

Minneapolis
City of Lakes

**Community Planning &
Economic Development**

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June 03, 2015

Dear Developer:

The City of Minneapolis is soliciting development funding proposals for the Affordable Housing Trust Fund (AHTF) Program. The Program's purpose is to help finance the production, preservation or stabilization of affordable rental housing in Minneapolis. The AHTF Request for Proposals (RFP), program information, funding proposal submittal requirements and application materials may be found here:
<http://www.minneapolismn.gov/ahtf>.

Funding proposals are being accepted between the date of this letter and 4:00 p.m., CDT, on July 09, 2015. Proposals delivered after this deadline will be returned without being reviewed. The order in which the proposals are received will be noted, and developers are encouraged to submit funding proposals before the deadline if possible. The City has the right to reject any and all applications at its sole discretion. Deliver or mail complete applications in accordance with Part 1, Sections IX, X, and XI to the following person and address:

Minneapolis CPED
Attn: Jon Clevenger
Crown Roller Mill Building
105 – 5th Avenue South, Suite 200
Minneapolis, MN 55401

Questions about this RFP or the AHTF Program should be directed to Jon Clevenger at 612-673-2495 or jon.clevenger@minneapolismn.gov.



www.ci.minneapolis.mn.us

Affirmative Action Employer

2015 AFFORDABLE HOUSING TRUST FUND PROGRAM

PUBLIC RELEASE DATE: June 03, 2015

PART 1: REQUEST FOR DEVELOPMENT PROPOSALS (RFP), PROGRAM POLICIES AND PROCEDURES

- I. **PROGRAM INTRODUCTION AND PURPOSE:** The Minneapolis Department of Community Planning and Economic Development (CPED) is soliciting development funding proposals for the Affordable Housing Trust Fund (AHTF) Program. The primary purpose of the AHTF Program is to assist in financing the production and preservation/stabilization of affordable and mixed-income rental housing projects in Minneapolis. Program funds are available on a competitive basis to projects that need gap financing to cover the difference between total development costs and the amount that can be secured from other sources. The funding sources for the AHTF Program are primarily federal Community Development Block Grant (CDBG) funds, federal HOME Investment Partnership funds, and local funds. The purpose of this document is to summarize the AHTF Program and request development funding proposals for qualified projects for the current funding round.
- II. **AHTF PROGRAM BASIS AND POLICY GUIDANCE:** The AHTF Program administration is guided primarily by the following adopted policy documents:
- A. Minneapolis Plan for Sustainable Growth available here:
http://www.ci.minneapolis.mn.us/cped/planning/cped_comp_plan_2030
 - B. The City's Consolidated Plan for Housing and Community Development available here:
http://www.minneapolismn.gov/grants/grants_consolidated-plan
 - C. The Unified City of Minneapolis Housing Policy updated on November 1, 2013 which includes the new Senior Housing Initiative, available here:
<http://www.minneapolismn.gov/www/groups/public/@clerk/documents/webcontent/wcms1p-115774.pdf> . More information is in Section VIII below.
 - D. The City's Healthy Housing Policy, adopted by the City Council on May 10, 2013, is available here:
<http://www.ci.minneapolis.mn.us/www/groups/public/@clerk/documents/webcontent/wcms1p-107114.pdf> . More information is in Section VIII below.
- III. **PROGRAM GOALS:** The AHTF Program is designed to support the implementation of various housing goals listed in the policy documents noted in Part 1, Section II above. Affordable housing emphasis in minority or poverty impacted areas will be preservation, rehabilitation, and stabilization. Affordable housing emphasis in minority or poverty non-impacted areas will be construction and positive conversion.

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- IV. SUMMARY OF PROGRAM AND RFP DOCUMENT CHANGES:** There are no substantive changes from the previous year. There have been some minor changes to the content of this Request for Proposals document, including but not limited to:
- A.** Contracting Requirements: Attachment 4 has been updated with changes to the Affirmative Action, Prevailing Wage Policy, and Affordable Housing Policy sections to properly reference Minneapolis Department of Civil Rights requirements that were current as of the publication date of this RFP.
 - B.** SUBP Goals Form: The request for SUBP Goals Form has been updated
 - C.** HOME Monitoring Fee: The City will once again charge a HOME monitoring fee as permitted by the 2013 changes to the HOME Final Rule.
 - D.** Underwriting Standards: The underwriting standards have been updated.
- V. AMOUNT OF AVAILABLE FUNDING:** The specific amount of 2015 AHTF monies available has not yet been determined due in part because the City's 2015 allocation of CDBG and HOME funding was not yet final at the time this RFP was released. CPED estimates that approximately \$10,000,000 will be available, subject to the availability of federal funds. The total available funding may include reallocated funds from prior projects that returned prior AHTF awards and estimates of projected future local funding that has not yet been budgeted or projected federal funding that has not yet been committed. CPED will allocate funding from the available sources to projects as guided by the City's annual budget and applicable policy. Not all of the available funds may be awarded during this funding round.
- VI. FEDERAL SOURCES OF FUNDS:** The federal HOME Investments Partnership program (HOME) and the federal Community Development Block Grant (CDBG) program are two funding sources of the AHTF Program. In addition, other affordable housing funding resources may be used based upon availability during any given year. Information about the HOME Program rules can be found in 24 CFR Part 92, which were substantively revised by a final rule issued on July 24, 2013. Among the most significant changes in the proposed HOME rules are the following:
- A.** Participating jurisdictions are required to assess a developer's capacity and financial condition, in addition to market need for the project and its long-term viability before committing HOME funds.
 - B.** Participating jurisdictions are required to examine annually the financial condition of rental projects with at least ten HOME-assisted units.
 - C.** New minimum property standard requirements and inspection requirements have been established as required. The City implements HUD's current property standards by utilizing State and local codes, ordinances, and related requirements. In addition, the AHTF Program uses the April 2014 version of Minnesota Housing's Rental Housing Design/Construction Standards (RHD/CS) further described in Section VIII below and available here:
<http://www.mnhousing.gov/wcs/Satellite?c=Page&cid=1358905261142&pagename=External%2FPage%2FEXTStandardLayout>.
 - D.** Projects not completed within four years from the date of project commitment would be considered terminated and the participating jurisdiction must repay HOME funds invested in the project.
 - E.** Repayment of HOME funds would be required for any HOME unit that is not rented to eligible tenants within 18 months of project completion.
 - F.** AHTF funding agreements may not be executed and funding commitments may not be entered into HUD's financial management software, Integrated Disbursement and Information System (IDIS) until the project has secured all necessary financing and construction will begin within 12 months of agreement execution.

VII. ELIGIBLE USES OF FEDERAL FUNDS

A. HOME

1. Eligible activities include: acquisition of property, relocation, construction of new housing for permanent or transitional rental (in non-minority concentrated tracts only), moderate or substantial rehabilitation of units and other reasonable and necessary expenses related to the development of affordable, non-luxury rental housing. HOME funds may not be used for a new construction project in an area of minority concentration. Attachment 2 describes minority concentrated areas.
2. Projects financed with AHTF HOME funds must have a certain number of units designated as HOME-assisted units and these units must be affordable to and occupied by families whose incomes are at or below 60% of the AMI, as adjusted for family size. In addition, if the AHTF HOME-financed project has five (5) or more units, 20% of the HOME-assisted units must be occupied by families whose incomes are at or below 50% AMI, as adjusted for family size. These requirements are minimum requirements, but the City will require rental and income restrictions to reflect what is in the proposal. Refer to Attachment 1 for the AMI information which is subject to change.
3. The minimum HOME subsidy is \$1,000 per unit. The maximum amount of HOME funds that a participating jurisdiction may invest on a per-unit basis in affordable housing may not exceed the per-unit dollar limits established under section 221(d)(3)(ii) of the National Housing Act (12 U.S.C. 17151(d)(3)(ii)) for elevator-type projects that apply to the area in which the housing is located. These limits are available from the Multifamily Division in the Minneapolis HUD Field Office.

- B. CDBG:** Eligible activities include: acquisition of property, relocation, moderate or substantial rehabilitation of units, and other reasonable and necessary expense related to the development of affordable, non-luxury rental housing. CDBG may not be used for new construction, unless the new construction activity is undertaken by a Community Based Development Organization (CBDO) as defined by HUD. CDBG may also be used for certain expenses in support of eligible new construction projects in limited circumstances.

VIII. PROGRAM POLICIES AND PROCEDURES

- A. ACCESSIBILITY REQUIREMENTS SECTION 504 (24 CFR PART 8):** New construction projects with five or more units or rehabilitation projects with 15 or more units and rehab costs of more than 75% of the replacement cost of the completed facility must have a minimum of 5% of the units (but at least one unit) be accessible to mobility-impaired and an additional 2% (but at least one unit) be accessible to sensory-impaired. Units in compliance with the Uniform Federal Accessibility Standards (UFAS) are deemed in compliance with Section 504. CPED encourages developers to use good faith efforts to follow Section 504 rules for those projects that are not required to comply with Section 504. Please see the Visibility section below for related information.

- B. ADMINISTRATION:** The administration of the AHTF Program is the responsibility of the CPED Housing Policy and Development Division. If there are questions about the AHTF Program, contact:

Mr. Jon Clevenger
City of Minneapolis
Department of Community Planning and Economic Development
Phone Number: 612-673-2495
E-mail address: jon.clevenger@minneapolismn.gov

- C. AHTF FUNDING IS A LOAN:** Funding awards will be made available in the form of a loan with the City with a term length that typically matches the first mortgage. Some terms and conditions of the loan may be negotiable; however, the City requires minimally a 20-year loan term with 1% simple interest and a deferred lump sum repayment of principal and interest. Additionally, the City will negotiate a percentage return against surplus cash flow on all rental housing projects that have units with unrestricted rents.
- D. APPRAISALS:** If the project is approved for funding, a complete appraisal will be required before closing. The appraisal must be performed by a licensed appraiser who is on CPED's approved appraiser list or completed by MHFA or MHFA's consulting appraiser. Proposals must include either a formal appraisal establishing the estimated "as is" market value of the property or an appraiser's preliminary opinion of value.
- E. COMPETITIVE BIDDING:** Projects must comply with the AHTF Bidding Procedures included as Attachment 5 for the selection of a general contractor and/or the selection of sub-contractors. Developers are encouraged but not required to use open and competitive processes for the selection of consultants such as architects and engineers.
- F. COMPLIANCE WITH CITY POLICY:** Projects must comply with adopted City policy including the documents listed in Part 1, Section II above, a city-adopted neighborhood plan (if applicable), zoning regulations, and building codes.
- G. CONTRACTING GENERAL REQUIREMENTS:** Attachment 4 contains the City's contracting requirements including affirmative marketing, apprenticeship, equal opportunity, prevailing wage, relocation, Section 3, Section 504, and SUBP.
- H. COOPERATIVE HOUSING TRAINING:** If a leasehold cooperative is formed, the developer will be required to provide cooperative training services for the residents of the project.
- I. CPED RIGHT TO REJECT AND MODIFY PROPOSALS:** CPED reserves the right to reject any or all proposals or parts of proposals and to negotiate modifications of proposals submitted.
- J. DEGREE OF NEED:** The Program will provide assistance only to the projects that require assistance to achieve the Program's goals and objectives. It must be demonstrated that other sources of funds are not available or adequate.
- K. DESIGN STANDARDS:** To comply with the 2013 changes to the HOME Final Rule, the AHTF Program uses the April, 2014 version of Minnesota Housing's Rental Housing Design/Construction Standards available here: <http://www.mnhousing.gov/wcs/Satellite?c=Page&cid=1358905261142&pagename=External%2FPage%2FEXTStandardLayout>. CPED may consider administrative waivers to these standards based in part upon a demonstrable hardship or specific conflict with adopted City policy on a case by case basis.
- L. DEVELOPER CAPACITY:** Developers must submit financial statements and documentation of experience in housing development. To the extent that a developer cannot demonstrate the proper strength in a particular area, the developer will be required to hire or joint venture with an entity that has strength in that particular area. Developers must demonstrate the following:

1. Professional development experience, reasonable financial strength, and the ability to undertake the proposed project;
2. The ability to obtain sufficient financing; and
3. Sufficient capability to manage the project successfully after completion or hire a professional management company with experience in managing affordable housing in compliance with AHTF requirements.

