

HENNEPIN COUNTY

MINNESOTA

FINAL BOARD AGENDA

HENNEPIN COUNTY HOUSING AND REDEVELOPMENT AUTHORITY
TUESDAY, NOVEMBER 12, 2024
1:30 PM

Chair: Angela Conley, District 4
Vice Chair: Kevin Anderson, District 7
Members: Jeff Lunde, District 1
Irene Fernando, District 2
Marion Greene, District 3
Debbie Goettel, District 5
Heather Edelson, District 6

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1. **Approval of the Agenda**
 2. **Minutes from Previous Meeting**
 - 2.A. October 8, 2024 Minutes

Attachments: [HRA-BOARDMINUTES-08-Oct-2024](#)

3. **Claims Register**
 - 3.A. [24-HCHRA-0031](#)
Claims Register for the period ending October 31, 2024

Attachments: [Claims Register for October 31, 2024](#)

4. **New Business**
 - 4.A. [24-HCHRA-0032](#)
Preliminary approval to issue one or more tax-exempt multifamily housing revenue bonds for an affordable housing project at 828 Spring Street NE and 809 Spring Street NE in Mpls; authorization to apply for allocation of issuance authority
 - 4.B. [24-HCHRA-0033](#)
Neg Business District Initiative grant agmts with local government agencies, 11/13/24-6/30/26, total combined NTE \$95,000; Neg Agmt PR00006784 with Urban3, 11/13/24-12/31/25, NTE \$55,000
 - 4.C. [24-HCHRA-0034](#)
Neg Amd 6 to Agmt PR00002919 with Tacoma Creek Hospitality, ext end date to 12/31/25, incr NTE by \$102,036

4.D. [24-HCHRA-0035](#)

Neg 15 Elevate Hennepin Agmts, 10/01/24-01/31/25, total combined NTE
\$280,000

HENNEPIN COUNTY

300 South Sixth Street
Minneapolis, MN
55487-0240

MINNESOTA

Board Action Request

TMP-1559

Item Description:

October 8, 2024 Minutes

HENNEPIN COUNTY

MINNESOTA

BOARD MINUTES

HENNEPIN COUNTY HOUSING AND REDEVELOPMENT AUTHORITY
TUESDAY, OCTOBER 8, 2024
1:30 PM

Chair: Angela Conley, District 4
Vice Chair: Kevin Anderson, District 7
Members: Jeff Lunde, District 1
Irene Fernando, District 2
Marion Greene, District 3
Debbie Goettel, District 5
Heather Edelson, District 6

Commissioner Angela Conley, Chair, called the meeting of the Hennepin County Housing and Redevelopment Authority for Tuesday, October 8, 2024 to order at 3:07 p.m.

Present Chairperson Angela Conley, Commissioner Irene Fernando, Commissioner Jeff Lunde, Commissioner Debbie Goettel, Vice Chair Kevin Anderson, Commissioner Marion Greene, and Commissioner Heather Edelson

1. Approval of the Agenda

APPROVE

Commissioner Irene Fernando moved, seconded by Commissioner Marion Greene, to approve the Agenda.

Aye Chairperson Conley Commissioner Fernando Commissioner Lunde
Commissioner Goettel Vice Chair Anderson Commissioner Greene
Commissioner Edelson

2. Minutes from Previous Meeting

2.A. September 17, 2024 Minutes

APPROVE

Vice Chair Kevin Anderson moved, seconded by Commissioner Marion Greene, to approve the Minutes.

Aye Chairperson Conley Commissioner Fernando Commissioner Lunde
Commissioner Goettel Vice Chair Anderson Commissioner Greene
Commissioner Edelson

3. Claims Register

3.A. [24-HCHRA-0030](#)

Claims Register for the period ending September 30, 2024

APPROVE/RATIFY

Commissioner Debbie Goettel moved, seconded by Commissioner Jeff Lunde, to approve/ratify the Resolution.

Aye Chairperson Conley Commissioner Fernando Commissioner Lunde
Commissioner Goettel Vice Chair Anderson Commissioner Greene
Commissioner Edelson

4. New Business

There being no further business, the Housing and Redevelopment Authority for Tuesday, October 8, 2024 was declared adjourned at 3:08 p.m. until Tuesday November 12, 2024.

