTION PROJECTIONS:

---

9. Please provide the number of new, permanent full-time and part-time jobs that will be created and retained over the next five years along with an average salary once this project is completed. Retained jobs are only those jobs that would be lost without STAR funding:

4	New permanent, full-time jobs
\$40,000	Average salary of new permanent, full-time jobs
2	Retained permanent, full-time jobs
\$40,000	Average salary of retained permanent, full-time jobs
5	New permanent, part-time jobs
\$18/hr	Average salary of new permanent, part-time jobs
n/a	Retained permanent, part-time jobs
n/a	Average salary of retained permanent, part-time jobs
80,011.00	TOTAL

## IV. NEIGHBORHOOD FOCUS: Building wealth within neighborhoods and strengthening the city's ethnic and cultural diversity with investments in the city's cultural nodes is a goal of the program.

---

10. Please explain the public benefit of your project and how it will further ethnic and cultural diversity within the neighborhood:

Investing in a project of the Latino Economic Development Center is an investment in a culturally adept organization. LEDC's mission is "to transform our community by creating economic opportunities for Latinos. We envision a region and state with a thriving multicultural community, enriched with Latino leadership, culture, and economic influence." LEDC has been working at building wealth and strengthening the city's ethnic and cultural diversity for the past twenty years as the only Latino-focused economic development organization in the Twin Cities.

The impact of this work goes well beyond the individual small businesses we support. These business owners are anchors in the Latino and immigrant communities, providing employment opportunities as well as meeting important social and cultural needs. These businesses are our culture, and as such, saving these businesses is saving the culture.

LEDC is committed to the revitalization of Payne Avenue, a strategy that meets the needs of the Latino immigrant community by creating projects that are destinations for neighborhood residents and customers from everywhere else. LEDC projects create jobs and generate business opportunities for BIPOC entrepreneurs.

RESTORING THE FAÇADE AND RENOVATING UNUSED STOREFRONT SPACE IN THE 859 PAYNE BUILDING HAS CLEAR AND MEASURABLE PUBLIC BENEFITS.

- This project provides affordable commercial space for emerging and existing Latino entrepreneurs, with unparalleled business support services - formal and informal.
- Small businesses hire and help hard-to-employ members of the Latino community.
- Long term jobs will be created in the two new spaces and retained in the Bymore Supermercado.
- The tax base is protected and expanded through property taxes, sales taxes and income taxes from employees of the new spaces.
- The restored façade preserves the appearance of an unusually intact stretch of turn of the century St. Paul storefronts.

SUPPORTING THE BYMORE SUPERMERCADO IN PARTNERSHIP WITH LEDC PROTECTS A VALUABLE RESOURCE FOR THE NEIGHBORHOOD AND THE EASTSIDE LATINO COMMUNITY.

- This is the only full-service grocery serving a large portion of the Eastside including the Payne=Phalen neighborhood, Ramsey County's largest food desert.
- The store offers a welcoming environment to Latino immigrants, selling familiar foods and brands with help from the bilingual staff.
- A wide selection of healthy ingredients for home cooking draws customers from outside the neighborhood.
- This grocery store is an important local employer, with 30+ jobs.
- The owner, Mr. Ramiro Hernandez, is well known in the community for his availability and willingness to help others. He has quietly mentored numerous small business owners and is one of the ways that immigrant owners learn about LEDC services.

PAYNE AVENUE IS A LIVING EXHIBIT OF THE HISTORY OF IMMIGRATIONS TO ST. PAUL. REVITALIZING PAYNE AVENUE RECOGNIZES AND PRESERVES THIS CULTURAL AND ETHNIC DIVERSITY.

- Historians see Payne Avenue as one of the few, visible surviving examples of a strong Swedish community that dominated the street from the 1880's through World War II. Payne Avenue was called the "downtown of the East Side" and of northeast Ramsey County.
- Morelli's Alimentari (1915, 535 Tedesco) and Yarusso Bros Italian restaurant (1932, at 635 Payne) represent the next wave of immigrants around the time of World War I, from southern and eastern Europe, the Middle

East and Mexico. Hmong people came to the Twin Cities starting in 1975 and opened businesses on Payne Avenue and the Pebmoob Senior Center at 899. Karibu Grocery & Deli (719 Payne) just won a "New Kid on the Block Award", offering cuisine of the newest immigrants, who come from many African countries and have found their new home in East St. Paul.

- Traditionally, St. Paul's west side is where Latino immigrants settled over the past 100 years. When immigration from Mexico increased during the 1980's, the East Side began to develop as its own Latino community where households can shop, eat, pray and dance in familiar surroundings. The Mexican consulate chose to locate on the East Side. The Plaza del Sol building at 990 Payne, with small restaurants, tiny shops and a barber school, has been a fixture in the Latino community for more than twenty years. The Bymore Supermercado has earned the status of a community institution.

