

Planning and Economic Development

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Acquisition Fund for Strengthening Communities

Proposing Agency, group, or Individual: Planning and Economic Development

Proposer's Address: 1100 City Hall Annex

Contact Person: Kayla Schuchman, Director of Housing

Phone Number: 651-266-6560

Primary E-mail Address: kayla.schuchman@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: Citywide

Citizen Participation District(s): Citywide

City Council Ward(s): Citywide

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

1 - Acquisition of Property - 570.201(a)

LMA LMAFI LMASA LMC LMH LMHSP LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The Acquisition fund is designed to strategically acquire vacant lots and hazardous and/or blighted buildings for reuse as determined with support from the recognized community organization that represents the neighborhood.

b. Brief overview of, including mission, vision, and major areas operation.

PED's mission is to build community wealth through business, housing, jobs, planning, financial and cultural assets. Major areas of operation include staffing real estate redevelopment activities of the Saint Paul Housing and Redevelopment Authority, including acquiring property for new construction and rehabilitation to meet affordable housing and job creation goals.

c. How long have you been an organization?

The Department of Planning and Economic Development was established in 1977. This Program has received funds through CIB since 2002.

d. Who do you serve (be specific)?

We serve all residents of Saint Paul, with a specific attention to our underserved neighborhoods that have been left out of the wealth building process - primarily focused on low-income households.

e. How do you serve (be specific)?

Through this Program, PED and the Saint Paul Housing and Redevelopment Authority staffed by PED acquire strategic, hazardous, or blighted properties for reuse. The resulting lots may be utilized for infill single family home construction, combination with a larger commercial or housing development, used as green space/garden lots or sold to adjacent property owners if the lot is too small for development, or to rehabilitate existing structures. A primary purpose is to reverse declining property values, visual unattractiveness, and inadequate rehabilitation associated with blight.

The CIB funds will be leveraged by the City's Housing Trust Fund, which will deepen the affordability of units invested in with CIB dollars. The CIB funds will help us maintain the number of units produced/preserved, subsidizing development costs, while HTF will deepen affordability of those units. Maintaining current supply, while deepening the affordability level, is an important component of a comprehensive housing strategy that also includes preserving Naturally Occurring Affordable Housing (NOAH), innovative and wealth building models, tenant protections, and a focus on homeownership.

f. What sets you apart from other organizations? Are there organizations serving the same community?

Our operations are citywide, working to build wealth throughout Saint Paul rather than in specific geographies. CDBG funds budgeted to PED/HRA are used to leverage other sources including Federal tax credits, State monies, and financing tools including affordable housing revenue bonds and Tax Increment Finance investments. We work closely with neighborhood and community development organizations to ensure that we all collectively are strategically deploying CDBG resources.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$500,000

b. What will the funding be used for?

The requested funds will enable PED and the HRA and our partners to finance strategic acquisitions of properties that contribute to community objectives such as reuse of blighted or contaminated brownfield sites, investment in key nodes or corridors, equitable development opportunities, and time-limited market opportunities. The resulting lots may be utilized as follows:

- A. Vacant lots that could be developed as part of a larger redevelopment will be held as part of site assembly for future redevelopment.
- B. Vacant lots could be redeveloped as in fill new construction of single family housing
- C. Properties may be acquired with the intent to rehabilitate or preserve the existing structure on the property. Properties with potential for future rehabilitation or preservation will be secured and maintained by the HRA. Properties acquired by partners will be leveraged with other financing for immediate rehabilitation or preservation.

Funding for the proposed activity may be recaptured upon sale of the property.

CIB funding will be used to leverage other public, private, and philanthropic funding to City priority projects. Every CDBG dollar invested leverages a minimum of \$10 of non-city resources, and additionally works in concert with the City's new Housing Trust Fund program. These funds will work to preserve and deepen housing affordability, protect naturally occurring affordable housing (NOAH), foster innovative and wealth-building housing models, secure tenant protections, and facilitate greater and more equitable levels of homeownership. Furthermore, these funds extend the useful life and improve the housing stock of existing units, thereby increasing property taxes. Newly developed projects catalyze other development, attract residents who support local businesses, and create demand for new businesses to invest in commercial corridors. Affordable units developed along public transit routes increases disposable income for tenants. Investments to create or preserve housing in areas with rapidly increasing rents helps prevent displacement and the negative effects of gentrification.

c. How did you determine the amount?

This amount is similar to amounts invested in previous years for redevelopment property acquisition. Maintaining these dollars for investments in real estate redevelopment is crucial to meeting the goals of the Housing Trust Fund to deepen the affordability to lower income households.

d. How many households or businesses will be served and where are they located?

The amount of households served will vary by use. If parcels are purchased for redevelopment including multifamily housing, approximately 50 units would be anticipated, serving an estimated 300+ households over a 30-year affordability period.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

For redevelopment including multifamily, total program costs are anticipated to be approximately \$15,000,000. In addition to these CDBG funds being essential to leveraging outside investment including equity from investors, funding from the Minnesota Housing Finance Agency, the Metropolitan Council, DEED, and a mix of philanthropic resources, the CIB funds will also be critically tied to the City's unprecedented budgetary commitment of over \$71,000,000 towards affordable housing expansion and preservation.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The CDBG Acquisition fund achieves the prerequisite site control necessary for redevelopment activities that invest in the elimination of blight and the production of affordable housing and economic development in under-invested and segregated communities. Projects include long-term resident income restrictions, and must remain affordable to tenants earning less than 80% of AMI, and priority is given both to projects preserving Section 8 subsidies and to property owners who provide services to tenants to assist with employment, educational opportunities, and social service needs. This investment occurs with the support and input of the communities themselves.

Hence the Acquisition fund is fundamental to neighborhood revitalization, community empowerment, and housing affordability in disenfranchised areas. The Program reduces disparities by tackling the intersection of economic and racial inequality through investment in the communities and people that make up our city.

4) Historical funding information.

- a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

--

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$100,000.00	\$100,000.00	\$0.00
2016	\$0.00	\$125,000.00	\$125,000.00	\$0.00
2017	\$0.00	\$75,000.00	\$75,000.00	\$0.00
Total	\$0.00	\$300,000.00	\$300,000.00	\$0.00

Available CDBG Balance:

\$0.00

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	12	0	0	12
2016	340	0	0	340
2017	57	0	0	57
Total	409	0	0	

Combined total over all 3 years:

409

Examples of Other:

--

b. What did you do with the funding? Please provide specifics about projects and number served.

In 2015, \$31,000 was awarded to Willow Reserve for 11 new construction homeownership units, and \$9,000 was used for existing lots in the Inspiring Community Program. In 2015/2016, \$185,000 was used to acquire land at the former Weyerhauser site which is planned to be redeveloped by Dominion into 240 new affordable senior rental units and 100 units of new work force housing. In 2017 and 2018, \$300,000 in funds used to acquire the blighted property at 605 Stryker Ave, which is planned to lead to the construction of 57 affordable rental units.
--

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

All CDBG funding received for this Program through CIB has been allocated.
--

Type of Property	Address	Level of Commitment*	Amount

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Housing Real Estate Multi-Unit Development Fund

Proposing Agency, group, or Individual: Planning and Economic Development

Proposer's Address: 1100 City Hall Annex

Contact Person: Kayla Schuchman, Director of Housing

Phone Number: 651-266-6560

Primary E-mail Address: kayla.schuchman@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: Citywide

Citizen Participation District(s): Citywide

City Council Ward(s): Citywide

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

12 - Construction of Housing

LMH LMHSP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Funds are being requested to enable the Department of Planning and Economic Development and the Housing and Redevelopment Authority staffed by PED to finance the preservation, rehabilitation, and new production of affordable multi-family housing as determined by input and support from the applicable recognized community organizations representing the neighborhood in which developments are located.

b. Brief overview of, including mission, vision, and major areas operation.

PED's mission is to build community wealth through business, housing, jobs, planning, financial and cultural assets. Major areas of operation include developing and financing affordable housing.

c. How long have you been an organization?

The Department of Planning and Economic Development was established in 1977. This Program has been funded with CDBG dollars since the inception of PED as a core activity of the City.

d. Who do you serve (be specific)?

We serve all residents of Saint Paul, with a specific attention to our underserved neighborhoods that have been left out of the wealth building process - primarily focused on low-income households. The projects funded by this Program serve families, seniors, low-income single adults, and homeless youth.

e. How do you serve (be specific)?

This Program finances the construction and rehabilitation of multi-family housing developments, including the implementation of CDBG eligible activities related to blight removal, acquisition, and other costs. CDBG funds leverage private and other public funds to facilitate projects which catalyze further development and investment in concert with the Comprehensive and Neighborhood Plans - which outline affordable housing goals: 10% percent of the units at 30% of AMI; 10% of the units at 50% of AMI, and 10% of the units at 60% of AMI. Moreover, the CIB funds will be leveraged by the City's Housing Trust Fund, which will deepen the affordability of units invested in with CIB dollars. The CIB funds will help us maintain the number of units produced/preserved, subsidizing development costs, while HTF will deepen affordability of those units.

Maintaining current supply, while deepening the affordability level, is an important component of a comprehensive housing strategy that also includes preserving Naturally Occurring Affordable Housing (NOAH), innovative and wealth building models, tenant protections, and a focus on homeownership.

f. What sets you apart from other organizations? Are there organizations serving the same community?

Our operations are citywide, working to build wealth throughout Saint Paul rather than in specific geographies. CDBG funds budgeted to PED/HRA are used to leverage other sources including Federal tax credits, State monies, and financing tools including affordable housing revenue bonds and Tax Increment Finance investments. We work closely with neighborhood and community development organizations to ensure that we all collectively are strategically deploying CDBG resources.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$1,000,000

b. What will the funding be used for?

The funds will be used to preserve and add to the stock of affordable housing units. St. Paul is a majority renter city, with more and more of our residents renting. The number of renters has increased 12 percent from 2000 to 2016, and this trend is more dramatic among families of color – with 83% of African-American households renting, compared to 41% of White households. During this same period, median rents have increased 15

percent, while 2016 incomes remain stagnant at 2000 levels. The result is that 75 percent of our low income renter households are cost burdened – paying more than 30 percent of income toward rent – and 39 percent are severely cost burdened – paying more than 50 percent of income toward rent. Targeting investments toward rental housing will help create a more equitable city. Investment in housing is also an investment in education, health, workforce development, and in strong places and communities. Families that have stable, affordable, healthy housing have a strong platform to succeed and grow – children can focus on learning, parents can maintain employment or seek advanced training, and health outcomes improve – all of which strengthens our community.

CDBG funds also leverage other public, private, and philanthropic funding to City priority projects. Every CDBG dollar invested leverages a minimum of \$10 of non-city resources, and will additionally work in concert with the City's Housing Trust Fund program, which will preserve and deepen housing affordability, protect naturally occurring affordable housing, foster innovative and wealth-building housing models, secure tenant protections, and facilitate greater and more equitable levels of homeownership. Newly developed projects catalyze other development, attract residents who support local businesses, and create demand for new businesses to invest in commercial corridors. Affordable units developed along public transit routes increase disposable income for tenants. Investments to create or preserve housing in areas with rapidly increasing rents helps prevent displacement and the negative effects of gentrification.

c. How did you determine the amount?

The requested funds will allow the preservation and creation of affordable housing at a level consistent with current and past production. The needs far outpace this level of investment, however; the \$1,000,000 proposal will provide enough resources to attract leverage, anticipated at approximately \$20,000,000 of state, regional, and private funding sources.

d. How many households or businesses will be served and where are they located?

This investment will create or preserve approximately 100 affordable housing units city-wide for a period of 30+ years. During this 30-year period, these units are anticipated to serve upwards of 700 low and moderate income households.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

This investment will create or preserve approximately 100 affordable housing units city-wide for a period of 30+ years. During this 30-year period, these units are anticipated to serve upwards of 700 low and moderate income households. In addition to these CDBG funds being essential to leveraging outside investment including equity from investors, funding from the Minnesota Housing Finance Agency, the Metropolitan Council, DEED, and a mix of philanthropic resources, the CIB funds will also be critically tied to the City's housing strategy through the Housing Trust Fund to deepen and widen the impact of affordable housing for Saint Paul residents.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The Program provides financing for the development of affordable units or substantial rehabilitation with the support of the community itself, thereby investing in communities that have been historically under-invested by improving housing stock.

Projects must remain affordable to tenants earning less than 80% of AMI, and priority is given both to projects preserving Section 8 subsidies as well as property owners who provide services to tenants to assist with employment, educational opportunities, and social service needs.

The program reduces disparities by tackling the intersection of economic and racial inequality through investment in the communities and people that make up our city.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$600,000.00	\$600,000.00	\$0.00
2016	\$0.00	\$400,000.00	\$400,000.00	\$0.00
2017	\$0.00	\$400,000.00	\$400,000.00	\$0.00
Total	\$0.00	\$1,400,000.00	\$1,400,000.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	15	0	0	15
2016	73	0	0	73
2017	182	0	0	182
Total	270	0	0	

Combined total over all 3 years: 270

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

In 2015/2016, \$350,000 was awarded on top of \$1,000,000 of pre-2014 funds to further the significant rehabilitation of Jamestown Homes—4 story rental buildings which will total 73 units that are 100% project-based Section 8 HAP Contracts. The CDBG funds leveraged MHFA funds, LIHTC, and HUD extended the HAP contracts.

In, 2015, \$350,000 was provided to Willow Reserve for 11 new construction homeownership units, and \$9,000 was used for existing lots in the Inspiring Community Program.

In 2015, \$214,000 was allocated to assist in the rehabilitation of a 4-unit apartment building at 208-210 Bates.

In 2016/2017, \$383,536 was used for the rehabilitation of 8 affordable rental units at 650-658 Sherburne.

In 2017, \$70,000 was provided to Ain Dah Yung Emergency Shelter for Homeless Youth to reconstruct their front stairway and stairway walls, serving 100 units.

In 2017/2018, \$100,000 was awarded for the construction of 57 affordable rental units on a blighted property at 605 Stryker.

In 2016, \$750,000 was provided to assist the renovation of a 12-unit Euclid View apartment building at 234-238 Bates.

In 2016, \$232,693 was provided to fund the 5-unit rental apartment at 515 N Dale.

- c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

All 2015-2017 CDBG funding for this Program received through CIB has been allocated.

Type of Property	Address	Level of Commitment*	Amount

Add Row

Delete Row

- b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

--

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Citywide Homeowner Improvement Loan Program

Proposing Agency, group, or Individual: Planning and Economic Development

Proposer's Address: 1100 City Hall Annex, 25 West Fourth Street, Saint Paul, MN 55102

Contact Person: Zong Vang, Loan Specialist

Phone Number: 651-266-6564

Primary E-mail Address: zong.t.vang@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: Citywide

Citizen Participation District(s): Citywide

City Council Ward(s): Citywide

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14A - Rehab; Single-Unit Residential

Click here to see the definitions
for the Eligibility Outcomes

Eligible Outcome

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The citywide home improvement loan program funds are used to assist low income households to rehabilitate their homes by addressing CDBG eligible uses (i.e. building code enforcement, lead paint abatement, hazardous waste treatment, handicap accessibility, energy improvements and windows, roof and siding replacement, etc.) Funds are also used for emergency repair of sewer lines, deficient furnaces and broken water heaters.

b. Brief overview of, including mission, vision, and major areas operation.

To promote affordable residential rehabilitation to make it possible for low and moderate income homeowners to maintain and improve their homes.

c. How long have you been an organization?

Planning and Economic Development was established in 1977 and has had this program funded by CDBG funds since it's inception.

d. Who do you serve (be specific)?

Home owners occupying their homes (1-4 units) in the City of St. Paul with gross household incomes at/or below 60% of area median income (AMI) for the deferred program and at/or below 80% of AMI for the emergency deferred loan program.

e. How do you serve (be specific)?

Eligible households will work one on one with their assigned City of St. Paul Rehab Advisor. The Rehab Advisor will conduct an initial inspection of the home, write the scope of work, assist in the contractor bidding process, and facilitate the contractor payments as the rehabilitation progresses.

f. What sets you apart from other organizations? Are there organizations serving the same community?

Our program reaches homeowners citywide and is a last resort program for low income households who cannot afford monthly payment loans and have less than desirable credit and are in dire need of repairs. Other organizations that serve the community usually have more stringent underwriting, neighborhood boundaries or target areas as a qualifying criteria, whereas our program reaches all of the City of St. Paul limits including that our underwriting is more flexible. Other organizations have had to refer many households they could not assist over to us.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

We are proposing a two-year funding request for a total of \$2,000,000. We have been able to expend the money with no issues in previous years and intend to continue services to the community.

b. What will the funding be used for?

The money will be used for homeowner rehabilitation (deferred and emergency loans) for eligible households living in the city limits of St. Paul.

c. How did you determine the amount?

Our request amount is similar to prior requests and our demonstrated capacity to expend the funds. We expect the level of rehabilitation need will increase as mortgage rates and the market values increase. Home improvement lending will become less accessible to the families we serve.

Many households are finding that they cannot move up due to affordability reasons and will likely have to invest in their homes until market values/mortgage rates decrease or stabilize.

d. How many households or businesses will be served and where are they located?

We anticipate approximately 100 households will be served. Those households will be homeowners who own and occupy their home in the City of St. Paul limits.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

For 100 households, we anticipate an average rehabilitation costs of \$20,000 per household for a total amount of \$2,000,000. Currently, PED does not have other sources of funding to combine with CDBG funds.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

This program has had a history of working with under-served populations in the City of St. Paul. We work closely with other neighborhood organizations to deliver the program in high need areas such as the Invest St. Paul target areas. Homeowners living in those areas are given \$40,000 as a deferred loan and the income limits go up to 80% AMI.

The PED Home Loan Fund has bilingual staff who can provide Hmong and Spanish translation for homeowners and other bilingual staff within PED. Other translation services are made available as needed. From 2015 through 2017; we assisted 131 families. The yearly average household income for those served was \$35,829 with 21% under 30% of the AMI; 15% were elderly, 26% were female headed, and 44% were minority.

In 2018, we assisted 39 households for a total loan amount of \$966,000.

Attached is a citywide map of all the homeowners we have served from 2015-2017.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes, we have received on average \$860,000 per year in the past 3 years. Below is an account of the actual amounts we received.

Three Year History of CDBG Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$900,000.00	\$900,000.00	\$0.00
2016	\$0.00	\$825,000.00	\$825,000.00	\$0.00
2017	\$0.00	\$850,000.00	\$850,000.00	\$0.00
Total	\$0.00	\$2,575,000.00	\$2,575,000.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total

Number Served (Individuals, Households, Business)				
2015	53	0	0	53
2016	44	0	0	44
2017	34	0	0	34
Total	131	0	0	

Combined total over all 3 years:

131

Examples of Other:

MHFA Fix Up Loan information: 2015 totals: \$285,784, 13 loans 2016 totals: \$367,936, 14 loans 2017 totals: \$173,207, 7 loans
--

b. What did you do with the funding? Please provide specifics about projects and number served.

These funds were strictly used for rehabilitation of homeowner occupied properties in the City of St. Paul. Each project required a lead paint assessment and remediation of necessary lead paint hazards. Along with lead paint repairs, code compliance issues were addressed, windows, roofs and siding were replaced. In addition, furnaces, water heaters, main sewer lines, electrical and plumbing issues were resolved. Our experienced Rehab Advisors worked one on one with each household and assisted them with the scope of work, the contractor selection and the bidding process, and lastly the construction draws. In the past three years, we were able to assist a total of 131 households with rehabilitation. In 2018 and year to date 2019, we have assisted 46 households for a total loan amount of \$1,094,488.
--

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? (List your Answers in the table below)

2018 YTD CDBG not committed: \$77,991. CDBG allocation: \$90,000 Lead Window Program. Program Income: \$0, all funds repaid is returned to CIB general fund for reuse. Average funds repaid each year are \$500,000. CDBG with commitments under contract: \$445,500. CDBG funds with commitments approved: \$365,000.
--

Type of Property	Address	Level of Commitment*	Amount
Residential	Citywide	Under Contract	\$445,500.00
Residential	14 households in St. Paul	Approved	\$365,000.00
Residential	Citywide	Under Contract	\$90,000.00

Add Row	Delete Row
---------	------------

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

n/a

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Citywide Economic Development Program

Proposing Agency, group, or Individual: Planning and Economic Development Department (PED)

Proposer's Address: 25 West Fourth Street, Suite 1300

Contact Person: Martin Schieckel

Phone Number: 651-266-6580

Primary E-mail Address: martin.schieckel@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: Citywide

Citizen Participation District(s): Citywide

City Council Ward(s): Citywide

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

18A - ED Assistance to For-Profits

LMA LMAFI LMASA LMJ LMJP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The Citywide Economic Development Program will provide financing to assist businesses with expansion, property acquisition, rehabilitation, and energy conservation improvements.

b. Brief overview of, including mission, vision, and major areas operation.

PED's mission is to build community wealth through business, housing, jobs, planning, financial and cultural assets. Major areas of operation include supporting business investment and job growth throughout Saint Paul.

c. How long have you been an organization?

The Department of Planning and Economic Development was established in 1977. CDBG funds have been utilized by PED for economic development activities for at least 25 years.

d. Who do you serve (be specific)?

This program will serve low to moderate-income residents through business expansion and job creation.

e. How do you serve (be specific)?

The Citywide Economic Development Program is the CDBG program's primary economic development activity. Funded for more than 25 years, the program has a continuous successful record of using CDBG funds for business development and job creation.

In addition to the Citywide Economic Development Program, PED has a variety of tools and initiatives that serve to build community wealth through economic development, including: 1) the Neighborhood and Cultural STAR programs fund capital projects and arts programming; 2) the Cultural Destination Area initiative seeks to marshal a variety of resources to increase development and vitality within targeted cultural areas, generally located within some of the city's poorer neighborhoods; 3) the Commercial Vitality Zone Program, aimed at increasing vitality, growing the tax base, and providing living wage jobs for Saint Paul residents in neighborhood commercial nodes.

f. What sets you apart from other organizations? Are there organizations serving the same community?

PED provides a wide range of economic development services on a citywide basis, working to build wealth throughout Saint Paul rather than in specific geographies. PED has the ability and capacity to undertake economic development activities that have a broader scope than any of our partner organizations are able to provide. We work closely with neighborhood and community development organizations to ensure that we all collectively are strategically deploying CDBG resources.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

We are requesting a total of \$200,000: \$100,000 in each year 2020 & 2021.

b. What will the funding be used for?

The Citywide Economic Development Program funds will be used to help businesses with expansion, property acquisition, rehabilitation, and energy conservation improvements, resulting in increased employment in Saint Paul. Priority will be given to projects that maximize job creation and retention, or that are located within targeted redevelopment areas.

Due to constrictive private financing and high construction costs, small and mid-sized businesses often do not have access to the resources necessary to implement their commercial real estate and business startup or

expansion plans. By providing additional financing to fill this gap, businesses are able to purchase and rehabilitate vacant, deteriorated and under-utilized buildings in our neighborhoods, and along our commercial corridors. Funding for energy efficient improvements will increase businesses profitability, growth capacity, and reduce energy consumption. Financial assistance to businesses located with Saint Paul's neighborhoods will result in job retention and creation in areas where it is most needed.

c. How did you determine the amount?

This program has been successfully operated for a number of years, and the amount was determined based on past utilization.

d. How many households or businesses will be served and where are they located?

Although the business locations will not be targeted and therefore could be located anywhere within the city, experience has shown that our CDBG-funded projects tend to be located in under-served neighborhoods. We estimate that the funds will result in the creation of at least six jobs. We estimate approximately five businesses will be served.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The Citywide Economic Development Program funds will be leveraged with other resources as well as private funding to the greatest extent possible, thereby increasing the overall economic impact. This coordinated and strategic application of economic development resources is aimed at making significant impacts in larger commercial areas.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

Much of PED's business assistance is utilized in the city's ACP50 areas, neighborhoods with the highest concentration of poverty and racial disparities. In addition to increasing job opportunities for local residents, businesses helped by PED's programs increase the overall economic vitality of areas often lacking in investment. Any funding award will be evaluated through a fair housing and racial equity lens, with the primary goal to advance locational choice for all residents and further the City's racial equity vision. Saint Paul will be a city where race does not predetermine opportunities for education, training, housing, health and safety. Topics evaluated when considering a program/project for CDBG funding include the community benefit and stabilizing effects of the program/project, and whether or not the program/project will result in increased job opportunities for people of color and low-moderate income residents.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes. \$100,000 in 2016; \$75,000 in 2017; \$75,000 in 2018.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$100,000.00	\$100,000.00	\$0.00
2016	\$0.00	\$100,000.00	\$100,000.00	\$0.00
2017	\$0.00	\$75,000.00	\$30,000.00	\$45,000.00
Total	\$0.00	\$275,000.00	\$230,000.00	\$45,000.00

Available CDBG Balance: **\$45,000.00**

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	0	0
2016	0	0	0	0
2017	0	9	20	29
Total	0	9	20	

Combined total over all 3 years:

29

Examples of Other:

Number of jobs created, benefiting low- and moderate-income people.

b. What did you do with the funding? Please provide specifics about projects and number served.

Projects funded include Karibu Grocery & Deli (with \$100,000 from PED, add'l CDBG through ESND), Selby Milton Victoria project (\$525,000) and St. Croix Linen (\$49,000). The funds supported nine businesses, creating 20 jobs.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Of the \$45,000 remaining balance, \$36,305 has been allocated to projects through partner community development corporation Historic St. Paul.

Type of Property	Address	Level of Commitment*	Amount
Commercial	798 E 7th	Under Contract	\$5,000.00
Commercial	823 University	Under Contract	\$31,305.00

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Nine businesses and 20 jobs created.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Citywide Economic Development Program

Proposing Agency, group, or Individual: Planning and Economic Development Department (PED)

Proposer's Address: 25 West Fourth Street, Suite 1300

Contact Person: Martin Schieckel

Phone Number: 651-266-6580

Primary E-mail Address: martin.schieckel@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: Citywide

Citizen Participation District(s): Citywide

City Council Ward(s): Citywide

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes

No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

18B - Economic Development: Technical Assistance

LMA LMAFI LMASA LMCSV LMJ LMJP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The Citywide Micro-Enterprise Technical Assistance Program will provide technical assistance services to micro-enterprise businesses throughout the city.

b. Brief overview of, including mission, vision, and major areas operation.