Maria Rose
Clerk to the County Board

**Contracting opportunities can be found on the Hennepin County website:
www.hennepin.us**

HENNEPIN COUNTY

300 South Sixth Street
Minneapolis, MN
55487-0240

MINNESOTA

Board Action Request

24-HCHRA-0031

Item Description:

Claims Register for the period ending October 31, 2024

Resolution:

BE IT RESOLVED, that the Claims Register for the period ending October 31, 2024 be approved/ratified.

Background:

Recommendation from County Administrator: Recommend Approval

HENNEPIN COUNTY HOUSING AND REDEVELOPMENT AUTHORITY

Period ending October 31, 2024

ACCOUNT NAME	VENDOR NAME
Publishing	BridgeTower OpCo, LLC

AMOUNT

\$	41.34
\$	41.34

Board Action Request

24-HCHRA-0032

Item Description:

Preliminary approval to issue one or more tax-exempt multifamily housing revenue bonds for an affordable housing project at 828 Spring Street NE and 809 Spring Street NE in Mpls; authorization to apply for allocation of issuance authority

Resolution:

GRANTING PRELIMINARY APPROVAL TO THE ISSUANCE OF MULTIFAMILY HOUSING REVENUE BONDS (THE SPRINGS PROJECT); AUTHORIZING THE SUBMISSION OF AN APPLICATION FOR AN ALLOCATION OF BONDING AUTHORITY UNDER MINNESOTA STATUTES, CHAPTER 474A; AUTHORIZING THE PREPARATION OF A HOUSING PROGRAM PURSUANT TO MINNESOTA STATUTES, CHAPTER 462C; AND AUTHORIZING A PUBLIC HEARING AND PUBLICATION OF A NOTICE THEREOF

WHEREAS, the Hennepin County Housing and Redevelopment Authority (the “Issuer” or “HRA”) is a housing and redevelopment authority and a public body corporate and politic duly organized and existing under the Constitution and laws of the State of Minnesota.

WHEREAS, pursuant to Minnesota Statutes, Chapter 462C, as amended (the “Housing Act”), the Issuer is authorized to carry out the public purposes described in the Housing Act by issuing revenue bonds or other obligations to finance or refinance multifamily housing developments, and as a condition to the issuance of such revenue bonds, adopt a housing program providing the information required by Section 462C.03, subdivision 1a of the Housing Act.

WHEREAS, in the issuance of revenue bonds to finance multifamily housing developments, the Issuer may exercise within its corporate limits any of the powers the Minnesota Housing Finance Agency may exercise under Minnesota Statutes, Chapter 462A, as amended, including without limitation under the provisions of Minnesota Statutes, Chapter 475, as amended.

WHEREAS, the Minneapolis Public Housing Authority submitted an application to the Issuer requesting the issuance of one or more series of multifamily housing revenue bonds or other obligations (the “Bonds”), in an aggregate principal amount not to exceed \$41,200,000, under the provisions of the Housing Act to assist in financing the (i) rehabilitation and modernization of a 221-unit multifamily public housing development and facilities functionally related and subordinate thereto, located in the City of Minneapolis (the “City”) within Hennepin County (the “County”) and known as The Springs, including 32 units located at 809 Spring St. NE and 189 units located at 828 Spring St. NE, and (ii) construction and equipping of a new multifamily public housing building with 15 residential units to be located adjacent to the existing facilities, at or about 824 Spring St. NE (collectively, the “Project”), for occupancy by persons and families of low and moderate income, to be initially owned, developed and operated by the Minneapolis Public Housing Authority, Springs LP, or another affiliate thereof (together with its affiliates or assigns, the “Borrower”).

WHEREAS, under Section 147(f) of the Internal Revenue Code of 1986, as amended (the “Code”), prior to the issuance of the Bonds a public hearing duly noticed must be held by the Board of Commissioners of the HRA (the “Board”). Under Section 462C.04, subdivision 2 of the Housing Act, a public hearing must be held on a

housing program with respect to the Project (the "Housing Program") after one publication of notice in a newspaper circulating generally in the County, at least fifteen (15) days before the hearing, and on or before the date of publication of such notice, the Housing Program must be submitted to the Metropolitan Council for review and comment.