Latinos are the second largest demographic group in Minnesota, growing by 240% to 345,640 since 2000, comprising more than one quarter of all population growth in the state (26%). One third of Latinos are foreign born. Two thirds of Latinos live in the Twin Cities, with median household income just over 2/3 (69%) of the metro population and a poverty rate almost double (16.9% compared to 9%).

11. Will your proposal revitalize a currently vacant storefront?

Yes. Currently the space is vacant and cannot be occupied until renovated.

12. Will your project fill a need not currently provided in the neighborhood? If yes, please explain.

This project fills a need that is not absent on Payne Avenue, but in short supply.

The demand for available, affordable, decently managed commercial space suitable for emerging and small businesses far exceeds the supply. This mismatch is particularly acute for Latino immigrant business owners who are often disadvantaged in real estate transactions through language challenges and/or lack of knowledge about how commercial leasing works. Troubles with real estate are compounded by the reality that Latino businesses are funded by savings, friends and family – very little from banks or other financial institutions. Therefore, in a bad lease, tenants can lose all of their investment in tenant improvements and be wiped out. Suitable space for their businesses is one of the most common impediments to success for small businesses and one of the most common topics of technical assistance that LEDC staff provide.

Public investment in the renovation of storefront commercial buildings acknowledges the reality that many businesses cannot access capital to buy their buildings, owners do not want to invest in long term system improvements because they are already receiving what the market will bear. Absent a very long lease, tenants would be foolish to invest in such expensive tenants improvements and simply do not.

The City of St. Paul and LEDC share the goal of increasing the amount of business property owned by BIPOC entrepreneurs. Commercial corridors like Payne Avenue have many storefront properties that work well for small businesses, and have been doing so for 100+ years. This project helps to preserve one such building and adds to the supply of business real estate in good condition.

There are countless stories of the many and varied ways small businesses help each other, with more experienced people helping their newer neighbors. More local ownership of real estate facilitates the growth of small businesses and absentee ownership is an impediment. This project offers support from Mr. Hernandez at his grocery and from LEDC nearby, an important ingredient for success.

The Bymore Supermercado is filling the need for a full service grocery store for Payne-Phalen residents within one half to one mile of the store, because there is no other place to buy all of the food and other merchandise carried, particularly fresh produce and meat. . Opening the storefront to show a pretty public face is an asset for the grocery store that will increase customers, which in turn will increase jobs and allows the for an even greater selection.

13. Coordinating and/or collaborating with neighborhood groups is an important aspect of Neighborhood STAR. Have you contacted the local district council office to review your proposed plans?  
LEDC has met with the East Side Area Business Association and will meet with District 5 in August.

V. CLIMATE ACTION PLANS: Advancing climate-action, sustainability, and/or resilience goals as put forth in the Saint Paul Climate Action and Resilience Plan (<https://www.stpaul.gov/departments/mayors-office/climate-action-planning/climate-action-resilience-plan>).

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14. Please explain how your project supports the Saint Paul Climate Action and Resilience Plan.

This project support St. Paul's goal of ensuring that residents can meet their basic needs within their neighborhood, thus reducing car trips. Adding local jobs lets workers take advantage of the existing bus transit and the planned bus rapid transit that will be accessible via Payne Avenue.

LEDC will set an energy use reduction goal based on design team recommendations. This will be informed by knowledge LEDC has learned from going through the B3 process for the Plaza del Sol project. B3 results in a building this is 50% more energy efficient than the current building code.

The storefront project can and will increase the energy efficiency of the space, but the major reductions will come from the rehabilitation of the apartment building. The building envelope is masonry, which cannot be insulated. LEDC will specify high efficiency storefront systems with appropriate shades, high efficiency HVAC units, possibly all electric and/or using heat pumps at least for hot water; set back thermostats, and occupancy sensors.

The larger rehabilitation project will replace the roof, adding insulation and solar panels, efficient HVAC units and water conserving fixtures.

VI. APPLICANT INFORMATION: This section provides the STAR Board, elected officials, and staff with basic information about your organization, and its ability to carry out a STAR project (STAR Guidelines, Part 2)

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15. Please describe your organization:

At twenty years old LEDC is one of the oldest and most experienced minority business support organizations in the state.

LEDC is a Latino-led and Latino focused organization, founded by Latino business leaders to transform our community by creating economic opportunities for Latinos. LEDC has assisted, supported, financed, and launched hundreds of successful micro-entrepreneurs since 2003. LEDC has a staff of 18 and a 15 member Board of Directors who reflect the community we serve, thirteen board members are first generation. 14 speak fluent Spanish and half of the staff are immigrants.