M. DEVELOPER ELIGIBILITY: Developers may be non-profit or for-profit.

N. DEVELOPER FEE POLICY

1. For new rental production projects and for stabilization/preservation projects in which the ownership is changing (which typically includes low income housing tax credit projects), a maximum total fee is based on a percentage of total development cost minus total developer fee as follows: first 30 units – 15%; units 31 and over – 8%.
2. For stabilization/preservation projects in which the ownership is not changing, a maximum total fee is based on a percentage of total development cost minus total developer fee as follows: first 30 units – 10%; units 31 and over – 5%.
3. In all cases, architectural costs, legal fees, initial reserves and intermediary costs (SAC & WAC, fixtures & equipment, hazard & liability insurance, survey & soil borings) are deducted from the total development cost as the total developer fee to make the calculation. The total fee includes: Developer fee, development consultant fees, processing agent costs, profit, overhead, and all deferred fees.

The foregoing cap on Developer Fee is not intended to place any restriction on Developer's right to receive additional fees out of project cash flow under its partnership agreement.

O. ENERGY EFFICIENCY AND GREEN BUILDING RESOURCES: The City, HUD, and MHFA all emphasize energy efficiency. Xcel Energy and CenterPoint Energy offer a variety of programs, services, rebates and energy efficiency resources to assist developers, owners and builders with the construction of energy efficient commercial and residential developments, including the following:

1. Xcel: For commercial (multifamily apartment buildings and commercial buildings) contact the Business Solutions Center at 1-800-481-4700. Xcel currently offers three programs:
 - a. Energy Design Assistance for projects in the early stages of the design process.
 - b. Energy Efficient Buildings for prescriptive rebates for projects where design is nearly complete or for existing buildings.
 - c. Energy Analysis for existing buildings with an on-site energy assessment providing a detailed energy audit by an energy engineer, complete with cost and savings estimates, Xcel Energy rebates and paybacks.
2. Call the Xcel Energy Builders Call Line at 1-800-628-2121 for the following logistical services:
 - a. Design and permitting
 - b. Relocating existing gas or electric
 - c. Disconnecting gas and electric services
 - d. Providing temporary electric needs

3. CenterPoint Energy: For assistance with existing programs or a custom program that can address the building envelope, water heating, and heating systems, contact Tom Dolan, 612-321-4398.
4. The City has two product and service directories that may help the project be more energy efficient and comply with the Green Communities standards described below.
 - a. Green Services Directory (available here: <http://www.minneapolismn.gov/www/groups/public/@cped/documents/webcontent/wcms1p-092496.pdf>)
 - b. Green Homes North Product & Service Directory (available here: <http://www.minneapolismn.gov/www/groups/public/@cped/documents/webcontent/wcms1p-103610.pdf>)

P. FEES: PROPOSAL, ORIGATION AND HOME MONITORING:

1. Proposal Fee: A non-refundable \$1,000 proposal fee will be charged for each AHTF proposal.
2. Origination Fee: If a project is awarded funding, an origination fee of 1% the AHTF award will be collected at closing except for AHTF awards using federal HOME funds.
3. HOME Monitoring Fee: The HOME Final Rule published in the Federal Register on July 24, 2013 permits the City to charge a fee for HOME monitoring during the entire HOME Period of Affordability. The City's current annual HOME monitoring fee for projects that are completed in 2017 is \$1,688.26 per project plus \$66.55 for each HOME-assisted unit and is subject to change.

Q. FUNDING AWARDS MAY BE CONTINGENT UPON THE AVAILABILITY OF FUTURE FUNDING:

Due to the extended length of time that is typically required for projects to be fully funded and minimum funding commitment and expenditure timeframes imposed by HUD, the City Council at its sole discretion may make contingent AHTF awards to projects from projected future local funding that has not yet been budgeted or projected federal funding that has not yet been committed to the City. The City Council may elect to make AHTF funding awards contingent upon the future availability of funding.

R. FUNDING COMMITMENTS FROM OTHER FUNDERS: The proposal must include written documentation stating the amount, terms, and conditions of existing funding commitments to the project. Documentation containing words synonymous with "consider" or "may" (as in "may award") are not funding commitments.

S. GREEN COMMUNITIES: Developers are encouraged to incorporate green/sustainable elements consistent with the "Minnesota Overlay and Guide to the Green Communities Criteria" and the 2011 Enterprise Green Communities Criteria in rehabilitation projects. Enterprise has issued a report available here: <http://www.enterprisecommunity.com/servlet/servlet.FileDownload?file=00P3000000DTX16EAH> that describes the financial impact of green affordable housing after studying 52 affordable housing developments from across the United States that were built using either the 2005 or the 2008 versions of the Enterprise Green Communities Criteria. The report provides a detailed look at estimated versus actual use of water and energy, and relates that to utility cost impacts for both the developers and the residents of the affordable housing communities included in the study. Developers are advised to ensure that the development costs in the proposal adequately reflect compliance with Green Communities standards and to thoroughly review MHFA's Minnesota Overlay and Guide to the 2011 Enterprise Green Communities Criteria available here:

http://www.mnhousing.gov/idc/groups/public/documents/webcontent/mhfa_012435.pdf.

Developers proposing new construction or substantial/gut rehab projects as defined by MHFA must comply with the "Minnesota Overlay and Guide to the Green Communities Criteria." All developers seeking AHTF funding must submit a completed Green Communities certification workbook available in the Application Materials section here:

<http://www.mnhousing.gov/wcs/Satellite?c=Page&cid=1358905251684&pagename=External%2FPage%2FEXTStandardLayout>. There is some overlap between the Green Communities criteria and the Healthy Housing Policy discussed below.

- T. HEALTHY HOUSING POLICY:** On May 10, 2013, the City Council adopted the Healthy Housing Policy which is available here: <http://www.ci.minneapolis.mn.us/www/groups/public/@clerk/documents/webcontent/wcms1p-107114.pdf>. The Healthy Housing Policy has updated website links. The primary intent of the City of Minneapolis Healthy Housing Policy is to ensure that properties are sited, designed and built or rehabilitated to include amenities that support, protect and promote health. This policy applies to AHTF-funded projects. There is significant overlap between the Healthy Housing Policy and the Green Communities standards. To demonstrate compliance with the Healthy Housing Policy, all developers are required to submit a completed Green Communities certification workbook available in the Application Materials section here: <http://www.mnhousing.gov/wcs/Satellite?c=Page&cid=1358905251684&pagename=External%2FPage%2FEXTStandardLayout>. Developers are encouraged to review the informational resources contained in the Healthy Housing Policy.
- U. HISTORIC RESOURCE REVIEW LETTER:** For projects with at least one existing building that is proposed to be moved or demolished, proposals must include a historic resource letter from CPED. The purpose of the letter is to demonstrate that CPED Development Services staff has preliminarily reviewed the existing site and building that is proposed to be removed or demolished for the potential existence of a historic resource that may require additional investigation. This might require submitting written permission to conduct the review from the existing property owner, photos of the building(s) and adjacent buildings, an application fee, and a site visit for projects proposing demolition. A separate application and fee may be required for each parcel that has a structure that is proposed to be moved or demolished. To request a historic resource review letter from Minneapolis Development Review, call Minneapolis 311 from within the City or (612) 673-3000. Additional information may be available from the CPED Sector Liaison listed here: http://www.minneapolismn.gov/www/groups/public/@cped/documents/webcontent/convert_257946.pdf
- V. IMPACTED AND NON-IMPACTED AREAS:** As noted in Part 1, Section III, affordable housing emphasis in minority or poverty impacted areas will be preservation, rehabilitation, and stabilization. Affordable housing emphasis in minority or poverty non-impacted areas will be new construction and positive conversion. A minority impacted area is an area with a minority population concentration of 50% or higher as described in the map in Attachment 2. A poverty impacted area is an area with a poverty concentration of 45.4% (double the City's poverty rate) or higher as further described in Attachment 3. The maps in Attachments 2 and 3 are from the Consolidated Plan. Areas with poverty or minority concentrations below those percentage levels are non-impacted areas. HOME funds may not be spent on new construction projects located within minority impacted areas.

- W. INTEREST RATE FOR PERMANENT FINANCING:** All projects will use a current market interest rate for purposes of estimating mortgage financing in their proposals.
- X. LEAD-BASED PAINT:** The requirements of HUD Lead Safe Housing Rule, 24 CFR 35, subparts B through R are promulgated to implement the Lead-Based Paint Poisoning Prevention Act, as amended, and the Residential Lead-Based Paint Hazard Reduction Act of 1992. Most HUD housing programs are covered by only one subpart of this part, but some programs can be used for more than one type of assistance and therefore are covered by more than one subpart of this part. All properties constructed prior to 1978 must be tested for lead-based paint to determine the presence or absence of lead-based paint on deteriorated painted surfaces or surfaces to be disturbed or replaced during construction and shall be performed by a certified lead-based paint inspector or risk assessor. In addition a risk assessment in the dwelling units receiving federal assistance, in common areas servicing those units, and exterior painted surfaces, shall be performed prior to the start of rehabilitation. The individual or firm conducting the risk assessment shall provide and explain the results of the investigation and options for reducing lead-based paint hazards. The scope of work and method for abatement shall be included in the per unit rehabilitation dollar amount. Any adhesion-cohesion testing must be conducted by an independent third party for encapsulated components. Adhesion-cohesion testing should have the American Society of Testing Materials (ASTM) documentation to show the coating applied meets the requirements of being a lead-based paint encapsulate. All property owners or developers receiving assistance shall incorporate ongoing lead-based paint maintenance activities in regular building operations, in accordance with Sec. 35.1355 (a), as applicable. Please see Attachment 6 for a summary of lead-based paint requirements by activity.
- Y. LEAD-BASED PAINT DESIGNER:** If lead is present at levels that need to be remediated, the City requires that a qualified lead-based paint designer participate in the project following Lead Poisoning Prevention Act and related Administrative Rules administered in part by the Minnesota Department of Health, including the following as excerpted from Minnesota Rules 4761.2320 Lead Project Designer:
1. "Lead project design" means site-specific written project specifications for a regulated lead work project. Lead project design includes written technical project specification incorporated into bidding documents.
 2. All specifications for the treatment of lead-based paint shall be prepared by a licensed lead-based paint designer. (An individual preparing a lead project design, as defined in MN Statutes 144.9501, subd. 19a, must be licensed by the commissioner as a lead project designer. A lead project designer license is not transferable.
- Z. LEVERAGE:** AHTF-funded projects must leverage additional resources. The leverage percentage is calculated by dividing the total AHTF amount previously awarded and requested by Total Development Cost. Please see the leverage scoring criteria in Part 2, Section III.O. below for more information.
- AA. MARKET STUDY:** Proposals must include a market study or comparably thorough market analysis which summarizes the following:
1. Defines the market area and the regional context for the subject property;
 2. Demographic characteristics of the area around the subject property to establish the market context;
 3. Estimates rental housing supply in the area around the subject property;

4. Estimates rental housing demand in the area around the subject property, especially the characteristics of the income-eligible households that may be attracted to the proposed project;
5. Estimates vacancy rates area around the subject property; and
6. Summarizes construction pricing and trends.

BB. PROPERTY MANAGEMENT PLAN: Proposals must include a property management plan which includes a description of the following at a minimum:

1. Affirmative marketing procedures;
2. Fair housing standards compliance methods;
3. Maintenance and repair;
4. Personnel policy and staffing arrangements (such as required staff and tenant handbooks, personnel policy for training and discipline);
5. Program for maintaining accounting records;
6. Rent collection policies and procedures;
7. Roles and responsibilities of managing agent; and
8. Security

CC. MAXIMUM AWARD: The maximum amount of AHTF award will be the lower of \$25,000 per affordable unit (at or below 50% AMI) or 15% of the Total Development Cost, not including capitalized reserves (operating, replacement, support services) or non-housing costs.

DD. MINIMUM AFFORDABILITY AND MINIMUM UNIT COUNT: All rental housing projects of 10 units or more funded by the AHTF Program shall have at least 20% of the units affordable to households at or below 50% of Metropolitan Area Median Income (AMI) for the term of the loan.

EE. MINIMUM CONSTRUCTION, REHABILITATION AND/OR PROPERTY STANDARDS:

Each project must meet at a minimum all applicable State and local codes, ordinances, and requirements, including FHA minimum property standards and applicable HUD property standards. Applicable HUD property standards may include the International Energy Conservation Code, Energy Star Qualified Homes, the Uniform Federal Accessibility Standards, site and neighborhood standards (24 CFR 983.57(b), or Housing Choice Voucher Program Housing Quality Standards (formerly Section 8 HQS). New minimum property standards are being proposed by HUD for HOME-assisted projects.