WHEREAS, under Section 146 of the Code, the Bonds must receive an allocation of the bonding authority of the State of Minnesota, and an application for such an allocation must be made pursuant to the requirements of Minnesota Statutes, Chapter 474A, as amended (the "Allocation Act").

WHEREAS, the Board may grant preliminary approval to the issuance of the Bonds to finance the multifamily housing development referred to in the Housing Program, and may authorize the submission of an application to the State of Minnesota Department of Management and Budget ("MMB") for an allocation of bonding authority with respect to the Bonds to finance the Project in accordance with the requirements of Section 146 of the Code and the Allocation Act.

BE IT RESOLVED, that the Board of the HRA approve the following:

1. The Project and the issuance of the Bonds therefore, in one or more series of tax-exempt or taxable bonds or notes in an amount not to exceed \$41,200,000, are hereby given preliminary approval by the Issuer, subject to mutual agreement of the Issuer, the Borrower, and the initial purchaser of the Bonds as to the details of the Bonds and provisions for their payment. In all events, it is understood, however, that the Bonds shall not constitute a charge, lien or encumbrance, legal or equitable, upon any property of the Issuer, except the Issuer's interest in the loan agreement with the Borrower for the Project and security pledged to the payment thereof. The Bonds, when, as, and if issued, shall recite in substance that the Bonds, including interest thereon, are payable solely from the revenues received from the Project and property and security pledged to the payment thereof, and shall not constitute general or moral obligations of the Issuer or the County.
2. The Bonds will be payable solely from the revenues of the Project and other money and security, if any, provided by the Borrower, and the Bonds will not constitute or give rise to a pecuniary liability of the Issuer or of the County or a charge against the general credit, full faith and credit, or taxing powers of the Issuer or the County.
3. No holder of any such Bonds shall ever have the right to compel any exercise of the taxing power of the Issuer or the County to pay the Bonds, or the interest thereon, nor to enforce payment against any property of the Issuer, except revenues of the Project to be paid to the Issuer and pledged to the Bonds.
4. The Borrower may incur expenditures for the Project prior to the issuance of the Bonds therefor, and such expenditures may be reimbursed from proceeds of the Bonds, when, and if issued. This resolution shall constitute an "official intent" to reimburse such expenditures for purposes of Treasury Regulations, Section 1.150-2.
5. The Executive Director and other officials, employees, and agents of the Issuer, with the assistance of the Borrower and Dorsey & Whitney LLP, as bond counsel to the Issuer ("Bond Counsel"), are authorized and directed to prepare and submit an application to MMB for an allocation of bonding authority for the Project and the Bonds to be issued therefor in an amount not to exceed \$41,200,000, pursuant to the Allocation Act.
6. The officials, employees, and agents of the Issuer are hereby authorized to receive money from the Borrower for the payment of the deposit and fee required to be paid to MMB under the Allocation Act in connection with the application for an allocation of bonding authority. The officials, employees, and agents of the Issuer are further authorized to disburse to the Borrower any money returned to the Issuer by MMB in connection with such application.

7. The Executive Director and other officers, employees and agents of the Issuer are hereby authorized to: (i) prepare the Housing Program in accordance with the requirements of the Act; (ii) submit the Housing Program to the Metropolitan Council for its review and comments in accordance with Section 462C.04, subdivision 2 of the Housing Act; and (iii) participate in the preparation and review of necessary documents relating to the Project and the Bonds issued in connection therewith.

8. The Borrower will be responsible for paying any and all costs incurred by the Issuer or County in connection with the Bonds and the Project, including reasonable costs that the Issuer may incur for legal counsel and any reasonable fees the Issuer or County may charge, whether or not the Project is carried to completion, and whether or not the Bonds or operative instruments are executed.

9. The adoption of this resolution does not constitute a guaranty or firm commitment that the Issuer will issue the Bonds as requested by the Borrower. The Issuer retains the right, in its sole discretion, to withdraw from participation and accordingly not to issue the Bonds, or issue the Bonds in an amount less than the amount referred to herein should the Issuer at any time prior to issuance thereof determine that it is in the best interest of the Issuer not to issue the Bonds, or to issue the Bonds in an amount less than the amount referred to herein, or should the parties to the transaction be unable to reach agreement as to the terms and conditions of any of the documents required for this transaction, including substantial changes to the affordability level, unit mix, scale, scope, or cost of the Project.

