



**Request for Proposals for
Developer / Owner Partner
Supportive Housing
MINNEAPOLIS, MN**

Native American Community Clinic (NACC)

WAASA-INAABIDAA (OJIBWE) | AWAŋUŋNIYAŋKAPI (DAKOTA) FOR "WE LOOK IN ALL DIRECTIONS"

NACC is seeking an experienced developer of mixed-use projects to partner with us in a supportive housing development that will be in the same building as our new medical clinic.

Project Background

NACC is a Federally Qualified Health Center (FQHC) and 501(c)(3) non-profit clinic located at 1214 E Franklin Avenue in Minneapolis, along the Native American Cultural Corridor. Our mission is to promote the health and wellness of the mind, body, and spirit of Native American Families. We offer a full range of healthcare services that include Medical, Behavioral Health, Dental, and Substance Abuse programs. NACC approaches healthcare by addressing root causes of health disparities including access to food, housing, and health insurance with services such as resource navigation, care coordination, outreach, and community-based activities through the use of our peer recovery coaches and community health workers. NACC strives to honor health and tradition by providing spiritual care and access to traditional healing through our Elders in Residence.

NACC is building a new clinic that will include supportive housing. Our vision is a modernized and expanded state-of-the-art health center squarely in the American Indian Cultural Corridor. Supportive housing is a critical component of our vision. There is a crisis of chronic homelessness in our community, which directly leads to poor health outcomes and impacts our ability to offer effective care.

We have purchased the land where our current clinic is situated and already raised \$6 million towards our \$39 million dollar goal. We are working with public and private philanthropic partners to secure the funds to realize our goal, including the state legislature, the Governor's office, and Congressional delegates.

Our organization's Board of Directors is 70% Native American, our architect, Sam Olbekson of Full Circle Indigenous Planning is Native American, and the landscape developer Loeffler is a woman Native Owned by Tammy Loeffler. Our President and Executive Officer Antony Stately Ph.D. is Native. The project team began to take shape as NACC was exploring the idea of expanding their clinic in 2018, which led to a visioning and planning scope of work, a formal philanthropic feasibility study, and ultimately back to the first round of design workshops with staff, patients, stakeholders, and community elders. Since adding affordable housing to the project design, NACC is expanding the project team led by Sam Olbekson, Full Circle Design Studio.

Site Information

Street Address: 1213 East Franklin Avenue, Minneapolis, MN 55404

Parcel ID Number: 3502924120286

Area of the site (acres)1.97 Acres (85,640 SF), Building area: 21,687 SF

Existing Land Use: Office

Owned by: Native American Community Clinic

Site Condition

The overall structure of the Native American Community Clinic site consists of three assembled blocks and two vacated streets creating a commercial superblock. The building and site were designed as a retail strip development with parking in front and retail/commercial space in the back. This developer-minded strategy isolated the adjacent neighborhood from the front of the site in favor of maximizing parking counts. Site parking is accessed off of Franklin Avenue at a mid-block street light and pedestrian crossing. Parking is shared by multiple adjacent property owners.

The building frontage is set back from Franklin Avenue and patients using public transportation or walking from the Franklin Avenue crosswalk are forced to traverse vehicular traffic and a field of parking to get to the building entries. Asphalt and other impermeable hard surfaces dominate the site and flooding occurs during storm events. A number of planters, trees, and other site elements provide some relief from the parking experience, but the overall character was clearly designed for maximizing parking count and vehicular traffic.

The building has a predominantly brick façade with limited overall window areas. Little exterior design articulation emphasizes the strip mall feel and there are minimal shaded areas or places to protect pedestrians from inclement weather. The rear of the site presents the adjacent residential neighborhood with a chain-link fence and a windowless façade limiting views and access to Franklin Avenue amenities and services. A loading dock area with trash receptacles dominates the view from the neighborhood.