The job creation roles of small businesses are particularly critical in immigrant communities where language and formal education barriers lock many individuals out of the wider job market. A 2019 Kauffman study of new entrepreneurs found the largest proportion had completed less than a high school degree. LEDC's target population is Latino and other immigrant entrepreneurs and micro business owners (less than 7 employees), who are lower income, have limited English proficiency, and less than an 8th grade education. Over 95% identify of LEDC clients identify as Latino, half are male, half female, and 100% low or moderate income.



Creating a small business has been, and continues to be, a traditional American path to success for immigrants. Unfortunately, Minnesota is a relatively hostile environment for new businesses. Minnesota had a -5.1 score, second lowest in the country on the Kauffman Foundation Entrepreneurship Scale. Minnesota ranked 47th in growth of Latino owned businesses 2007-2017 with a growth rate of -3%.(Stanford). Racial discrimination is obvious. The Minneapolis Federal Reserve found that BIPOC owned businesses have significantly less access to credit; a finding confirmed specifically for Latino businesses by a recent Stanford University report on Latino businesses.. Nationally, Latino business owners were rejected for bank loans 40% of the time, compared to 23% for White business owners.

LEDC provides comprehensive services to overcome these challenges. Services include business classes, 1:1 coaching, developing financial and business plans, securing capital, utilizing technology and business software, regulatory compliance, developing supply chains, designing marketing strategies, establishing new markets, and acting as intermediaries and interpreters when clients face language barriers working with government agencies or commercial entities.

LEDC has a workforce development program, offers food service certificate training, and teaches GED classes in Spanish and English. There is also a program for anyone who might need more education and skills training in order to start their small business planning or find employment. LEDC became a federally certified CDFI (Community Development Finance Institution) in 2014 to provide micro loans, capital not otherwise accessible for our clients.

In 2022, LEDC served 516 businesses and cooperatives. LEDC made 29 loans that created 110 new jobs, retained 97 and leverage an additional \$1.84 million. . Women-owned businesses comprised 35% of these loans and 88% of borrowers identified as Latino; loan average was \$50,700. 85 people were trained.

LEDC demonstrated strong organizational capacity during the years of the pandemic, compounded by the civil unrest after the murder of George Floyd. LEDC administered \$23 million in emergency assistance, grants, and small business loans from thirteen funding sources. LEDC helped 700+ businesses apply for over \$5.5 million in local, state, and federal funding, adapt business models to a new normal, comply with COVID requirements, adopt new technologies where no technology existed and develop new markets. Of necessity, LEDC became the state's largest administrator of housing assistance, distributing more than \$12 million to 4,700 households.

LEDC has successfully owned, developed or managed four real estate projects with a fifth pending.

In addition to the Bymore building, LEDC's has experience with four other real estate projects. The first was the purchase and rehabilitation of a commercial building on Lake Street in Minneapolis. It was sold to the tenant, Los Ocampos, who have several businesses in St. Paul and finally own a building they do business in for the first time, after two decades in business. LEDC co-developed the East Side Enterprise Center on Margaret Street in St. Paul with Dayton's Bluff Community Council; rehabilitating a 15,063 foot building built in 1895 into office/warehouse space and two apartments.

LEDC designed, equipped and ran a 1,600 square foot commissary kitchen in leased space in St. Paul from 2014-2022, when the building was sold. A new commissary kitchen, twice the size, will be built in the Plaza del Sol building at 990 Payne, which LEDC has owned and managed since August 2021. The rehabilitation will create a food court with outdoor dining, an event center

16. What is your status as a legal entity and Federal Tax ID #?  
(i.e. corporation, partnership, nonprofit, sole proprietorship, etc.)

501c3	Legal Entity Status
51- 046716	Federal Tax ID #
0.00	TOTAL



17. Who will be the designated project manager?

*Please describe her/his background, skills and experience in managing similar-type projects/programs.*

Ms. Lisa Kugler will be the project manager. She is an experienced real estate development manager with a track record of completing challenging projects. She has had principal responsibility for the development of over 120,000 square feet of commercial space and 750+ housing units. For the past 27 years she has worked as a consultant on commercial, housing and economic development projects. St. Paul projects include managing the funding and rehabilitation of five buildings for Model Cities St. Paul and the historic former railroad pattern building at 25 Empire Drive, coordinating financing and tax credits for Catholic Charities' Higher Ground St. Paul SRO project and shelter and managing the rehabilitation of the historic building at 25 Empire Drive. She has worked on the LEDC Plaza del Sol project and the Little Africa Plaza project for African Economic Development Solutions ( AEDS).

18. Do you have an adopted conflict-of-interest policy? If yes, you will be asked to attach this policy at the end of this application.

Yes

19. Please list any City or HRA funds you have received within the past five years,  
2021 Neighborhood STAR grant of \$20,000 and loan of \$80,000 for the Plaza del Sol rehabilitation project.