10. A public hearing on the Housing Program relating to the Project and the issuance of the Bonds shall be held before the Board of the HRA on a date, and at a time and place, as is deemed appropriate by the Clerk of the Board. The Clerk of the Board shall publish notice of the public hearing, in substantially the form attached hereto as EXHIBIT A in Finance and Commerce, the official newspaper of the County. Bond Counsel is hereby directed to publish notice of the public hearing in the Star Tribune, a newspaper of general circulation in the County. The notice shall be published at least once, in each newspaper, at least 15 days prior to the date of the public hearing, but not more than 30 days prior to the date of the public hearing, and a copy of the Housing Program shall be submitted to the Metropolitan Council for review and comment on or before the date of publication of the notice.

Background:

The Hennepin County Housing and Redevelopment Authority (HCHRA) is authorized to issue conduit financing, including housing revenue bonds, pursuant to the provision of Minnesota Statutes, Chapters 462C and 469. The bonds are repayable solely from revenue and assets pledged in their support by the developer and are not a debt or property tax obligation of Hennepin County or the HCHRA.

The Minneapolis Public Housing Authority (MPHA) on behalf of Springs LP (Developer), submitted an application for up to \$41,200,000 in housing revenue bond financing to assist in the rehabilitation and modernization of 221 multifamily public housing units, and the addition of 15 units, at and around 809 Spring Street NE and 828 Spring Street NE in Minneapolis. The project is known as "The Springs."

Once completed, the Project will contain a total of 236 units: 229 one-bedrooms, and 7 two-bedrooms. Eighty-three units will be reserved for households at or below 30 percent of area median income (AMI), and the remaining 153 units will be affordable to households at or below 60 percent of AMI, as determined by the U.S. Department of Housing and Urban Development (HUD). All 236 units will benefit from a commitment of Project-Based Section 8 rental assistance, allowing tenants to continue to pay 30 percent of their income toward rent. The units at 809 Spring Street will continue to serve general family households, while the renovated and new units at 828 Spring Street will continue to have a senior preference. The project will remain affordable for a minimum 40-year period.

The current annual income limits established by HUD for Hennepin County range from \$23,000 for a one-

24-HCHRA-0032

person household to \$32,850 for a four-person household at 30 percent of AMI and \$46,020 to \$65,700 at 60 percent of AMI.

The Project total development cost is expected to be approximately \$75.5 million. The Developer is requesting HCHRA preliminary approval to issue multifamily revenue bonds not to exceed \$41,200,000. The bonds would be special limited obligations of the HCHRA, payable solely from the revenues specifically pledged by the Developer. In addition to the housing revenue bonds, proposed sources of funding include four percent Low-Income Housing Tax Credits, City of Minneapolis funds, and significant developer contributions.

Conduit financing requests typically follow a series of formal actions by the HCHRA Board: 1) consideration of preliminary approval; 2) establishment and holding of a public hearing; and 3) consideration of final approval. During the final approval phase, the Hennepin County Board of Commissioners will also consider a companion resolution approving the HCHRA action.

Current Request: This request is for preliminary approval to issue multifamily housing revenue bonds for a housing project at 828 Spring Street NE and 809 Spring Street NE, Minneapolis, and authorization to apply for allocation of issuance authority.

Impact/Outcomes: Issuance of multifamily housing revenue bonds will facilitate the rehabilitation and modernization of 221 affordable rental housing units and creation of 15 additional new affordable rental units; of the 236 units total, 83 will be affordable to and reserved for households at or below 30 percent AMI.

Housing Disparity Domain: Households of color are disproportionately housing cost burdened and face housing instability, including homelessness, at disproportionate rates. This request will preserve and create deeply affordable housing opportunities.