FF. NEIGHBORHOOD GROUP REVIEW: Developers are required to submit their development projects to the official neighborhood group for review prior to City Council approving an AHTF award. Include the neighborhood review letter in funding proposal.

GG. POSITIVE CONVERSION: Positive conversion means conversion in any manner of buildings or units that do not currently have affordable rents to units with affordable rents or conversion of non-residential property to affordable rental housing.

HH. PRE-APPLICATION TECHNICAL ASSISTANCE: Free, limited, preliminary and non-binding pre-application technical assistance is available upon request to CPED staff through June 26, 2015. Developers with no or limited previous experience with the AHTF Program are strongly encouraged utilize this resource. Prior to requesting a meeting with CPED staff, submit a cover letter, the Multifamily Workbook, a completed AHTF self-scoring worksheet

(Attachment 8), and any of the application items that are further described in Section X that may be helpful to have a substantive discussion about your project.

II. PROJECT-BASED SECTION 8 VOUCHERS: The AHTF Program awards points for project-based assistance such as HUD's Supportive Housing Program and Section 8 vouchers that are administered by the Minneapolis Public Housing Authority (MPHA). MPHA goes through a public RFP process when vouchers are available. MPHA's last RFP was in 2011. As of the release date of this document, MPHA did not have any project-based vouchers available, and the timing of any future RFP for vouchers is unknown. More information may be found at <http://www.mphaonline.org/>.

JJ. PROJECT FINANCING AND TIMELY COMPLETION CONDITIONS: AHTF Program money must be used in a timely manner. Developers are required to submit a project schedule that outlines the milestone stages of the project, including the acquisition of site, securing the other project funding, closing date, relocation, demolition, construction start date, and construction completion date. Developers of projects with AHTF funding awards must submit monthly progress reports as described in Attachment 7 summarizing various project-related accomplishments. Projects unable to meet the timelines may lose their funding allocation. However, developers may reapply during the annual RFP cycle. The following project performance timeframes apply:

1. Commencing on the date the full City Council approves the AHTF money for a project, the funding is allocated for fifteen (15) months.
2. At the end of fifteen (15) months, the funding allocation will be extended administratively for an additional twelve (12) month period if the developer can provide evidence that:
 - a. At least one-third of the total development funds have been raised; and
 - b. The balance of the development money is likely to be raised; and
 - c. That a closing will occur within the next twelve months.

KK. PROJECT SCOPE OF WORK: Developers are required to submit a preliminary scope of work which outlines cost estimates and preliminary rehab specifications, drawings, and site plans for the project. CPED may require, however, more substantial rehabilitation than initially proposed to ensure compliance with applicable policy.

LL. PROPOSAL EVALUATION AND SELECTION PROCESS: Developers are strongly encouraged to apply only once to the AHTF either at the start, the middle or the end of the project financing process. CPED staff will evaluate and underwrite the AHTF proposals according to the selection criteria contained in this document. For rehabilitation projects, a physical inspection of the property by CPED will be necessary. Following this review and the scoring and ranking of the proposals, staff recommendations for project funding to the City Council will be made. CPED staff will determine the appropriate funding source for all projects.

MM. RELOCATION POLICY: Displacement is discouraged. However, if it is necessary and unavoidable, the developer must submit a relocation plan that complies with the applicable federal or City policy for temporary or permanent displacement. Federal relocation regulations or local relocation rules apply to all projects funded through the AHTF. The required Tenant Relocation Plan must include all of the following relocation materials:

1. Occupancy information/rent rolls of all persons occupying the real property on the date of the initial submission of the proposal for assistance by the developer to the grantee or HUD, if the developer has site control; or
2. Occupancy information/rental rolls of all persons occupying the real property as of the date that the developer obtains site control (e.g. purchase option) if site control is not obtained until after submission of the proposal.
3. Occupancy information/rent rolls of all persons moving into the property on or after the dates described above.
4. Occupancy data/rent rolls of all persons occupying the property upon completion of the project.
5. Draft relocation plan for temporary relocation (on site and off site), permanent relocation, and a combination of temporary and permanent relocation.
6. General Information Notice (GIN) must be sent to all persons occupying the real property on the date of the initial submission of the proposal, date that the developer obtains site control, and all persons moving into the property on or after the dates described. The GIN informs affected persons of the project and that they may be displaced by the tenant.
7. Include a relocation budget estimate in the development pro forma and information detailing the calculation of the relocation budget estimate.

During CPED's proposal review period, staff may request additional information to ensure compliance with the federal relocation regulations and the local relocation rules.

NN. RENT: Attachment 1 provides utility allowance, income and rent information. While the information in Attachment 1 was current as of the public release of this RFP, the data is expected to change over time. The rent and income limits for each unit must match. For example, a unit that is intended for a 50% AMI household must have a 50% AMI rent limit and a 50% AMI income limit unless there is project based rental subsidy or GRH funding in the project.

OO. SCATTERED SITE PROJECTS: Proposals that contain a combination of at least ten single family, duplex, triplex and fourplex housing units are typically eligible for AHTF funding and considered to be a single project by the AHTF Program for underwriting purposes.

PP. SECURITY COSTS: Developers are required to implement measures necessary and appropriate to maintain a safe and crime-free living environment for the property residents. These measures must be described in the required Property Management Plan. At a minimum, this plan should include involvement in neighborhood crime prevention strategies, resident awareness and training. Capital items contained in the plan should be included in the deferred maintenance and replacement reserve analyses as appropriate.

QQ. SELF-SCORING WORKSHEET: Attachment 8 is a self-scoring worksheet that is required to be submitted to further describe the points that the developer believes may be earned based upon the documentation included throughout the funding proposal.

RR. SENIOR HOUSING INITIATIVE: On November 1, 2013, the City Council adopted the Senior Housing Initiative that is available here (<http://www.minneapolismn.gov/www/groups/public/@clerk/documents/webcontent/wcms1p-115774.pdf>).

SS. SITE CONTROL: The AHTF Program requires evidence of site control as a condition of submitting a proposal. Evidence of site control must be shown by one of the following means:

1. Fee Title
2. Contract-For-Deed
3. Signed Purchase Agreement
4. Signed Purchase Option
5. Signed Redevelopment Contract
6. A proposal with CPED for a Parcel of Land or a building which CPED owns.

In the cases 2-6 above the developer must also show that the site is controlled for an acceptable amount of time and also has no conditions that would limit the use of the property. Proposals without evidence of site control may be rejected without receiving an underwriting review. Exceptions may be allowed, however, for those projects which have been awarded NSP funds but don't have site control for all of the properties which are to be part of the NSP project. Properties comprising the NSP project must be identified when the AHTF proposal is submitted. CPED management will determine whether an exception to the site control requirement may be extended to NSP-funded projects on a case-by-case basis based upon demonstrable progress meeting NSP Program Requirements.

TT. SIZE OF PROJECT: The project must be located within the City of Minneapolis, contain not less than ten units, and be owned and managed as either a rental property or a leasehold cooperative.

UU. SUBP AND THE MINNEAPOLIS DEPARTMENT OF CIVIL RIGHTS: Attachment 9 contains the Small and Underutilized Business Enterprise Program (SUBP) form that will be used by the Minneapolis Department of Civil Rights to establish contracting goals for the project if funded. More information on SUBP is included in the contracting standards in Attachment 4.

VV. TAX INCREMENT FINANCING: Tax increment financing will not be considered for projects unless there are extraordinary development costs such as historic preservation, relocation, excessive demolition and clean-up costs. More information on the Tax Increment Financing Policy may be found here:
http://www.minneapolismn.gov/cped/resources/reports/cped_tax_increment_policy.

WW. UNDERWRITING PERIOD (20 YEAR CASH FLOW): The AHTF underwriting period is 20 years. Therefore, the required cash flow projection or pro forma period is 20 years from stabilized occupancy.

XX. UNDERWRITING STANDARDS: The AHTF CPED Underwriting Standards are included as Attachment 10.

YY. VISITABILITY: Wherever practical, HUD recommends addressing the concept of visitability in addition to the above requirements. Housing that is "visitable" has a very basic level of accessibility that enables persons with disabilities to visit friends, relatives, and neighbors in their homes within a community. HUD recommends (1) providing a 32-inch clear opening in all interior and bathroom doorways; and (2) providing at least one accessible means of egress/ingress for each unit.

- IX. FUNDING PROPOSAL PREPARATION:** Developers are advised to consider the following while assembling the funding proposal:
- A. City Policy Consistency:** Consider how the proposed housing is consistent with adopted City policies, especially those noted in Section II.
 - B. Capital Funding Gap:** Determine the amount needed for gap assistance in compliance with the maximum award description in the above Part 1, Section VIII.
 - C. Historic Resource Letter:** Promptly request a historic resource review letter from CPED for projects that included demolition or building relocation.
 - D. Neighborhood Review:** Submit the development proposal to the recognized neighborhood group for review of the proposal based on design and land use issues prior to the proposal submittal. Provide a letter from the neighborhood organization evidencing their review.
 - E. Permanent Mortgage:** Determine if the project can support a permanent mortgage and, if it can, include an estimated amount, terms, and identity of a probable lender. If a written funding commitment is not available at the time of application, including a letter of interest or a letter of support from the lender is recommended.
 - F. Rebates and Tax Exemptions:** For non-profit developers, include anticipated utility rebates or sales tax exemptions as a funding source.
- X. REQUIRED FUNDING PROPOSAL CONTENT:** Include the following documents in the order in which they are listed in the format described in Section XI below:
- A. Cover letter with the following:**
 - 1. AHTF amount requested
 - 2. Summary of the overall project financing structure, such as a “4% LIHTC with a HUD loan guarantee and public gap funding”
 - 3. List other City funding sources that are being sought in the current funding round.
 - 4. A brief summary of the project’s public benefits and the project’s strategic importance to the City (such as foreclosure mitigation, tornado recovery, blight removal, etc.)
 - B. Funding proposal table of contents with tab headings**
 - C. All of the applicable forms, narratives, spreadsheets, checklists and related attachments in the Minnesota Housing Minnesota Multifamily Rental Housing Common Application Form available here:**
<http://www.mnhousing.gov/wcs/Satellite?c=Page&cid=1358905251684&pagename=External%2FPage%2FEXTStandardLayout>. The document titles below are from the Common Application Checklist:
 - 1. Section 1
 - a. C-1 Multifamily Workbook
 - b. C-3 Multifamily Rental Housing Narrative Questions (including Supportive Housing Narrative)
 - c. C-4 Applicant Certification of Environmental Issues
 - d. C-5 Comparable Properties (n/a if a Market Study is provided)
 - e. C-6 Evidence of Site Control
 - f. C-7 Site Location Map
 - g. C-8 Photographs
 - h. C-9 Green Communities Criteria (EGCG) Certification Workbook
 - i. C-10 Notification of Local Official
 - j. C-14 Management and Operating Expenses (data from comparable new construction projects or audited financial operating expense statements for at least 3 stabilized years)

- k. D-1 Preliminary Architectural/Construction Requirements for New Construction (preliminary sketch plans are permitted, 11" by 17" format or half-size are permitted)
 - l. E-1 Rent Roll for existing developments- most recent available
 - m. E-2 Tenant Relocation Plan
 - n. E-3 Preliminary Architectural Requirements for Rehabilitation
 - o. E-4 Physical Needs Assessment with a 20 year capital expenditure template OR Capital Needs Assessment.
 - p. Commitment to Provide Project Based Rental Assistance
 - q. Financial Statements:
 - 1. Current audited and/or unaudited organizational financial statements
 - 2. Current financial statements for each partner of partnership or corporation
 - r. Market Study (if available)
 - s. H-9 Nonprofit Proof of Status, Non-Profit Intended Participation: Articles of Incorporation, IRS Election Status (Internal Revenue Service (IRS) documentation of status
 - t. C-13 Written Policy for Smoke-Free Buildings if proposed
 - u. J-2 Letter of Confirmation from Hennepin County Human Services and Public Health (documentation for preliminary discussions on supportive housing funding)
 - v. E-2 Certification of Consistency with Continuum of Care of Heading Home Plan
 - w. F-1 Documentation Relevant to Preservation of Federally Assisted Housing
 - x. F-2 Recent Site Inspection Report
 - y. F-3 Preservation tab of the Multifamily Workbook
 - z. 20 Year Pro forma (cash flow projection)
2. AHTF RFP Attachments
- a. Attachment 8: Self-Scoring Worksheet:
 - b. Attachment 9: Signed SUBP Goals Form
 - c. Attachment 11: Signed Recitals, Acknowledgement, and Consent Form
 - d. Funding Commitment Letters for any committed capital and operating funding
 - e. City Historic Resource Review Letter from CPED (if proposal includes demolition or renovation)
 - f. Neighborhood Support Letter(s)
 - g. Property Management Plan which includes a description of the following at a minimum:
 - 1. Affirmative marketing procedures (such as those described in A-8 Affirmative Fair Housing Marketing Plan)
 - 2. Fair housing standards compliance methods
 - 3. Maintenance and repair
 - 4. Personnel policy and staffing arrangements (such as required staff and tenant handbooks, personnel policy for training and discipline)
 - 5. Program for maintaining accounting records
 - 6. Rent collection policies and procedures
 - 7. Roles and responsibilities of managing agent:
 - 8. Security
 - h. Proposal Fee: A \$1,000 non-refundable funding proposal fee payable to Minneapolis Finance Department.