PED's mission is to build community wealth through business, housing, jobs, planning, financial and cultural assets. Major areas of operation include supporting business investment and job growth throughout Saint Paul.

c. How long have you been an organization?

The Department of Planning and Economic Development was established in 1977. CDBG funds have been utilized by PED for economic development activities for at least 25 years.

d. Who do you serve (be specific)?

This program will serve micro-enterprise businesses with technical assistance to help them survive and grow.

e. How do you serve (be specific)?

The Citywide Micro-Enterprise Technical Assistance Program is a new program that will provide needed technical assistance services to micro-enterprise businesses. Small businesses frequently lack access to technical assistance that would help them be more successful. Having access to information that would help small business owners know how to properly run a business is just as important as having access to capital. PED has tools to provide funding for business development, but previously has lacked funding to help these businesses get necessary training. With proper technical assistance available, the other funding provided to businesses will likely lead to more successful outcomes.

PED will partner with various neighborhood organizations that provide technical assistance, to widen their reach within the micro business community. These neighborhood organizations will serve eligible clients and be reimbursed for the time spent assisting them.

To supplement and support the technical assistance services offered by this program, PED has a variety of financial tools and initiatives that serve to build community wealth through economic development, including: 1) the Neighborhood and Cultural STAR programs fund capital projects and arts programming; 2) the Cultural Destination Area initiative seeks to marshal a variety of resources to increase development and vitality within targeted cultural areas, generally located within some of the city's poorer neighborhoods; 3) the Commercial Vitality Zone Program, aimed at increasing vitality, growing the tax base, and providing living wage jobs for Saint Paul residents in neighborhood commercial nodes.

f. What sets you apart from other organizations? Are there organizations serving the same community?

PED provides a wide range of economic development services on a citywide basis, working to build wealth throughout Saint Paul rather than in specific geographies. PED has the ability and capacity to undertake economic development activities that have a broader scope than any of our partner organizations are able to provide. We work closely with neighborhood and community development organizations to ensure that we all collectively are strategically deploying CDBG resources, and we refer clients to our non-profit neighborhood partners for technical assistance services. This Citywide Micro-Enterprise Technical Assistance Program will provide the necessary financial resources to allow our partners to widen and deepen their reach, especially for financially challenged businesses that don't have the financial ability to pay for this needed service.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

We are requesting a total of \$100,000: \$50,000 in each year 2020 & 2021.

b. What will the funding be used for?

The Citywide Micro-Enterprise Technical Assistance Program funds will be used to help eligible businesses gain access to information and training that will help them be more successful.

PED will operate a program that provides funding for specific outcome-oriented activities aimed at assisting micro-enterprise businesses by organizations that already provide technical assistance services. These organizations sometimes need to turn away customers for financial reasons, or because they don't fit specific program parameters. Our goal is to make it financially feasible to serve a wider array of small businesses by removing these financial barriers. The smallest, poorest business owners are often the ones most in need of technical assistance.

c. How did you determine the amount?

We considered data from technical assistance providers working with CDBG-eligible businesses in Saint Paul and Minneapolis to assess the likely need.

d. How many households or businesses will be served and where are they located?

Although the business locations will not be targeted and therefore could be located anywhere within the City, experience has shown that our CDBG-eligible businesses tend to be located in under-served neighborhoods. We estimate approximately 20 - 30 businesses will be served under this program.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The Citywide Micro-Enterprise Technical Assistance Program will supplement and add to services already being provided by a number of technical assistance providers serving Saint Paul.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

Much of Citywide Micro-Enterprise Technical Assistance Program will be utilized in the city's ACP50 areas, neighborhoods with the highest concentration of poverty and racial disparities. In addition to increasing job opportunities for local residents, businesses helped by PED's programs increase the overall economic vitality of areas often lacking in investment. Any funding award will be evaluated through a fair housing and racial equity lens, with the primary goal to advance locational choice for all residents and further the City's racial equity vision. Saint Paul will be a city where race does not predetermine opportunities for education, training, housing, health and safety. Topics evaluated when considering a program/project for CDBG funding include the community benefit and stabilizing effects of the program/project, and whether or not the program/project will result in increased job opportunities for people of color and low-moderate income residents.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes. \$100,000 in 2016; \$75,000 in 2017; \$75,000 in 2018.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$100,000.00	\$100,000.00	\$0.00
2016	\$0.00	\$100,000.00	\$100,000.00	\$0.00

Three Year History of CDBF Funding				
2017	\$0.00	\$75,000.00	\$30,000.00	\$45,000.00
Total	\$0.00	\$275,000.00	\$230,000.00	\$45,000.00

Available CDBG Balance:

\$45,000.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	0	0
2016	0	0	0	0
2017	0	9	20	29
Total	0	9	20	

Combined total over all 3 years:

29

Examples of Other:

Number of jobs created, benefiting low-mod individuals.

b. What did you do with the funding? Please provide specifics about projects and number served.

Projects funded include Karibu Grocery & Deli (with \$100,000 from PED, add'l CDBG through ESNDC), Selby Milton Victoria project (\$525,000) and St. Croix Linen (\$49,000). Up to nine businesses will be served, generating 20 jobs.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Of the \$45,000 remaining balance, \$36,305 has been allocated to projects through Historic St. Paul.

Type of Property	Address	Level of Commitment*	Amount
Commercial	798 E 7th	Under Contract	\$5,000.00
Commercial	823 University	Under Contract	\$31,305.00

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Nine businesses and 20 jobs created.

Department of Safety and Inspections

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Vacant and Hazardous Building Demolition

Proposing Agency, group, or Individual: St. Paul Dept of Safety & Inspections

Proposer's Address: 375 Jackson St., Suite 220, St. Paul, MN 55101

Contact Person: Vicki Plaistow

Phone Number: 651-266-9113

Primary E-mail Address: Vicki.plaistow@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: Citywide

Citizen Participation District(s): Citywide

City Council Ward(s): Citywide

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

4- Clearance and Demolition

Click here to see the definitions for the Eligibility Outcomes

Eligible Outcome

LMA SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Funds from this program continue to be used to remove properties that have a blighting influence on communities, especially in diverse and economically challenged communities, within the City of Saint Paul, MN. Funds are utilized only on properties where existing ownership has failed to remove properties voluntarily.

b. Brief overview of, including mission, vision, and major areas operation.

The City of Saint Paul's Department of Safety and Inspections is a broad regulatory city department (~153 FTE) with a variety of responsibilities. Divisions within this department include Animal Control, Business Licensing, Code Enforcement, Construction Services, Fire Safety Inspections, Information & Complaint, and Zoning.
Vision: To be the leader in creating the safest, healthiest, most livable and vibrant City in America.
Mission: To preserve and improve the quality of life in Saint Paul by protecting and promoting public health and safety for all.

c. How long have you been an organization?

The Department of Safety and Inspections (DSI) was created as part of a reorganization project combining three city organizations/programs, the Department of Licensing Inspection Environmental Programs (LIEP), Neighborhood Housing & Property Improvement and the Certificate of Occupancy program within the Fire Department. This reorganization, allowing several functions to be housed under one organization, with the same vision/mission and shared administrative oversight, occurred in 2007.

d. Who do you serve (be specific)?

The Department of Safety and Inspections serves a wide range of customers. DSI customers from 2018 include 4,723 construction services permit holders, 2,435 plan and site plan review construction project managers, 3,062 residential and commercial Fire Certificate of Occupancy certificate holders, 21,790 neighborhood complainants, 10,227 business license holders, 684 new development/property improvement customers (Zoning), and approximately 400 impounded animal owners.

e. How do you serve (be specific)?

Construction project customers are served by providing assistance through the site plan and plan review and through the inspection and construction approval process. Fire Certificate of Occupancy property owners, and residents, are served through the inspection process by ensuring their property or occupancy meets the needs of its intended use. Neighborhood complainants are served by DSI's ability to provide inspection and abatement services for every valid complaint. Business license holders and business customers are served by ensuring that all business are complaint with local licensing requirements. Zoning customers are served through consultation services provided via the zoning review process. Lastly, Animal Control customers are served by impounding and reuniting owners with lost animals.

f. What sets you apart from other organizations? Are there organizations serving the same community?

The Department of Safety and Inspections enforces local and state laws primarily to prevent life and property loss, promote neighborhood safety and livability, encourage sustainable urban development, and enhance the spirit of the city. There are no other local agencies charged with a similar mission or responsibility.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

The Department of Safety and Inspections requests \$600,000 in CDBG funds (\$300,000 annually). This is a 20% reduction from previous grant cycle funding.

b. What will the funding be used for?

This is a citywide, multi-year program which provides resources to remove vacant buildings which are considered nuisance properties, and/or pose a threat to public health and safety. The program is administered by the City's Code Enforcement personnel in the Department of Safety and Inspections. These vacant structures historically have been a negative influence on neighborhoods, which creates disinvestment and crime in the community. By

providing the CDBG funding to remove these properties, the City has the ability to remove many more of these structures than if it used its limited internal resources. As the number of vacant buildings continues to remain high and relatively constant, and since the costs of hazardous waste abatement continues to increase, it is necessary for the city to utilize every funding source available to remove these blighted structures. Removal of these sub-standard buildings enhances neighborhood livability and stabilizes the community in general. This stability creates an increase in tax value and a decrease in the need for police and fire services. In addition, future economic development opportunities for stable and affordable housing resources are created. This funding has allowed the City of Saint Paul to remove approximately 20 of these blighted properties annually.

c. How did you determine the amount?

DSI's Code Enforcement division has a history utilizing CDBG funding for the removal of nuisance properties for approximately the last twenty years. The Saint Paul Vacant Building program continues to be a highly effective tool in removing the most blighted properties from the city, and historical funding has consistently reflected the community's need for these services. For example, CDBG funding following the housing crisis reached \$500,000 annually. However, as the housing market in Saint Paul has strengthened in recent years, the number of Vacant Buildings in the city has declined. In addition, DSI has accumulated a fund balance for this work recently. Therefore, DSI is requesting 20% less than the amount funded in the most recent grant cycle, for a total of \$300,000 annually. The department anticipates this level of funding will allow for the continued removal of blighted properties and draw down the existing fund balance.

d. How many households or businesses will be served and where are they located?

Currently, there are 558 Vacant Buildings in Saint Paul. These properties create an untold blighting impact on area households and business, resulting in significant divestment in impacted areas. By focusing on demolishing problem structures, this funding improves the livability of neighborhoods and make our communities more inviting for future reinvestment.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The removal of Vacant Buildings and other damaged structures is funded through CDBG funds and city general fund sources. The city has recently reduced its contributions to these funds as a result of the improved housing market. If the current request is funded, the city will have a total of \$1,150,000 available annually to remove these structures, which is a 28% decrease in funding from the previous grant cycle. Non-CDBG funds are primarily used for emergency abatements only, where the structure is in immediate danger of collapse (i.e. fire damaged properties). Therefore, the requested CDBG funds act as the only major source of funds for abatement of non-emergency related structures.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The majority (69%) of Vacant Buildings in Saint Paul are located in areas within the city with the highest concentrations of people of color (City Council Wards 1, 5, 6 and 7) according to 2010 Census people of color data. People of color are likely experiencing the disproportionate effects of these building based upon where they live in the city. In addition, many of the Vacant Buildings (45%) are also located within the Metropolitan Council's Areas of Concentrated Poverty, where at least 50% of the residents are also people of color. Removing these structures not only eliminates the blighting effects of these buildings on a neighborhood but also allows for new opportunities for safe and affordable housing to be created in their place, dramatically improving the conditions for residents who live in/near these challenged areas.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

The Vacant Building program has historically received critical CDBG funding since the early 1990's, although funding amounts have varied somewhat.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount

Three Year History of CDBF Funding				
2015		\$400,000.00	\$166,091.00	\$233,909.00
2016		\$400,000.00	\$308,716.00	\$91,284.00
2017		\$375,000.00	\$376,152.00	(\$1,152.00)
Total	\$0.00	\$1,175,000.00	\$850,959.00	\$324,041.00

Available CDBG Balance: \$324,041.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	19	19
2016	0	0	22	22
2017	0	0	9	9
Total	0	0	50	

Combined total over all 3 years: 50

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

Throughout the course of this program, the City of Saint Paul has removed hundreds of blighted properties from the city. The city continues to remove a large number of properties annually, as can be observed above. Within the current grant cycle, the city has removed 34 vacant buildings. In addition a significant number of additional buildings (28) were removed in 2018 or are currently scheduled to be removed.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Although there may appear to be significant annual carry-over in the table above, this is partially a result in delays in billing from the abatement contractor. Carry-over dollars are eventually spent on Vacant Building removals as contractor invoices are submitted. An additional ~175,000 is expected to be invoiced from the balance above in

Type of Property	Address	Level of Commitment*	Amount

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

NA

Parks and Recreation

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Dayton's Bluff Play Area Improvements

Proposing Agency, group, or Individual: City of Saint Paul - Department of Parks and Recreation

Proposer's Address: 400 City Hall Annex, 25 West Fourth Street, St. Paul MN 55102

Contact Person: Alice Messer

Phone Number: 651-266-6412

Primary E-mail Address: alice.messer@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: 800 Conway Street, St. Paul MN 55106

Citizen Participation District(s): District 4 - Dayton's Bluff Community Council

City Council Ward(s): Ward 7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

03F - Parks, Recreational Facilities

LMA LMC LMJFI SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The current play area at Dayton's Bluff Recreation Center was installed 20 years ago. The age and heavy use of the play area has left much of the equipment in poor condition. This improvement project would include the replacement of the existing equipment with new play equipment that meets current safety and accessibility guidelines, as well as, improvements to the playground safety surfacing. Additional site amenities such as benches, waste containers, signage, and landscaping will be provided as necessary and as funding allows.

b. Brief overview of, including mission, vision, and major areas operation.

The City of Saint Paul Department of Parks and Recreation, a nationally accredited and gold medal award-winning organization, provides a full range of recreation and community programming to people of all ages, abilities, and races through all seasons through its 179 parks and open spaces, 25 city-operated recreation centers, more than 100 miles of trails, an indoor and two outdoor aquatic facilities, a public beach, a variety of premium sports facilities, and municipal golf courses. Saint Paul Parks and Recreation is also the proud home of Right Track, a youth employment initiative changing the face of Saint Paul.

c. How long have you been an organization?

1854

d. Who do you serve (be specific)?

The service area for the Dayton's Bluff Recreation Center captures 7,025 residents, a third of which are under the age of 18 and over 70% of those residents are people of color. Dayton's Bluff Recreation Center is located in one of St. Paul's Areas of Concentrated Poverty where 50% of the population is people of color (ACP-50). Dayton's Bluff Elementary School is also on the same site as the Recreation Center which provides 350 additional daily users of the site.

e. How do you serve (be specific)?

The Dayton's Bluff Recreation Center offers structured and supervised educational programs, after school activities, open gym, family events, athletic programming. Non structured activities at the center include, but are not limited to, fitness center use and outdoor playground equipment. Rec Check is a free Parks and Recreation program that offers after school programming to youth in grades 1 - 5. At Rec Check, children participate in a variety of structured, supervised activities, including tutoring sessions, craft-making, reading, and more. To promote health and fitness, staff will engage with the youth daily in physical activity and provide a healthy snack.

f. What sets you apart from other organizations? Are there organizations serving the same community?

The City of Saint Paul Department of Parks and Recreation has been recognized as a national leader for its Urban Park System. In 2016, 2017, and 2018, St. Paul Parks and Rec was named #2 Urban Park System in the USA by the Trust for Public Land following its reign as the #1 park system in 2015.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

We are requesting \$ 461,000.00 for the Dayton's Bluff play area improvement project.

b. What will the funding be used for?

The funds will be used for demolition of existing play equipment, site furnishings, and other site infrastructure, new play equipment, play area surfacing, site amenities, concrete walks, and landscaping/site restoration. Funding will also be used for design and project management of the project.

c. How did you determine the amount?

We prepared a preliminary cost estimate for the project based on unit price bid items. The bid item pricing is referenced from recent similar projects.

d. How many households or businesses will be served and where are they located?

2166 households are located within the 1/4 mile radius service area of the facility.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project costs will be \$461,000.00. No additional funding is available to combine with this request.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The playground improvements will provide safe recreational , cognitive, and social opportunities for the youth in the service area consistent with all areas of St. Paul.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Parks and Recreation Received \$5,874,000.00 in 2016, \$10,222,000.00 in 2017, and \$9,991,000.00 in 2018. This funding was used for play area improvements, Recreation Center construction, tennis and basketball court restoration, park development, and capital maintenance.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016	\$0.00	\$0.00	\$0.00	\$0.00
2017	\$75,000.00	\$275,000.00	\$350,000.00	\$0.00
Total	\$75,000.00	\$275,000.00	\$350,000.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	0	0	0	0
2016	0	0	0	0

Number Served (Individuals, Households, Business)				
2017	2,193	0	5,786	7,979
Total	2,193	0	5,786	

Combined total over all 3 years: 7,979

Examples of Other:

We listed the number of individuals in the OTHER column.

b. What did you do with the funding? Please provide specifics about projects and number served.

The 2017 CDBG funding was allocated for Play Area Improvements at Marydale Park. These improvements included replacement of play equipment, safety surfacing, new walks, site amenities and landscaping.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

We have a \$0 balance of CDBG funding.

Type of Property	Address	Level of Commitment*	Amount

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Hamline Park Play Area Improvements

Proposing Agency, group, or Individual: City of Saint Paul - Department of Parks and Recreation

Proposer's Address: 400 City Hall Annex, 25 West Fourth Street, St. Paul MN 55102

Contact Person: Alice Messer

Phone Number: 651-266-6412

Primary E-mail Address: alice.messer@ci.stpaul.mn.us

Address or Cross Streets of Proposed Project: 1564 Lafond Ave, St. Paul MN 55104

Citizen Participation District(s): Hamline Midway Coalition - District 11

City Council Ward(s): Ward 4 - Mitra Jalali Nelson

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

03F - Parks, Recreational Facilities

LMA LMC LMJFI SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The current play area at Hamline Park was installed over 25 years ago. The age and use of the play area has left much of the equipment in poor condition. This improvement project would include the replacement of the existing equipment with new play equipment that meets current safety and accessibility guidelines, as well as, improvements to the playground safety surfacing. Additional site amenities such as benches, waste containers, signage, and landscaping will be provided as necessary and as funding allows.

b. Brief overview of, including mission, vision, and major areas operation.

The City of Saint Paul Department of Parks and Recreation, a nationally accredited and gold medal award-winning organization, provides a full range of recreation and community programming to people of all ages, abilities, and races through all seasons through its 179 parks and open spaces, 25 city-operated recreation centers, more than 100 miles of trails, an indoor and two outdoor aquatic facilities, a public beach, a variety of premium sports facilities, and municipal golf courses. Saint Paul Parks and Recreation is also the proud home of Right Track, a youth employment initiative changing the face of Saint Paul.

c. How long have you been an organization?

1854

d. Who do you serve (be specific)?

The service area for the Hamline Park captures 3,830 residents. About 15% of this service area is under the age of 18 and about 40% are people of color.

e. How do you serve (be specific)?

Hamline Park has a basketball court, tennis courts, BBQ grill and picnic area, benches, and a playground for unprogrammed/unstructured recreation opportunities. The median household income is just shy of \$55,000 with about 12% of the population falling below poverty level.

f. What sets you apart from other organizations? Are there organizations serving the same community?

The City of Saint Paul Department of Parks and Recreation has been recognized as a national leader for its Urban Park System. In 2016, 2017, and 2018, St. Paul Parks and Rec was named #2 Urban Park System in the USA by the Trust for Public Land following its reign as the #1 park system in 2015.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

We are requesting \$ 415,000.00 for the Hamline Park play area improvement project.

b. What will the funding be used for?

The funds will be used for demolition of existing play equipment, site furnishings, and other site infrastructure, new play equipment, play area surfacing, site amenities, concrete/bituminous walks, and landscaping/site restoration. Funding will also be used for design and project management of the project.

c. How did you determine the amount?

We prepared a preliminary cost estimate for the project based on unit price bid items. The bid item pricing is referenced from recent similar projects.

d. How many households or businesses will be served and where are they located?

1232 households are located within the 1/4 mile radius service area of the facility.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project costs will be \$415,000.00. No additional funding is available to combine with this request.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The playground improvements will provide safe recreational , cognitive, and social opportunities for the youth in the service area consistent with all areas of St. Paul.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Parks and Recreation Received \$5,874,000.00 in 2016, \$10,222,000.00 in 2017, and \$9,991,000.00 in 2018. This funding was used for play area improvements, Recreation Center construction, tennis and basketball court restoration, park development, and capital maintenance.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016	\$0.00	\$0.00	\$0.00	\$0.00
2017	\$75,000.00	\$275,000.00	\$350,000.00	\$0.00
Total	\$75,000.00	\$275,000.00	\$350,000.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	0	0	0	0
2016	0	0	0	0
2017	2,193	0	5,786	7,979
Total	2,193	0	5,786	

Combined total over all 3 years: 7,979

Number Served (Individuals, Households, Business)

Examples of Other:

We listed the number of individuals in the OTHER column.

b. What did you do with the funding? Please provide specifics about projects and number served.

The 2017 CDBG funding was allocated for Play Area Improvements at Marydale Park. These improvements included replacement of play equipment, safety surfacing, new walks, site amenities and landscaping.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

We have a \$0 balance of CDBG funding.

Type of Property	Address	Level of Commitment*	Amount

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

--

Neighborhood Development Alliance (NeDA)

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Infill New Construction Revolving Program

Proposing Agency, group, or Individual: Neighborhood Development Alliance (NeDA)

Proposer's Address: 481 Wabasha Street South, Saint Paul, MN 55107

Contact Person: Gail Merriam

Phone Number: 651-292-0131 ex 254 651-292-8641 cell

Primary E-mail Address: gmerriam@nedahome.org

Address or Cross Streets of Proposed Project: Scattered Sites West Side Neighborhood

Citizen Participation District(s): 3

City Council Ward(s): 2

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

12 - Construction of Housing



Click here to see the definitions for the Eligibility Outcomes

Eligible Outcome

LMH LMHSP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NeDA proposes to construct 1,200 square foot three bedroom, two bath single family homes with single car garages on City lots on the West Side

b. Brief overview of, including mission, vision, and major areas operation.

Neighborhood Development Alliance (NeDA) builds affordable housing and empowers communities to create sustainability through financial education and guidance. Over the past 30 years, Neighborhood Development Alliance (NeDA) has developed affordable rental and ownership housing, 148 units of affordable rental (Wabasha Terrace (11), McLean Terrace (24), and Bluff Park Homes (73), Villa del Sol (40) built and/or rehabbed 175 units of ownership housing and assisted over 150 low-income homeowners with health and safety rehab projects. NeDA also provided construction management and scope writing under contract with the City of St. Paul for the rehab of 8 more vacant houses, through the NSP program. \$30,000,000 of real estate development in the Saint Paul area, 4,500 individuals counseled on how to successfully buy a home, 5,000 families who avoided foreclosure of their homes, over 1,000 youth and adults educated with personal finance workshops, and nearly \$750,000 of debt repaid through our financial tools.

c. How long have you been an organization?

30 years

d. Who do you serve (be specific)?

NeDA serves low to moderate income individuals and families in English and Spanish throughout the metro area, and we develop affordable housing in Saint Paul's West Side Neighborhood.

e. How do you serve (be specific)?

We provide Home Buyer Counseling, foreclosure prevention, personal finance education, debt repayment assistance, new and rehabbed homes for sale to low to moderate income homeowners, low income rental properties, home buyer workshops, rehab assistance to homeowners, fix-up loans to homeowners.

f. What sets you apart from other organizations? Are there organizations serving the same community?

NeDA helps families and individuals in both English and Spanish. We are the only CDC on the West Side. NeDA is one of the few, long-standing neighborhood-based non-profit real estate developers in St. Paul and the only Community Development Corporation on St. Paul's West Side engaged in real estate development. NeDA is a Community Development Financial Institution. NeDA's board has recently authorized \$100,000 of its earned income to start a West Side homeowner rehab loan program. This program will help increase our comprehensive community development programs to encompass new single family construction, a purchase rehab program, homeowner rehab loans, and low-income rental housing development. Within the counseling field, NeDA is one of seven nonprofit organizations in the East Metro area providing home buyer education and one-on-one counseling. NeDA is one of two nonprofit organizations providing these services in Spanish; the other is CLUES. NeDA provides wrap around support to low-income families seeking homeownership opportunities and financial coaching. These services include financial improvement products: credit builder loans and debt management plans. We partner with the Twin Cities Habitat for Humanity and currently serve as one of their coaching referral partners and advise potential Habitat homeowners on their new mortgage model.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

NeDA is asking for subsidy gap funding of \$75,000 per unit for a total of \$150,000 for two. Any unexpended funds will be revolved.

b. What will the funding be used for?

The funding will be used to help finance the construction of new single family homes for home ownership on the West Side.

c. How did you determine the amount?

We based it on previous single family construction costs, conversations with other CDCs, developers, and contractors we have worked with, and a price a low to moderate home buyer can currently afford.

d. How many households or businesses will be served and where are they located?

We expect to be able to build one property of affordable ownership housing on the West Side in 2021 and one in 2022 for a total of two homes

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

A total project cost per house could be as much as \$300,000. For two homes, we will use City funds of \$150,000 to leverage \$84,000 in MHFA Impact funds.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

New homes will be sold to homeowners at or below 80% of median income for approximately \$190,000. They will be sustainably built to the latest Energy Star standards. Our high building standards make our homes more affordable to live in and maintain.

We follow the City of Saint Paul's labor standards in bidding our projects, and strive to hire from the City's Section 3 business list.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

\$329,800 in 2016 for the purchase of the lot at 72 Cesar Chavez (now 88 Cesar Chavez) for the construction of Villa del Sol, a 40 unit apartment building.