Recommendation from County Administrator: Recommend Approval

Board Action Request

24-HCHRA-0033

Item Description:

Neg Business District Initiative grant agmts with local government agencies, 11/13/24-6/30/26, total combined NTE \$95,000; Neg Agmt PR00006784 with Urban3, 11/13/24-12/31/25, NTE \$55,000

Resolution:

BE IT RESOLVED, that the Executive Director be authorized to negotiate Business District Initiative Agreements:

- PR00006786 with the Bloomington Port Authority, or affiliated entity, in an amount not to exceed \$50,000 for the Site and Façade Improvement Program
- PR00006785 with the Richfield Economic Development Authority, or affiliated entity, in an amount not to exceed \$45,000 for the Downtown Richfield Branding and Placemaking Strategy, during the period November 13, 2024 through June 30, 2026;

that following review and approval by the County Attorney's Office, the Executive Director be authorized to sign the agreements on behalf of the authority; and that the Controller be authorized to disburse funds as directed; and

BE IT FURTHER RESOLVED, that the Authority affirms Hennepin Planning Grant assistance with the City of Hopkins for the Shady Oak Station Area Development Strategy Update during the period November 13, 2024 through June 30, 2026 with a value of consultant services not to exceed \$50,000; and

BE IT FURTHER RESOLVED, that the Executive Director be authorized to negotiate Agreement PR00006784 with Urban3, in an amount not to exceed \$55,000, to conduct an analysis of development patterns and land value economics across Hennepin County to help inform future strategic investments in business districts and land use planning investments; during the period November 13, 2024 through December 31, 2025; that following review and approval by the County Attorney's Office, the Executive Director be authorized to sign the agreement on behalf of the authority; and that the Controller be authorized to disburse funds as directed.

Background:

The Business District Initiative (established 2015) and Hennepin Planning Grant (established 2006) programs represent two complementary approaches to partnering with municipalities to advance shared Community and Economic goals. By design, these programs provide modest seed funding to leverage additional investment, foster greater collaboration with Hennepin County communities, and support strategies that help businesses and communities thrive and prosper.

The Business District Initiative program supports small business districts in suburban Hennepin County through efforts such as marketing and wayfinding; public space improvements; establishing business incubators; technical assistance; and building façade improvements. Program funding assists projects that benefit multiple business and property owners and improve the public realm.

The Hennepin Planning Grant program supports land use and development planning efforts to achieve human-scale land use patterns that prioritize pedestrians and walkability and encourage a mix of building types and

uses, diverse housing and transportation options, and development within existing neighborhoods. Selected projects are implemented through county-funded consultant scopes of work, up to a not to exceed amount of \$50,000 per project.

Each program year, local governments can apply through a competitive process to the Business District Initiative and Hennepin Planning Grant programs for specific projects that meet Hennepin County's programmatic goals. A competitive request for proposals for local government applicants was released in September 2024 for a combined total of \$200,000 available across both programs. A total of three proposals were received, requesting a total of \$145,000 from both programs. Proposals were evaluated by Hennepin County staff on the extent to which each project meets program objectives, aligns with county goals, demonstrates need, leverages funds, and demonstrates staff capacity to complete the project. Recommended projects include:

Business District Initiative awards

Bloomington Port Authority - Site and Façade Improvement Program: \$50,000

The City of Bloomington will continue site and façade improvements in eight targeted business districts that prioritize and support older, more affordable commercial nodes. The city is contributing \$100,000 to the proposed façade improvement program.

City of Richfield- Downtown Branding and Placemaking Strategy: \$45,000

The City of Richfield will develop a branding and placemaking strategy for the business district at Nicollet Avenue and 66th Street. The plan will support and promote the district's walkability, create a sense of place for visitors, and build connections to locally owned small businesses. The city is matching \$20,000 for wayfinding improvements and contributing \$12,500 to the project.

Hennepin Planning Grant award

Cities of Hopkins- Shady Oak Station Area Development Strategy Update: \$50,000

The City of Hopkins will update its development strategy for the Shady Oaks Station in preparation for the opening of light rail in 2027. The market has changed significantly since the last plan was completed, and additional land is now available due to light rail project changes. An updated strategy will provide guidance to the city in transforming the area into a higher-density, multi-use neighborhood with a range of housing options. The project will be done in collaboration with the City of Minnetonka. The city is contributing \$17,500 to the project.