XI. FUNDING PROPOSAL SUBMITTAL LOCATION AND DEADLINE

- A.** Funding proposals are being accepted between the public release date of the front page of this document and 4:00 p.m., CDT, on **July 9, 2015**. The order in which the proposals are received will be noted. Developers are encouraged to submit funding proposals before the deadline. Proposals delivered after the deadline will be returned without being reviewed. The City has the right to reject any and all proposals at its sole discretion.
- B.** Submit two (2) paper-based copies of the materials described in Section X above. The hard copies should be unbound, double sided if possible and three-hole punched with sections separated by tabs with section labels. The paper-based copies may exclude lengthy third party reports such as the appraisal and market study if the reports are included in the electronic submittal. CPED may request full hard copies of any required application item that is only submitted electronically.
- C.** Provide one (1) full electronic version of the entire funding proposal using one of the following methods:
1. Submit one (1) separate USB flash drive (which may be returned upon request), CD, or DVD
 2. Upload the documents to a file-sharing website such as box.com with access granted initially to jon.clevenger@minneapolismn.gov.
- D.** Deliver the proposals to:
- Minneapolis CPED
Attn: Jon Clevenger
RE: AHTF Funding Proposal
Crown Roller Mill Building
105 – 5th Avenue South, Suite 200
Minneapolis, MN 55401

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PART 2: AFFORDABLE HOUSING TRUST FUND

SELECTION CRITERIA

- I. INTRODUCTION:** Projects are evaluated against a total of 18 selection or scoring criteria, which is divided into three parts. The first part is comprised of 17 selection criteria that apply to all proposed projects. The remaining two parts are comprised of one selection criteria that is specific to projects located within poverty impacted areas or poverty non-impacted areas. Depending upon whether a project is located in an impacted area or a non-impacted area, proposals will be evaluated according to one of the two selection criteria point structures listed below.
- II. MINIMUM POINT THRESHOLD:** A funding proposal needs at least 20 points in two selection criteria (“Financial Soundness and Management” and “Economic Integration”) to meet the initial minimum point threshold and 86 points in all categories to meet the total minimum point threshold. A proposed project must meet both the minimum 20 point threshold and the minimum 86 total point thresholds to be underwritten and considered for funding.

III. SELECTION CRITERIA FOR ALL PROJECTS:

A. Financial Soundness and Management: Up to 25 Points Total

Underwriting Criteria: Up to 10 points for being underwritten according to the CPED's underwriting standards with approximately one point for each of the standards listed in Attachment 10;

Secured Funding: Up to 5 points for the percentage amount of other funding sources which have been secured as follows:

<u>Percentage of Project Financing Secured</u>	<u>Points</u>
0% to 20%	0
20.1% to 40%	2
40.1% to 60%	3
60.1% to 80%	4
80.1% or more	5

Property Management Plan: Up to 5 points for the quality of the management plan.

Developer’s Comparable Project Experience: Up to 5 points for the developer's experience in developing and operating projects of this type.

B. Economic Integration: Up to 20 Points

Project meets the mixed-income goals on basis of percentage of low-income units (affordable to 50% of AMI) to the total number of units.

<u>Percentage of Low-Income Units</u>	<u>Points</u>
20% of total units	15
20.1% to 40%	20
40.1% to 60%	10
60.1% to 80%	5
80.1% to 100%	0

C. Ratio of Soft Costs to Total Project Costs: Up to 15 Points

Points given on the % of total project costs that are considered soft costs or costs of intermediaries. For the purposes of this provision, "Costs of Intermediaries" shall be consistent with Minnesota Housing Finance Agency and shall exclude the following intermediary costs to be consistent with the low income housing tax credit calculation: Sewer/water access charge, furnishing and equipment, hazard and liability insurance, survey and soil borings

<u>% of Total Project Cost</u>	<u>Points</u>
>24%	0
15.1% - 24%	5
0% - 15%	15

D. Family Housing: Up to 15 Points

The project provides family housing whereby 25% or more of the rental units in the project have three or more bedrooms. Points are awarded as follows:

<u>Percentage of Units 3+ BR</u>	<u>Points</u>
25% or less	0
25.1% to 50%	5
50.1% to 75%	10
75.1% or more	15

E. Design Quality and Compatibility: Up to 5 Points

Projects are evaluated to insure compliance with the Green Communities standards and the Healthy Housing Policy (see Part 1, Section VI for more information), quality construction and aesthetically pleasing design which is compatible with the neighborhood will be awarded up to 5 points. The City Planning Department will be part of this review.

F. Provision of Resident Support Services: Up to 10 Points

Preference given to projects that provide resident support services or establish a strong, integrated referral system. Examples of support services include information and referral, advocacy, case management, self-reliance training, formation/existence of a resident association, and community building activities.

<u>System in place to provide support services:</u>	<u>Points</u>
Provide to >50% of households	10 points
Provide to >25% of households	8 points
Provide to >10% of households	6 points

<u>Strong, integrated support referral system:</u>	<u>Points</u>
Provide to >50% of households	5 points
Provide to >25% of households	3 points
Provide to >10% of households	1 point

G. Plan Conformance: Up to 10 Points

Preference to projects that conform to the City of Minneapolis Consolidated Plan, Comprehensive Plan, and/or to any city-adopted neighborhood plan document.

H. Proximity to Transit and Jobs; Density: Up to 20 Points

A. Transit-Oriented Development - The project is located within .50 miles of high service local fixed route transit or within .50 miles of a transit stop served by an express route or a limited stop route (10 points).

The project is located within .25 miles of any other transit stop (5 points)

B. Proximity to Jobs – Maximum number of points is 5.

C. Density: Higher Density Development – Maximum number of points is 5.

I. Project-Based Section 8 Program Assistance: Up to 10 Points

The developer has applied for 1) Project-based Section 8 units and has obtained a letter of support from Minneapolis Public Housing Authority, or 2) For other ongoing project assistance such as the HUD Supportive Housing Program.

J. Housing for Long Term Homeless (at 30% or less of AMI): Up to 10 Points

Project provides housing units for long term homeless households as defined by MHFA for HUD; household income must be 30% or less of AMI.

<u>% of LTH Units</u>	<u>Points</u>
40% of total units at or below 30% AMI	10 points
20% of total units at or below 30% AMI	5 points

K. Long-Term Affordability Period: Up to 10 Points

Preference is given to those projects that demonstrate the ability to serve tenants for the longest period of time. The project must either cash flow for the period of proposed affordability or an operating deficit fund must be established at the beginning of the project.

<u>Affordability Period</u>	<u>Points</u>
30 years or more	10 points
25 years or more	8 points
20 years or more	5 points

L. Senior Housing: Up to 15 Points

Senior independent rental congregate and/or assisted living meeting development goals and objectives of the Minneapolis Senior Housing Policy and which is 100% senior (55 years and older).

<u>Age Restriction</u>	<u>Points</u>
Age-restricted to seniors only	15 points
Senior oriented without age restriction	5 points
No specific senior orientation	0 points

M. Neighborhood Support: Up to 5 Points

Proposed project is supported by the recognized neighborhood organization based on review of design and land use issues.

N. Expiring Tax Credits: Up to 5 Points

Proposed project results in preserving long-term affordability of expiring tax credit units.

O. Leverage: Up to 10 Points

Total AHTF amount awarded and current AHTF request divided by Total Development Cost equals leverage ratio percentage.

<u>Leverage Ratio</u>	<u>Points</u>
0 – 5%	10
5.1% - 10%	5

P. Community Housing Development Organization: Up to 5 Points

Project is owned, developed or sponsored by a Community Housing Development Corporation (CHDO) as defined by HUD.

Q. Commercial or Community Corridor: Up to 15 Points

Preference to projects located on a Commercial Corridor or Community Corridor. The list of Commercial Corridors and the list of Community Corridors are found on Pages 1-27 AND 1-28 (Table 1a and Table 1b) of the Land Use Chapter of the Minneapolis Plan http://www.minneapolismn.gov/cped/planning/plans/cped_comp_plan_2030.

<u>Distance to Corridor</u>	<u>Points</u>
Contiguous with or within one parcel of a listed corridor right of way	15 points
Not contiguous but within ¼ mile (495 feet) of a listed corridor	10 points
Further than ¼ mile (495 feet) from a listed corridor	0 points

R. SELECTION CRITERIA SPECIFIC TO PROJECTS IN A POVERTY IMPACTED AREA: Preservation, Rehabilitation, Stabilization: Up to 10 Points

Project provides preservation, rehabilitation, and stabilization in impacted areas.

S. SELECTION CRITERIA SPECIFIC TO PROJECTS IN A POVERTY NON-IMPACTED AREA: New Construction or Positive Conversion: Up to 10 Points

Project provides new construction and positive conversion in non-impacted areas.

PART 3: AFFORDABLE HOUSING TRUST FUND RFP ATTACHMENTS

- Attachment 1: Utility Allowances, Income and Rents
- Attachment 2: Map of Minority Impacted and Non-Impacted Areas
- Attachment 3: Map of Poverty Impacted and Non-Impacted Areas
- Attachment 4: Contracting Requirements
- Attachment 5: Bidding Requirements
- Attachment 6: Summary of Lead-Based Paint Mitigation Requirements
- Attachment 7: Progress Report Form
- Attachment 8: Self-Scoring Worksheet
- Attachment 9: SUBP Form
- Attachment 10: Underwriting Standards
- Attachment 11: Recitals, Acknowledgement and Consent Form

2015 ADJUSTED HOME INCOME LIMITS¹

Minneapolis-St. Paul-Bloomington, MN-WI MSA

(Effective Date: 3/25/15, source: <https://onecpd.info/resource-library/home-income-limits>)

% of Median	Number of Persons							
	1	2	3	4	5	6	7	8
30%	\$18,200	\$20,800	\$23,400	\$26,000	\$28,100	\$30,200	\$32,250	\$34,350
Very Low (50%)	\$30,350	\$34,650	\$39,000	\$43,300	\$46,800	\$50,250	\$53,700	\$57,200
60%	\$36,420	\$41,580	\$46,800	\$51,960	\$56,160	\$60,300	\$64,440	\$68,640
Low Income (80%)	\$46,100	\$52,650	\$59,250	\$65,800	\$71,100	\$76,350	\$81,600	\$86,900

¹ Additional income limit data may be found here: <http://www.huduser.org/portal/datasets/il.html>.

2014 HOME PROGRAM RENT LIMITS

Minneapolis-St. Paul-Bloomington, MN-WI MSA

(Effective 4/1/14, source: <https://www.onecpd.info/resource-library/home-rent-limits/>)

Rent Limit ²	Efficiency	1BR	2BR	3BR	4BR	5BR	6BR
Low HOME Rent	\$641	\$796	\$975	\$1,126	\$1,256	\$1,386	\$1,515
High HOME Rent	\$641 ³	\$796	\$996	\$1,403	\$1,599	\$1,746	\$1,893
Fair Market Rent	\$641	\$796	\$996	\$1,403	\$1,656	\$1,904	\$2,153
50% Rent Limit	\$758	\$812	\$975	\$1,126	\$1,256	\$1,386	\$1,515

² For all HOME projects, the maximum allowable rent is the HUD calculated High HOME Rent Limit and/or Low HOME Rent Limit.