Three Year History of CDBG Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016	\$0.00	\$329,800.00	\$329,800.00	\$0.00
2017	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$329,800.00	\$329,800.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	0	0	0	0
2016	40	0	0	40
2017	0	0	0	0
Total	40	0	0	

Combined total over all 3 years: 40

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

NeDA built a 40 unit apartment building with units from one to three bedrooms for individuals and families at or below 60% of median income. Villa del Sol is a affordable housing complex and community space at the heart of District del Sol on St. Paul's West Side. Villa del Sol is dedicated to providing quality housing and creating community through arts and cultural programming.

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Oakdale Project Phase 2 Construction

Proposing Agency, group, or Individual: Neighborhood Development Alliance (NeDA)

Proposer's Address: 481 Wabasha Street South

Contact Person: Gail Merriam

Phone Number: 651-292-0131 ex 254

Primary E-mail Address: gmerriam@nedahome.org

Address or Cross Streets of Proposed Project: 623 - 651 Oakdale Avenue

Citizen Participation District(s): 3

City Council Ward(s): 2

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

12 - Construction of Housing



Click here to see the definitions for the Eligibility Outcomes

Eligible Outcome

LMH LMHSP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Phase 2 of our Oakdale Project consists of the construction of two buildings of three town homes each for home ownership on lots 623 - 651 Oakdale Avenue.

b. Brief overview of, including mission, vision, and major areas operation.

Neighborhood Development Alliance (NeDA) builds affordable housing and empowers communities to create sustainability through financial education and guidance. Over the past 30 years, Neighborhood Development Alliance (NeDA) has developed affordable rental and ownership housing, 148 units of affordable rental (Wabasha Terrace (11), McLean Terrace (24), and Bluff Park Homes (73)), Villa del Sol (40) built and/or rehabbed 175 units of ownership housing and assisted over 150 low-income homeowners with health and safety rehab projects. NeDA also provided construction management and scope writing under contract with the City of St. Paul for the rehab of 8 more vacant houses, through the NSP program. \$30,000,000 of real estate development in the Saint Paul area, 4,500 individuals counseled on how to successfully buy a home, 5,000 families who avoided foreclosure of their homes, over 1,000 youth and adults educated with personal finance workshops, and nearly \$750,000 of debt repaid through our financial tools.

c. How long have you been an organization?

30 years.

d. Who do you serve (be specific)?

NeDA serves low to moderate income individuals and families in English and Spanish throughout the metro area.

e. How do you serve (be specific)?

We provide Home Buyer Counseling, foreclosure prevention, personal finance education, debt repayment assistance, new and rehabbed homes for sale to low to moderate income homeowners, low income rental properties, home buyer workshops, rehab assistance to homeowners, fix-up loans to homeowners.

f. What sets you apart from other organizations? Are there organizations serving the same community?

NeDA is one of the few, long-standing neighborhood-based non-profit real estate developers in St. Paul and the only Community Development Corporation on St. Paul's West Side engaged in real estate development. NeDA is a Community Development Financial Institution. NeDA's board has recently authorized \$100,000 of its earned income to start a West Side homeowner rehab loan program. This program will help increase our comprehensive community development programs to encompass new single family construction, a purchase rehab program, homeowner rehab loans, and low-income rental housing development. Within the counseling field, NeDA is one of seven nonprofit organizations in the East Metro area providing home buyer education and one-on-one counseling. NeDA is one of two nonprofit organizations providing these services in Spanish; the other is CLUES. NeDA provides wrap around support to low-income families seeking homeownership opportunities and financial coaching. These services include financial improvement products: credit builder loans and debt management plans. We partner with the Twin Cities Habitat for Humanity and currently serve as one of their coaching referral partners and advise potential Habitat homeowners on their new mortgage model.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$330,000 for construction.

b. What will the funding be used for?

The funding will be used to supplement construction costs for six town homes, we are asking for \$55,000 per unit and will seek additional value gap from MHFA.

c. How did you determine the amount?

We are basing this amount on the Phase 1 budget for three units, and research and discussion with developers and contractors with similar projects.

d. How many households or businesses will be served and where are they located?

Six households will be served, two groups of three owner occupied town homes to be built on lots ranging from 623 - 651 Oakdale Avenue, Saint Paul, MN 55107

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

For phase 2, the total project cost for cleanup and construction is \$2,170,212.
We have or will be seeking MN Housing Construction financing, Drake Bank construction Loan (50K per unit), Met Council TBRA, LISC recoverable grant, MHFA Value Gap, Ramsey County Clean-up, and the City for funds, and a NeDA temporary equity infusion.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The town homes will be sold to homeowners at or below 80% of median income. They will be built sustainably and to the latest Energy Star standards. Our high building standards make our homes more affordable to live in and maintain. The home buyer workshops our organization provides are all inclusive. We follow the City of Saint Paul's labor standards in bidding our projects, and strive to hire from the City's Section 3 business list.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

\$329,800 in 2016 for the purchase of the lot at 72 Cesar Chavez (now 88 Cesar Chavez) for the construction of Villa del Sol, a 40 unit apartment building.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016		\$329,800.00	\$329,800.00	\$0.00
2017	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$329,800.00	\$329,800.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	0	0
2016	40	0	0	40
2017	0	0	0	0
Total	40	0	0	

Combined total over all 3 years:

40

Examples of Other:

N/A

b. What did you do with the funding? Please provide specifics about projects and number served.

NeDA built a 40 unit apartment building with units from one to three bedrooms for individuals and families at or below 60% of median income. Villa del Sol is a affordable housing complex and community space at the heart of District del Sol on St. Paul's West Side. Villa del Sol is dedicated to providing quality housing and creating community through arts and cultural programming.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

0.00

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Acquisition/Rehab Revolving Fund

Proposing Agency, group, or Individual: Neighborhood Development Alliance (NeDA)

Proposer's Address: 481 Wabasha Street South, Saint Paul, MN 55107

Contact Person: Gail Merriam

Phone Number: 651-292-0131 ex 254 651-292-8641 cell

Primary E-mail Address: gmerriam@nedahome.org

Address or Cross Streets of Proposed Project: Scattered Sites West Side Neighborhood

Citizen Participation District(s): 3

City Council Ward(s): 2

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14G - Acquisition for Rehabilitation



Click here to see the definitions for the Eligibility Outcomes

Eligible Outcome

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NeDA proposes to buy small, abused rental properties and restore them to single family homes for sale to owners at or below 80% of median income. This will promote home ownership and stabilization of neighborhoods in the West Side.

b. Brief overview of, including mission, vision, and major areas operation.

Neighborhood Development Alliance (NeDA) builds affordable housing and empowers communities to create sustainability through financial education and guidance. Over the past 30 years, Neighborhood Development Alliance (NeDA) has developed affordable rental and ownership housing, 148 units of affordable rental (Wabasha Terrace (11), McLean Terrace (24), and Bluff Park Homes (73), Villa del Sol (40) built and/or rehabbed 175 units of ownership housing and assisted over 150 low-income homeowners with health and safety rehab projects. NeDA also provided construction management and scope writing under contract with the City of St. Paul for the rehab of 8 more vacant houses, through the NSP program. \$30,000,000 of real estate development in the Saint Paul area, 4,500 individuals counseled on how to successfully buy a home, 5,000 families who avoided foreclosure of their homes, over 1,000 youth and adults educated with personal finance workshops, and nearly \$750,000 of debt repaid through our financial tools.

c. How long have you been an organization?

30 years

d. Who do you serve (be specific)?

NeDA serves low to moderate income individuals and families in English and Spanish throughout the metro area.

e. How do you serve (be specific)?

We provide Home Buyer Counseling, foreclosure prevention, personal finance education, debt repayment assistance, new and rehabbed homes for sale to low to moderate income homeowners, low to moderate income rental properties, home buyer workshops, rehab assistance to homeowners, fix-up loans to homeowners.

f. What sets you apart from other organizations? Are there organizations serving the same community?

NeDA helps families and individuals in both English and Spanish. We are the only CDC on the West Side. NeDA is one of the few, long-standing neighborhood-based non-profit real estate developers in St. Paul and the only Community Development Corporation on St. Paul's West Side engaged in real estate development. NeDA is a Community Development Financial Institution. NeDA's board has recently authorized \$100,000 of its earned income to start a West Side homeowner rehab loan program. This program will help increase our comprehensive community development programs to encompass new single family construction, a purchase rehab program, homeowner rehab loans, and low-income rental housing development. Within the counseling field, NeDA is one of seven nonprofit organizations in the East Metro area providing home buyer education and one-on-one counseling. NeDA is one of two nonprofit organizations providing these services in Spanish; the other is CLUES. NeDA provides wrap around support to low-income families seeking homeownership opportunities and financial coaching. These services include financial improvement products: credit builder loans and debt management plans. We partner with the Twin Cities Habitat for Humanity and currently serve as one of their coaching referral partners and advise potential Habitat homeowners on their new mortgage model.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

NeDA is asking for \$165,000 in acquisition costs and \$125,000 in rehab assistance per property for a total of \$290,000, with a goal to revolve these funds into a second project once the first is sold.

b. What will the funding be used for?

For the purchase and rehab of single family homes and former single-family homes, which have been turned into "rabbit warren" rentals. We want to take the rabbit warrens back to single family.

c. How did you determine the amount?

We based it on previous rehab work we have done and conversations with other CDCs, developers, contractors we have worked with, prices on the West Side, and inspections of available West Side properties made with a Realtor.

d. How many households or businesses will be served and where are they located?

We expect to restore one to two substandard rental properties back into affordable ownership housing on the West Side per year.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

A total project cost could be as much as \$290,000 and as little as \$175,000. We will use City funds to leverage MHFA Impact funds. We will revolve the earnings from the sale of the first property into the purchase and rehab of the next. A portion of these funds may become value gap depending on leveraging MHFA funds.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The renovated homes will be sold to homeowners at or below 80% of median income. They will be rehabbed sustainably and to the latest Energy Star standards. Our high building standards make our homes more affordable to live in and maintain.

We follow the City of Saint Paul's labor standards in bidding our projects, and strive to hire from the City's Section 3 business list.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

\$329,800 in 2016 for the purchase of the lot at 72 Cesar Chavez (now 88 Cesar Chavez) for the construction of Villa del Sol, a 40 unit apartment building.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016	\$0.00	\$329,800.00	\$329,800.00	\$0.00
2017	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$329,800.00	\$329,800.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	0	0
2016	40	0	0	40
2017	0	0	0	0
Total	40	0	0	40

Combined total over all 3 years:

40

Number Served (Individuals, Households, Business)

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

NeDA built a 40 unit apartment building with units from one to three bedrooms for individuals and families at or below 60% of median income. Villa del Sol is a affordable housing complex and community space at the heart of District del Sol on St. Paul's West Side. Villa del Sol is dedicated to providing quality housing and creating community through arts and cultural programming.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Type of Property	Address	Level of Commitment*	Amount
▼		▼	
▼		▼	

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: West Side Commercial Rehab

Proposing Agency, group, or Individual: Neighborhood Development Alliance

Proposer's Address: 481 Wabasha Street South

Contact Person: Gail Merriam

Phone Number: 651-292-0131 ex 254

Primary E-mail Address: gmerriam@nedhome.org

Address or Cross Streets of Proposed Project: scattered site commercial buildings

Citizen Participation District(s): 3

City Council Ward(s): 2

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14E - Rehab. Pub./Pvt.-Comm'/Indust'



Click here to see the definitions for the Eligibility Outcomes

Eligible Outcome

LMA LMAFI LMASA LMC LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Neighborhood Development Alliances proposes to provide Deferred/Forgivable loans to property/business owners for rehabilitation of commercial storefronts and code related repairs for the West Side Neighborhood. We will provide financial and technical assistance to property owners to improve the vitality and economic viability of our commercial districts.

b. Brief overview of, including mission, vision, and major areas operation.

Neighborhood Development Alliance (NeDA) builds affordable housing and empowers communities to create sustainability through financial education and guidance. Over the past 30 years, Neighborhood Development Alliance (NeDA) has developed affordable rental and ownership housing, 148 units of affordable rental (Wabasha Terrace (11), McLean Terrace (24), and Bluff Park Homes (73), Villa del Sol (40), built and/or rehabbed 175 units of ownership housing and assisted over 150 low-income homeowners with health and safety rehab projects. NeDA also provided construction management and scope writing under contract with the City of St. Paul for the rehab of 8 more vacant houses through the NSP program, \$30,000,000 of real estate development in the Saint Paul area, 4,500 individuals counseled on how to successfully buy a home, 5,000 families who avoided foreclosure of their homes, over 1,000 youth and adults educated with personal finance workshops, and nearly \$750,000 of debt repaid through our financial tools.

We are currently partnering with the East Side Neighborhood Development Corporation to provide deferred facade improvement and code improvement funds to District del Sol. The first \$100,000 of funds for this project became available November 2018 and all funds are spoken for.

c. How long have you been an organization?

30 years

d. Who do you serve (be specific)?

NeDA serves low to moderate income individuals and families in English and Spanish throughout the metro area, and we develop affordable housing in Saint Paul's West Side Neighborhood.

e. How do you serve (be specific)?

We provide Home Buyer Counseling, foreclosure prevention, personal finance education, debt repayment assistance, new and rehabbed homes for sale to low to moderate income homeowners, low income rental properties, home buyer workshops, rehab assistance to homeowners, fix-up loans to homeowners, commercial rehab technical advice and funding.

f. What sets you apart from other organizations? Are there organizations serving the same community?

NeDA helps families and individuals in both English and Spanish. We are the only CDC on the West Side. NeDA is one of the few, long-standing neighborhood-based non-profit real estate developers in St. Paul and the only Community Development Corporation on St. Paul's West Side engaged in real estate development. NeDA is a Community Development Financial Institution. NeDA's board has recently authorized \$100,000 of its earned income to start a West Side homeowner rehab loan program. This program will help increase our comprehensive community development programs to encompass new single family construction, a purchase rehab program, homeowner rehab loans, and low-income rental housing development.

Within the counseling field, NeDA is one of seven nonprofit organizations in the East Metro area providing home buyer education and one-on-one counseling. NeDA is one of two nonprofit organizations providing these services in Spanish; the other is CLUES. NeDA provides wrap around support to low-income families seeking homeownership opportunities and financial coaching. These services include financial improvement products: credit builder loans and debt management plans. We partner with the Twin Cities Habitat for Humanity and currently serve as one of their coaching referral partners and advise potential Habitat homeowners on their new mortgage model.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

NeDA has been undertaking discussions with building owners and conducting a visual survey of commercial properties in need of rehabilitation. We believe that our neighborhood has the capacity to absorb at least \$100,000 per year in improvements. The amount is based on past commercial loans made within the district. The funds will be made on a first come first served basis, owners/tenants providing a match will receive priority. Matches will not be demanded. The goal is to increase the observation that West Side businesses are not just thriving, but growing.
Over a 2-year period we expect to assist 4-8 businesses, with investments ranging between \$15,000 and \$50,000. All projects will be executed within the boundaries of the West Side Neighborhood.

b. What will the funding be used for?

Facade improvements to commercial buildings on the West Side to eliminate blight and create a positive impact for the neighborhood, code improvements and energy saving advice.

c. How did you determine the amount?

It is based on the current program we are involved with in District del Sol.

d. How many households or businesses will be served and where are they located?

Up to eight businesses will be served in the West Side Neighborhood.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project cost will be \$200,000, which includes a 15% administrative fee to NeDA for each year. These funds can be combined with STAR money now available through the West Side Citizens Organization.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

These funds will be available to a very diverse population of business and building owners on the West Side. We follow the City of Saint Paul's labor standards in bidding our projects, and strive to hire from the City's Section 3 business list.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

\$329,800 in 2016 for the purchase of the lot at 72 Cesar Chavez (now 88 Cesar Chavez) for the construction of Villa del Sol, a 40 unit apartment building.

Three Year History of CDBF Funding				
Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016	\$0.00	\$329,800.00	\$329,800.00	\$0.00

Three Year History of CDBF Funding				
2017	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$329,800.00	\$329,800.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	0	0
2016	40	0	0	40
2017	0	0	0	0
Total	40	0	0	

Combined total over all 3 years: 40

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

b.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Type of Property	Address	Level of Commitment*	Amount
▼		▼	
▼		▼	

Add Row	Delete Row
---------	------------

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

East Side Neighborhood Development Company (ESNDC)

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: ESNDC Business Investment Fund (BIF)

Proposing Agency, group, or Individual: East Side Neighborhood Development Company (ESNDC)

Proposer's Address: 965 Payne Avenue #201

Contact Person: Anne DeJoy

Phone Number: 651-288-8744

Primary E-mail Address: adejoy@esnec.org

Address or Cross Streets of Proposed Project: Payne Ave & Arcade St between Maryland & E 7th

Citizen Participation District(s): 5

City Council Ward(s): 6

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

17C - CI Building Acq., Construction, Rehabilitation

LMA LMAFI LMASA LMC LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

ESNDC's Business investment Fund (BIF) provides deferred loans to business owners for rehabilitation of commercial storefronts and code-related remediation on Payne Avenue & Arcade Street between Maryland & East 7th and Maryland Avenue between Payne & Arcade. ESNDC provides financial and technical assistance to property owners to improve the vitality and economic viability of two commercial corridors on St. Paul's East Side.

b. Brief overview of, including mission, vision, and major areas operation.

East Side Neighborhood Development Company (ESNDC) is a community-based non-profit organization founded in 1979 by East Side residents and business owners in response to a growing trend of disinvestment in the Payne Phalen neighborhood. We are focused on the redevelopment of our predominately low-income and under-served community. Our mission is to foster a safe, diverse and thriving neighborhood by engaging the community to create healthy, affordable housing and support commercial development.

c. How long have you been an organization?

39 years

d. Who do you serve (be specific)?

ESNDC's primary service area is Payne-Phalen neighborhood. The most recent Census data shows an estimated population of 30,700 residents in the District 5 neighborhood. Of that population 1% is American Indian, 12% African American, 30% Asian, 37% Caucasian, 13% Hispanic and 6% who are not identified by race. 62% of the population is between 18 and 64 years old. 44% of household incomes are less than \$35,000. 30% of our residents live below poverty level. Of those living below the poverty line, 42% are children under 5 years old.

e. How do you serve (be specific)?

Business Investment Fund (BIF) is managed by ESNDC from application through construction. Our scope includes vetting applicants for HUD eligibility, submitting numerous compliance forms for each project, assistance with securing competitive bids, hiring contractors, scheduling preconstruction meetings with City staff for HUD and City Compliance review, managing construction phase and processing reimbursement payments.

f. What sets you apart from other organizations? Are there organizations serving the same community?

We are the only community-based development organization (CBDO) utilizing CDBG resources for commercial rehabilitation on Payne Avenue and Arcade Street. With more than 39 years of experience, ESNDC is one of the few CBDOs that is still operating within the City of St. Paul. We have created strategic partnerships to advance housing rehabilitation, construct new affordable housing, broker real estate transactions, manage commercial development, provide technical support to businesses, and engage the community in shaping future development.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$400,000 – (\$200,000 each year for 2 years)

b. What will the funding be used for?

Deferred Loans for façade improvements and code-related remediation to improve commercial buildings and stimulate private investment. We will also invest in economic development projects like business expansion, new commercial building construction and parking lot development.

c. How did you determine the amount?

Based on demand. We have first-hand knowledge of the gaps in financing commercial rehabilitation, and ESNDC has the capacity to administer a minimum of \$200,000 per year. The amount is based on current applications and new inquiries from building owners. ESNDC accepts applications year-round and allocates funds, as available, on a

first-come basis. We inform applicants that their pending applications will be reviewed for eligibility. If an applicant is eligible, money would be allocated as long as CDBG funds are available. ESNDG has both the track record and capacity to successfully manage several projects per year.

d. How many households or businesses will be served and where are they located?

Over a 2-year period we expect to assist 4-6 businesses per year, each with investments between \$25,000-\$50,000. Under that assumption, we will serve 8-12 total businesses. All projects will be executed in the Payne-Arcade Commercial district which includes a limited section of Maryland Avenue (between Payne & Arcade).

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

BIF investments are leveraged with a minimum 1:1 ratio with owner equity being the matching source of financing. Two projects in the pipeline have already been approved for Cultural Star (TC Catalyst Music & Second Shift Studios) from the City of St. Paul. One project has applied for Neighborhood Star (Eastside Thai). In 2018 ESNDG projects experienced a \$1 to \$23 ratio which amounted to \$160,000 of CDBG matched by \$3,721,000.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

ESNDG not only complies mandates for contractors, such as Section 3 and Vendor Outreach Program (VOP), we far exceed the 25% requirement for hiring Certified Targeted Vendors (5% MBE, 10% WBE & 10% SBE). In 2018, 58% of our subcontractors contractors were VOP certified. 50% of the businesses that received CDBG in 2018 are minority-owned enterprises. Census data, applied by both the City and ESNDG, discloses that 56% of the population in District 5 are people of color, compared to 42% City-wide. 44% of households earn less than \$35,000. 30% of our residents live below poverty level. ESNDG provides services to residents and business people in District 5. CDBG resources have long been an important tool for ESNDG in helping to tackle serious challenges facing older commercial corridors like Payne Avenue and Arcade Street. Through the Business Investment Fund, we invest in the rehabilitation of commercial buildings, provide technical assistance to business people and spur real estate development. Our utilization of CDBG has resulted in business retention and expansion, new business development and job creation. Those same businesses, in turn, benefit low- and moderate-income residents by providing goods and services they need and hiring local people. These results fulfill HUD-CDBG national objectives.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Review chart below

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$2,000.00	\$150,000.00	\$152,000.00	\$0.00
2016	\$41,500.00	\$75,000.00	\$116,500.00	\$0.00
2017	\$0.00	\$75,000.00	\$75,000.00	\$0.00
Total	\$43,500.00	\$300,000.00	\$343,500.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	3	0	3
2016	0	3	0	3
2017	0	2	0	2
Total	0	8	0	

Combined total over all 3 years:

8

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

1. Berger's Furniture Refinishing - facade improvement & energy efficiency - 1 new job created
2. ByMore Supermercado - parking lot development (35 spaces to support expansion) - low income clientele.
3. American Legion - code remediation for HVAC triggered by interior redesign - 1 job created
4. Caydence Coffee & Records - facade improvement for start-up business - 3 jobs created
5. Far East Restaurant - facade improvements & roof replacement for new business - 10 jobs created
6. Morelli's Italian Market - facade improvements for new addition - business expansion - 36 jobs retained
7. Brunson's Pub - facade improvements for new business - 26 jobs created
8. Karibu Grocery & Deli - new construction - start-up business. 4 jobs created

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Outstanding CDBG balance is \$175,000. 2 projects in progress with a total allocation of \$47,000. Unassigned balance is \$128,000.

Type of Property	Address	Level of Commitment*	Amount
Commercial	932 Arcade Street	Under Contract	\$35,000.00
Commercial	829 Maryland Avenue	Approved	\$12,000.00

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Arcade Bar created 5 new jobs.
Personnel Resources is a temp service and has 60 employees.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: North End Facade Improvement

Proposing Agency, group, or Individual: East Side Neighborhood Development Company on beha

Proposer's Address: 965 Payne Avenue - Ste 200

Contact Person: Anne DeJoy & Kerry Antrim

Phone Number: 651-288-8744 & 763-227-4575

Primary E-mail Address: adejoy@esndc.org

Address or Cross Streets of Proposed Project: North End Neighborhood - District 6

Citizen Participation District(s): 6

City Council Ward(s): 5

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:
<https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf>

Yes No

Please indicate which National Objective & Outcome your project meets.
Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

17C - CI Building Acq., Construction, Rehabilitation

LMA LMAFI LMASA LMC LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Deferred loans to property owners for rehabilitation of commercial storefronts within the boundaries of North End St. Paul (District 6). ESNDC will provide financial and technical assistance to property owners to improve blighted commercial properties.

b. Brief overview of, including mission, vision, and major areas operation.

North End Façade Improvement Program was developed as a resource or exterior improvements to commercial properties managed by ESNDC in partnership with District 6 Planning Council.

East Side Neighborhood Development Company (ESNDC) is a community-based non-profit organization focused on revitalizing predominately low-income and underserved neighborhoods. Our mission is to foster a safe, diverse and thriving neighborhood by engaging the community to create healthy, affordable housing and support commercial development.

District 6 Planning Council is a non-profit that represents the North End of Saint Paul. Community Engagement is the basis of District 6 Planning Council's decision-making process related to planning, policy development and neighborhood revitalization; work relating to land use, housing, transportation, economic development, neighborhood livability, public safety and the natural environment.

c. How long have you been an organization?

More than 39 years

d. Who do you serve (be specific)?

Saint Paul's North End is home to 67% people of color, 49% have an income of less than \$35,000 and close to 60% of housing units are rental. District 6 is home to the highest population of Karen and Kareni residents in Hennepin and Ramsey counties combined. Numerous barriers prevent new business owners from accessing City programs. Receiving these funds will begin to lessen the disparity gap and break down barriers.

e. How do you serve (be specific)?

On the North End, ESNDC will work directly with small business owners from application through completion of construction to assist them with exterior improvements. ESNDC partners include other non-profit organizations, government, businesses, private developers and civic leaders. We understand the respective roles and responsibilities that have been mutually-established with our partners. We have been diligent about working more efficiently and effectively, making sure that we are not duplicating services that other organizations are providing in our service areas.

f. What sets you apart from other organizations? Are there organizations serving the same community?

With more than 39 years of experience, ESNDC is one of the few community-based development organizations (CBDOs) that is still operating within the City of Saint Paul. We have created strategic partnerships to implement housing rehabilitation, construct new affordable housing, broker real estate transactions, manage commercial development, provide technical support to businesses, and engage the community in shaping future development. Collectively, we deliver a variety of programs and services to meet the ever-changing and diverse aspects of some of Saint Paul's under-served neighborhoods.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$100,000 – (\$50,000 each year for 2 years including admin)

b. What will the funding be used for?