Project Goals

Native American Community Clinic's goal for the development is to create a culturally based beautiful and inspiring physical structure that will reflect positively on the community and increase vitality and life at the site which is situated at the furthest western block of the Native American Cultural Corridor. Specifically, the Native American Community Clinic seeks to create a mixed-use project which, utilizing transit-oriented design principles, will increase density at the site, create opportunity and provide services for our Native American relatives, community members, and neighborhood residents, including

- Culturally informed quality housing opportunities;
- Access to quality culturally centered health care services; and
- Accessible goods and services.

The physical concept for the building

- Potentially 4-5 floors(1-2 floors for clinic and 3-4 floors for housing, dependent on design)
- Approximately 50 affordable housing units
- Parking (surface and/or underground)
- Size and use of commercial space ample for health center operations and potentially a pharmacy
- Culturally informed green spaces and gathering spaces as well as a medicine garden

Desired Role for Development Company

NACC is seeking a developer that can take on the following roles:

- Develop and own or co-own the affordable multi-family rental housing component.
- Work collaboratively with the NACC partners and design team during the pre-development and construction phases to ensure the project meets culturally informed design goals, remains within budget, and functions effectively for both housing, health center, and potential commercial tenants such as a pharmacy.
- Create operating assumptions and an operating budget for the housing in conjunction with the health center
- Identify and employ appropriate marketing techniques to reach the agreed-upon population.
- Ensure successful asset management – including ensuring adequate systems are in place for tax credit compliance, financial management, and reporting.
- NACC will take on ownership and associated risk and responsibilities of the health center. NACC is open to co-ownership and shared risk in the housing.

To be considered responsive to this RFQ, the Developer shall submit one hard copy of the following information and one electronic version in PDF format on CD or via email.

Questions for Prospective Development Company

- (1) Please introduce the members of your company who would be involved with this development and their relevant backgrounds.
- (2) Please provide names and descriptions of at least five redevelopment projects that have been completed in the last five years.
- (3) Highlight two or three completed projects most similar to Native American Community Clinic's project, including the following information:
 - Location
 - Development scope and size (including income levels, the commercial component uses)
 - Development Schedule
 - Development cost and capital financing sources used
 - Description of the role of the development entity and unique challenges of the development
 - Involvement of public agencies and their specific roles

- (4) Describe relevant experience working with clients who are strongly accountable to the community. What is your experience working in situations in which there are multiple partners/owners?
- (5) What is your experience working in the Native American and/or other BIPOC Communities?
- (6) Demonstrate your willingness to work with community partners and on the ongoing management of the facility.
- (7) Describe any relevant experience you have working with Mixed-Use, Transit-Oriented projects.
- (8) Please describe any relevant experience you have working with various funding sources, in particular, the Low Income Housing Tax Credit Program and the New Market Tax Credit Program.
- (9) Given market dynamics, funding dynamics, and NACC's goals, please explain the steps you would take to receive full funding and successful project execution.
- (10) Please outline the other types of funding programs/compliance regulations you have experience working with.
- (11) Please share your experience partnering with fundraising counsel on public funding opportunities.
- (12) Please identify any relationships you have (with funders, etc) that might help the project.
- (13) What are your principal values and strengths as a housing developer that will help NACC achieve its goals?
- (14) What are the other projects in your current pipeline? How will those impact your ability to work on this project?
- (15) How would you propose to structure the partnership? How would you propose to participate financially in the ownership of the housing component?
- (16) Please provide names and telephone numbers of at least three relevant references for projects of similar size, scope, and complexity.

Selection Process

This selection process will be tentatively completed the following stages:

RFQ Distribution	[December 13, 2021]
Proposal Submittal Deadline	[January 14, 2022]
Evaluation of Proposals	[February 14, 2022]
Interview of selected Developer Teams	[February 21 - 28,2022]
Selection of Proposal	[First week of March, 2022]

Housing Developer shall deliver copies of their Qualifications
(in the form specified in **Questions for Prospective Development Company** above)
to NACC on or before ***January 14, 2021.***

Submit Proposal to

Gregg Harrison
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