³ Adjusted Low HOME Rent or High HOME Rent corrects for 2010-2012 incorrect hold harmless rent.

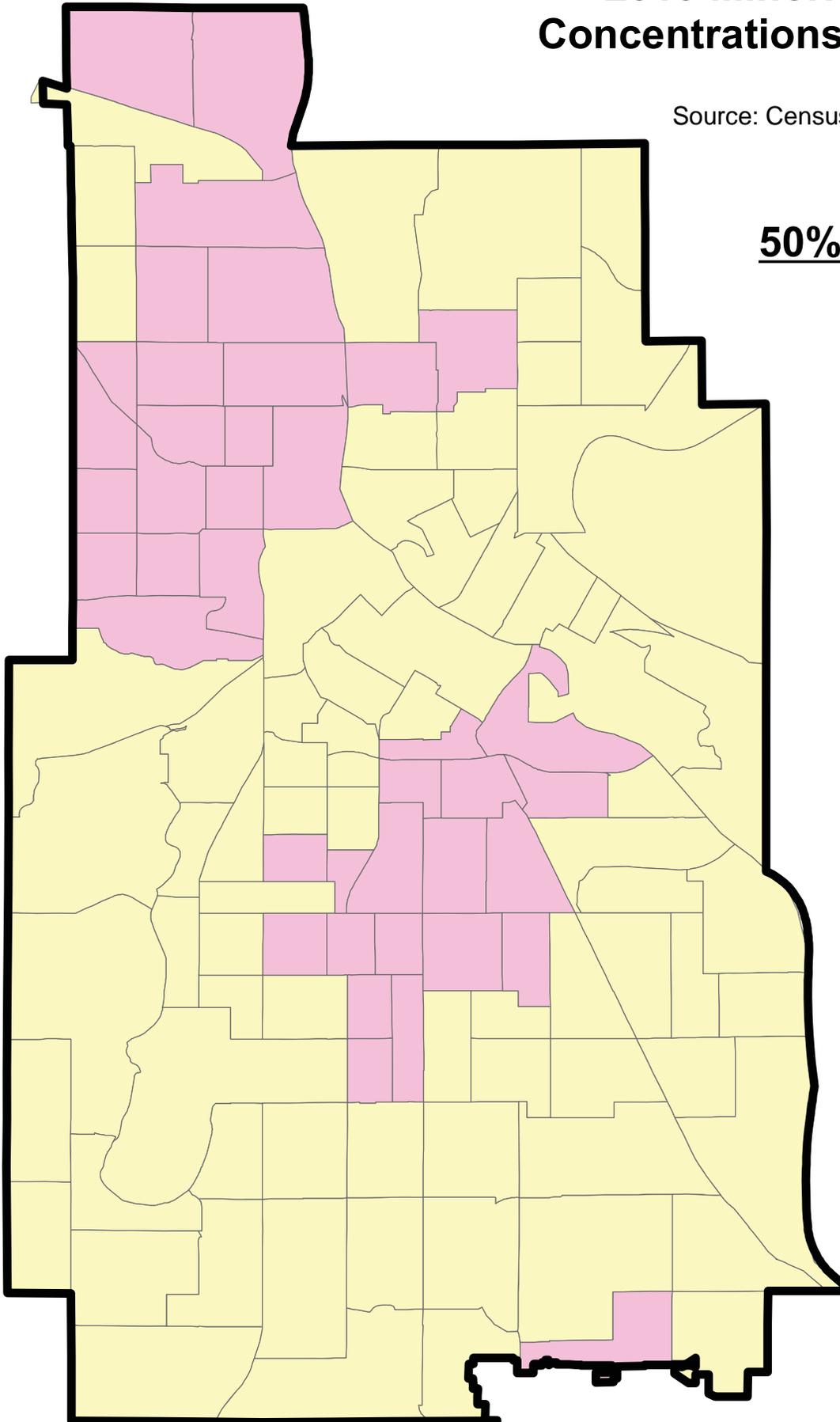
Additional information on FY13 Section 8 income limits may be found in Notice PDR-2013-02 (http://www.huduser.org/portal/datasets/il/il13/HUD_sec8_13.pdf)

The income and rent data is subject to change without notice

2010 Minority Population Concentrations by Census Tract

Source: Census Bureau, 2010 SF1

50% Threshold



Legend

TRACTS

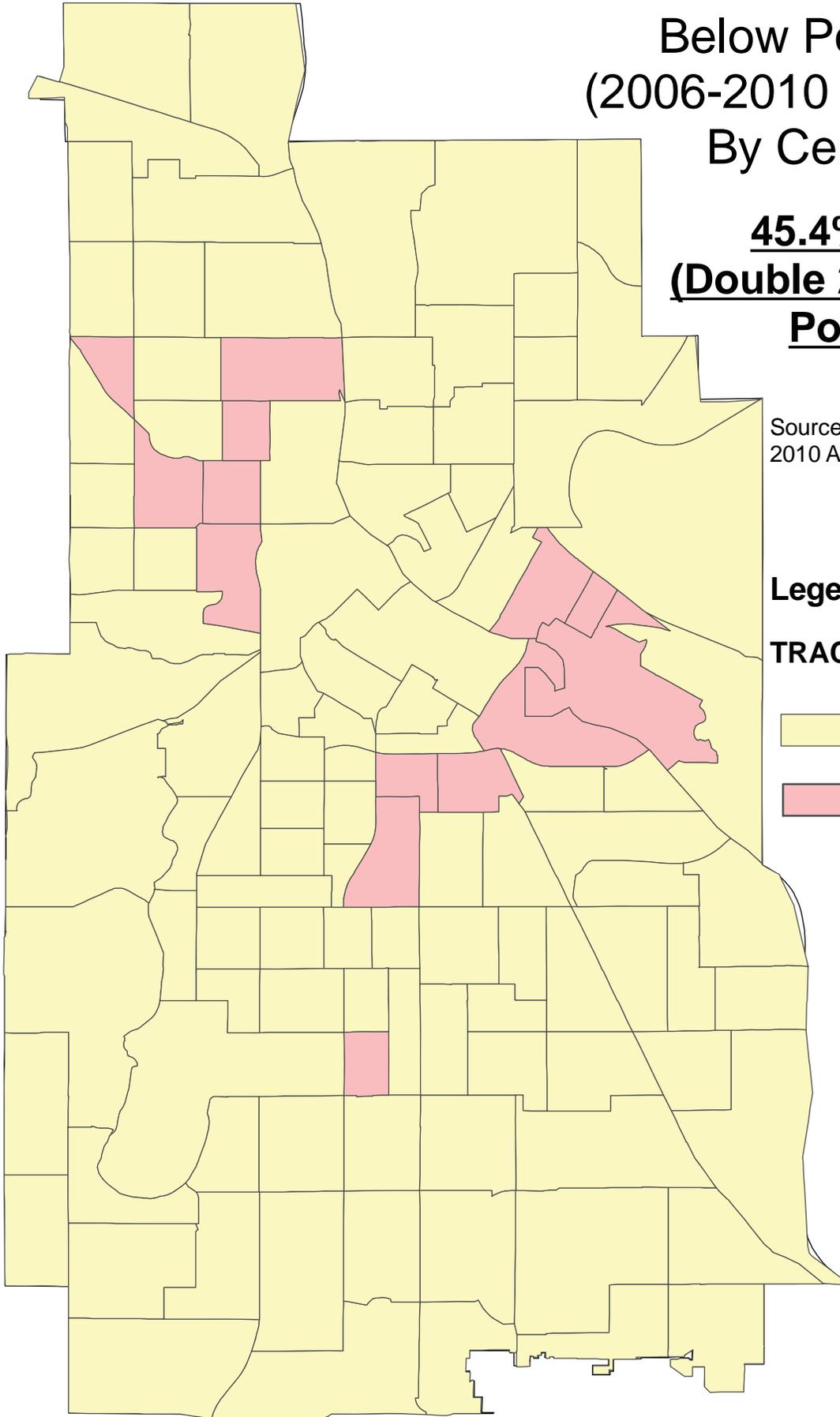
-  Less than 50% Concentration
-  50% or more Concentration



Percent of Population Below Poverty Level (2006-2010 5-year average) By Census Tract

45.4% Threshold
(Double 22.7% City wide Poverty rate)

Source: Census Bureau,
2010 ACS 5-year average (2006-2010)



Legend

TRACTS

-  Less than 45.4% population below poverty
-  45.4% or more population below poverty



Minneapolis
City of Lakes
Community Planning &
Economic Development



CITY OF MINNEAPOLIS – AHTF CONTRACTING REQUIREMENTS (Updated 6/2/15)

The borrower will be required to comply with all applicable Federal, State and local laws and regulations. These requirements vary depending upon the type of development and the source and amount of public investment, if any, and may include, without limitation, the payment of Prevailing Wages for construction, the preparation of Affirmative Action Plans, competitive bidding, compliance with the Small and Underutilized Business Enterprise program or equivalent federal program, and Business Subsidy Act/Living Wage Ordinance, and reporting requirements for those programs. Some of the standard requirements are further discussed below, but the following list is not exhaustive. The borrower is responsible for compliance with all City contracting requirements. Failure to incorporate the requirements as appropriate in any bidding documents or contracts may make a project ineligible for funding or public assistance.

Proposers unfamiliar with these standard requirements are urged to seek further information. Proposers should be aware that additional project costs may result from some of these requirements.

1. **Equal opportunity (nondiscrimination and affirmative action)** The borrower will be required to submit a written Affirmative Action Plan for the development project. The minimum employment goals for borrower and for any contractor, subcontractor or vendor with a construction contract in excess of \$50,000 shall be as follows: 6% of the total project construction hours are to be performed by females, 32% by minority workers. The borrower also must comply and cause its contractors to comply with applicable provisions of Chapters 139 and 141 (Title 7, Civil Rights), Minneapolis Code of Ordinances, nondiscrimination provisions contained in Chapter 181, Minnesota Statutes, the Americans with Disabilities Act of 1990 (as amended), Section 109 of the Housing and Community Development Act of 1974 (as amended), the Age Discrimination Act of 1975 (as amended) and Executive Order 11246, as amended by Executive Order 12086. The borrower will be required not to discriminate against any employee or applicant for employment because of race, color, creed, religion, ancestry, national origin, sex, sexual orientation, gender identity, disability, age (forty (40) to seventy (70)), marital status, or status with regard to public assistance. The borrower also will be required to take affirmative action to ensure that all employment practices are free of such discrimination. These employment practices include, but are not limited, to the following: hiring, upgrading, demotion, transfer, recruitment or recruitment advertising, layoff, termination, rates of pay or other forms of compensation and selection for training, including apprenticeship. The borrower will post in conspicuous places, available to employees and applicants for employment, notices to be provided by the City setting forth the provisions of this non-discrimination clause. The borrower also will be required to, in all solicitations or advertisements for employees placed by or on behalf of the borrower, state that it is an equal opportunity or affirmative action employer. The City requires compliance in demolition, construction and marketing of development projects.
2. In accordance with the CPED **Prevailing Wage Policy**, the borrower (for 8+ unit projects) must covenant and agree that it will cause its general contractor and subcontractors to comply with the wage and hour standards issued by the United States Secretary of Labor pursuant to the Davis Bacon Act, 40 U.S.C. Sections 276a to 276a-5, as amended, and the Contract Work Hours and Safety Standards Act 40 U.S.C. Sections 327-333. All contractors and subcontractors subject to the City's Prevailing Wage Policy must provide monthly certified payroll records to the Minneapolis Department of Civil Rights.

Additional requirements for **federal funds**: construction projects receiving **federal** funds may need to comply with the provisions of the Davis-Bacon Related Act (requirements vary depending on amount and type of funding). The Davis-Bacon Related Act requires that all contractors and subcontractors pay prevailing wages as determined by the federal Davis-Bacon wage decision. All contractors and subcontractors subject to the Davis-Bacon Act must provide weekly certified payroll records to the Minneapolis Department of Civil Rights. The signed construction contract that contains the building specifications for the project must contain a copy of the appropriate United

ATTACHMENT 4
CONTRACTING REQUIREMENTS

States Department of Labor Federal Wage Decision document and the HUD form 4010, Federal Labor Standards Provisions.