North End Façade Improvement will revitalize the North End, by providing grants for exterior improvements to improve commercial buildings and to stimulate private investment.

c. How did you determine the amount?

District 6 has first-hand knowledge that there is a demand, and we have the capacity to work in partnership with ESNDC to administer \$100,000 over two years. This amount is based on three to four businesses that have been identified as in need of improvements and one identified project locations are near to current development.

d. How many households or businesses will be served and where are they located?

3 to 4 businesses on the North End - District 6

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

Over a 2-year period we expect to assist 3 to 4 businesses per year, each with an average investment of \$15,000 to \$20,000 plus administration fees. Under that assumption, we will serve 6 to 8 total businesses. All projects will be executed on within the boundaries of Saint Paul's District 6

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

North End Façade Improvement Program will be directed toward small family-owned businesses most of which are owned by people of color. Some of the identified projects are owned/leased by new Americans primarily from the Karen and Kareni communities. Other businesses visited recently include African-American owned and Latino owned businesses. These small businesses tend to be under-capitalized so assistance from the program will help them create a better looking storefronts and attract more customers.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes (see chart below)

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$2,000.00	\$150,000.00	\$152,000.00	\$0.00
2016	\$41,500.00	\$75,000.00	\$116,500.00	\$0.00
2017	\$0.00	\$75,000.00	\$75,000.00	\$0.00
Total	\$43,500.00	\$300,000.00	\$343,500.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	3	0	3
2016	0	3	0	3
2017	0	2	0	2
Total	0	8	0	

Combined total over all 3 years:

8

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

Berger Furniture Refinishing - facade improvements and energy efficiency - 1 new job created
 ByMore Supermercado - parking lot development (35 new spaces to support growth) - low income clientele
 American Legion - code remediation for HVAC triggered by interior redesign - 1 job created
 Caydance Records & Coffee - facade improvement for start-up business - 3 jobs created
 Far East Restaurant - facade improvements and roof replacement for new business - 10 jobs created
 Morellis Italian Market - facade improvements on the new building expansion - 36 jobs retained
 Brunson's Pub - facade improvements for new business - 26 jobs created
 Karibu Grocery & Deli - new construction start-up businesses - 4 jobs created

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

For the North End we have \$70K to spend down by December 2020

Type of Property	Address	Level of Commitment*	Amount
Commercial	1328 Rice Street	Application Received	\$15,000.00
Commercial	1314 Rice Street	Application Received	\$15,000.00
Commercial	1318 Rice Street	Application Received	\$15,000.00

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

6 jobs created

NeighborWorks Home Partners

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Greenline Home Improvement Program

Proposing Agency, group, or Individual: NeighborWorks Home Partners

Proposer's Address: 533 North Dale Street St. Paul, MN 55103

Contact Person: Jason Peterson

Phone Number: 651-348-5072

Primary E-mail Address: jpeterson@nwhomepartners.org

Address or Cross Streets of Proposed Project: Scattered Site Single Family Homes

Citizen Participation District(s): 7,8,11,13

City Council Ward(s): 1,4,5

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14A - Rehab; Single-Unit Residential

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NeighborWorks Home Partners' (NWHP) Greenline Home Improvement Program provides home improvement grants and loans and accompanying construction management services to help low-to-moderate income homeowners make health and safety repairs to their single family homes in the core St. Paul neighborhoods along University Avenue and the Greenline corridor in St. Paul.

While there are a few other programs that provide home improvement resources to families in these communities, these resources are not dedicated or earmarked for these neighborhoods and are often expended in other parts of the City. What makes this program unique is that these funds are dedicated for home repairs to the specific neighborhoods along the Greenline, which has seen significant multi-family investment but very little investment in the single family housing stock. Located just blocks off University Avenue, this targeted investment supports a level of geographic equity. This program also includes targeted outreach to these neighborhoods to ensure that these funds are provided to homeowners truly in need of these resources. NWHP also leverages these funds to raise additional capital to invest directly into these specific neighborhoods in St. Paul.

b. Brief overview of, including mission, vision, and major areas operation.

NWHP's mission is "Empowering individuals and communities by helping people buy, fix and keep their homes." Our vision is that all families have a home. Operating as a NeighborWorks America Homeownership Center, NWHP takes a holistic approach by providing the full-cycle of homeownership programs to help St. Paul families build, buy, fix and keep what is likely one of the biggest investments in their lives – their home.

NWHP was created in 2014 from the coming together of three smaller neighborhood based organizations - Community NHS, Greater Frogtown CDC (GFCD) and Sparc. GFCD was created in 1995 in response to the community disinvestment of the Frogtown neighborhood and later expanded their service area to include Summit-University and Hamline-Midway. Sparc's mission was to create and maintain healthy, affordable and sustainable neighborhoods by improving residential and commercial vitality in the Hamline Midway, South Como and North End neighborhoods of Saint Paul. When NWHP began operating GFCD and Sparc's programs in 2014, we made a commitment to these specific neighborhoods and the community to continue to provide targeted programming to these three harder hit neighborhoods in St. Paul.

To meet our mission, NWHP helps prepare potential homebuyers through financial capabilities education, one-on-one pre-purchase mortgage counseling and homebuyer education workshops. NWHP also offers down payment assistance to assist low and moderate income households in purchasing a home. After the purchase, NWHP offers home improvement loans with flexible terms and lower interest rates to households that wouldn't generally qualify for a loan from traditional lending institutions. NWHP also offers refinance assistance and one-on-one foreclosure prevention and mitigation counseling to help homeowners who are unable to afford their mortgage payments. In addition, NWHP develops affordable single family housing including new construction and rehabilitation of existing homes and sells these homes to low to moderate income families and operates a land trust in St. Paul.

NWHP was chartered as a NeighborWorks America organization in 1982 and designated a HomeOwnership Center in 2007. In 2001, NWHP was certified by the U.S. Department of the Treasury as a Community Development Financial Institution (CDFI) and our designated target market is the City of St. Paul. This designation allows NWHP to secure additional capital investments from the Federal Government, banks and foundations to invest into St. Paul neighborhoods. NWHP is also licensed with the Nationwide Mortgage Licensing System & Registry (NMLS), a requirement to legally operate lending programs. NWHP is also a HUD approved counseling agency and FHA down payment assistance lending provider.

c. How long have you been an organization?

The Greenline Home Improvement Program (formerly Facelift program) has been continuously funded through CIB since 1997 and continues to have a large demand given the advanced age of the housing stock and the demographics of the geography served – core working class neighborhoods along University Avenue in St. Paul. For the first 17 years, this program was administered by GFCD and NWHP has administered this program for the last 5 years.

In an effort to provide lower overhead costs and more efficient services for the City of St. Paul, in 2014, three neighborhood based organizations joined together to create NeighborWorks Home Partners. One of these

organizations was the Greater Frogtown CDC (GFCDC). GFCDC was created in 1995 in response to the community disinvestment dating back to the 1970s and early 1980s when nearly 20 percent of the neighborhood's white, middle class residents moved out of the Frogtown neighborhood. The population of the neighborhood shifted to a much more diverse make-up. In addition to the typical problems of poverty and high crime rates experienced by similar inner-city neighborhoods, the Frogtown community is among the lowest income and most ethnically diverse in the East Metro area, according to Census data and American Community Surveys. The Greenline Home Improvement Program continues to focus on the Frogtown and Summit University neighborhoods.

Sparc was founded in 2003, and was formed with the merger of the Hamline-Midway Area Rehab Corp. and North End Area Revitalization, which the Greenline Home Improvement Program continues to serve. The third organization, Community Neighborhood Housing Services, was originally founded to serve the West-side of St. Paul. Prior to the creation of NWHP, Community NHS has expanded services across St. Paul including the neighborhoods of this program.

Over the last 5 years since the merger, NWHP has maintained a strong commitment to the Frogtown, Summit University, Hamline Midway and Union Park neighborhoods of St. Paul - the focus area of the Greenline Home Improvement Program. We work closely with the District Council staff as well as other community members in these specific neighborhoods to help identify the housing needs and the feedback we have received is that the need for home improvement lending has remained strong in these communities. We also work hand in hand with these communities to make changes to the guidelines of this program to ensure they are responsive to current community needs.

d. Who do you serve (be specific)?

NWHP is full service homeownership center with our office located in the heart of St. Paul in the Frogtown neighborhood and just one block from a Greenline light rail stop. As such, we are well positioned to administer the Greenline Home Improvement program in the surrounding neighborhoods.

As the CIB funding opportunity is for a two year period, below is data on the families we helped over the last 2 years. Over that time period, we have assisted 1,716 families on homeownership related matters. Through this work, we helped 585 families buy a home and 115 families preserve their housing. That means, over the last two years, we have helped 700 families buy, fix or keep their homes - not bad for a small non-profit with a staff of 16.

Here are some numbers on the families we worked with in St. Paul over the last 2 years:

- Provided 929 St. Paul families with vital homeownership services – more than one a day.
- Provided 87 St. Paul homeowners with funds and project management expertise to make health and safety repairs to the homes. This included \$1,745,352 in capital provided directly to these families.
- Provided 184 St. Paul families with down payment funds to achieve their dream of homeownership. This included \$1,487,500 in capital provided directly to these families.
- Provided 658 St. Paul families with homeownership counseling and education to help them attain and maintain what is likely one of the biggest investments in their lives – their home.

The City of St. Paul is a very diverse region from a racial/ethnic, age, and socio-economic standpoint. NWHP is proud of the fact that our traditional service patterns have shown service to minority communities and lower income communities in proportion to their representation in the population. In FY18, of the 821 clients served, 45% were white, 27% were African American, 19% were Asian, 8% were Hispanic and 1% were Native American. In St. Paul, those population percentages are, respectively, 60%, 16%, 15%, 9% and 1%.

The primary population that NWHP's serves are very low-low-moderate income families, which are defined by HUD as having a household income at less than 80% of the area median income (AMI). Over 75% of households in St. Paul are under this AMI, evidencing great need in these neighborhoods. In the past year, 12% of the clients we served had a household income below 30% while 25% had an income between 30%-50% AMI. 37% of the families we served had an income between 50%-80% AMI. Overall, 75% of the families we work with are under 80% AMI, mirroring St. Paul's population.

The Twin Cities is home to a growing number of southeast Asian refugee families including Hmong (the 2nd-largest population in the U.S.) and more recently, Karen refugees from Myanmar. NWHP has a full-time Hmong staff member to serve clients in the Hmong population who choose to receive services in their native language. Another area of growing need we have seen are loans for the Hispanic community. NWHP has two full time Spanish speaking staff members and we are able to serve customers in the Hispanic community who choose to receive services in their native language.

The neighborhoods along the Greenline have some of the oldest housing stock in St. Paul. Older homes frequently have a greater need for deferred maintenance and other home repairs and these projects are generally larger and

more costly than newer homes. The average age of a residential unit across all of St. Paul is 69 years old with over 43% built before 1939. Within the four neighborhoods served by this program, the average age of the housing stock is even significantly older than that. Over 62% of homes within Districts 7, 8, 11 and 13 were built before 1939, which is almost 50% more than the City at-large, resulting in an increased need in these neighborhoods. According to a report recently released by the City, maintaining this housing infrastructure is critical to the long-term health and stability of the City's neighborhoods, which is the primary goal of this program. In addition, this program specifically targets neighborhoods with concentrations of older homes in communities that need continued investment into the single family housing stock to address and prevent further decline and disinvestment.

While the need for funds for home repairs in these neighborhoods are great, the incomes of households living in these neighborhoods has not kept pace with rising repair costs. The families living in the four neighborhoods of focus for this program collectively have incomes 10+% less than the average family in St. Paul. While 36% of St. Paul families earn less than \$35,000 a year, over 40% of families living in these four neighborhoods make less than this amount. Unlike much of St. Paul, incomes have dropped over the last 15 years in these four neighborhoods as well by almost 10% in some areas.

The City of St. Paul has made significant investments into the businesses and multi-family structures along the Greenline over the last several years but this investment has not expanded beyond University Ave. This lack of investment into the single family housing stock in the neighborhoods surrounding the Greenline is evident if you drive down the streets on either side of University Ave. These four neighborhoods are at an intersection in which the housing stock is some of the oldest in the City and the incomes of the homeowners are also some of the lowest in the City. The Greenline Home Improvement Program directly addresses this need but providing home improvement loans and construction management services to low-to-moderate income families living in the neighborhoods surrounding the Greenline and I94.

e. How do you serve (be specific)?

Administration of our home improvement lending program, including this program focused on the neighborhoods along the Greenline, is our primary line of business. Through this program, we will provide below market rate amortizing, deferred due-on-sale and forgivable loans to homeowners living in the neighborhoods along the Greenline that wouldn't generally qualify for a loan from traditional lending institutions. These loans address health and safety related repairs and improvements to a family's owner occupied home.

NWHP staff spend significant time forging strong relationships in the neighborhoods included in this program. Since our last CIB application, NWHP has invested in a Business Development Coordinator to specifically create and foster relationships with potential customers, community referral partners and housing industry professionals. We attend District Council and Land Use meetings in Districts 7, 8, 11 and 13 as well as work closely with City Council Ward offices 1, 4 and 5. We also partner closely with non-profits and other services providers serving these neighborhoods including the Frogtown Rondo Home Fund, Aurora-St. Anthony Neighborhood Development Corporation, Model Cities, Lex-Ham Community Council, Midway Chamber of Commerce, Twin Cities Habitat for Humanity, Twin Cities Rise, Project for Pride in Living, Frogtown Farm, Wilder Foundation and the Preservation Alliance of Minnesota. We also participate in a number of neighborhood specific outreach events including Union Park's annual party at Merriam Park, Hamline Midway's annual party at various locations, various events at the Rondo library and the Wilder Foundation, events at Frogtown Farm and many others. The end result of this work is a significant number of families living in these four neighborhoods reaching out to us for help fixing their homes.

A new outreach event that we recently launched were open houses that we hold at properties we develop. We have held three of these to date, all within the Greenline program area, with good success. Approximately 20 folks have attended each open house with a number of folks interested in our home improvement program. We also had City Council staff, City of St. Paul staff, general contractors, Realtors and other community partners in attendance to help us spread the word about this program.

As more borrowers are seeking services on-line, our website is being continually reviewed and edited to optimize visitor experience and improve customer conversion. Our search engine optimization has paid off with our site being top ranking in many homeownership-related terms. The site had 4,782 new visitors in the last quarter. Targeted online advertising has been focused on Facebook and Instagram for our home repair program. Ads feature customers from diverse backgrounds and are shown to people with an interest in homes determined by a variety of interest areas. In the past quarter, our ads had 49,060 views with 1028 clicks, interactions, or ticket purchases.

Once we make this connection, families work with our Lending Advisers who help them complete the paperwork necessary to apply for our program. We employ staff fluent in the following language competencies to assist in

this work: English, Spanish and Hmong. We also work with partner organizations such as Karen of Minnesota to provide services in additional languages.

Once the application is complete, an experienced Construction Specialist helps families prioritize and coordinate their home improvement projects. After completion of a whole house inspection, we assist families in obtaining and evaluating contractor bids. Once a loan is closed, we escrow all funds in-house and do not provide payments to contractors until we have verified work is complete. NWHP does not charge the homeowner any costs, including closing costs or project management costs, for this program.

f. What sets you apart from other organizations? Are there organizations serving the same community?

A number of factors set NWHP apart from other organizations serving St. Paul. First, NWHP uses our CIB investment as base leverage to raise additional funds to help more low-to-moderate income families across St. Paul fix their homes. Over the last two years, NWHP was fortunate to receive \$1,200,000 in CDBG funds to provide home improvement loans to families living in St. Paul. Using the CDBG dollars as base leverage, we were able to raise additional capital and provided loans totaling \$3,232,852 directly to St. Paul families. Put another way, for every dollar the City of St. Paul invested in NWHP, we were able to raise an additional one and a half dollars of other funds. We take our stewardship of CIB funds very seriously and remain committed to raising additional dollars through other channels for further investment into St. Paul communities but the only way we can seek these additional investments is with the base leverage these CIB funds provide. In addition to fundraising for dollars to augment our CIB award, we also raise funds to compliment this program. For example, we raised over \$1.5 million dollars from federal and private sources to help St. Paul families with an income up to 120% AMI fix their homes and we are able to offer this program for folks that aren't eligible for our CIB program. While we are very proud our leverage ratio for this recent CIB award was just over 1.5:1, our goal for this upcoming award is a 2:1 leverage ratio. For the Greenline Home Improvement Program specifically, we have independently fundraised \$180,000 in capital from Minnesota Housing as match funds just for this program this past year. In order to receive these dollars, we need base leverage and we were able to use our CIB award for this purpose.

A second factor is that we are able to provide larger loans and loans to families at higher incomes providing a service that is not offered by the City of St. Paul or any other provider. At this time, we are able to provide loans up to \$85,000. This allows us to help families with larger projects, a niche no one else is able to fill. Unlike other products such as the City of St. Paul's program, Greenline's dedicated funds ensure these dollars are invested within these four neighborhoods, which have a heightened need for this service.

The third factor that differentiates us from other similar programs is our on-the-ground presence. Through this intentional work which is detailed in the previous question, we receive a significant number of referrals from folks in the community. At this time, we are receiving about 40 calls a week for our programs, which equates to over 2,000 calls in a year. Given our strong track record and reputation in the community, we are a trusted source of this service and can ensure these funds are deployed to families truly in need.

Finally, we provide a holistic approach to homeownership helping families at any point in the homeownership continuum. We help families not only navigate the home improvement process but can also help them with any of their other homeownership needs such as financial wellness, refinance and foreclosure counseling.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

NWHP is applying for \$250,000 in CDBG funds for FY20 and \$250,000 in CDBG funds for FY21 to continue our successful Greenline Home Improvement Loan Program – for a total of \$500,000. We are applying for this amount as the need in these communities is great. The homes in Districts 7, 8, 11 and 13 are some of the oldest housing stock in St. Paul with significant deferred maintenance needs. In addition, these neighborhoods have some of the lowest incomes across St. Paul meaning families often do not have the means to make these repairs. Also, there has been significant investment into the commercial and multi-family sectors along the Greenline but, if you walk two blocks in either direction from University, it is pretty clear that the same level of investment has not been made in the single family housing stock. The Greenline Home Improvement program seeks to bring this investment into these neighborhoods to help low to moderate income families make health and safety repairs to help retain owner occupied homes.

b. What will the funding be used for?

We are seeking funds to continue this successful and long standing program that has been providing this important resource to these neighborhoods for the last 22 years. Funds would be used in the form of below market rate amortizing, deferred due-on-sale and forgivable loans to eligible low-to-moderate income

homeowners residing in District 7, 8, 11 and 13 of St. Paul. If awarded these funds, NWHP would be able to help at least 20 low-to-moderate income families in these core neighborhoods fix their home and, with the combined leverage, NWHP would be able to help 180 St. Paul families fix their home through our home improvement lending program over this time. NWHP remains committed to utilizing this specific CIB award to leverage additional funds for these core St. Paul neighborhoods.

Our goals for our lending programs address two of the top ten priorities listed in the City of St. Paul's 2015-2019 Consolidated Plan - housing rehabilitation assistance and increase homeownership opportunities. This program directly addresses the third highest priority and is limited to families who own a home along the University Avenue corridor in St. Paul including District 7, 8, 11 and 13. All homes funded by this program will have a health and safety inspection, lead and radon testing, energy audits, and other testing as needed and we will directly improve the structural and mechanical integrity of these homes.

c. How did you determine the amount?

Over the last two years, NWHP has been extremely fortunate to receive \$200,000 a year in CDBG dollars from the City of St. Paul to provide grants and loans to low-to-moderate income families in these aging neighborhoods to fix their homes in these specific neighborhoods. We utilize this investment as base leverage to attract additional capital to help even more families as detailed above. We are requesting this amount based on our extensive experience operating this program and the continued need in our community.

In addition to possessing some of the oldest housing stock in St. Paul, these four neighborhoods have higher rates of vacant homes and higher levels of cost burdened homeowners, as compared to the rest of St. Paul. These neighborhoods are also some of the most diverse neighborhoods from a racial/ethnic standpoint as well. While this program serves low to moderate income residents from all four neighborhoods on a first come, first serve basis for eligible applicants, the majority of the families we work with live in Frogtown, Hamline-Midway or along the I94 corridor as these are the neighborhoods in which we focus our outreach efforts. We are well positioned to serve these neighborhoods with our office located at University and Dale.

The median household income in the Frogtown neighborhood is just over \$35k, which is almost \$20k less than the median income of a St. Paul family. Not only is the income lower in Frogtown, but it has dropped from \$40,155 in 1999 to \$35,299 in 2016. Almost 50% of all Frogtown families are housing cost burdened, which is 10% more than the rest of the City. In neighboring Hamline Midway, over 30% of all homeowners are cost burdened, which is almost 10% more than the rest of St. Paul. The number of homeowners in Hamline Midway is also about 15% more than the rest of St. Paul, meaning there is additional units in need of repair. In Frogtown, almost 80% of families are households of color, compared to 47% across St. Paul. The vacant building rate in Frogtown is almost twice that of the rest of the City. This intersection of old housing stock and lower income families is the reason this program is so vital to these neighborhoods.

d. How many households or businesses will be served and where are they located?

If awarded these funds, NWHP would be able to help at least 20 low-to-moderate income families living District 7,8,11 and 13 fix their home and, with the combined leverage, NWHP would be able to help 180 St. Paul families fix their home through our home improvement lending program over this time.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project costs for this program will far exceed this request and NWHP is committed to continuing to independently fundraise additional leverage utilizing this request as base capital. Over the last two years, NWHP has provided \$3,232,852 in loans to families in St. Paul. Over that time period, we have incurred just under \$1,000,000 in expenses to operate this program and deploy these funds. That means that, overall, our total project costs for our St. Paul lending programs over the last two years was approximately \$4.2 million. Over that time period, we received \$1.2 million, which is a great return on investment for St. Paul.

We have been able to raise additional dollars effectively from other sources by using our CIB award as base leverage. We are committed to doing that again if we are fortunate to receive a 2020/2021 CIB award but it will be nearly impossible to get additional funds without first receiving our CIB award.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

Over 20 years ago, this home improvement program was founded on the need to address racial and economic disparities in these core neighborhoods of St. Paul. The need remains strong as evidenced by the current state of the housing stock as well as the demographics of the families which own homes in these neighborhoods. Across District 7, 8, 11 and 13, over 38% of families are housing cost burdened and these neighborhoods are in the

unfortunate position of having property values (and taxes) rising faster than incomes, making it difficult for families to save money to be able to make these necessary health and safety repairs to their older homes. This convergence is the formula for housing instability and deteriorating single family homes. As almost half of the families living in these neighborhoods are racial/ethnic minorities and one in three are living in poverty, this program directly addresses these disparities as we will provide the resources and expertise to help these underserved families who have been historically marginalized the opportunity to fix their home and stabilize their life.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

NWHP has been fortunate to receive \$200,000 in CDBG funds for this program for the past three years. In addition, as we revolve these funds, we have taken in almost \$100,000 of additional funds which we have deployed to these neighborhoods.

Overall, over the last three years, through CDBG/CIB contract dollars and program income, we have received \$695,646.44 in funds, for this program and, over this time period, we have disbursed \$572,891.67 of these funds. As of today, we have \$122,754.77 in funds remaining from our 2017 contract as well as \$140,000 in funds available from the 2018 contract which we just signed. At this time, we have \$458,191 in commitments for this specific program and these specific neighborhoods, far exceeding the funds we have available from our 2017 and 2018 contracts. The additional dollars will need to come from our 2019 contract when those funds are available later this year. We will not likely have any funds available for this program in 2020 when the funds from this request would start.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$18,580.44	\$200,000.00	\$218,580.44	\$0.00
2016	\$16,420.00	\$200,000.00	\$216,420.00	\$0.00
2017	\$60,646.00	\$200,000.00	\$137,891.23	\$122,754.77
Total	\$95,646.44	\$600,000.00	\$572,891.67	\$122,754.77

Available CDBG Balance: \$122,754.77

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	8	0	0	8
2016	13	0	0	13
2017	9	0	0	9
Total	30	0	0	

Combined total over all 3 years: 30

Number Served (Individuals, Households, Business)

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

Over the three year period above, utilizing the \$600,000 we received via CIB, we provided 30 families with a home improvement loan through our Greenline Home Improvement Loan Program. With our average loan size just over \$35,000, that is a great return on investment for the City of St. Paul (almost 2:1).