20. Please list any City or HRA funds that you are currently seeking for this project.

There are no other city or HRA in the financial plan for the storefront restoration. There will be a request for HRA funds for the Phase 3 project - rehabilitation of the rest of the building.

21. What is the total amount of your additional funds, including matching funds if applicable, for this project?

*STAR Guidelines, Part 5*

\$466,000

22. The Neighborhood STAR Program is designed to provide additional financing for worthwhile but underfunded capital projects that could not be accomplished solely through non-city funding sources.

- Please check this box to agree that by submitting this application, you certify that this project would not be completed but for STAR funding.

VII. VOLUNTARY APPLICANT INFORMATION: This information will be used for reporting purposes only and will not be used to make funding decisions. It helps the City know we are reaching all populations. If you prefer not to respond to these questions, please type N/A in the response section.

---

23. Is your business or organization at least fifty-one percent (51%) woman-owned/woman-led?

no

24. Is your business or organization at least fifty one percent (51%) minority owned/minority-led?

yes

25. If your business or organization is at least 51% minority owned or minority-led, please check the most appropriate description(s) below regarding the identity of the for-profit business owner/non-profit leader(s)

- American Indian or Alaska Native  
 Asian  
 Black or African American  
 Hispanic or Latino Origin

- Native Hawaiian or Pacific Islander
- Another Identity
- Prefer not to respond

26. If you selected "Another Identity" for question 25, please specify. If not applicable or you prefer not to disclose, please type N/A in the response.

N/A

27. Is your business CERT certified?

Not applicable

28. How long have you owned/operated this business?

20 years

29. Is your business or organization a small business or organization as defined as businesses or organizations with under \$1 million in gross sales/generated revenue or fewer than 20 full time employees (MN Statute 645.445)? If yes, how many employees do you have?

Yes

30. What type of business or organization do you have?

- Restaurant/Fast Food
- Food/Grocery
- Retail/Clothing/Gifts
- Personal services/Barber/Salon
- Entertainment
- Professional services
- Industrial/Manufacturing
- Technology
- Health care
- Other

31. If you answered "Other" for question 30, please specify or type in N/A if you prefer not to disclose this information.

LEDC, the applicant, is a non-profit corporation providing business support services and micro-lending as a CDFI.

The Bymore Supermercado is a grocery store.

32. How did you hear about the opportunity to apply for STAR Funds?

- Council Member
- District Council
- City Staff
- City Email
- Social Media
- Chamber of Commerce
- Friend or family member
- Other

33. If you answered "Other" for question 32, please specify or type in N/A if you prefer not to disclose this

information.

N/A

34. NAICS code. Type "N/A" if unknown.

LEDC: 531311,531312,522110,522298,Bymore Supermercado: 445110

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<u>Sources and Uses</u>	<u>STAR Grant Request</u>	<u>Matching Funds (for requests over \$50,000)</u>	<u>Non-Matching Funds</u>
<u>Acquisition (up to 20% of STAR funds)</u>			
<u>Rehabilitation: Residential</u>			
<u>Rehabilitation: Commercial</u>	<u>USD\$ 150,000.00</u>	<u>USD\$ 500,795.00</u>	
<u>New Construction: Residential</u>			
<u>New Construction: Commercial</u>			
<u>Public Improvements</u>			
<u>Private Open Space improvement</u>			
<u>Direct Project Costs (up to 20% of STAR funds)</u>			
<u>Total</u>	<u>USD\$ 150,000.00</u>	<u>USD\$ 500,795.00</u>	<u>USD\$ 0.00</u>
<u>Additional Sources not qualifying as Match</u>	<u>Other Funds</u>		
<u>-none-</u>	<u>USD\$ 0.00</u>		

### Documents [top](#)

<u>Documents Requested *</u>	<u>Required?</u>	<u>Attached Documents *</u>
<u>A copy of existing or proposed purchase agreement or lease agreement (provide appraisal, if available)</u>		<u><a href="#">Proof of Ownership</a></u>
<u>Please attach an itemized budget and/or contractors' estimates</u>	<input checked="" type="checkbox"/>	<u><a href="#">Itemized Budget</a></u>
<u>If purchasing fixed assets, please include purchase agreements or vendor quotes</u>		
<u>Resumes of principals and key management</u>	<input checked="" type="checkbox"/>	<u><a href="#">Resumes</a></u> <u><a href="#">LEDC Resumes Key People</a></u>
<u>If the project includes bank or other financial participation, please provide a letter of commitment</u>		<u><a href="#">Sunrise Bank Term Sheet</a></u>
<u>Please attach Sub-Loan and/or Sub-Grant Program Guidelines (if applicable.)</u>		

Letters of Recommendation and/or Support  
for your project

[Support & Recommendation Letters](#)

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Current photo(s) of your proposed project. If  
sub-loan/sub-grant, please provide a map of  
your proposed service area.



[Photo- After / Before](#)

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