3. Borrower and its contractors and suppliers must comply with the Small & Underutilized Business Enterprise Program (SUBP) as outlined in Minneapolis City Code Chapter 423 (the "SUBP Provisions"). The SUBP Provisions apply to any development project that receives assistance in excess of one hundred thousand dollars (\$100,000). Any questions about the SUBP Provisions should be directed to the Small & Underutilized Business Enterprise Program, City of Minneapolis Department Civil Rights, 239 City Hall, 350 South 5th Street, Minneapolis, Minnesota 55415, Attention: Contract Compliance Division (612-673-3076) or contractcompliance@minneapolismn.gov.
4. The borrower's contractors will be subject to the City's **Apprenticeship Training Policy** (for 8+ unit projects).
5. The development must be in conformance with the Uniform Federal **Accessibility Standards** as published on April 1, 1988. The borrower must describe the accessibility design for people with disabilities of each of the code required handicapped units, any proposed housing development (e.g. roll-in showers), the mix of accessible units in the project and where they are located, and any appropriate safety features for vision- and hearing-impaired people.
6. The City's **Affordable Housing Policy** applies to any residential development (rental or ownership) with ten units or more, or a project with a residential component of 10 or more units, that receives any public financial assistance. Public financial assistance includes the receipt of Affordable Housing Trust Fund monies.
7. **Rezoning Responsibility:** It is the borrower's responsibility to undertake and finance any rezoning, variance and use permits necessary for approval of proposed development.
8. **Utilities:** It is the borrower's responsibility to identify the locations of and provide for the installation of electricity, gas, water, sewer service and other utilities servicing the site from the public mains to the individual units.
9. **Construction Standards:** Development must meet FHA minimum property standards and all Minneapolis City codes, and projects will be reviewed for energy efficiency.
10. **Residential Sale and Commercial Sale/ Lease:** The completed units must be advertised and offered publicly and must be sold to the general public.
11. **Hold Harmless:** The borrower shall agree to defend, indemnify and hold the City harmless from any and all claims or lawsuits that may arise from the borrower's activities under the provisions of the loan agreement, that are attributable to the acts or omissions, including breach of specific contractual duties of the borrower or the borrower's independent contractors, agents, employees or officers.
12. **Insurance:** The insurance required for projects approved for funding will include general liability, auto, builder's risk, worker's compensation, and any other insurance appropriate to the project.
13. **Payment and Performance Bond:** The borrower must provide payment and performance bonds in the form prescribed by Minnesota Statutes, Section 574.26, covering the faithful performance of the general contractor's obligations under the construction contract, naming the City as a co-obligee, in

the full amount of the construction contract and written by a surety mutually acceptable to the City and the borrower, or an irrevocable letter of credit from a lender approved by the City in the amount of 100% of the construction costs.

14. **Bidding Requirements:** The borrower is required to demonstrate compliance with CPED competitive bidding requirements for general and subcontractor selection.

15. **Interest of Members of City :** No member of the governing body, officer, employee or agent of the City who exercises any function or responsibilities in connection with the carrying out of the project to which this proposal pertains, shall have any personal interest, financial or otherwise, direct or indirect, in the loan agreement.

16. **Transfer of Interest**
The borrower shall not assign any interest in the loan agreement, and shall not transfer any interest in the same either by assignment or novation without the prior written approval of the City, provided, however, that claims for money due or to income due to the borrower may be assigned to a bank, trust company or other financial institution, or to a trustee in bankruptcy without such approval. Notice of any such assignment or transfer shall be furnished to the City. The borrower shall not subcontract any services under the loan agreement without prior approval of the City's designated Contract Manager.

17. **Performance Monitoring**
The City will monitor the performance of the borrower against goals and performance standards required in the loan agreement. Substandard performance as determined by the City may result in the initiation of contract termination procedures. The City's designated Contract Manager shall review each portion of the work when certified as complete and submitted by the borrower and shall inform the borrower of any apparent deficiencies, defects, or incomplete work, at any stage of the project.

18. **Independent Contractor**
Nothing contained in the loan agreement is intended to, or shall be construed in any manner, as creating or establishing the relationship of employer/employee between the parties. The borrower shall at all times remain an independent contractor with respect to the services to be performed under the loan agreement. Any and all employees of the borrower or other persons engaged in the performance of any work or services required by the borrower under the loan agreement shall be considered employees or sub-contractors of the borrower only and not of the City; and any and all claims that might arise, including worker's compensation claims under the Worker's Compensation Act of the State of Minnesota or any other state, on behalf of said employees or other persons while so engaged in any of the work or services provided to be rendered herein, shall be the sole obligation and responsibility of the borrower.

19. **Retention of Records**
The borrower shall retain financial records, supporting documents, statistical records and all other records pertinent to the expenditures under the loan agreement for a period of six years from the completion of the project, pursuant to the requirements of 24 CFR 84.53(b) as modified by 570.502(b)(3)(ix)(A) and (B). Records that are the subject of audit findings shall be retained for six years after such findings have been resolved. Records for non-expendable property acquired with funds under the loan agreement shall be retained for six years after final disposition of such property. Records for any displaced person must be kept for six years after he or she has received final payment.

20. **Data Practices**

The borrower agrees to comply with the Minnesota Government Data Practices Act and all other applicable state and federal laws relating to data privacy or confidentiality. The borrower must immediately report to the City any requests from third parties for information relating to the loan agreement. The City agrees to promptly respond to inquiries from the borrower concerning data requests. The borrower agrees to hold the City, its officers, and employees harmless from any claims resulting from the borrower's unlawful disclosure or use of data protected under state and federal laws.

21. Inspection of Records

All borrower records with respect to any matters covered by the loan agreement shall be made available to the City or its designees at any time during normal business hours, as often as the City deems necessary, to audit, examine, and make excerpts or transcripts of all relevant data.

22. Applicable Law

The laws of the State of Minnesota shall govern the loan agreement, and the appropriate venue and jurisdiction for any litigation which may arise thereunder will be in those courts located within the County of Hennepin, State of Minnesota, regardless of the place of business, residence or incorporation of the borrower.

23. Conflict and Priority

In the event that a conflict is found between provisions in the loan agreement, the borrower's Proposal or the City's Request for Proposals, the provisions in the following rank order shall take precedence: 1) loan agreement; 2) Proposal; and last 3) Request for Proposals.

24. Billboard Advertising

Through Section 544.120, Minneapolis Code of Ordinances, City and City-derived funds are prohibited from use to pay for billboard advertising as a part of a City project or undertaking.

25. Conflict Of Interest/Code Of Ethics

The borrower agrees to be bound by the City's Code of Ethics, Minneapolis Code of Ordinances, Chapter 15. The borrower will be required to certify that to the best of its knowledge all City employees and officers participating in the loan agreement have also complied with that Ordinance. It is agreed by the parties that any violation of the Code of Ethics constitutes grounds for the City to void the loan agreement. All questions relative to this section shall be referred to the City and shall be promptly answered.

Additional Federal Requirements

RELOCATION: The borrower shall comply with Titles I and II of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (42 U.S.C. 4601-55) and 49 C.F.R. Part 24, for displacement of persons, businesses, nonprofit organizations, and farms occurring as a direct result of any project receiving federal funds to the extent said statutes apply to the loan agreement.

AFFIRMATIVE MARKETING: Recipients of HOME program funds shall comply with the City's Affirmative Marketing requirements under 24 C.F.R. §92.351.

HUD "SECTION 3 REQUIREMENTS" (24 C.F.R. Part 135) IN THE PROVISION OF TRAINING

EMPLOYMENT AND BUSINESS OPPORTUNITIES: Borrowers receiving more than \$200,000 of federal funds for a project and any contractor or subcontractor with a contract on such a project in excess of \$100,000 are subject to the Section 3 requirements outlined in 24 C.F.R. Part 135. All Section 3 covered contracts shall include the following clause (referred to as the "Section 3 Clause"):

A. The work to be performed under this contract is subject to the requirements of section 3 of the

ATTACHMENT 4
CONTRACTING REQUIREMENTS

Housing and Urban Development Act of 1968, as amended, 12 U.S.C. 1701 u (Section 3). The purpose of Section 3 is to ensure that employment and other economic opportunities generated by HUD assistance or HUD assisted projects covered by Section 3, shall, to the greatest extent feasible, be directed to low- and very low-income persons, particularly persons who are recipients of HUD assistance for housing.

B. The parties to this contract agree to comply with HUD's regulations in 24 C.F.R. part 135, which implement Section 3. As evidenced by their execution of this contract, the parties to this contract certify that they are under no contractual or other impediment that would prevent them from complying with the part 135 regulations.

C. The contractor agrees to send to each labor organization or representative or workers with which the contractor has a collective bargaining agreement or other understanding, if any, a notice advising the labor organization or workers representative of the contractor's commitments under this Section 3 clause, and will post copies of the notice in conspicuous places at the work site where both employees and applicants for training and employment positions can see the notice. The notice shall describe the Section 3 preference, shall set forth minimum number and job titles subject to hire, availability of apprenticeship and training positions, the qualifications for each; and the name and location of the person(s) taking applications for each of the positions; and the anticipated date the work shall begin.

D. The contractor agrees to include this Section 3 clause in every subcontract subject to compliance with regulations in 24 C.F.R. part 135, and agrees to take appropriate action, as provided in an applicable provision of the subcontract or in this Section 3 clause, upon a finding that the subcontractor is in violation of the regulations in 24 C.F.R. part 135. The contractor will not subcontract with any subcontractor where the contractor has notice or knowledge that the subcontractor has been found in violation of the regulations in 24 C.F.R. part 135.

E. The contractor will certify that any vacant employment positions, including training positions, that are filled (1) after the contractor is selected but before the contract is executed, and (2) with persons other than those to whom the regulations of 24 C.F.R. part 135 require employment opportunities to be directed, were not filled to circumvent the contractor's obligations under 24 C.F.R. part 135.

F. Noncompliance with HUD's regulations in 24 C.F.R. part 135 may result in sanctions, termination of this contract for default, and debarment or suspension from future HUD assisted contracts.

G. With respect to work performed in connection with Section 3 covered Indian housing assistance, section 7(b) of the Indian Self-Determination and Education Assistance Act (25 U.S.C. 450e) also applies to the work to be performed under this contract. Section 7(b) requires that to the greatest extent feasible (i) preference and opportunities for training and employment shall be given to Indians, and (ii) preference in the award of contracts and subcontracts shall be given to Indian organizations and Indian-owned Economic Enterprises. Parties to this contract that are subject to the provisions of Section 3 to the maximum extent feasible, but not in derogation of compliance with section 7(b) 24.

Any questions about complying with Section 3 should be directed to City of Minneapolis Department Civil Rights - Contract Compliance Division (612-673-3076) or contractcompliance@minneapolismn.gov .

ENVIRONMENTAL COMPLIANCE: The borrower agrees to comply with the National Environmental Policy Act of 1969, and the HUD Environmental Review Procedures (24 C.F.R., Part 58) insofar as they might apply to the performance of the loan agreement.

HISTORIC PRESERVATION: The borrower agrees to comply with the historic preservation requirements set forth in the National Historic Preservation Act of 1966 (16 U.S.C. 470) and the Archaeological and Historic Preservation Act of 1974, Public Law 93-291, and the procedures set forth in 36 C.F.R., Part 800, insofar as they apply to the performance of the loan agreement.

ARCHITECTURAL COMPLIANCE: The borrower agrees to comply with any regulations issued by HUD pursuant to compliance with Section 504 of the Rehabilitation Act of 1973, 24 C.F.R. §8.22 (new

construction) and §8.23 (existing building), which prohibits discrimination against the handicapped in any federally assisted program. The City shall provide to the borrower any necessary guidelines for compliance with that portion of the regulations in force during the loan agreement period. The borrower must also comply with the Fair Housing Act 24 C.F.R. §100.205. Section 504 uses Uniform Federal Accessibility Standards (UFAS) and Fair Housing Act uses American National Standards Institute (ANSI – 1986).

LEAD BASED PAINT REMEDIATION: Projects receiving funds from the Program must comply with Federal, State, and City lead-based paint regulations. All projects must have a lead-risk assessment done by an authorized company. The specific regulations are as follows:

Federal Regulations

EPA – 40 C.F.R. Part 745 and any other regulations issued pursuant to Section 403 of the Toxic Substances Control Act (TSCA) as amended by the Residential Lead-Based Paint Hazard Reduction Act of 1992.

OSHA – 29 C.F.R. Part 1910 and Part 1926.