In addition to helping 30 families through the CIB funds provided for the Greenline Home Improvement Loan Program, we also leveraged these funds for additional investments into St. Paul. Over the 3 year look back period above, NWHP received \$1,800,000 in CIB funds in which we helped 92 families fix their home. In addition, we leveraged this \$1,800,000 investment from the City of St. Paul to independently fundraise additional resources. In total, over the last three years, we provided 395 St. Paul families with funds to buy or fix their home totaling \$5,195,012 in capital invested directly into St. Paul for St Paul families. This means that NWHP was able to turn our \$1,800,000 investment from the City of St. Paul into \$5,195,012 in funds - nearly a 3:1 leverage ratio.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

At this time, we have a outstanding CDBG balance of \$122,754.77 for our Greenline Home Improvement Program. \$91,883 of these funds are currently sitting in an escrow account from loans that have closed as we await contractor's work completion, primarily due to the weather. We have fully committed the entire 2018 contract

Type of Property	Address	Level of Commitment*	Amount
Residential	6XX Lafond Ave	Under Contract	\$4,891.00
Residential	8XX Blair Ave	Under Contract	\$1,470.00
Residential	8XX Edmund Ave	Under Contract	\$1,895.00
Residential	XX Lyton Place	Under Contract	\$4,390.00
Residential	8XX Dayton Ave	Under Contract	\$28,909.00
Residential	7XX Englewod Ave	Under Contract	\$228.00
Residential	9XX Aurora Ave	Under Contract	\$27,019.00
Residential	6XX Blair Ave	Under Contract	\$6,366.00
Residential	10XX Jameson St	Under Contract	\$13,615.00
Residential	14XX Charles	Under Contract	\$3,100.00
Residential	2XX Sherburne Ave	Approved	\$25,000.00
Residential	9XX Fuller Ave	Approved	\$30,000.00
Residential	6XX St Anthony Ave	Approved	\$25,000.00

Type of Property	Address	Level of Commitment*	Amount
Residential	6XX Fuller Ave	Approved	\$12,500.00
Residential	11XX Selby Ave	Approved	\$25,000.00
Residential	4XX Van Buren	Approved	\$25,000.00
Residential	9XX Carroll Ave	Approved	\$51,408.00
Residential	17XX Hewitt Ave	Approved	\$25,000.00
Residential	6XX Blair Ave	Approved	\$25,000.00
Residential	7XX Carroll Ave	Approved	\$25,000.00
Residential	12XX Blair Ave	Approved	\$22,400.00
Residential	10XX Englewood	Application Received	\$25,000.00
Residential	5XX Van Buren	Application Received	\$25,000.00
Residential	5XX Thomas Ave	Application Received	\$25,000.00

Add Row Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

While all requested funds will be used for residential purposes, NWHP's home improvement projects do provide work for many contractors and business people involved in the construction field which create and improves job opportunities within St. Paul and these specific neighborhoods. NWHP utilizes numerous contractors from the CERT and Section 3 lists. Homes are made safe with an improved streetscape. Businesses benefit through the purchase of supplies to fix the homes.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: North End Revitalization Fund

Proposing Agency, group, or Individual: NeighborWorks Home Partners

Proposer's Address: 533 North Dale Street, St. Paul, MN 55103

Contact Person: Jason Peterson

Phone Number: 651-348-5072

Primary E-mail Address: jpeterson@nwhomepartners.org

Address or Cross Streets of Proposed Project: Scattered Site Single Family Homes

Citizen Participation District(s): 6, 10

City Council Ward(s): 4,5

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14A - Rehab; Single-Unit Residential

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NeighborWorks Home Partners' (NWHP) North End Revitalization Fund provides home improvement loans and accompanying construction management services to help low-to-moderate income homeowners make health and safety repairs to their single family homes in the North End and South Como neighborhoods in St. Paul.

The North End Revitalization Fund is unique as it is the only program with dedicated resources for the North End and South Como neighborhood of St. Paul. Not only is the North End one of the most diverse neighborhoods in the City, it is also, by almost all measurable standards, the most economically disadvantaged neighborhoods in the City. While there are other programs that provide home improvement resources to families in these neighborhoods, these resources are not dedicated or earmarked for these neighborhoods and are often expended in other parts of the City. This program ensures targeted outreach occurs and funds are set aside to help low to moderate income families living in these neighborhoods repair their owner occupied homes. NWHP also leverages these funds to raise additional capital to invest directly into these specific neighborhoods in St. Paul.

b. Brief overview of, including mission, vision, and major areas operation.

NWHP's mission is "Empowering individuals and communities by helping people buy, fix and keep their homes." Our vision is that all families have a home. Operating as a NeighborWorks America Homeownership Center, NWHP takes a holistic approach by providing the full-cycle of homeownership programs to help St. Paul families build, buy, fix and keep what is likely one of the biggest investments in their lives – their home.

NWHP was created from the coming together of three smaller neighborhood based organizations - Community NHS, Greater Frogtown CDC and Sparc. The mission of Sparc, founded in 2003, was to create and maintain healthy, affordable and sustainable neighborhoods by improving residential and commercial vitality in the North End, South Como, and Hamline Midway neighborhoods of Saint Paul. Following our merger in 2014, NWHP began operating Sparc's programs and, at that time, we made a commitment to these specific neighborhoods and the community to continue to provide targeted programming to the North End and South Como neighborhoods of St. Paul.

To meet our mission, NWHP helps prepare potential homebuyers through financial capabilities education, one-on-one pre-purchase mortgage counseling and homebuyer education workshops. NWHP also offers down payment assistance to assist low and moderate income households in purchasing a home. After the purchase, NWHP offers home improvement loans with flexible terms and lower interest rates to households that wouldn't generally qualify for a loan from traditional lending institutions. NWHP also offers refinance assistance and one-on-one foreclosure prevention and mitigation counseling to help homeowners who are unable to afford their mortgage payments. In addition, NWHP also develops affordable single family housing including new construction and rehabilitation of existing homes and sells these homes to low to moderate income families and operates a land trust in St. Paul.

NWHP was chartered as a NeighborWorks America organization in 1982 and designated a NeighborWorks HomeOwnership Center in 2007. In 2001, NWHP was certified by the U.S. Department of the Treasury as a Community Development Financial Institution (CDFI) and our designated target market is the City of St. Paul. This designation allows NWHP to secure additional capital investments from the Federal Government, State Government, banks and foundations to invest into St. Paul neighborhoods. NWHP is also licensed with the Nationwide Mortgage Licensing System & Registry (NMLS), a requirement to legally operate lending programs. NWHP is also a HUD approved counseling agency and FHA down payment assistance lending provider in St. Paul.

c. How long have you been an organization?

In an effort to provide lower overhead costs and more efficient services for the City of St. Paul, in 2014, three neighborhood based organizations joined together to create NeighborWorks Home Partners. These three organizations were Sparc, Community NHS and Greater Frogtown CDC, all of which had specific neighborhood focused programs. Our organization has continuously operated a CDBG funded home improvement loan program for the past 38 years and, combined, the three organizations have over 80 years experience administering such a program. For the past 5 years since the merger, NWHP has specifically administered a North End and South Como focused home improvement program and we remain committed to providing this vital service as long as the need remains within these neighborhoods.

The age and condition of Saint Paul's housing stock requires intensive preservation efforts; the median age of residential units in the City is 69 years old. Exposure to lead paint and mold, energy inefficiencies, and other health and safety issues is prevalent. Our lending programs are focused on two of the top ten priorities listed in the City of St. Paul's 2015-2019 Consolidated Plan (3rd - housing rehabilitation assistance and 8th - increase homeownership opportunities) and we would utilize these funds to directly address the #3 priority in this plan by targeting two neighborhoods in need of this service – North End and South Como.

d. Who do you serve (be specific)?

NWHP is a full service homeownership center with our office located in the heart of St. Paul in the Frogtown neighborhood one block from a Greenline stop. As the CIB funding opportunity is for a two year period, below is data on the families we helped over the last 2 years. Over that time period, we have assisted 1,716 families on homeownership related matters. Through this work, we helped 585 families buy a home and 115 families preserve their housing, primarily through our home improvement program. That means, over the last two years, we have helped 700 families buy, fix or keep their homes - not bad for a small non-profit with a staff of 16.

Here are some numbers on the families we worked with specifically in St. Paul over the last two years:

- Provided 929 St. Paul families with vital homeownership services – more than one a day.
- Provided 87 St. Paul homeowners with funds and project management expertise to make health and safety repairs to the homes. This included \$1,745,352 in capital provided directly to these families.
- Provided 184 St. Paul families with down payment funds to achieve their dream of homeownership. This included \$1,487,500 in capital provided directly to these families.
- Provided 658 St. Paul families with homeownership counseling and education to help them attain and maintain what is likely one of the biggest investments in their lives – their home.

The City of St. Paul is a very diverse region from a racial/ethnic, age, and socio-economic standpoint. NWHP is proud of the fact that our traditional service patterns have shown service to minority communities and lower income communities in proportion to their representation in the population. In FY18, of the 821 clients served, 45% were white, 27% were African American, 19% were Asian, 8% were Hispanic and 1% were Native American. In St. Paul, those population percentages are, respectively, 60%, 16%, 15%, 9% and 1%.

The primary population that NWHP's serves, from a demographic standpoint, are very low-low-moderate income families, which are defined by HUD as having a household income at less than 80% of the area median income (AMI). Over 75% of households in St. Paul are under this AMI, evidencing great need in these neighborhoods. In the past year, 12% of the clients we served had a household income below 30% while 25% had an income between 30%-50% AMI. 37% of the families we served had an income between 50%-80% AMI. Overall, 75% of the families we work with are under 80% AMI, mirroring St. Paul's population.

The Twin Cities is home to a growing number of southeast Asian refugee families including Hmong (the 2nd-largest population in the U.S.) and more recently, Karen refugees from Myanmar. The North End has seen one of the larger influxes of Karen refugees in St. Paul and NWHP has begun partnering with groups such as Karen of Minnesota to address their housing needs. NWHP has a full-time Hmong staff member to serve clients in the Hmong population who choose to receive services in their native language. Another area of growing need we have seen are loans for the Hispanic community. NWHP has two full time Spanish speaking staff members and we are able to serve clients in the Hispanic community who choose to receive services in their native language.

The focus neighborhoods of the North End Revitalization Fund are the North End and South Como neighborhoods. From a demographic standpoint, the North End is the most economically disadvantaged neighborhood in St. Paul. The median household income in the North End is less than \$35k, which is less than any other neighborhood across the City. Almost half of the families living in the North End make under \$35k a year, compared to just 26% for the entire City. Almost half of all North End families are cost burdened meaning they pay more than 30 percent of their income for housing, compared to just 36% for rest of the City. The need for resources and services to low-to-moderate income families in these neighborhoods is great and our track record evidences our ability to meet this community need.

e. How do you serve (be specific)?

Administration of our home improvement lending program, including this program focused on the North End and South Como neighborhoods of St. Paul, is our primary line of business. Through this program, we will provide below market rate amortizing, deferred due-on-sale and forgivable loans to homeowners living in the North End and South Como that wouldn't generally qualify for a loan from traditional lending institutions. These loans are limited to health and safety related repairs and improvements to their owner occupied homes.

A key to our success in this program is that NWHP staff spend significant time forging strong relationships in the North End and South Como. We attend District Council meetings for both 6 and 10, formally sit on the North End

Land Use Committee, actively participate in the North End Development Team and are a member and regularly attend North End Business Association meetings. We work closely with the offices of Ward 4 and 5 of the City Council. Since our last CIB proposal, NWHP has invested in a Business Development Coordinator to specifically create and foster relationships with potential customers, community referral partners, and housing industry professionals. We also partner closely with non-profits and other services providers serving these neighborhoods including Open Cities, St Paul Public Libraries, Wilder Foundation, NENDC, ESND and Twin Cities Habitat for Humanity. We also participate in a number of neighborhood specific outreach events including the Marydale Festival, events at the Rice Street Rec Center, District 10 outreach events, Hmong Freedom Festival and the Rice Street parade. The end result of this work is a significant number of families living in these neighborhoods reaching out to us for help fixing their homes. NWHP has also started hosting open houses in the community to not only inform families about our services but also connect with contractors and community partners to better educate the community at-large on this program.

As the North End has a higher percentage of younger families and more millennials are buying homes coupled with the fact that the general public is becoming more tech savvy, we feel it is important to have a strong on-line presence. To that end, we have recently spent significant time optimizing our website and increasing outreach in these areas. Our search engine optimization has paid off with our site being top ranking in many homeownership-related terms. The site had 4,782 new visitors in the last quarter alone. Targeted online advertising has been focused on Facebook and Instagram for our home repair program. Ads feature customers from diverse backgrounds and are shown to people with an interest in homes determined by a variety of interest areas. In the past quarter, our ads had 49,060 views with 1028 clicks, interactions, or ticket purchases. We also understand that this isn't the preferred method for all families and our centrally located office is always available for drop-ins and phone calls.

Once we make this connection, families work with our Lending Advisers who help them complete the paperwork necessary to apply for our program. We employ staff fluent in the following language competencies to assist in this work: English, Spanish and Hmong. We also work with partner organizations such as Karen of Minnesota to provide services in additional languages.

Once the loan application is complete, an experienced Construction Specialist helps families prioritize and coordinate their home improvement projects. After completion of a whole house inspection, we assist families in obtaining and evaluating contractor bids. Once a loan is closed, we escrow all funds in-house and do not provide payments to contractors until we have verified work is complete. NWHP does not charge the homeowner any costs, including closing costs or project management costs, for this service.

f. What sets you apart from other organizations? Are there organizations serving the same community?

A number of factors set NWHP apart from other organizations serving St. Paul. First, NWHP uses our CIB investment as base leverage to raise additional funds to help more low-to-moderate income families across St. Paul fix their homes. Over the last two years, NWHP was fortunate to receive \$1,200,000 in CDBG funds to provide home improvement loans to families living in St. Paul. Using the CDBG dollars as base leverage, we were able to raise additional capital and provided loans totaling \$3,232,852 directly to St. Paul families. Put another way, for every dollar the City of St. Paul invested in NWHP, we were able to raise an additional one and half dollars of other funds. We take our stewardship of CIB funds very seriously and remain committed to raising additional dollars through other channels for further investment into St. Paul communities but the only way we can seek these additional investments is with the base leverage these CIB funds provide.

In addition to fundraising for dollars to augment our CIB award, we also raise funds to compliment this program. For example, we raised over \$1.5 million dollars from federal and private sources to help St. Paul families with an income up to 120% AMI fix their homes and we are able to offer this program for folks that aren't eligible for our CIB program. While we are very proud our leverage ratio for this recent CIB award was just over 1.5:1, our goal for this upcoming award is a 2:1 leverage ratio. For the North End Revitalization Fund specifically, we have independently fundraised \$180,000 in capital from Minnesota Housing as match funds just for this program. In order to receive these MHFA dollars, we need base leverage and we were able to use our CIB award for this purpose.

A second differentiating factor is that we are able to provide larger loans and loans to families at higher incomes providing a service that is not offered by the City of St. Paul or any other provider. At this time, we are able to provide loans up to \$85,000. This allows us to help families with larger projects, a niche no one else is able to fill. Unlike other programs such as the City of St. Paul's program, through this program, we also ensure these dollars are invested within the North End and South Como neighborhoods, which have a heightened need for this service.

The third factor that differentiates us from other similar programs is our on the ground presence. Through this intentional work which is detailed in the previous question, we receive a significant number of referrals from folks in the community. At this time, we are receiving about 40 calls a week for our programs, which equates to over 2,000 inquiries a year. Given our strong track record and reputation in the community, we are a trusted source of this service and can ensure these funds are deployed to families truly in need.

Finally, we provide a holistic approach to homeownership helping families at any point in the homeownership continuum, which is unique. We help families not only navigate the home improvement process but can also help them with any of their other homeownership needs such as financial wellness, refinance and foreclosure counseling.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

At this time, NWHP is applying for \$250,000 in CDBG funds for FY20 and \$250,000 in CDBG funds for FY21 to continue our successful North End Revitalization Fund program – for a total of \$500,000. We are applying for this amount due to our strong track record for this program and because the need in these neighborhoods is great.

As mentioned above, by most any measurement or metric, the North End of St. Paul is the most economically disadvantaged neighborhood in the City. While it is noted above that the North End has the lowest median income in the City, what's most troubling is that household income is headed in the wrong direction. In the North End, the median household income has dropped from \$45,091 in 1999 to \$34,944 in 2016. This drop of more than 20% comes at a time when many other St. Paul neighborhoods and neighborhoods across the country saw gains. This means North End families have even less income now than they did 15 years ago to make necessary repairs to their homes, without even adjusting for inflation and rising costs. In addition to lower income, these neighborhoods also have some of the youngest families in St. Paul, meaning less money in a savings account for families to address needed house repairs. Given these trends and the strong need for this program we have experienced recently, we do not see this need decreasing in 2020 and 2021.

b. What will the funding be used for?

We are seeking funds to continue this successful and long standing program that has been providing this important resource to these neighborhoods for the last 24 consecutive years. Funds will be used in the form of below market rate amortizing, deferred due-on-sale and forgivable loans to eligible low-to-moderate income homeowners residing in District 6 and 10 of St. Paul. If awarded these funds, NWHP would be able to help at least 20 low-to-moderate income families in these core neighborhoods fix their home and, with the combined leverage, NWHP would be able to help 180 St. Paul families fix their home through our home improvement lending program over this time. NWHP remains committed to utilizing this specific CIB award to leverage additional funds for these core St. Paul neighborhoods.

This program directly addresses the third highest priority listed in the City of St. Paul's 2015-2019 Consolidated Plan and is limited to families who own a home in the North End or South Como – two neighborhoods that have been hit hard by the housing crisis and have not received much in the way of funding to help offset the negative impacts this has had on the housing stock and the families living in these homes.

The need for this program has also been highlighted in the Ten for the North End initiative recently launched by the City of St. Paul. This initiative was based on the fact that, by most measures, demographics of the families living in the North End evidence great need but City resources have not been provided to this neighborhood proportionally to both this need or at a rate in which these resources have been provided to other neighborhoods. This grant request aligns perfectly for this initiative and would stimulate an investment and meet a core need to support the single family housing stock within this neighborhood. Unlike other CIB requests for home improvement loans, this program ensures CIB dollars are invested in North End.

c. How did you determine the amount?

Over the last two years, NWHP has been extremely fortunate to receive \$200,000 a year in CDBG dollars from the City of St. Paul to provide grants and loans to low-to-moderate income families in these harder hit neighborhoods to fix their homes. We utilize this investment as base leverage to attract additional capital to help even more families as detailed above.

We are requesting this amount based on our extensive experience operating this program, feedback and support from the community and the continued need evidenced in these neighborhoods. At this time, we have \$95,000 remaining from our 2017 award. As of today we have closed a number of loans and are just awaiting work to be complete on \$85,446 in funds, virtually depleting our 2017 award. In addition, we have loan commitments to

specific families/houses for an additional \$140,000 in funds, virtually depleting the 2018 award we just got under contract meaning we will need to pause this program until our 2019 funds are under contract. It is highly likely we will have any funds remaining for this program in 2020 when the funds from this contract would be available.

d. How many households or businesses will be served and where are they located?

If awarded these funds, NWHP would be able to help at least 20 low-to-moderate income families living in District 6 and 10 fix their home and, with the combined leverage, NWHP would be able to help 180 St. Paul families fix their home through our home improvement lending program over the two year period.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project costs for this program will far exceed this request and NWHP is committed to continuing to independently fundraise additional leverage utilizing this request as base capital. Over the last two years, NWHP has provided \$3,232,852 in loans to families in St. Paul. Over that time period, we have incurred just under \$1,000,000 in expenses to operate this program and deploy these funds. That means that, overall, our total project costs for our St. Paul lending programs over the last two years was approximately \$4.2 million. Over that time period, we received \$1.2 million, which is a great return on investment for St. Paul.

We have been able to raise additional dollars effectively from other sources by using our CIB award as base leverage. We are committed to doing that again if we are fortunate to receive a 2020/2021 CIB award but it will be nearly impossible to get additional funds without first receiving our CIB award.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

As evidenced by the City's Ten for the North End initiative, there is no disputing the need for additional resources for the many low-to-moderate income families living in the North End. The North End is also a diverse neighborhood. While almost 53% of St. Paul's population is white, less than 28% of the North End's population is white. This limited investment of housing resources adversely affects communities of color. Continued migration of refugees from Myanmar also add to the neighborhood's diversity yet most of these households have lower incomes. NWHP provides all of our services in Hmong, as well as English and Spanish, in a culturally competent manner, including this program. The work of this program will complement the commercial aspects of Ten for the North End initiative very well and be a driver for its success.

Many North End families are unable to secure funds from another source and will likely need to live in an unsafe or unhealthy situation or try to scrap together funds to make these repairs if not for NWHP administering this crucial program. This program will ensure that there are dedicated funds to help low to moderate incomes families living in the North End and South Como health and safety repairs to their owner occupied homes.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

NWHP has been fortunate to receive \$200,000 in CDBG funds for this program for the past three years. In addition, we have recently started to revolve these funds and we have taken in over \$36,000 of additional funds which we have deployed to these neighborhoods. We also received a one time allotment of capital in the amount of \$71,140.27 which were funds formally earmarked for Sparc.

Overall, over the last three years, through CDBG/CIB contract dollars and program income, we have received \$707,728.12 in funds for this program and we have disbursed \$588,977.50 of these funds, evidencing strong usage of these dollars for this purpose. As mentioned above, virtually all of the remaining 2017 funds have been committed to projects (loans have closed with specific homeowners) and we are just awaiting completion of construction to close-out and disburse the remaining funds. We have also virtually committed all of our 2018 dollars to projects in which funds have been committed and we are just awaiting the loan closing. As a result, we do not anticipate having any funds available in 2020 when this contract would start and it is likely we will need to pause this program even before then until these funds are available given the demand we have seen.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
--	----------------	----------------------	-----------------	------------------

Three Year History of CDBF Funding				
2015	\$3,316.65	\$200,000.00	\$203,316.65	\$0.00
2016	\$14,982.91	\$271,140.27	\$286,123.18	\$0.00
2017	\$18,288.29	\$200,000.00	\$99,537.67	\$118,750.62
Total	\$36,587.85	\$671,140.27	\$588,977.50	\$118,750.62

Available CDBG Balance:

\$118,750.62

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	6	0	0	6
2016	11	0	0	11
2017	8	0	0	8
Total	25	0	0	

Combined total over all 3 years:

25

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

Over the three year period above, utilizing the \$600,000 we received via CIB, we provided 25 families with a home improvement loan. With our average loan size just over \$35,000, that is a strong return on investment for the City of St. Paul. Many homes in the North End and South Como suffer greatly from deferred maintenance issues which often lead to developing additional home problems such as a leaking roof that leads to water damage which leads to ruined insulation and mold build up and this program is a critical resource to help families before problems snowball.

In addition to helping 25 families through the CIB funds provided for this program, we also leveraged these funds for additional investments into St. Paul. Over the three year look back period above, NWHP received \$1,800,000 in CIB funds in which we helped 92 families fix their home. In addition, we leveraged this \$1,800,000 investment from the City of St. Paul to independently fundraise significant additional resources. In total, over the last three years, we provided 395 St. Paul families with funds to buy or fix their home totaling \$5,195,012 in capital invested directly into St. Paul for St. Paul families. This means that NWHP was able to turn our \$1,800,000 investment from the City of St. Paul into \$5,195,012 in funds - nearly a 3:1 leverage ratio.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

At this time, we have a outstanding CDBG balance of \$118,750.62 for our North End Revitalization Fund. The majority of these funds are currently sitting in an escrow account from loans that have closed as we await contractor's work completion, primarily due to the weather. We have also almost fully committed the entire 2018

Type of Property	Address	Level of Commitment*	Amount
Residential	12XX Blair Ave	Under Contract	\$785.00
Residential	5XX Simpson St	Under Contract	\$2,210.00
Residential	14XX Minnehaha Ave	Under Contract	\$1,888.00
Residential	6XX Asbury	Under Contract	\$2,520.00
Residential	1XX Hatch	Under Contract	\$495.00
Residential	17XX Van Buren	Under Contract	\$1,512.00
Residential	10XX Arundel St	Under Contract	\$2,600.00
Residential	10XX Galtier Ave	Under Contract	\$390.00
Residential	6XX Fuller Ave	Under Contract	\$25,000.00
Residential	8XX Lexington Pkwy	Under Contract	\$10,046.00
Residential	1XX Case Ave	Under Contract	\$36,925.00
Residential	3XX Blair Ave	Under Contract	\$1,075.00
Residential	11XX Virginia St	Approved	\$25,000.00
Residential	8XX Parkview	Approved	\$25,380.00
Residential	10XX Arundel St	Approved	\$28,790.00
Residential	10XX Jameson St	Approved	\$13,197.50
Residential	14XX Charles	Approved	\$24,000.00
Residential	6XX Asbury	Approved	\$23,600.00

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

While all requested funds will be used for residential purposes, NWHP's home improvement projects do provide work for many contractors and business people involved in the construction field which create and improves job opportunities within St. Paul and these specific neighborhoods. NWHP utilizes numerous contractors from the CERT and Section 3 lists. Homes are made safe with an improved streetscape. Businesses benefit through the purchase of supplies to fix the homes.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: St. Paul Home Improvement Loan Fund

Proposing Agency, group, or Individual: NeighborWorks Home Partners

Proposer's Address: 533 North Dale Street St. Paul, MN 55103

Contact Person: Jason Peterson

Phone Number: 651-348-5072

Primary E-mail Address: jpeterson@nwhomepartners.org

Address or Cross Streets of Proposed Project: Scattered Site Single Family Homes

Citizen Participation District(s): 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17

City Council Ward(s): 1, 2, 3, 4, 5, 6, 7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14A - Rehab; Single-Unit Residential

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NeighborWorks Home Partners' (NWHP) St. Paul Home Improvement Loan Fund provides home improvement loans and construction management services to help low-to-moderate income homeowners make health and safety repairs to their owner occupied homes throughout the City of St. Paul with a focus on underrepresented neighborhoods and overall city-wide coverage and support.

There are several factors that differentiate the St. Paul Home Improvement Loan Fund from other programs. First, NWHP uses our CIB investment as base leverage to raise additional funds to help more low-to-moderate income families across St. Paul fix their homes. Second, we work closely with District Council offices, City Council offices and partners in the community to ensure the funds we lend get into the hands of St. Paul residents that truly need this resource through relationship building and on the ground outreach. Third, we are able to provide larger loans and loans to families at higher incomes providing a service that is not offered by the City of St. Paul or any other provider. Fourth, we work with communities to create a loan product that is responsive to community needs and, as a non-profit, we are able to be nimble to make these changes. Finally, we provide a holistic approach to homeownership helping families at any point in the homeownership continuum including support through our the loan application and construction process for each loan provided.

b. Brief overview of, including mission, vision, and major areas operation.

NWHP's mission is "Empowering individuals and communities by helping people buy, fix and keep their homes." Our vision is that all families have a home. Operating as a NeighborWorks America Homeownership Center, NWHP takes a holistic approach by providing the full-cycle of homeownership programs to help St. Paul families build, buy, fix and keep what is likely one of the biggest investments in their lives – their home.

To meet our mission, NWHP helps prepare potential homebuyers through financial capabilities education, one-on-one pre-purchase mortgage counseling and homebuyer education workshops. NWHP also offers down payment assistance to assist low and moderate income households in purchasing a home. After the purchase, NWHP offers home improvement loans with flexible terms and lower interest rates to households that wouldn't generally qualify for a loan from traditional lending institutions. NWHP also offers refinance assistance and one-on-one foreclosure prevention and mitigation counseling to help homeowners who are unable to afford their mortgage payments. In addition, NWHP also develops affordable single family housing including new construction and rehabilitation of existing homes and sells these homes to low to moderate income families and operates a land trust in St. Paul.

NWHP was chartered as a NeighborWorks America organization in 1982 and designated a NeighborWorks America HomeOwnership Center in 2007. In 2001, NWHP was certified by the U.S. Department of the Treasury as a Community Development Financial Institution (CDFI) and our designated target market is the City of St. Paul. This designation allows NWHP to secure additional capital investments from the Federal Government, State Government, banks and foundations to invest into St. Paul neighborhoods. NWHP is also licensed with the Nationwide Mortgage Licensing System & Registry (NMLS), a requirement to legally operate community lending programs. NWHP is also a HUD approved counseling agency and down payment assistance lending provider in the City of St. Paul.

c. How long have you been an organization?

NeighborWorks Home Partners was founded in 1981 to provide affordable home improvement loans utilizing City of St. Paul CDBG funds to low-to-moderate income families living on St. Paul's Westside. Originally called Westside NHS, we changed our name to Community NHS and more recently, NeighborWorks Home Partners, as we expanded our services, both programmatically and geographically, across the entire City of St. Paul. In 2014, NWHP began administering the CDBG funded housing rehabilitation programs formally administered by Greater Frogtown CDC and Sparc. Despite our modest growth, NWHP's core service and backbone of our organization for the last 40 years is our home improvement lending program utilizing City of St. Paul CDBG funds to help homeowners living in the core neighborhoods of St. Paul.

d. Who do you serve (be specific)?

NWHP is full service homeownership center with our office located in the heart of St. Paul in the Frogtown neighborhood. As this CIB funding opportunity is for a two year period, below is data on the families we helped over the last 2 years. Over that time period, we have assisted 1,716 families on homeownership related matters. Through this work, we helped 585 families buy a home and 115 families preserve their housing. That means, over

the last two years, we have helped 700 families buy, fix or keep their homes - not bad for a small non-profit with a staff of 16 employees.

Here are some numbers on the families we worked with in St. Paul over the last 2 years:

- Provided 929 St. Paul families with vital homeownership services – more than one a day.
- Provided 87 St. Paul homeowners with funds and project management expertise to make health and safety repairs to the homes. This included \$1,745,352 in capital provided directly to these families.
- Provided 184 St. Paul families with down payment funds to achieve their dream of homeownership. This included \$1,487,500 in capital provided directly to these families.
- Provided 658 St. Paul families with homeownership counseling and education to help them attain and maintain what is likely one of the biggest investments in their lives – their home.

The City of St. Paul is a very diverse region from a racial/ethnic, age, and socio-economic standpoint. NWHP is proud of the fact that our traditional service patterns have shown service to minority communities and lower income communities in proportion to their representation in the population. In FY18, of the 821 clients served, 45% were white, 27% were African American, 19% were Asian, 8% were Hispanic and 1% were Native American. In St. Paul, those population percentages are, respectively, 60%, 16%, 15%, 9% and 1%.

The primary population that NWHP's serves, from a demographic standpoint, are very low-low-moderate income families, which are defined by HUD as having a household income at less than 80% of the area median income (AMI). Over 75% of households in St. Paul are under this AMI, evidencing great need in these neighborhoods. In the past year, 12% of the clients we served had a household income below 30% while 25% had an income between 30%-50% AMI. 37% of the families we served had an income between 50%-80% AMI. Overall, 75% of the families we work with are under 80% AMI, mirroring St. Paul's population.

The Twin Cities is home to a growing number of southeast Asian refugee families including Hmong (the 2nd-largest population in the U.S.) and more recently, Karen refugees from Myanmar. NWHP has a full-time Hmong staff member to serve clients in the Hmong population who choose to receive services in their native language. Another area of growing need we have seen are loans for the Hispanic community. NWHP has two full time Spanish speaking staff members and we are able to serve clients in the Hispanic community who choose to receive services in their native language.

e. How do you serve (be specific)?

Our home improvement lending program is our primary line of business and we provide below market rate amortizing, deferred due-on-sale and forgivable loans to homeowners in St. Paul that wouldn't generally qualify for a loan from traditional lending institutions. These loans address health and safety related repairs and improvements to a family's owner occupied homes.

NWHP staff spend significant time forging strong relationships in neighborhoods all across St. Paul. We attend District Council and Land Use meetings, we work with Ward offices, we partner with non-profits/libraries/schools and other service providers in various communities, we attend outreach events in all St. Paul neighborhoods, and we market all across St. Paul. We feel these personal connections are very important to ensuring the community is aware of this vital program and can connect families to us when the need arises.

We have also recently started several initiatives to better inform families and partners of our work. We have launched a monthly "Networking with NeighborWorks" meeting in which industry professionals join us at our office in St. Paul to talk about resources for homeowners. We have also recently started hosting open houses at the homes we develop throughout St. Paul with a focus on our home improvement program. The three open houses we have held so far have been well attended and we have received over a half dozen home improvement applications from this unique outreach tool. To promote these open houses, we distribute door hangers in the community with information on our home improvement programs as well. We have also connected with several contractors which we now work with in our home improvement program through this process.

As more homeowners are seeking services on-line, our website is being continually reviewed and edited to optimize visitor experience and improve customer conversion. Our search engine optimization has paid off with our site being top ranking in many homeownership-related terms. The site had 4,782 new visitors in the last quarter alone. We have also done some targeted online advertising in Facebook and Instagram for our home repair program. Ads feature customers from diverse backgrounds and are shown to people with an interest in homes determined by a variety of interest areas. In the past quarter, our ads had 49,060 views with 1028 clicks, interactions, or ticket purchases. We understand that this isn't the preferred method for all families but is an important tool in our toolbox.

We feel a unique aspect of this program is the combination of citywide coverage with our multi-pronged outreach

efforts. We are intentional about connecting with partners from all across St. Paul to ensure we are able to have a touch point with low income families that likely would not have otherwise been aware of this important program. This ground work allows us to reach underserved families that truly need this service from all corners of St. Paul. From the elderly couple living on a fixed income in Highland to the immigrant family living on the West-side to the family who has lived in Rondo for 60 years - our outreach connects with all of these folks and more.

Once we make this connection, families work with our Lending Advisers who help them complete the paperwork necessary to apply for our program. We employ staff fluent in the following language competencies to assist in this work: English, Spanish and Hmong. We also work with partner organizations to provide services in the additional languages. Our Lending Advisers walk a family through the application to ensure a timely and successful completion of this process.

Once this portion is complete, an experienced Construction Specialist, a general contractor, helps families prioritize and coordinate their home improvement projects. After completion of a whole house inspection, we assist families in obtaining and evaluating contractor bids. Once a loan is closed, we escrow all funds in-house and do not provide payments to contractors until we have verified work is complete by both the homeowner and our Construction Specialist. NWHP does not charge the homeowner any costs, including closing costs or project management costs, for this program.

f. What sets you apart from other organizations? Are there organizations serving the same community?

A number of factors set NWHP apart from other organizations serving St. Paul. First, NWHP uses our CIB investment as base leverage to raise additional funds to help more low-to-moderate income families across St. Paul fix their homes. Over the last two years, NWHP was fortunate to receive \$1,200,000 in CDBG funds to provide home improvement loans to families living in St. Paul. Using the CDBG dollars as base leverage, we were able to raise additional capital and provided loans totaling \$3,232,852 directly to St. Paul families over that time period. Put another way, for every CDBG dollar the City of St. Paul invested in NWHP, we were able to raise an additional one and half dollars of other funds that we invested directly into St. Paul. We take our stewardship of CIB funds very seriously and remain committed to raising additional dollars through other channels for further investment into St. Paul communities but the only way we can seek these additional investments is with the base leverage these CIB funds provide. In addition to fundraising for dollars to augment our CIB award, we also raise funds to compliment this program. For example, we raised over \$1.5 million dollars from federal and private sources to help St. Paul families with an income up to 120% AMI fix their homes and we are able to offer this program for folks that aren't eligible for our CIB program. While we are very proud our leverage ratio for this recent CIB award was just over 1.5:1, our goal for this upcoming award is a 2:1 leverage ratio.

The second factor that differentiates us from other similar programs is our on the ground presence. Through this intentional work, we receive a significant number of referrals from folks in the community. At this time, we are receiving about 40 inquiries a week for our programs, which equates over 2,000 families reach out to us for our housing expertise. Given our strong track record and reputation in the community, we are a trusted source of this service and can ensure these funds are deployed to families truly in need in all neighborhoods of St. Paul. As a non-profit, we are also able to tailor our loan programs to be responsive to community needs, which separates us from other providers.

A third factor is that we are able to provide larger loans and loans to families at higher incomes providing a service that is not offered by the City of St. Paul or any other provider. At this time, we are able to provide loans up to \$85,000 all across St. Paul. This allows us to help families with larger projects, a niche no one else is able to fill. We are also able to fill in for other providers with neighborhood specific programs when necessary. NWHP has operated a revolving loan fund for almost 40 years and we have a robust loan pool. As a result of our strong work making good loans over this time period, we also take in payments and revolve this capital. Over the last three years, we have averaged \$200,000 in program income each year, which is equal to our award for this program, a further benefit NWHP provides.

Finally, we provide a holistic approach to homeownership helping families at any point in the homeownership continuum. We help families not only navigate the home improvement process but can also help them with any of their other homeownership needs such as financial wellness, refinance and foreclosure counseling.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

NWHP is applying for \$250,000 in CDBG funds for FY20 and \$250,000 in CDBG funds for FY21 to fund our St. Paul Home Improvement Loan Program – for a total of \$500,000. Due to the basic fundamental importance of a safe

and healthy home, this program is critical to preserve the aging housing stock in St. Paul, as many houses in need of repairs would not likely be fixed without this program. The funds requested will not meet the need in the community for this program but will be a good start and provide base leverage for NWHP to raise additional funds for this work

Homeowners often find it challenging to keep up with the demands of maintenance and upkeep as well. Many are cautious about taking on additional debt to make costly repairs. Others would benefit from a "helping hand" to assess what is needed, and identify quality services to make the repairs. Ensuring that this housing stock is preserved and maintained is of utmost importance to the city, the neighborhood, and the families that call it home.

b. What will the funding be used for?

These funds would be used in the form of below market rate amortizing, deferred due-on-sale and forgivable loans to eligible low-to-moderate income homeowners residing in the City of St Paul and would not be restricted to a specific neighborhood. If awarded these funds, NWHP would be able to help at least 20 low-to-moderate income St. Paul families fix their home and, with the combined leverage, NWHP would be able to help 180 St. Paul families fix their home through our home improvement lending program over this time. NWHP's home improvement loan program is limited to health and safety related improvements which directly remedies specific safety issues that pose dangers to St. Paul residents and the community. All homes will have a health and safety inspection, lead and radon testing and a complete scope of work written up.

Our home improvement program has been designed for families that would likely be turned down for the same loan from most traditional lending institutions all while being able to keep delinquency rates low and capital revolving to help more and more families in need. In addition, NWHP works closely with emerging and underserved markets in St. Paul, providing access to capital that they normally might not be able to access.

NWHP' St. Paul Home Improvement Loan Fund plays a critical role and is of great importance in maintaining and preserving one of the most important assets of the City of St. Paul – the single family housing stock. NWHP' home improvement loans directly improve the structural and mechanical integrity of single family homes. These projects also improve the functionality of these homes through the various improvements made as a result of this work. This is of critical importance as the average age of the housing stock in St. Paul is almost 70 years old and is in need of years of deferred maintenance.

Home improvement projects funded through this program dramatically improve these assets, not only providing a major benefit to the homeowner but also the City, in the form of increased property values and tax base. When a home is improved through this program, it helps to improve the entire block and beyond. These improvements not only benefit the current residents, often extending their tenure in the home, but also improve the re-sale value of the home and make the home more appealing to the next generation of buyers.

c. How did you determine the amount?

We are requesting this amount based on our extensive experience operating this program and the continued need in our community. Over the last several years, we have seen the demand for this program increase significantly. While St. Paul has seen large increases in housing costs, specifically labor and building materials, incomes across St. Paul have not kept pace. As will be shown below, current demand exceeds funds available and we expect this trend to continue.

St. Paul's housing stock is aging and many homes are in need of repairs due to deferred maintenance and compounded by our harsh winters. The average age of a residential unit in St. Paul is 69 years old. By measurable metrics, this puts St. Paul's housing stock as some of the oldest across the country for major metropolitan cities. In cities that most would consider to be much older, the difference is not that great - the average age of the housing stock in Boston is 74 years old and in Chicago it is 75 years old. Over 43% of all St. Paul's homes were built before 1939, meaning almost half of all homes are 80 years old.

There are a total of 55,745 owner occupied units in St. Paul and just about half of St. Paul families are homeowners. 57% of single-family, duplex, and triplexes structures were built before 1930. Development of those structure types peaked in 1920s with one-fifth of them built during that decade. Couple the age of this housing stock with the fact that over 22% of St. Paul homeowners are cost burdened (meaning they pay more than 30 percent of their income for housing and may have difficulty affording necessities such as food, clothing, transportation, and medical care), you have a situation in which there is a major identified market need for home improvement capital and support across the entire City. According to a report created last year by the City of St. Paul, "with a housing stock predominated by structures nearing a century in age, working with property owners to ensure they are safe and well maintained is critical to the health and safety of city neighborhoods and residents."

The City of St. Paul does operate a program that helps to address this need but the demand is much greater than the resources the City has dedicated internally for this purpose, which is where our ability leverage funds becomes so important. In addition, our program is more expansive than the City's current program allowing us to help more families than the City's existing programs.

d. How many households or businesses will be served and where are they located?

If awarded these funds, NWHP would be able to help at least 20 low-to-moderate income St. Paul families fix their home and, with the combined leverage, NWHP would be able to help 180 St. Paul families fix their home through our home improvement lending program over this time. Families would be located throughout the City of St. Paul with a focus on targeted neighborhoods with higher need as well as very low/low income households in any part of the city.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project costs for this program will far exceed this request and NWHP is committed to continuing to independently fundraise additional leverage utilizing this request as base capital. Over the last two years, NWHP has provided \$3,232,852 in loans to families in St. Paul. Over that time period, we have incurred just under \$1,000,000 in expenses to operate this program and deploy these funds. That means that, overall, our total project costs for our St. Paul lending programs over the last two years was approximately \$4.2 million. Over that time period, we received \$1.2 million, which is a great return on investment for St. Paul (over 3:1).

We have been able to raise additional dollars effectively from other sources by using our CIB award as base leverage. We are committed to doing that again if we are fortunate to receive a 2020/2021 CIB award but it will be nearly impossible to get additional funds without first receiving our CIB award.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

As evidenced by our almost 40 years experience providing this program to underserved families throughout St. Paul, we have a strong commitment and ability to provide this critical program with our boots on the ground approach in the core neighborhoods of St. Paul. The recent economic recovery was not created equal for all. Communities of color and those residents who have historically been excluded from education and economic opportunity saw even higher rates of unemployment during the recession and have not seen job opportunities created at the same rate during the recovery. According to a recent Met Council report, 35% of people of color are unemployed. The unemployment rate for St. Paul is 5.2% according to MHFA Community Profile. Many lower income homeowners across St. Paul did not see their incomes keep pace with housing expenses and were not able to save funds to make necessary repairs to their aging home. This has left many underserved homeowners with a critical need to fix their home but no means to do this, resulting in families making tough decisions about fixing their home or buying necessities and continuing to live in unsafe housing. Our program provides the resources and expertise to help these underserved families who have been historically marginalized the opportunity to fix their home and stabilize their life. This program is, at its core, a program that benefits the community as it enhances livability by improving safety and increasing property values while addressing a top priority in St. Paul's 2015-2019 Consolidated Plan.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

NWHP has been fortunate to receive \$200,000 in CDBG funds for this program for the past three years. In addition, as we revolve these funds, we have virtually doubled this investment by the payments we have received by making good loans with past funds, via program income.

Overall, over the last three years, through CDBG/CIB contract dollars and program income, we have received \$1,194,893.50 in funds. \$600,000 of these funds were from our CIB award and the balance was from program income. Over this time period, we have disbursed over \$1,000,000 dollars for this program through loans to St. Paul families.

All of the remaining 2017 funds have been committed to projects at this time. We have closed loans in the amount of \$103,349 and are just awaiting completion of construction for close-out and disbursement of these remaining escrow funds. We have also committed and additional \$305,529 in funds to specific homes and homeowners at this time, exceeding not only our 2017 award but also a portion of the 2018 award we just got

under contract.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$199,903.66	\$200,000.00	\$399,903.66	\$0.00
2016	\$197,240.26	\$200,000.00	\$397,240.26	\$0.00
2017	\$197,749.58	\$200,000.00	\$202,999.31	\$194,750.27
Total	\$594,893.50	\$600,000.00	\$1,000,143.23	\$194,750.27

Available CDBG Balance: \$194,750.27

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	13	0	0	13
2016	20	0	0	20
2017	4	0	0	4
Total	37	0	0	

Combined total over all 3 years: 37

Examples of Other:


b. What did you do with the funding? Please provide specifics about projects and number served.

Over the three year period above, utilizing the \$600,000 we received via CIB, we provided 37 families with a home improvement loan through our St. Paul Home Improvement Loan Fund program. With our average loan size just over \$35,000, that is a great return on investment for the City of St. Paul (better than 2:1).

In addition to helping 37 families through the CIB funds provided for the St. Paul Home Improvement Loan Fund, we also leveraged these funds for additional investments into St. Paul. Over the 3 year look back period above, NWHP received \$1,800,000 in CIB funds in which we helped 92 families fix their home. In addition, we leveraged this \$1,800,000 investment from the City of St. Paul to independently fundraise additional resources. In total, over the last three years, we provided 395 St. Paul families with funds to buy or fix their home totaling \$5,195,012 in capital invested directly into St. Paul for St. Paul families. This means that NWHP was able to turn our \$1,800,000 investment from the City of St. Paul into \$5,195,012 in funds - nearly a 3:1 leverage ratio.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

At this time, we have a outstanding CDBG balance of \$194,750.27 for our FY17 award and \$140,000 for our FY18 award for our St. Paul Home Improvement Loan Fund. As mentioned above, all of the remaining 2017 funds have

been committed to projects at this time. We have closed loans in the amount of \$103,349 and are just awaiting 

Type of Property	Address	Level of Commitment*	Amount
Residential	7XX Oakdale	Under Contract	\$525.00
Residential	16XX Darlene Ave	Under Contract	\$590.00
Residential	3XX East Morton	Under Contract	\$6,935.00
Residential	6XX Bancroft Ave	Under Contract	\$2,100.00
Residential	1XX Geranium Ave	Under Contract	\$1,218.00
Residential	6XX Humboldt	Under Contract	\$3,686.00
Residential	13XX Snelling Ave	Under Contract	\$2,570.00
Residential	3XX Bidwell St	Under Contract	\$8,711.00
Residential	7XX Winslow Ave	Under Contract	\$1,418.00
Residential	8XX Jordan	Under Contract	\$2,735.00
Residential	4XX Goodrich Ave	Under Contract	\$1,385.00
Residential	16XX 3rd Street East	Under Contract	\$1,155.00
Residential	5XX Winslow Ave	Under Contract	\$625.00
Residential	12XX Dayton Ave	Under Contract	\$815.00
Residential	4XX Nevada Ave	Under Contract	\$1,285.00
Residential	7XX 3rd Street East	Under Contract	\$2,899.00
Residential	19XX Foxbridge Road	Under Contract	\$12,538.00
Residential	7XX Geranium Ave	Under Contract	\$819.00
Residential	2XX Sidney St	Under Contract	\$2,500.00
Residential	4XX Robert St	Under Contract	\$48,840.00
Residential	4XX Arbor St	Approved	\$25,000.00
Residential	4XX Blair Ave	Approved	\$25,000.00
Residential	17XX Saunders Ave	Approved	\$25,000.00
Residential	7XX Central Ave	Approved	\$70,000.00

Type of Property	Address	Level of Commitment*	Amount
Residential	8XX Juno Ave	Approved	\$29,315.00
Residential	12XX Ross Ave	Approved	\$25,000.00
Residential	3XX Sturgis St	Approved	\$25,000.00
Residential	3XX Morton	Approved	\$38,869.00
Residential	3XX Bidwell St	Approved	\$10,095.00
Residential	7XX East 3rd St	Approved	\$30,000.00
Residential	8XX Jordan Ave	Approved	\$10,000.00
Residential	6XX Humboldt Ave	Approved	\$25,000.00
Residential	6XX Bancroft Ave	Approved	\$42,250.00

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

While all requested funds will be used for residential purposes, NWHP's home improvement projects do provide work for many contractors and business people involved in the construction field which create and improves job opportunities within St. Paul. NWHP utilizes numerous contractors from the CERT and Section 3 lists. Homes are made safe with an improved streetscape. Businesses benefit through the purchase of supplies to fix the homes.

North East Neighborhood Development Corp (NENDC)

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: NENDC Loan Leverage Fund

Proposing Agency, group, or Individual: North East Neighborhoods Development Corp

Proposer's Address: 1321 White Bear Ave, Saint Paul, MN 55106

Contact Person: Chuck Repke

Phone Number: 651 771-6955

Primary E-mail Address: chuckrepke@nendc.org

Address or Cross Streets of Proposed Project: East Side of Saint Paul

Citizen Participation District(s): 1, 2, 4 and 5

City Council Ward(s): 6&7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

17D - Other Commercial/Industrial Improvements

LMA LMAFI LMASA LMC LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NENDC is the community development organization in Districts 1 and 2 and provides commercial loans to D 4. NENDC wants to continue to provide loans and grants to businesses to either acquire or improve property in the target area

b. Brief overview of, including mission, vision, and major areas operation.

NENDC's mission is to assist home owners and businesses in moving to or improving their properties on the East Side of St Paul.

c. How long have you been an organization?

NENDC was incorporated as a non-profit development corporation in 1994

d. Who do you serve (be specific)?

We provide home improvements loans in District 1 and 2 in conjunction with DBNHS and we provide business loans and grants to businesses in D 1, 2, 4, and the eastern most portions of D5.

e. How do you serve (be specific)?

Our home loan programs target low to moderate income home owners. Our business loan/grant programs focus on business that serve the area with needed services.

f. What sets you apart from other organizations? Are there organizations serving the same community?

We are the only organization that targets business loans and grants to Districts 1, 2 and 4. This ongoing CDBG commitment has been our main access to business in the area. Since the programs inception we have given out \$3,603,288.87 in CDBG loans and grants to East Side businesses, with our largest grant/loan being \$250,000.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$300,000 - \$100,000 in 2020 and \$200,000 in 2021

b. What will the funding be used for?

Business loans and grants for acquisition or property improvement

c. How did you determine the amount?

With the level of commitment we have and the amount of balance it seems reasonable and prudent to reduce our request in 2020 for one year to make sure that we catch up on our balance.

d. How many households or businesses will be served and where are they located?

3-5 businesses

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

Unknown. Most of the loans and grants are only a portion of project costs.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

The majority of the business loans and grants that we have given out over the past five years have been to minority business owners. We actively look for those opportunities.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes see below.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$26,016.29	\$534,693.98	\$131,364.12	\$429,346.15
2016	\$23,615.51	\$50,000.00	\$113,707.67	(\$40,092.16)
2017	\$29,391.96	\$200,000.00	\$392,908.25	(\$163,516.29)
Total	\$79,023.76	\$784,693.98	\$637,980.04	\$225,737.70

Available CDBG Balance: \$225,737.70

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	1	0	1
2016	0	2	0	2
2017	0	3	0	3
Total	0	6	0	

Combined total over all 3 years: 6

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

180 Degrees Inc \$100,000 construction of new facility. Hmong Village \$200,000 property improvements. Donna Dox Hair Salon \$30,000 property improvements, Hmong Senior Center \$90,000 property improvements. Dayton's Bluff NHS \$150,000 property improvements.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Current balance should be \$384,000.00. We average \$25,000 of program income each year. We have two outstanding commitments. One (\$100,000 commitment) where the work has been completed and we have had difficulty getting the contractor to document compliance. The other is looking at a spring start.

Type of Property	Address	Level of Commitment*	Amount
Commercial	373 Ruth	Under Contract	\$100,000.00
Commercial	1390 E Third Street	Approved	\$100,000.00

Add Row Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Projects in the last three years have been done under area benefit and therefore exact numbers of jobs created or retained are not kept on those projects.

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: NENDC Home Improvement Plus

Proposing Agency, group, or Individual: North East Neighborhoods Development Corp

Proposer's Address: 1321 White Bear Ave

Contact Person: Chuck Repke

Phone Number: 651-771-6955

Primary E-mail Address: chuckrepke@nendc.org

Address or Cross Streets of Proposed Project: East half of the East Side

Citizen Participation District(s): D 1 and D 2

City Council Ward(s): 6 & 7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14A - Rehab; Single-Unit Residential

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NENDC's Home Improvement Plus primary purpose is to provide low interest loans and construction management services to help low and very low income homeowners, in District 1 and District 2 maintain and/or improve their homes. NENDC is requesting \$250,000 (\$125,000 per year) in CDBG funding for FY 2020 and 2021 to carry out this activity.

b. Brief overview of, including mission, vision, and major areas operation.

NENDC was established in 1994 to improve the housing and businesses in the District 1 and District 2 area.

c. How long have you been an organization?

1994

d. Who do you serve (be specific)?

NENDC HIP helps low and very low income homeowners maintain and/or improve their homes. These homeowners don't qualify for conventional home improvement or home equity loans due to their low incomes, lack of home equity or inability to meet debt-to-income ratios or other conventional loan underwriting criteria.

e. How do you serve (be specific)?

To accomplish NENDC's goal of maintaining and/or improving the East Side's housing stock, we contract with DBNHS and they engage in a number of activities including: neighborhood outreach; providing home inspections, lead paint risk assessments, radon testing and hazardous material testing; writing rehabilitation specifications; assisting homeowners in obtaining construction bids; construction monitoring; construction escrow management; lead clearance testing; financial counseling; loan processing; and the provision of deferred and low interest loans.

f. What sets you apart from other organizations? Are there organizations serving the same community?