HUD – 24 C.F.R. Part 35 especially Subparts B, G, H, J, K & R

State Statute

Department of Health – Minnesota Statutes, Section 144.9501 through Section 144.9509 (The Childhood Lead Poisoning Act).

Section 144.9504 deals with “lead orders” issued by the Commissioner of Health.

Section 144.9508 deals with “rules” prepared or adopted by the Commissioner of Health for addressing lead contamination and its abatement.

City of Minneapolis Ordinance

Chapter 240, Minneapolis Code of Ordinances – Enforcement authority granted to the City’s Department of Regulatory Services-Environmental Health Division, to enforce “lead orders” issued by the State. HUD regulations for lead paint have been in existence for many years, however, on September 15, 2000, new regulations became effective. The regs consolidate all of HUD’s existing regulations in one part of the Code of Federal Regulations (CFR), requires control of lead-contaminated dust associated with the presence of lead-based paint, requires clean up or clearance, and requires trained and certified lead paint professionals to assure that lead hazard control work is done safely.

For more detail information, refer to Attachment 7-A (Summary of Lead-Based Paint Requirements by Activity) and Attachment 7-B (Four Approaches to Implementing Lead Hazard Evaluation and Reduction).

Bidding Procedures for Projects Funded by the Affordable Housing Trust Fund Program and Housing Revenue Bonds (Effective: May 1, 2014)

THE CITY ENCOURAGES PROCUREMENT TRANSACTIONS TO BE CONDUCTED IN A MANNER THAT DEMONSTRATES REASONABLE DEVELOPMENT COSTS AS WELL AS PROVIDING FULL AND OPEN COMPETITION.

I. GENERAL CONTRACTOR AND SUBCONTRACTOR SELECTION METHODS:

- A. Sealed Bids:** The preferred method for general contractor selection is to publicly advertise for sealed bids at a pre-determined date and time. The general contractor bid solicitation must be publicized as further described in Section II below and must include clear and complete written specifications, and a standard bid response form. The selection of the successful bidder shall be made principally on the basis of price. A Lump Sum, Fixed Price or Stipulated Sum, contract shall be awarded to the lowest responsive responsible bidder.
- B. General Contractor Request for Qualifications (RFQ) with subsequent sealed bids for general contractor selection (previously the "Alternative Method"):** This method uses a publicly advertised RFQ to establish a short list of at least three (3) pre-qualified general contractors who will then complete for the general contracting work by submitting a sealed bid on a standard form based upon clear plans and specifications at a pre-determined public bid opening. With this method, the general contractor is not directly involved in creating the development plans or the project specification manual, and the general contractor may or may not have identified all of the subcontractors who may work on that particular project at the time the sealed bids are due.
- C. General Contractor Selection with subsequent bidding for subcontractor selection (previously, the "Second Alternative Method"):** This method, sometimes referred to as the "team approach," is generally intended for larger projects with a total development cost over approximately \$10 million where the general contractor is involved in estimating preliminary project pricing, drafting the development plans and project specification manual, and managing the subcontractor bidding process. The selected general contractor issues a public Request for Proposals (RFP) soliciting formal bids from qualified subcontractors based upon written plans and specifications. This subcontractor selection must comply with the bidding procedures described in Section II below.
- D. Cost Reasonableness Study:** In circumstances where City staff agree that a public selection of a general contractor or subcontractors creates an excessive burden on the project or generates insufficient competitive proposals or bids, the City may elect to complete a cost reasonableness study at its sole discretion and at the cost of the developer in lieu of requiring Method A., B., or C. above. This method includes the following procedures and documentation:

 - 1. **Declaratory Letter to CPED:** Developer provides CPED with a letter and supporting documentation demonstrating why a public selection of a general contractor or subcontractors created an excessive burden on the project, generated insufficient competitive proposals or bids, or another reasonable explanation describing why none of the Methods A., B., or C. was appropriate for the project.
 - 2. **Plans and Specifications Provided to CPED:** The developer furnishes CPED with the complete construction plans and written project specifications manual.

3. **Consultant Selection:** Using authority granted to CPED in the signed Recitals, Acknowledgement, and Consent Form from Attachment 13 of the RFP, CPED selects at its sole discretion at least one qualified consultant such as one or more architects or general contractors to review the construction plans and project specifications to estimate project costs and compare those costs to at least one other similar project.

II. ADDITIONAL POLICIES AND PROCEDURES

A. Advertisement Publication:

1. At a minimum, all advertisements must be published in Finance and Commerce twice for a minimum of one (1) week each. Direct mail invitations or solicitations are permitted as a supplement to the minimum required public advertisement.
2. Bid packages with construction plans and specifications used for general contractor or subcontractor selection must be made available concurrently with the public advertisement to applicable labor union trade organizations or regional council offices.
3. All solicitations must be reviewed by CPED staff prior to commencement of advertising.
4. Affidavits of publication must be provided to CPED which describes the specific advertisement that was published and the dates of publication.

B. Architectural Services: CPED recommends using the Minnesota Housing Finance Agency Architect's Guide (the April 2014 version is posted here: http://www.mnhousing.gov/idc/groups/multifamily/documents/webcontent/mhfa_008062.pdf).

C. Bid or Proposal Opening and Documentation to CPED: Project bid openings must be public and must be attended by CPED staff. Upon the completion of the opening of the bids or advertisement responses, the following must be promptly submitted to CPED staff:

1. Copy of the sign-in sheet of all persons in attendance at the opening;
2. Copies of all bids or responses; and
3. Tally sheet listing all bidders or respondents, proposers, addendums received, responsive or non-responsive bids or responses, reason, and summaries of all of the pertinent financial information in the bids or responses.

D. Change Orders: CPED endeavors to minimize change orders where possible.

E. Contracting Requirements:

1. Please see the AHTF Contracting Requirements (Attachment 6) for a summary of the applicable SUBP, affirmative action, Davis Bacon, CPED Apprenticeship, and related rules.
2. The selected general contractor shall provide on CPED's Sworn Construction Statement form and Civil Rights Pre-Construction Booklet the names of all parties having contracts or subcontracts for specific portions of the work on said property and building or material entering into the construction and amounts of each.

F. Competitive Bidding is Preferred: At least three (3) competitive bids, proposals or responses are preferred when a competitive process is used to select either the general contractor or subcontractors.

G. Design-Build Prohibited: The design-build approach where the design phase of the project overlaps with the construction phase is a prohibited procurement method even when Method D is used.

ATTACHMENT 5
BIDDING PROCEDURES

- H. Faxed or E-Mailed Bids Prohibited:** Faxed or e-mailed bids or responses are not permitted.
- I. General Contractor Self-Performing Construction Work:** The selected general contractor may self-perform work on the project only if the general contractor first announces as a disclosure their intention in its initial proposal that it intends to pursue self-performing some of the construction, and submits a separate sealed bid (or bids) on the subcontract work and if the general contractor and project owner verify in writing to the City prior to the posting of the advertisement for the subcontractor sealed bids that the general contractor has not developed or drafted specifications, requirements, statements of work, invitations for bids and/or requests for proposals.
- J. Procurement for Professional Services:** Procurement for professional services including architectural, engineering, and legal: CPED encourages but does not require a competitive process to be used to select professional consultants for projects.
- K. Project Manuals and Specifications Standard Format:** All project manuals or specification books shall be organized into Divisions and Sections using the 16 –division format and Construction Specification Institute (CSI) Master Format numbering system.
- L. Registered and Independent Professional Consultants:** All professional services shall be performed by professionals registered in Minnesota in their respective fields and independent of Developer and Contractor(s) engaged in the development unless the scope of work is limited to minor rehabilitation and simply replacing worn components/equipment with similar new components/equipment.
- M. Retainage:** Unless otherwise agreed to by the City, the General Contractor must include a retainage clause requiring a 10% holdback of hard construction costs until construction is 50% complete with such holdback released upon completion of construction.
- N. Standard Forms Required for Bidding and Draws:**
1. A standard bid or proposal response form must be provided in the bid package to be completed by the respondents.
 2. Request for payment shall be submitted on AIA Document G702 Application and Certificate for Payment, and AIA Document G703 Continuation Sheet.

ATTACHMENT 6
SUMMARY OF LEAD-BASED PAINT REQUIREMENTS BY ACTIVITY

	Rehabilitation (Subpart J) Chapter 4			TBRA (Subpart M) Chapter 5	A,L,SS,O (Subpart K), Chapters 6 & 7
	≤ \$5,000	\$5,000 - \$25,000	>\$25,000		Homebuyer and Special Needs*
Approach to Lead Hazard Evaluation and Reduction	1. Do no harm	3. Identify and control lead hazards	4. Identify and abate lead hazards	2. Identify and stabilize deteriorated paint	2. Identify and stabilize deteriorated paint
Notification	Yes	Yes	Yes	Yes	Yes
Lead Hazard Evaluation	Paint Testing	Paint Testing and Risk Assessment	Paint Testing and Risk Assessment	Visual Assessment	Visual Assessment
Lead Hazard Reduction	Repair surfaces disturbed during rehabilitation	Interim Controls	Abatement (Interim Controls on exterior surfaces not disturbed by rehabilitation)	Paint Stabilization	Paint Stabilization
	Safe work practices Clearance of work site	Safe work practices Clearance of unit	Safe work practices Clearance of unit	Safe work practices Clearance of unit	Safe work practices Clearance of unit
Ongoing Maintenance	For HOME rental only	For HOME rental only	For HOME rental only	Yes	Yes (if ongoing relationship)
EIBLL Requirements	No **	No	No	Yes	No
Options	Presume lead-based paint Use safe work practices on all surfaces	Presume lead-based paint and/or hazards Use standard treatments	Presume lead-based paint and/or hazards Abate all applicable surfaces	Test deteriorated paint Use safe work practices only on lead-based paint surfaces	Test deteriorated paint Use safe work practices only on lead-based paint surfaces
*Special Needs Housing may be subject to the requirements of Subpart J, M, or K depending on the nature of the activity undertaken. However, since most special-needs housing involves acquisition, leasing, support services, and operations, for the purposes of this table, it has been placed in this column. Chapter 7 explains how other requirements may also apply.					

FOUR APPROACHES TO IMPLEMENTING LEAD HAZARD EVALUATION AND REDUCTION

FOUR APPROACHES TO IMPLEMENTING
LEAD HAZARD EVALUATION AND REDUCTION

APPROACH 1. DO NO HARM		
Lead Hazard Evaluation	Lead Hazard Reduction	Options
Paint testing performed on surfaces to be disturbed.	Repair surfaces disturbed during work. Safe work practices used when working on areas identified as lead-based paint. Clearance performed on work site.	Presume lead-based paint is present and use safe work practices on all surfaces being disturbed.
APPROACH 2. IDENTIFY AND STABILIZE DETERIORATED PAINT		
Lead Hazard Evaluation	Lead Hazard Reduction	Options
Visual assessment performed to identify deteriorated paint.	Paint stabilization of identified deteriorated paint. Safe work practices used. Clearance performed unit-wide	Perform paint testing on deteriorated paint. Safe work practice requirements only apply to lead-based paint.
APPROACH 3. IDENTIFY AND CONTROL LEAD HAZARDS		
Lead Hazard Evaluation	Lead Hazard Reduction	Options
Paint testing performed on surfaces to be disturbed Risk assessment performed on entire dwelling	Interim controls performed on identified hazards. Safe work practices used. Clearance performed unit-wide.	Presume lead based paint and/or lead based paint hazards are present and perform standard treatments.
APPROACH 4. IDENTIFY AND ABATE LEAD HAZARDS		
Lead Hazard Evaluation	Lead Hazard Reduction	Options
Paint testing performed on surfaces to be disturbed. Risk assessment performed on entire dwelling.	Abatement performed on identified hazards. Interim controls performed on identified hazards on the exterior that are not disturbed by rehabilitation. Safe work practices used. Clearance performed unit-wide.	Presume lead-based paint and/or lead-based paint hazards are present and perform abatement on all applicable surfaces - deteriorated, impact, friction, chewable surfaces, and surfaces to be disturbed.