NENDC is a community based development corporation with a neighborhood board that is the only organization that provides home improvement loans targeted to District 1 and 2.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

NENDC is requesting \$250,000 (\$125,000 per year) in CDBG funding for FY 2020 and 2021 to carry out this activity.

b. What will the funding be used for?

The funds will be used to provide low interest home improvement loans to low and very low income households and to provide construction management and other technical services necessary to comply with all of the CDBG program's requirements and to insure the home owners projects are completed successfully.

c. How did you determine the amount?

We have been averaging 5-6 homes per year for the last three years and have 6 homes under contract for this year. The funding level with anticipated program income should fund up to 6 houses each year.

d. How many households or businesses will be served and where are they located?

6 per year throughout Districts 1 and 2

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project direct project cost \$450,000. This includes \$250,000 in new CDBG funding and \$200,000 in CDBG program income received during the grant period.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

NENDC strives to address racial and economic disparities through all of our programs and projects. Over the 3 year period reported on above, 50% of the households served were household of color. Through targeted marketing and outreach, we believe we will successfully continue to serve a higher percentage of homeowners of color than are represented in the general St. Paul/East Side homeowner population.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

\$375,000 see chart below.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$91,232.83	\$125,000.00	\$209,245.12	\$6,987.71
2016	\$77,348.42	\$125,000.00	\$129,690.34	\$72,658.08
2017	\$137,550.91	\$125,000.00	\$137,550.91	\$125,000.00
Total	\$306,132.16	\$375,000.00	\$476,486.37	\$204,645.79

Available CDBG Balance: \$204,645.79

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	8	0	0	8
2016	3	0	0	3
2017	5	0	0	5
Total	16	0	0	

Combined total over all 3 years: 16

Number Served (Individuals, Households, Business)

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

As noted 16 homes were completed over the last three year with a total project costs of \$476,500 averaging approximately \$30,000 a home.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Including the 2018 contract that started on 11-10-18, our balance on 1-31-19 was \$329,645.79 (\$264,129.40 for loans and \$65,516.39 for operations). Our closed loan commitments total \$161,181.97. We just did a 1,000+ piece mailer and we have already started to receive inquires. So we should have our remaining loan fund balance of +

Type of Property	Address	Level of Commitment*	Amount
Residential	1386 Beech Street	Under Contract	\$803.00
Residential	1605 Bush Avenue	Under Contract	\$28,667.97
Residential	1659 Case Avenue	Under Contract	\$20,421.00
Residential	2216 Minnehaha Avenue	Under Contract	\$23,174.00
Residential	1953 Stillwater Avenue	Under Contract	\$51,808.00
Residential	1801 Mechanic Avenue	Under Contract	\$36,308.00

Add Row	Delete Row
---------	------------

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Dayton's Bluff Neighborhood Housing Services (DBNHS)

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: East Side Home Improvement Revolving Loan Fund (RLF)

Proposing Agency, group, or Individual: Dayton's Bluff Neighborhood Housing Services (DBNHS)

Proposer's Address: 823 East 7th Street, St. Paul, MN 55106

Contact Person: Jim Erchul, Executive Director

Phone Number: 651-774-2704

Primary E-mail Address: jerchul@dbnhs.org

Address or Cross Streets of Proposed Project: Dayton's Bluff & Payne Phalen Neighborhoods

Citizen Participation District(s): District 4 and District 5

City Council Ward(s): 5, 6 and 7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14A - Rehab; Single-Unit Residential

LMH LMHSP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The East Side RLF's primary purpose is to provide low interest loans and construction management services to help low and very low income homeowners, in the Dayton's Bluff and Payne Phalen neighborhoods, maintain and/or improve their homes. DBNHS is requesting \$800,000 (\$400,000 per year) in CDBG funding for FY 2020 and 2021 to carry out this activity.

b. Brief overview of, including mission, vision, and major areas operation.

DBNHS was established in 1980 as a partnership between residents, government, business and financial institutions. DBNHS' mission is to improve the housing and quality of life in the East Side neighborhoods we serve. Since our inception, through December 31, 2018, we have been directly responsible for the rehabilitation, new construction or assisted purchase of 3,730, primarily ownership housing units, but some rental units too, at a total cost of \$347,287,997. Most of these units are on St. Paul's East Side.

c. How long have you been an organization?

38+ years. DBNHS was incorporated in October 1980 as a Minnesota Nonprofit Corporation.

d. Who do you serve (be specific)?

Dayton's Bluff and Payne Phalen have the largest number of low and very low income home owners in the City (approximately 5365 of them) and also some of the City's oldest housing stock. Through the East Side RLF, DBNHS helps low and very low income homeowners in these two neighborhoods maintain and/or improve their homes. These homeowners don't qualify for conventional home improvement or home equity loans due to their low incomes, lack of home equity or inability to meet debt-to-income ratios or other conventional loan underwriting criteria. Since the program started in 1981, through December 31, 2018, DBNHS has assisted 871 households through the RLF.

e. How do you serve (be specific)?

To accomplish the RLF's goal of maintaining and/or improving the East Side's housing stock, DBNHS engages in a number of activities including: neighborhood outreach; providing home inspections, lead paint risk assessments, radon testing and hazardous material testing; writing rehabilitation specifications; assisting homeowners in obtaining construction bids; construction monitoring; construction escrow management; lead clearance testing; financial counseling; loan processing; and the provision of deferred and low interest loans.

f. What sets you apart from other organizations? Are there organizations serving the same community?

DBNHS is a neighborhood based nonprofit organization. Because our Board consists of a majority of residents and we work with the neighborhood to plan and implement a wide variety of housing programs and projects, in a focused geographic area, the City and HUD have designated DBNHS as both a Community Based Development Organization (CBDO) and a Community Housing Development Organization (CHDO). Since we are geographically based and focused, our staff and Board members have in depth knowledge of the neighborhood's housing and we are quick to adapt to address new housing needs and emergencies as they present themselves. DBNHS often works to target its home improvement lending to areas of the neighborhood where other housing and related community development projects are being under taken, by us or others, to maximize the neighborhood impact these collective investments have. DBNHS is the only East Side nonprofit organization that primarily focuses on affordable housing. The City provides CDBG funded deferred loans to East Side homeowners with household incomes at 60% of the area median income. The City's loans are "due on sale loans", DBNHS' RLF loans require monthly payments of principal and interest and our household income limits go up to 80% of the area median income. Our loan payment terms are customized so the payments are affordable to the end borrowers.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

DBNHS is requesting \$400,000 per year in CDBG funding for a total of \$800,000.

b. What will the funding be used for?

The funds will be used to provide low interest home improvement loans to low and very low income households and to provide construction management and other technical services necessary to comply with all of the CDBG program's requirements and to insure the home owners projects are completed successfully.

c. How did you determine the amount?

The funds we are requesting represent 20 loans at an average loan amount of \$32,000 each. The remaining funds will be used to do neighborhood outreach and to provide the construction management and technical services necessary to deliver the program. DBNHS expects to make approximately 14 more loans with the program income received from loan payments. Currently there is a very high demand for our RLF loans. The average loan amount is an estimate based on the program's recent loan size averages.

d. How many households or businesses will be served and where are they located?

In FY 2020 and 2021, DBNHS will improve the homes of 38 low or very low income households (assuming 4 projects are duplexes) in the Dayton's Bluff and Payne Phalen neighborhoods with the CDBG funds we are requesting and the revolved loan payments we receive.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

Our total direct project cost is \$1,248,000. This includes \$800,000 in new CDBG funding and \$448,000 in revolved program income received during the grant period. In addition to these funds DBNHS anticipates 5 RLF projects will also use funds, in the amount of \$27,000 each, from the Minnesota Housing Finance Agency's Rehabilitation Loan Program for a total amount of \$135,000.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

DBNHS strives to address racial and economic disparities through all of our programs and projects. Over the 3 year period reported on below, 56% of the households served by the RLF were households of color. Through targeted marketing and outreach, we believe we will successfully continue to serve a higher percentage of homeowners of color than are represented in the general St. Paul/East Side homeowner population. Because of our high utilization of Section 3 contractors DBNHS is a Section 3 contractor itself. Currently 71.4% of the general contractors on our contractor registry are Section 3 Certified and 71.4% are CERT vendors. DBNHS has a long history of recruiting and training Section 3 and CERT contractors and we will continue to do so. DBNHS is heavily invested in this effort. Partnering with the Neighborhood Development Center, we just completed the nearly \$2.4 million Dayton's Bluff Construction Training Center where we are providing office space, training and other services to help new Section 3 and CERT contractors develop their businesses. DBNHS also partners with City Academy through a \$1,050,000 YouthBuild grant which we administer to training disadvantaged youth (primarily of color) in the construction trades as they also pursue obtaining a high school diploma at City Academy. Although it is difficult to have youth work on home improvement projects, if opportunities present themselves and the home owners are willing, we will involve the youth in specific projects. We also will continue to encourage our contractors to hire our YouthBuild graduates.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes. \$325,000 per year for a total of \$975,000.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$197,751.66	\$325,000.00	\$302,384.81	\$220,366.85

Three Year History of CDBF Funding				
2016	\$211,062.20	\$325,000.00	\$776,929.05	(\$240,866.85)
2017	\$298,050.47	\$325,000.00	\$602,550.47	\$20,500.00
Total	\$706,864.33	\$975,000.00	\$1,681,864.33	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	14	0	51	65
2016	13	0	37	50
2017	23	0	35	58
Total	50	0	123	

Combined total over all 3 years: 173

Examples of Other:

YouthBuild trainees: disadvantaged youth (primarily of color) trained in construction and re-enrolled in high school.

b. What did you do with the funding? Please provide specifics about projects and number served.

Over the 3 year period reported on above through the RLF, DNBHS provided 33 home improvement loans, rehabilitated and sold 7 vacant houses and built and sold 10 new houses. Using our construction sites as work sites, we also trained 123 YouthBuild program participants.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

For our \$325,000 RLF contract that started 11-10-18, our balance on 1-31-19 was \$173,621.12 including \$139,422.58 for loans and \$34,198.54 for operations. Our closed loan commitments total \$223,996.04. We have 16 projects under construction and 7 home improvement applications in process. Only the closed loans are listed.

Type of Property	Address	Level of Commitment*	Amount
Residential	978 Desoto Street	Under Contract	\$0.00
Residential	603 Magnolia Avenue	Under Contract	\$476.17
Residential	1152 Cook Avenue	Under Contract	\$720.00
Residential	658 Hawthorne Ave	Under Contract	\$0.00

Type of Property	Address	Level of Commitment*	Amount
Residential	807 Magnolia Avenue	Under Contract	\$0.00
Residential	921 Wells Street	Under Contract	\$0.00
Residential	1000 Jessamine Avenue	Under Contract	\$0.00
Residential	1268 Desoto Street	Under Contract	\$0.00
Residential	1265 East 5th Street	Under Contract	\$29,706.87
Residential	1076 Jenks Avenue	Under Contract	\$30,030.00
Residential	1045 Magnolia Avenue	Under Contract	\$3,196.00
Residential	395 Magnolia Avenue	Under Contract	\$1,478.00
Residential	412 Case Avenue	Under Contract	\$56,762.00
Residential	1610 Greenbrier Street	Under Contract	\$26,262.00
Residential	1175 Minnehaha Avenue	Under Contract	\$23,365.00
Residential	764 Cook Avenue	Under Contract	\$52,000.00

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

NA

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: East Side Homeownership Initiative

Proposing Agency, group, or Individual: Dayton's Bluff Neighborhood Housing Services (DBNHS)

Proposer's Address: 823 East 7th Street, St. Paul, MN 55106

Contact Person: Jim Erchul, Executive Director

Phone Number: 651-774-2704

Primary E-mail Address: jerchul@dbnhs.org

Address or Cross Streets of Proposed Project: Dayton's Bluff, Payne Phalen & North East Nhd.

Citizen Participation District(s): Districts 2, 4 and 5

City Council Ward(s): 5, 6 and 7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

12 - Construction of Housing

LMH LMHSP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Through the East Side Homeownership Initiative, DBNHS will construct 10 new single family homes on existing scattered site vacant lots in Dayton's Bluff, Payne Phalen and North East neighborhoods, and sell the houses to low and very low income households. DBNHS is requesting \$490,000 (\$245,000 per year) in CDBG funding for FY 2020 and 2021 to carry out this activity. In previous years, this activity was allowed under DBNHS' East Side Revolving Loan Fund Program. This year the City has instructed us to apply for this activity separately.

b. Brief overview of, including mission, vision, and major areas operation.

DBNHS was established in 1980 as a partnership between residents, government, business and financial institutions. DBNHS' mission is to improve the housing and quality of life in the East Side neighborhoods we serve. Since our inception, through December 31, 2018, we have been directly responsible for the rehabilitation, new construction or assisted purchase of 3,730, primarily ownership housing units, but some rental units too, at a total cost of \$347,287,997. Most of these units are on St. Paul's East Side.

c. How long have you been an organization?

38+ years. DBNHS was incorporated in October 1980 as a Minnesota Nonprofit Corporation.

d. Who do you serve (be specific)?

The Initiative will serve large low and very low income households (primarily of color) and it will also have a positive impact on the blocks where our houses are built.

e. How do you serve (be specific)?

DBNHS will build 10 single family homes (5 per year) on existing vacant lots. All of these homes will have at least 4 bedrooms and/or build out space in the lower level to accommodate larger household sizes. The CDBG funds combined with other sources will be used as "construction gap financing" to bridge the gap between what it costs to build a new house and what a new house will appraise for. When necessary, DBNHS will provide entry cost assistance, with our own funds, to make our houses affordable to the end buyers.

DBNHS currently owns 7 vacant lots and we are in the process of acquiring 3 more tax forfeit lots. We also have 17 lots in our Village on Rivoli development that will be ready to build on early this summer.

f. What sets you apart from other organizations? Are there organizations serving the same community?

DBNHS is a neighborhood based nonprofit organization. Because our Board of Directors consists of a majority of residents and we work with the neighborhood to plan and implement a wide variety of housing programs and projects, in a focused geographic area, the City and HUD have designated DBNHS as both a Community Based Development Organization (CBDO) and a Community Housing Development Organization (CHDO). Per the federal CDBG regulations, CBDO's are the only organizations allowed to build new houses with CDBG funds.

Because we also administer a federally funded YouthBuild Program, DBNHS involves disadvantaged youth, who have dropped out of school, in building some of our new houses, as they are trained in the construction trades. This significantly increases the community impact our projects have.

DBNHS is also an innovator. We were one of the first builders in the City, going back to the early 1990's, to incorporate green building products and techniques into our houses. We also have experimented with modular houses, to reduce costs. Currently we are in the process of building out the Village on Rivoli, the largest single family subdivision St. Paul has seen in likely 40 years. This spring we plan on constructing 9, 16-foot wide, affordable net zero energy houses in this subdivision.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

DBNHS is requesting \$490,000 in CDBG funds (\$245,000 per year) for FY 2020 and 2021.

b. What will the funding be used for?

The funds will be used to construct 10 new 4 bedroom for sale single family homes on existing vacant lots in East Side neighborhoods.

c. How did you determine the amount?

The total project costs and our house sale prices were estimated using our current construction costs as the base. The construction gap financing amounts we are requesting at \$49,000 per house are 37% of the total construction gap that will be required of \$134,000 per house. Based on our experience we believe this amount (local contribution) will be enough to enable us to leverage these funds as a match to be successful in competing for funds from other affordable housing financing sources such as the Minnesota Housing Finance Agency, the Federal Home Loan Bank of Des Moines and/or NeighborWorks America.

d. How many households or businesses will be served and where are they located?

Our houses will be sold to 10 large low or very low income households. The existing building sites we control (vacant lots) are in Dayton's Bluff, Payne Phalen and North East neighborhoods.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

The total project cost will be approximately \$3,490,000. DBNHS will use its own funds and bank loans in the amount of \$2,150,000 for construction financing. In addition to the CDBG funding we are requesting, for construction gap financing, DBNHS will seek additional construction gap financing in the amount of \$850,000 from the Minnesota Housing Finance Agency, the Federal Home Loan Bank of Des Moines and/or NeighborWorks America. When necessary, DBNHS will use its own funds to provide entry cost assistance (down payment, closing cost and affordability financing) to make our homes affordable to the end buyers. We currently have approximately \$290,000 available for this purpose.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

DBNHS strives to address racial and economic disparities through all of our programs and projects. Over the last 5 years, DBNHS sold 42 new or renovated houses. Of this total, 33 of our houses, or 78.5%, were sold to households of color. In 2018, 91% of our home buyers were households of color. Through target marketing and outreach, we believe we will continue to sell a very high percentage of our houses to households of color. DBNHS' Realtor, ABC Realty, is a East Side neighborhood based CERT vendor (SBE, WBE, MBE), who specializes in helping first time home buyers of color achieve their dream of homeownership. Their staff is very diverse and they speak several languages. ABC's efforts have been and will continue to be instrumental to our success.

Because of our high utilization of Section 3 contractors, DBNHS is a Section 3 contractor itself. Currently 71.4% of the general contractors in our contractor registry are Section 3 certified and 71.4% are CERT vendors. DBNHS has a long history of recruiting and training Section 3 and CERT contractors and we will continue to do so. Besides continually reaching out to such contractors, DBNHS uses and will use a variety of techniques to help these contractors to successfully participate in our projects. First and foremost we pay our contractors very quickly. If we are invoiced by noon on Wednesday, we pay our contractors on Friday of the same week. DBNHS also has working relationships with several Community Development Financial Institutions, who provide working capital loans to small general and subcontractors that we can refer our contractors and subcontractors to. Additionally, DBNHS is able to develop scopes of work, such as landscaping for example, that we can bid out separately to small CERT vendors. At our Board of Directors direction, DBNHS has invested a significant amount of its own resources to address racial and economic disparities. Partnering with the Neighborhood Development Center, we just completed the nearly \$2.4 million Dayton's Bluff Construction Training Center, where we are providing office space, training and other services to help new Section 3 and CERT contractors develop their businesses. The Training Center also houses our YouthBuild Program. DBNHS has invested over \$300,000 of our own funds in the Training Center. We also guaranteed the Center's bank loans. DBNHS uses its own resources to partner with City Academy to operate a YouthBuild Program, through a \$1,050,000 federal YouthBuild grant, which we administer to train disadvantaged youth (primarily of color) in the construction trades as they pursue obtaining a high school diploma at City Academy. DBNHS will use several of our new construction sites as work training sites for our youth. We also will continue to encourage our contractors to hire our YouthBuild graduates.

4) Historical funding information.

- a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

DBNHS has not requested CDBG funding specifically for this activity in the past. Prior to this cycle, we incorporated this activity into our East Side RLF Program. The City requested that we now apply for this activity separately. The data below is from our East Side RLF Program. DBNHS built 10 new houses using RLF funds in 2015, 2016 and 2017. Using our construction sites as work sites, we also trained 123 YouthBuild program participants.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$197,751.66	\$325,000.00	\$302,384.81	\$220,366.85
2016	\$211,062.20	\$325,000.00	\$776,929.05	(\$240,866.85)
2017	\$298,050.47	\$325,000.00	\$602,550.47	\$20,500.00
Total	\$706,864.33	\$975,000.00	\$1,681,864.33	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	14	0	51	65
2016	13	0	37	50
2017	23	0	35	58
Total	50	0	123	

Combined total over all 3 years: 173

Examples of Other:

YouthBuild trainees: disadvantaged youth (primarily of color) trained in construction and re-enrolled in high school.

- b. What did you do with the funding? Please provide specifics about projects and number served.

Over the 3 year period reported on above through the RLF, DBNHS provided 33 home improvement loans, rehabilitated and sold 7 vacant houses and built and sold 10 new houses. Using our construction sites as work sites, we also trained 123 YouthBuild program participants.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

For our \$325,000 RLF contract that started 11-10-18, our balance on 1-31-19 was \$173,621.12 including \$139,422.58 for loans and \$34,198.54 for operations. Our closed loan commitments total \$223,996.04. We have 16 projects under construction and 7 home improvement applications in process. Only the closed loans are listed.

Type of Property	Address	Level of Commitment*	Amount
Residential	978 Desoto Street	Under Contract	\$0.00
Residential	603 Magnolia Avenue	Under Contract	\$476.17
Residential	1152 Cook Avenue	Under Contract	\$720.00
Residential	658 Hawthorne Ave	Under Contract	\$0.00
Residential	807 Magnolia Avenue	Under Contract	\$0.00
Residential	921 Wells Street	Under Contract	\$0.00
Residential	1000 Jessamine Avenue	Under Contract	\$0.00
Residential	1268 Desoto Street	Under Contract	\$0.00
Residential	1265 East 5th Street	Under Contract	\$29,706.87
Residential	1076 Jenks Avenue	Under Contract	\$30,030.00
Residential	1045 Magnolia Avenue	Under Contract	\$3,196.00
Residential	395 Magnolia Avenue	Under Contract	\$1,478.00
Residential	412 Case Avenue	Under Contract	\$56,762.00
Residential	1610 Greenbrier Street	Under Contract	\$26,262.00
Residential	1175 Minnehaha Avenue	Under Contract	\$23,365.00
Residential	764 Cook Avenue	Under Contract	\$52,000.00

Add Row Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

NA

The Rondo Community Land Trust

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Rondo CLT Affordable Housing Project

Proposing Agency, group, or Individual: The Rondo Community Land Trust

Proposer's Address: 626 Selby Avenue, St. Paul, MN 55104

Contact Person: Greg Finzell

Phone Number: 651-221-9884

Primary E-mail Address: greg@rondoclt.org

Address or Cross Streets of Proposed Project: To be determined

Citizen Participation District(s): New construction Districts 8, 13, & 7; City-wide rehabilitation

City Council Ward(s): New construction in Ward 1 and for rehabilitation projects in Wards 1-7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

12 - Construction of Housing

LMH LMHSP SBA SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

Rondo will build new housing and rehabilitate existing housing in St. Paul. The housing will be made affordable, and kept affordable for future generations by placing it in the land trust.

b. Brief overview of, including mission, vision, and major areas operation.

Rondo CLT Mission

The mission of Rondo CLT is to strengthen and preserve communities by providing and advocating for permanently affordable, sustainable housing for families and individuals with low to moderate incomes; to promote the utilization of the land trust model as a method of preserving affordable housing and economic growth and neighborhood stabilization; and support and celebrate cultural diversity by providing affordable business opportunities to increase community economic wealth, property values and jobs.

Rondo CLT Vision

For twenty-five years Rondo CLT has successfully developed affordable housing for modest-income households in St. Paul, Minnesota. As part of its vision, Rondo CLT has remained dedicated to addressing priorities as set by the community and exploring innovative development methods. The current economic environment coupled with a holistic approach towards neighborhood stabilization has led Rondo CLT to develop new projects that emphasize flexibility and collaboration. These projects range from economic development to neighborhood beautification, but woven throughout each initiative is Rondo's commitment to improving the quality of life of community members for which the organization serves.

c. How long have you been an organization?

Rondo CLT was incorporated as a nonprofit in 1993, and assisted the first land trust homeowner purchase a house 24 years ago in 1995.

d. Who do you serve (be specific)?

Rondo CLT works with communities that have been historically disenfranchised, striving to eliminate racial and economic disparities through its programs. One hundred percent of the families served by Rondo are at or below 80 percent of the HUD median income. To date, the majority of our housing, 68 percent, has been sold to households of color, and 51 percent are single parent households, 61 percent are households with children.

e. How do you serve (be specific)?

HOMEBUYER INITIATED PROGRAM (HIP)

HIP is a homeownership program through which Rondo CLT assists income-qualified households purchase and fix up homes. Families participating in HIP receive two grants. The first grant, a Buy Down Grant, is available for purchase price and write-down assistance. The second grant, the HIP Rehab Grant, is made available to ensure that homes purchased through HIP are structurally safe and sound. The rehab grant provides funds to pay for things like electrical and plumbing updates, a new roof, furnace, windows, or doors, lead abatement, and insulation updates.

RIGHT TO RETURN TO RONDO PILOT PROJECT

The Rondo Community Land Trust is working to implement a new project, the Rondo Pilot Right to Return Anti Gentrification Project. We are requesting funding for the purchase of a house, buyer closing costs/write down grant and rehabilitation grants to be used in the Rondo neighborhood. One very unique part of the pilot project is to give African American families that have roots to the Rondo neighborhood, first right to purchase the houses in the pilot program. Similar to the Portland model, the Rondo Pilot Right to Return Project recognizes the past disinvestment and discrimination faced by Rondo African American families.

RONDO EMERGENCY MORTGAGE LOAN FUND

The Rondo Emergency Mortgage Loan Fund is available to current Trust homeowners who are unable to make their next mortgage payment due to a short-term crisis. Up to two mortgage payments will be made by Rondo CLT directly to the mortgage company. A note is attached to the end of the mortgage making the emergency loan due on sale of the property. To date, Rondo has helped twelve families remain in their homes.

SELBY MILTON VICTORIA PROJECT

Rondo CLT continues construction on the Selby Milton Victoria (SMV) Project. This project seeks to ensure that

small businesses can remain and grow on Selby Avenue amid regional revitalization and provide long-term low-income affordable senior housing. This is the first commercial land trust of its kind in the Twin Cities. Construction began in April 2018, and is currently wrapping up with the first residents moving in Feb 27, 2019.

CENTRAL SELBY ASSOCIATION

Rondo CLT continues to serve as the fiscal sponsor for the Central Selby Association (CSA) (formerly Selby Avenue Action Coalition), a collaboration of Selby Avenue businesses, area nonprofits, local churches, and area residents with the goal of revitalizing Selby Avenue from Dale Street to Lexington Parkway. Rondo is partnering with Central Selby Association on the Selby Avenue economic development initiatives. Rondo and CSA are working on promoting, supporting and assisting in the development of the African American Cultural Corridor on Selby Avenue between Lexington Parkway to Dale Street.

COMMERCIAL VITALITY ZONE

The Rondo CLT staff has been working with the Summit-University Planning Council, city staff and Council member Dao Thao's office in prioritizing the funding for the project. Rondo CLT has assisted in organizing a number of community meetings. The community has determined that it would like to allocate the funding as follows: the first priorities are the commercial loan program, the senior residential loan program, and street pole amenities along Selby Avenue. The second set of priorities includes bike racks, community benches, and interactive ways to tell the history of Rondo. These items mainly represent aesthetic improvements which also contribute to place-making efforts by branding the street as a unified cultural corridor in the Rondo neighborhood. The third set of priorities includes boulevard plantings, pocket park improvements, and piano key crosswalks.

f. What sets you apart from other organizations? Are there organizations serving the same community?

Rondo CLT's sustainability lies within our ability to create and maintain long-term affordable housing for low to moderate-income families. In our work to sustain vibrant communities, Rondo CLT has created long-term relationships with our clients, other housing developers, and nonprofits. We seek to build ongoing relationships with organizations and groups working across sectors to address housing issues effectively. With the 99-year Ground Lease, Rondo CLT housing remains affordable for the long term.

Rondo CLT has built and sold single-family units in partnership with the East Side Neighborhood Development Corporation, Greater Metropolitan Housing Corporation, and the City of St. Paul's Planning and Economic Development (PED). We are currently working with the Center for Energy and the Environment, Neighborhood Development Alliance (NeDA,) the City of St. Paul, Ramsey County, and Dayton's Bluff NHS.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$400,000 - \$200,000 for the first year and \$200,000 for the second year, approximately \$40,000 per project

b. What will the funding be used for?

Rondo CLT will construct or rehab 10 owner-occupied units for income qualifying families interested in purchasing a home through the land trust. To qualify, families must be at or below 80% AMI.

For the Homebuyer Initiative Program (HIP) the funds will be used to help Rondo CLT acquire and fix up houses. As a part of the program, the HIP Rehab Grant, ensures that houses purchased through HIP are structurally safe and sound. The rehab grant provides funds to cover electrical and plumbing updates, a new roof, furnace, windows, doors, lead abatement, and insulation updates.

Funding will be used to rehabilitate houses in St. Paul. Rondo CLT is working to purchase houses in the city at a lower price either through a foreclosure or tax forfeiture which will allow for more funds for rehabilitation. One benefit of this approach is that we would be taking a house that needs work and making it permanently affordable in a high market area. Additionally, Rondo CLT will use the funds to construct new single and multifamily housing on vacant lots currently owned by the St. Paul HRA.

c. How did you determine the amount?

We have determined that the total cost of the project will be \$1.8 million over the two years. Subject to approval, the city of St. Paul will provide up to \$1 million in funding. Rondo is applying for Minnesota Housing Impact Funds for \$400,000 and CIB funding for \$400,000.

d. How many households or businesses will be served and where are they located?

A total of 10 households would be served. No fewer than 5 units in the first year, and the remaining 5 will be completed in the second year. At least 2 of the units will be in the Rondo neighborhood. We have identified some HRA-owned property that have development potential. Rondo CLT and city staff will identify vacant lots to be developed. Rondo will continue to work with city staff and other organizations to identify more locations.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

We have determined that the total cost of the project will be \$1.8 million over the two years. The \$400,000 CIB funds would be matched with funding from the Minnesota Housing Impact Funds and the St. Paul Planning department funding. We will be submitting a proposal to Minnesota Housing for \$400,000 and St. Paul Housing Trust funds to provide the funding required to develop the ten units of affordable housing.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

Rondo CLT prides itself on the diversity of the households who participate in our programs. 68% of the households served to date have been households of color. We work to serve populations that have traditionally been disenfranchised in the past in their efforts to purchase a home. We have greatly impacted many people within our community, including 74 households made up of the following demographics:

- 36% African American households
- 9% Hispanic/Latino households
- 33% Caucasian households
- 2% Asian American households
- 20% Households of mixed ethnicity/other

At the time of sale:

- 51% were single parent households
- 61% were households with children

The households served include current homeowners plus three rental families housed in land trust duplexes, twenty completed re-sales, and one additional pending re-sale. Households approved to purchase a Trust home must have income of less than 80 percent of the AMI, reflecting those most in need of viable homeownership opportunities.

In addition, Rondo CLT has created 9,300 square feet of affordable commercial space for seven small businesses on Selby Avenue. All seven are African American owned businesses.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

In 2017 Rondo CLT received \$525,000 for the Selby Milton Victoria Project, Commercial Land Trust Project.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$0.00	\$0.00	\$0.00
2016	\$0.00	\$0.00	\$0.00	\$0.00
2017	\$0.00	\$525,000.00	\$413,894.00	\$111,106.00
Total	\$0.00	\$525,000.00	\$413,894.00	\$111,106.00

Available CDBG Balance: \$111,106.00

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015	0	0	0	0
2016	0	0	0	0
2017	0	0	0	0
Total	0	0	0	

Combined total over all 3 years:

0

Examples of Other:

n/a

b. What did you do with the funding? Please provide specifics about projects and number served.

The funds were used for the Selby Milton Victoria Project. The funds will help keep the Commercial Leases affordable over the long-term.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

The balance is \$413,894. There is still \$111,106 left to draw.

Type of Property	Address	Level of Commitment*	Amount
Commercial	852 & 940 Selby Ave	Under Contract	\$525,000.00

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

With the seven commercial spaces, we are projecting a total of 27 jobs. Of those, 20 new jobs will be created and 12 will be full time jobs.

Neighborhood Development Center

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Northwest University & Dale

Proposing Agency, group, or Individual: Neighborhood Development Center (NDC)

Proposer's Address: 663 University Ave W, Suite 500 Saint Paul, MN 55104

Contact Person: Elisa Pluhar

Phone Number: 651-379-8111

Primary E-mail Address: epluhar@ndc-mn.org

Address or Cross Streets of Proposed Project: University & Dale

Citizen Participation District(s):

City Council Ward(s): Ward 1

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

17C - CI Building Acq., Construction, Rehabilitation

LMA LMAFI LMASA LMC LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

NDC plans to create a one-of-a-kind project that will provide much needed space for the organization's headquarters, an expanded training center, and retail incubator space for neighborhood entrepreneurs to start and grow their businesses in their own communities. Having a strong presence at the entryway to the Frogtown neighborhood on a major commercial corridor will contribute to the energy of our entrepreneurs while investing and honoring this historic community.

b. Brief overview of, including mission, vision, and major areas operation.

Neighborhood Development Center's mission is to "Empower entrepreneurs and community partners to transform their low-income neighborhood economies from within."

Established in 1993, Neighborhood Development Center (NDC) is a 501(c)(3) community-based non-profit organization that has worked with 8 different ethnic communities in 25 low-income neighborhoods of St. Paul, Minneapolis, and the Greater Twin Cities Area to empower aspiring entrepreneurs through its programs to establish and grow successful businesses that allow them to rise out of poverty, become self-sufficient, and contribute to the economic revitalization and transformation of their own neighborhoods.

NDC accomplishes this through four place-based, culturally competent integrated programs:

Entrepreneur Training - spoken in 5 languages
Small Business Lending and Financing
Technical Assistance
Business Incubators

c. How long have you been an organization?

26 years

d. Who do you serve (be specific)?

NDC serves around 800 clients annually through its programs, which may be considered "paths out of poverty and towards economic independence." The majority of NDC's clients are low income and people of color.

In 2017, for example, 92% of aspiring entrepreneurs trained were "extremely low income" (less than 30% of median household income for this area) to "low income" (80% of median household income for this area). On the other hand, in 89% of them were minorities and 56% of them were recent immigrants (African, Asian, and Hispanic) with little access to opportunity and little knowledge of how to start a business, access financing, become self-sufficient, and engage in the revitalization of the neighborhoods where they live.

e. How do you serve (be specific)?

NDC works closely with many neighborhood- and community-based organizations to access and deliver its programs and services to those who are most in need in historically underserved neighborhoods. These partners help break the barriers facing aspiring entrepreneurs by providing access to knowledge, resources, and locations through trusted relationships among peers and through familiar settings, while NDC provides the development and community engagement model, as well as the resources to support this model. In 2017, NDC worked with Alif Center (New Partner), Aurora St. Anthony Neighborhood Development Corporation, Bii Gii Wiin, Corcoran Neighborhood Organization, Dayton's Bluff, Elliot Park Neighborhood Inc. (New Partner), The Hmong Chamber of Commerce (New Partner), Hmong Village, Hope Community, Jordan Area Community Council, MN Community of African People with Disabilities, Neighborhood Development Alliance, The Oromo Community of Minnesota, Rondo Community Land Trust, and Ujamaa Place. In 2018, NDC plans to partner again with many of these same organizations, as well as with new ones, such as Mercado Central and Hmong Women Today, to deliver more "place-based" entrepreneur training for low-income individuals, including immigrants and refugees, in high-need neighborhoods.

f. What sets you apart from other organizations? Are there organizations serving the same community?

What distinguishes NDC from other organizations also involved in economic development is that we offer a continuum of four highly integrated programs that create a critical mass of visible entrepreneurship, local jobs, community wealth, role models, and leaders; other organizations offer one, two, or three of these programs. Also, NDC serves all low-income ethnic groups, cultures, and genders in a neighborhood, whereas many other organizations will serve one specific ethnicity or gender or culture.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$500,000

b. What will the funding be used for?

Funding from CDBG would be used towards the construction of a new building on the Northwest corner of University & Dale. More specifically, this funding would be to address greater build out for the retail incubator spaces.

c. How did you determine the amount?

Build out of the 5 retail spaces enables NDC to offer the spaces at a lower "move-in" cost. These additional tenant improvements lead to a faster build out for the individual businesses, less debt to the entrepreneur upon entering the space, and reduces the financial burden to NDC. Business owners will be expected to pay market rate rents, and reducing build out costs can determine their success.

d. How many households or businesses will be served and where are they located?

Up to 5-15 businesses will be doing business out of this specific project; retail space and co-working office space for non-retail businesses. In addition, since this project will also be NDC's new headquarters, we will continue to touch up to 800 clients a year.

In accordance with its 2017-2019 Strategic Plan, NDC continues to dedicate over 80% of its resources to eight of the highest need neighborhoods and business corridors in the Twin Cities:

1. North Minneapolis
2. South Minneapolis
3. Northeast Minneapolis
4. University Avenue Corridor, St. Paul
5. East Side, St. Paul
6. North End St. Paul
7. West Seventh Neighborhood
8. West Side St. Paul

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

Total project costs to NDC: \$9,830,045

NDC plans to fully finance this project through a variety of funding sources, including federal grants, state legislative dollars, Met Council support and a Capital Campaign.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

According to Minnesota Compass, the Frogtown neighborhood of St. Paul is 80% people of color and 35% live below the poverty line. Of adults 25 years and older, 51% have a high school degree or less. Low-income neighborhoods like Frogtown have experienced decades of disinvestment.

For the past 25 years NDC has worked hand-in-hand with community organizations, neighborhood associations and aspiring entrepreneurs to break that cycle of disinvestment. We know it's possible. The Midtown Global Market, an NDC incubator, is living proof that placing small, local businesses in a low-income neighborhood creates transformative economic and social impacts without destroying the community who live there.

Another NDC incubator, Frogtown Square, on the Northeast corner of University and Dale has contributed to what was once an intersection filled with strip clubs, prostitution and crime. It now houses 7 small businesses at the retail level and affordable senior housing on the other levels.

Based on NDC's evaluation with Wilder Research, NDC-supported business owners see an increase of \$1,200 in personal income—that's \$14,400 annually for low-income families. In Frogtown alone, NDC has helped create 63 businesses which, in turn, create 225 jobs. These businesses return \$7MM to the neighborhood in the form of payroll, taxes, and goods and services. 82% of NDC-assisted business owners serve as role models in their communities. The impact is strong, but there is more work to be done to continue to lift people from poverty.

In addition, NDC works heavily along the University corridor and East Side St. Paul.

4) Historical funding information.

- a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

NDC received pass-thru dollars from the City of Minneapolis through an annual B-TAP grant. Those grants were funded from CDBG.

Three Year History of CDBF Funding

	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015	\$0.00	\$54,500.00	\$54,500.00	\$0.00
2016	\$0.00	\$50,000.00	\$50,000.00	\$0.00
2017	\$0.00	\$50,000.00	\$50,000.00	\$0.00
Total	\$0.00	\$154,500.00	\$154,500.00	\$0.00

Available CDBG Balance: \$0.00

Number Served (Individuals, Households, Business)

	Households	Businesses	Other	Total
2015	0	16	0	16
2016	0	79	0	79
2017	0	52	0	52
Total	0	147	0	

Combined total over all 3 years: 147

Examples of Other:

b. What did you do with the funding? Please provide specifics about projects and number served.

Funding from CDBG sources through the City of Minneapolis were used to help new businesses start and existing businesses to expand. Expansion includes increased revenue, larger location, etc.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

--

Type of Property	Address	Level of Commitment*	Amount

Add Row	Delete Row
---------	------------

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Job creation and retention tracking was not required by the City of Minneapolis B-TAP grant, however, NDC is willing to provide those numbers at another date.

Historic Saint Paul Corporation

CIB Project Application Form - CDBG Funded Projects

Thank you for your interest in the Saint Paul Capital Improvement Budget's Community Development Block Grant (CDBG) funded projects.

To be considered for funding, please respond to each question listed below. If a question does not apply to your project, please indicate that it is not applicable. The questions are designed to correspond with how projects will be evaluated by the City's CIB Committee.

Please do not submit the proposal until it is complete and includes all of the following:

- Organization's most recent IRS Form 990
- Organization's balance sheet from most recent audit
- Project manager's resume

The proposals are due to the City by 5pm on Friday, March 1st. Each applicant will be required to make two presentations to the CIB Committee. The first presentation should provide an overview of the organization and the second should explain how the organization will use the proposed funding. Once an application has been submitted, you will be contacted regarding dates for each of these presentations.

Please submit complete proposals to CIB-Proposals@ci.stpaul.mn.us by 5pm on Friday, March 1st.

Section A - Background Information

Project Title: Restore Saint Paul Commercial

Proposing Agency, group, or Individual: Historic Saint Paul Corporation

Proposer's Address: 400 Landmark Center, 75 West 5th Street, Saint Paul, MN 55102

Contact Person: Carol Carey

Phone Number: 651-222-3049

Primary E-mail Address: ccarey@historicsaintpaul.org

Address or Cross Streets of Proposed Project: multiple/yet to be determined

Citizen Participation District(s): 3,4,5,6,7,8,9

City Council Ward(s): 1,2,5,6,7

Map of Citizen Participation Districts and Wards can be found here by [Clicking Here](#).

Please indicate that you have read the City's CDBG Information sheet, found here:

[https://www.stpaul.gov/sites/default/files/Media Root/Financial Services/CDBG Program Summary.pdf](https://www.stpaul.gov/sites/default/files/Media%20Root/Financial%20Services/CDBG%20Program%20Summary.pdf)

Yes No

Please indicate which National Objective & Outcome your project meets.

Please select your Eligible National Objective Activity and only one Eligible Outcome from the dropdown and check boxes below.

Eligible Activity

14E - Rehab. Pub./Pvt.-Comm'/Indust'

LMA LMAFI LMASA LMC LMJ LMJP SBA SBS SBR URG

Section B - Description and Narrative

1) Please describe the organization. Provide pertinent information, using the following questions as a general guide.

a. Please provide a short description of your project.

The Restore Saint Paul Commercial Facade Improvement program provides financing, technical assistance, and project management to help business and property owners undertake historically appropriate storefront improvement projects. It is available in several of the city's oldest, low-moderate income neighborhoods. Financing may include forgivable, deferred, and amortizing low-interest loans and an owner match as appropriate. HSP works with District Council's, Ward offices, the City of Saint Paul, and other community and business organizations to help identify businesses &/or projects needing assistance.

b. Brief overview of, including mission, vision, and major areas operation.

Historic Saint Paul is a nonprofit organization working to preserve and promote the cultural heritage, character, and vitality of Saint Paul neighborhoods. Historic Saint Paul works in partnership with private owners, community organizations, and public agencies leveraging Saint Paul's cultural and heritage resources as assets in economic development and community building initiatives.

Historic Saint Paul works through three program areas to celebrate Saint Paul's cultural heritage and serve as a catalyst for the conservation of Saint Paul's residential neighborhoods, business districts, and local landmarks:

- Neighborhood Preservation - Through its Restore Saint Paul loan program and other bricks-and-mortar initiatives Historic Saint Paul works directly with property and business owners in under-resourced neighborhoods, providing financing and technical support to undertake high visibility exterior improvements to homes and commercial buildings that improve the appearance of those structures and enhance the perception of the community.
- Advocacy - Historic Saint Paul advocates for citywide public policies that protect and enhance St. Paul's historic and cultural resources and engages project partners to identify historic assets, analyze reuse alternatives, and mobilize public and private support and resources for rehabilitation projects.
- Cultural Heritage - Historic Saint Paul promotes areas of cultural interest citywide, builds awareness of the economic and community-building impacts of preserving and leveraging St. Paul's cultural resources.

c. How long have you been an organization?

20 years

d. Who do you serve (be specific)?

HSP is committed to preserving the cultural heritage and character of Saint Paul – and our programming serves residents throughout the city. The primary focus of our activities is in low-moderate income neighborhoods containing much of the cities oldest and most deteriorated building stock, and home to diverse constituencies.

The Restore Saint Paul Facade Improvement program serves businesses in the city's oldest neighborhoods – specifically planning districts three through nine—and eligible businesses must serve customers residing in low-middle income neighborhoods or create jobs for low-moderate income people.

e. How do you serve (be specific)?

Historic Saint Paul seeks to advance creative, sustainable, long-term rehabilitation strategies that:

- improve neighborhoods by rehabilitating homes and commercial buildings in a manner that is sensitive to cultural and architectural context;
- build community pride by retaining a sense of place and celebrating cultural heritage; and
- leverage investment into Saint Paul's under-resourced neighborhoods by completing &/or facilitating bricks and mortar project, and providing technical support, design expertise, and project management services.

f. What sets you apart from other organizations? Are there organizations serving the same community?

Our mission is unique in the city. Although we partner with many organizations, Historic Saint Paul is the only nonprofit organization in Saint Paul focused on making historic preservation a key aspect of community and economic development, with an emphasis on under-resourced neighborhoods.

2) What is your funding proposal for 2020-2021? Please provide specifics.

a. How much is your proposal for?

\$250,000

b. What will the funding be used for?

Funds must be used for exterior improvements visible from the street, including business signage and streetscape improvements. HSP works with local community development organizations as appropriate to ensure that projects complement ongoing revitalization efforts.

c. How did you determine the amount?

The request amount is based on expenditures in past Restore Saint Paul Commercial Facade Improvement projects.

d. How many households or businesses will be served and where are they located?

3-4 businesses

Businesses will be located in CDBG eligible commercial areas of Districts 3-9. As noted earlier, in addition to direct outreach to businesses, HSP will work with District Council's, Ward offices, the City of Saint Paul, and other community and business organizations to help identify businesses &/or projects needing assistance.

e. What is the total project/proposal costs? Will your organization be combining this request with other sources of funding?

Estimated costs are \$250,000. As in the past, projects may leverage &/or supplement other investments including, but not limited to private equity &/or financing, resources from partner organizations &/or other city programs.

3) How will your proposed program address racial and economic disparities within the City of Saint Paul?

Restore Saint Paul Facade Improvement program (RSP) projects stabilize and improve deteriorated buildings and business vitality in Saint Paul's diverse and under-resourced neighborhoods. In recent years, the primary beneficiaries of the program have been businesses owned by people of color, their customers, and the communities in which they are located (Summit University/Frogtown/Dayton's Bluff).

Funded projects reflect and enhance the historic character of commercial and mixed-use buildings, improve their appearance, increase business visibility, and attract new customers. They inspire confidence in and contribute to the welfare and revitalization of aging commercial areas and surrounding neighborhoods.

Despite the positive impacts facade improvement projects offer, small business owners, particularly in under-resourced neighborhoods, often lack the financial ability, time &/or expertise to develop and implement them. Through this program we are able to provide access to the benefits of these types of investments to critical constituencies.

4) Historical funding information.

a. Have you received money from the CIB process over the past three years? If so, when and how much. Please provide year-by-year accounts and disbursement information.

Yes. In addition to the 2016-2017 allocation, activities included the investment of the 2012-13 allocation for the

project which were spent down in 2013-2017. The 2012-13 contract amount was for \$201,596.35 plus \$1,119.70 in program income for a total of \$202,716.05.

Three Year History of CDBF Funding				
	Program Income	CDBG Funds Allocated	Funds Dispersed	Remaining Amount
2015				\$0.00
2016	\$1,319.32	\$100,000.00	\$96,670.13	\$4,649.19
2017	\$379.77	\$136,305.00	\$8,150.46	\$128,534.31
Total	\$1,699.09	\$236,305.00	\$104,820.59	\$133,183.50

Available CDBG Balance: \$133,183.50

Number Served (Individuals, Households, Business)				
	Households	Businesses	Other	Total
2015				0
2016		3		3
2017		2	6	8
Total	0	5	6	11

Combined total over all 3 years: 11

Examples of Other:

Residential units above the commercial properties being improved that will have lead control measures completed, as required, as part of the overall investment into project.

b. What did you do with the funding? Please provide specifics about projects and number served.

Joe & Stan's - 749 West 7th Street - \$155,000 total invested/committed from HSP 2012-2017 allocations. Additional \$15,000 leveraged.

Complete facade rehabilitation reflecting the building's original architectural character including:

- Removal of 1940s remodeling (stucco over brick)
- New wood (Hardie) storefront butting up to sidewalk and with large windows.
- New signage and lighting.
- In final phase to be completed in spring 2019: install new cornice as original cornice was removed to install 1940s stucco; repair deteriorated masonry/brick work; and conduct lead hazard reduction in second-floor apartments.

Ashama Grocery & Deli - 800 University Ave - \$33,000 total invested from HSP 2012-2013 allocations. Additional \$177,000 leveraged.

Complete facade rehabilitation reflecting the building's original architectural character, as part of this East African grocery and meat market's expansion into an adjoining building to add a new deli, including:

- Removal of deteriorated, remodeled storefronts on the two adjoining buildings.
- New wood (Hardie) storefronts with large windows.

- Repair failing masonry and paint windows on second story.
- New signage and lighting.

Ala Francaise/Demera (Ray-Bell Films Building) - 823 University - \$90,900 total invested from HSP 2012-17 allocations. Additional \$68,600 leveraged.

Complete facade rehabilitation reflecting the building's original architectural character including:

- New transom windows above first-story windows and doors which had been boarded.
- Replace smaller second-story windows with new wood windows filling the original openings.
- Extensive masonry repairs; new signage & lighting; paint side of building; remove aluminum trim from pent roof above second-story windows, repair, and install new tile roofing; new fence and landscaping at front of parking lot; remediation of lead-based paint in second-story apartment.
- To be completed spring 2019: remove lead-based paint from brick and stucco on façade, tuckpoint all brick, redash (new) stucco, paint windows & pent roof.

Mañana Restaurant - 798 East 7th Street - \$98,992 total invested from HSP 2016-17 allocations. Supplemented additional \$1,012,000 in public and private investments.

Complete facade rehabilitation to improve the building's appearance:

- Repair stucco; new second-story windows; replace permastone at base of wall with new wood storefront panels; new apartment door; new awning at entry.
- Spring 2019: Paint exterior stucco with two-color paint scheme.

c. What is your available CDBG balance? Do you have funding not drawn down that has been allocated? How much program income have you received? What are your outstanding commitments? **(List your Answers in the table below)**

Yes, all available funding has been allocated. Including an additional \$36,305 which was added to the 2017 contract by amendment to address lead control measures for the residential units within the buildings where commercial facade improvements are being completed. Remaining projects will be completed spring of 2019.

Type of Property	Address	Level of Commitment*	Amount
Commercial	823 University	Under Contract	\$43,914.00
Commercial	798 East 7th Street	Under Contract	\$32,040.00
Commercial	749 West 7th Street	Under Contract	\$50,000.00

Add Row

Delete Row

b. If the funding was provided to a business, how many jobs were created and/or how many jobs were retained.

Joe & Stan's - the project was completed under low-moderate income area benefit, however over the course of the project (all phases) jobs increased from 13-17
 Ashama - 1 job created under low-moderate job creation benefit, approximately 4 jobs retained
 Ala Francaise/Demera - the project was completed under low-moderate income area benefit, combined the 2 business retained approximately 6 jobs
 Manana - 3 jobs created under low-moderate income job benefit, over the course of the project jobs increased from 7-14

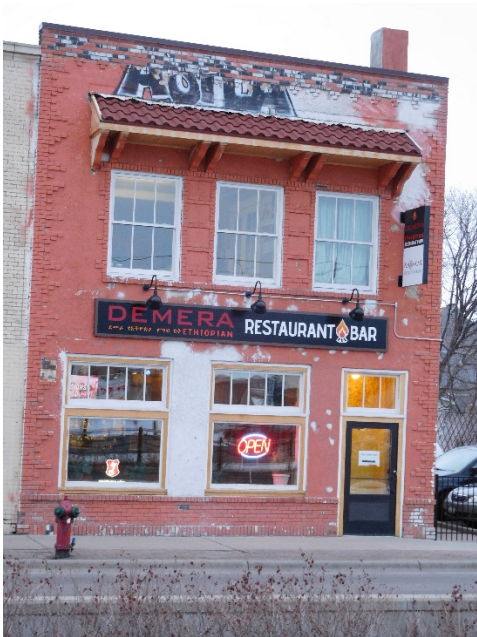
823 University, Ray-Bell Films Building, Constructed 1915



Above: circa 1928 and 1932



2013



2018 (under construction)



Spring 2019 (rendering of completed project)



Ashama Grocery & Deli
804 University Avenue

Historic photo



Before



After



JOE & STAN'S, 949 7TH ST. W.



Circa 1910



2013



2017

Mañana Restaurant y Pupuseria

798 7th St. E., Saint Paul



February 2018



November 2018



Rendering of completed project



February 2018



October 2018