AHTF Quarterly PROJECT PROGRESS REPORT

Project	AHTF Award Date
Address	AHTF Award Amount
Developer	CPED Coordinator
Report Preparer	Report Date
Expected Closing Date	TDC \$ -

1. Status of committed funding, including tax credit and bond allocations

Committed Funding	Type: Equity, Grant or Loan	Award Date	Amount	Activity Notes: Funding award letter dates, funding agreement execution, future applications if partial awards were given
Source A				
Source B				
Source C				
Source D				
Source E				
Committed Funding Total			\$ -	

2. Status of pending or contemplated funding applications to other funders

Applications to be Submitted	App. Due Date	Expected Award Date	Amount	Activity Notes: Meetings with funders, application prep. activities
Source 1				
Source 2				
Source 3				
Source 4				
Source 5				
Future Applications Total			\$ -	
Sources Total			\$ -	
Gap (TDC-Sources Total)			\$ -	

3. Describe any recent meetings with possible funders and meeting outcomes

4. Summarize due diligence efforts including market research, property appraisal, and environmental assessment

5. Describe updates pursuing tax credit syndication (if applicable)

6. Describe progress drafting architectural and engineering plans

7. Summarize any progress pursuing or receiving development review approvals and/or building permit approvals

8. Describe progress on completing and submitting CPED Closing Checklist items

9. Please provide any other progress

AHTF SELF-SCORING WORKSHEET*
Program: 2015 AHTF

Project: Type Name Here
Applicant: Developer's Company Name Here
Poverty Impacted or Non-Impacted: Type Status Here

TABLE A: AHTF APPLICATION SCORING SUMMARY				
RFP Part 2, Sec. III Reference	AHTF Underwriting Standards (See RFP Program Part 2)	Total Possible	Applicant's Proposed Scoring	Scoring Explanation with Application Section References
A.	Financial Soundness and Management (20 point minimum threshold)	25 total		See Table B Below -->
	CPED Underwriting (RFP Attachment 11)	10	0	
	% of Secured Funding	5	0	
	Property Management Plan Quality	5	0	
	Developer's Comparable Experience	5	0	
B.	Economic Integration	20	0	
C.	Ratio of Soft to Total Project Costs	15	0	
D.	Family Housing	15	0	
E.	Design Quality and Compatibility	5	0	
F.	Provision of Resident Services	10	0	
G.	Plan Conformance	10	0	
H.	Proximity to Transit and Jobs; Density	20	0	
I.	Project Based Section 8	10	0	
J.	Housing for Homeless (30% MMI)	10	0	
K.	Long-Term Affordability	10	0	
L.	Senior Housing	15	0	
M.	Neighborhood Support	5	0	
N.	Expiring Tax Credits	5	0	
O.	Leverage	10	0	
P.	CHDO	5	0	
Q.	Commercial or Community Corridor	15	0	
	SUBTOTAL	205	0	
R.	Impacted Area: Preservation, Rehab, or Stabilization	10	0	
S.	Non-Impacted Area: New Construction or Positive Conversion	10	0	
	TOTAL WITH IMPACTED POINTS:	215	0	
	TOTAL WITH NON-IMPACTED POINTS:	215	0	

TABLE B: AHTF UNDERWRITING ANALYSIS FOR SCORING (ATTACHMENT 11)				
Criteria No.	Underwriting Category MFHA Workbook Tab	AHTF Standard	Proposed	In Compliance? (Yes = 1, No = 0)
1	Capacity of owner			0
2	Prop. mgr. capacity & prop. mgt. plan quality			0
3	Debt Coverage Ratio (Summary tab)	See Attachment 11		0
4	Development fee (Summary tab)	See Attachment 11		0
5.a. & 5.b.	Income trend factor, Expense trend factor over 20 yr. cash flow (Summary tab)	Income = 2%, Expenses = 3%		0
6	Compliance w/ HOME max. rents (Housing Income tab)	See Attachment 2		0
7.a. & 7.b.	Asset management fee and property management fee (Income & Expense tab)	Asset Mgt.: Min. \$5000 annually, up to \$25 /unit/mo.; Prop. Mgt. Up to \$60 /unit/mo.		0
8	Operating expenses (Income & Expense tab)	See Attachment 11		0
9	Replacement reserves, ongoing deposits (Income & Expense tab)	\$200-\$250 /unit/year		0
10	Vacancy (Summary tab)	7%		0
	CPED Underwriting Subtotal			0

*Note: The AHTF Program RFP trumps and supersedes the data in this attachment in the event that any data is inconsistent between the two documents

CITY OF MINNEAPOLIS
SMALL AND UNDERUTILIZED BUSINESS PROGRAM (SUBP)

REQUEST FOR SUBP GOALS

INSTRUCTIONS:

- Please allow 7-10 business days for this request to be completed.
- **Please attach a description of the Scope of Services** to be performed under the contract, the estimated dollar value of each scope, and the type of business needed to complete the work. This request will be returned if the scope of services is not sufficiently described.
 - The [Scopes of Services Form](#) can be found on the CityTalk Forms page.
 - Attach additional documentation if available (draft plans & specifications, draft RFP, etc...)
- Submit completed form to: contractcompliance@minneapolismn.gov

Project Name:	
Duties to be Performed/ Goods to be purchased:	
Contract Type:	<input type="checkbox"/> Construction/Development [over \$100,000] <input type="checkbox"/> Commodities and Supplies [over \$400,000] <input type="checkbox"/> Professional Services [over \$100,000] <input type="checkbox"/> Technical Services [over \$100,000]
Selection Process:	<input type="checkbox"/> Public Bid <input type="checkbox"/> Request for Proposals <input type="checkbox"/> PRC Presentation Date: _____
Date Request Submitted:	
Department:	
Department Contact:	
Department Contact Phone & Email:	
Estimated Contract Value¹:	
Estimated Contract Start Date:	
Estimated Contract Length:	

Notes/comments: _____

SUBP GOAL DETERMINATION

To be completed by Department of Civil Rights

SUBP Goals:	Minority Business Enterprise (MBE) Women Business Enterprise (WBE)
Date Goals Calculated:	
Goals Calculated By:	
MBE/WBE List Attached:	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A
Goals Approved By & Date*:	

*Goals expire one year after they are approved and must be re-requested

Notes/Comments: _____

¹ For construction projects, only list the total construction cost.
 This amount should match the total value entered on the Scopes of Services Form.

AFFORDABLE HOUSING TRUST FUND UNDERWRITING STANDARDS

Most of these underwriting standards are from the Interagency Stabilization Group's (ISG) Uniform Underwriting Standards. ISG was created in 1993 to encourage further coordination among affordable housing funders in Minnesota. Member agencies include MHFA, the Family Housing Fund, the Greater Minnesota Housing Fund, Hennepin County, Ramsey County, the City of St. Paul and the City of Minneapolis.

1. **Capacity of Owner:** Sufficient relevant experience and demonstrated, reliable financial and organization capacity to adequately execute its asset management responsibilities. This includes City review of audited and unaudited financial statements.
2. **Capacity of Property Manager and Quality of Property Management Plan:** Sufficient relevant experience and demonstrated, reliable financial and organizational capacity to adequately execute property management responsibilities. Property managers should have a track record with the type of housing being proposed and should be guided by a sufficiently detailed property management plan that contains property and tenant management policies and procedures including security measures to maintain a safe living environment.
3. **DCR:** Debt service coverage/expense coverage ratio:
 - A) 1.15 minimum for 10 years, 1.10 DCR for years 11-15.
 - B) 1.05 ECR minimum for 10 years, 1.02 for years 11-15.
4. **Developer Fee:** Defined in the Part I, Section VIII of the RFP.
5. **Income and expense trend factor over 20 year cash flow:** Expense inflator should be 1% higher than the revenue inflator.
6. **Maximum rents:** The project rents for restricted units should fall below the maximum rent allowed for the targeted income level to create a sufficient window of tenant eligibility and to create room for rent growth over time. The preferred, but not required, difference between project rents and the maximum rent allowed is at least 5%
7. **Management Fees**
 - a. **Asset Management Fee:** Up to \$25 per unit per month, minimum of \$5,000 annually. This fee should be the last operating expense paid after debt service.
 - b. **Property Management Fee:** Up to \$60 per unit per month based on size of development.
8. **Operating Expenses (including utilities and property insurance, but not real estate taxes):**

Provide detailed explanations for each of the following line Operating Expense line items:

 - A) General Admin (including marketing and leasing).
 - B) Payroll 9 salaries, payroll taxes, fringe benefits)
 - C) Utilities
 - D) Maintenance and Repair (including turnover costs)

Please include three years of comparable property audits or previous operating expenses audits to support operating expense budgets.

- 9. Replacement Reserves:** Initial deposit - A replacement reserves analysis will include an inventory of the existing components in the development, their costs, effective ages, and effective useful lives. Ongoing deposits - \$200 - \$250 per unit per year.
- 10. Vacancy Rate:** 7% for residential / 20% for Commercial

ATTACHMENT 11
RECITALS, ACKNOWLEDEMENT, AND CONSENT FORM

City of Minneapolis
Department of Community Planning and Economic Development
Attn: Jon Clevenger
105 5th Ave. S., Suite 200
Minneapolis, MN 55401

Re:<ADD PROJECT NAME HERE> AHTF Application Recitals, Acknowledgement, and Consent

The undersigned, pursuant to representations made in that certain AHTF funding proposal submitted to the City of Minneapolis (the "Lender") on _____, 2015, by _____ (the "Borrower") for the project called _____ (the "Project") makes the following acknowledgements, certifications and/or commitments:

1. The undersigned is legally authorized to represent the Borrower or Borrowers with respect to all transactions pertaining to this proposal and all matters related to it;
2. Any and all action(s) by the undersigned is/are legally binding on the principal(s) and the Borrower or Borrowers being represented;
3. The Borrower or Borrowers identified below has/have complied, or will be able to comply, with all the requirements of the regulations which are a prerequisite with respect to participation in the program(s) selected, specifically, but not limited to the City's Contracting Requirements;
4. The Borrower or Borrowers has/have made a physical inspection of the property and, in his/her opinion, the site plan submitted conveys a concept which can be reasonably followed in practice;
5. The proposed construction will not violate recorded zoning ordinances or restrictions;
6. No information or data contained in the Project's AHTF funding proposal or in the exhibits or attachments submitted herewith, are in any way false or incorrect and that they are truly descriptive of the project or property which is intended as security for the proposed mortgage loan and/or is presented for consideration with respect to the request for approval of a CPED program;
7. The Borrower hereby consents to the release of its development proposal in response to the Affordable Housing Trust Fund Request for Proposals and waives any claims it may have under Minnesota Statutes Section 13.08 against the City of Minneapolis for making such information public, and the foregoing consent and waiver does not extend to financial statements submitted under separate cover marked "confidential" which may be public data, but will be treated consistently with Minnesota Statutes Section 13.591;

RECITALS, ACKNOWLEDEMENT, AND CONSENT FORM

- 8. If the City Council awards the above-referenced project monies from the Affordable Housing Trust Fund, quarterly project progress reports in the form of Attachment 8 will be submitted to the CPED Residential Finance project coordinator containing the following information:
 - a. Status of pending or contemplated funding proposals to other funders;
 - b. Meetings with each of the funders listed in the project funding sources and other possible funders;
 - c. Tax credit syndication and bond financing updates, if applicable
 - d. Planning, development review, heritage preservation, and land use proposal progress updates;
 - e. Market research, environmental assessment, and related due diligence efforts; and
 - f. Architectural plan status updates.

- 9. In the event that the Borrower requests to complete a cost reasonableness study in lieu of completing a competitive bidding process as further described in the Bidding Procedures included in Attachment 5, the Borrower hereby consents to the City hiring a consultant chosen by the City at the City’s sole discretion to complete the cost reasonableness study at the Borrower’s sole cost; and

- 10. The Undersigned assures and agrees that:
 - a. Pursuant to the regulations and the related requirements of CPED neither the Borrower or Borrowers identified below, nor anyone authorized to act on its/their behalf, will decline to sell, rent or otherwise make available any of the property or housing in the project, identified herein, to a prospective purchaser or tenant because of race, color, religion, sex or national origin;
 - b. The Borrower or Borrowers identified below will comply with Federal, State and Local laws and ordinances prohibiting discrimination;
 - c. Failure or refusal to comply with the requirements of either (a) or (b) shall constitute sufficient basis for the CPED Executive Director to reject requests for future business with the identified Borrower or Borrowers or to take any other action that may be appropriate; and
 - d. Misrepresentation or failure to execute this certification may be cause for denial or revocation of a CPED program commitment.

BORROWER:

<INSERT BORROWER NAME HERE>

By: _____

Its: _____

Date: _____