In an effort to support best practices in land use planning for climate resiliency, improving health outcomes, and economically productive places, staff recommends an agreement with Urban 3 which specializes in providing in depth analysis of land value economics, bridging the gap between economic analysis public policy, and urban design. Under Agreement PR00006784 (NTE \$55,000), Urban 3 will provide a more thorough, data-driven foundation which will include mapping and analyzing the financial state, evaluating productivity and fiscal implications of differential development patterns, and assisting in prioritizing the types of improvements and community design decisions that support and create a strong sense of place.

Current Request: The request is for authorization to negotiate two Business District Initiative agreements totaling a combined not to exceed amount of \$95,000 during the period November 13, 2024, through June 30, 2026, affirming a land use and development project in the City of Hopkins with a value of services not to exceed \$50,000, and Agreement PR00006784 with Urban 3, with a not to exceed amount of \$55,000, for the period November 13, 2024 through December 31, 2025.

Impact/Outcomes: Approval of this request will support the economic vitality of two business districts, strengthen small businesses in suburban Hennepin County, and contribute to more connected and resilient communities. Combined, these business district and planning awards leverage approximately \$130,000 in matching investments by municipalities, businesses, and other organizations and will impact an estimated 225

businesses in project areas.

Disparity Domains: This request supports Hennepin County disparity reduction efforts in income, employment, housing, and transportation by supporting a range of investments that strengthen neighborhood businesses, create employment opportunities, support housing options, and facilitate improved access to community destinations.

Recommendation from County Administrator: Recommend Approval

MINNESOTA

Board Action Request

24-HCHRA-0034

Item Description:

Neg Amd 6 to Agmt PR00002919 with Tacoma Creek Hospitality, ext end date to 12/31/25, incr NTE by \$102,036

Resolution:

BE IT RESOLVED, that the Executive Director be authorized to negotiate Amendment 6 to Agreement PR00002919 with Tacoma Creek Hospitality, or affiliated entity, for services at 5739 Lyndale Ave S, Minneapolis (Aqua City Motel site) and 143 E 19th St, Minneapolis (Stevens Square Residence), increasing the not to exceed amount by \$102,036 for a new total not to exceed amount of \$1,219,361, to provide property management, operation and maintenance for Hennepin County Housing and Redevelopment Authority owned properties, and extending the contract period from December 31, 2024 to December 31, 2025; that following review and approval by the County Attorney's Office, the Chair be authorized to sign the amendment on behalf of the Authority; and that the Controller be authorized to disburse funds as directed.

Background:

Since December 2020, the Hennepin County Housing and Redevelopment Authority (HCHRA) has contracted with Tacoma Creek Hospitality to provide property management, operation, and maintenance services at various properties (University Inn, Metro Motel, Aqua City Motel, Federal Plaza) during pandemic use and rehabilitation and conversion to permanent housing (Agreements PR00002919 and PR00002920). During this time, the HCHRA has amended these agreements several times to extend the term (Resolutions 21-HCHRA-0031, 22-HCHRA-0020, 22-HCHRA-0038, 23-HCHRA-0025, and 23-HCHRA-0043). Resolution 22-HCHRA-0038 also added services at the Aqua City Motel.

Consistent with the Single Room Occupancy strategy, the Federal Plaza, University Inn, and Metro Motel properties have been sold or transferred for appropriate long-term uses, eliminating the need for Tacoma property services at these sites (and enabling the termination of Agreement PR00002920). The HCHRA has entered into purchase agreements with buyers for the Aqua City Motel site and Stevens Square Residence. Acquisitions are estimated to occur around December 31, 2024 and March 31, 2025, respectively.

Amendment 6 to Agreement PR00002919 will extend property management services at the Aqua City Motel site and Stevens Square Residence through December 31, 2025 and increase the not to exceed amount by \$102,036 for a new not to exceed amount of \$1,219,361. These extended timeframes will ensure continuity in the case of any further delays.

Impact/Outcomes: Approval of this request will help transition two properties to affordable housing.

Housing Disparity Domain: Households of color are disproportionately housing cost burdened. This request creates housing opportunities for individuals with incomes at or below 30 percent of area median income.

Recommendation from County Administrator: Recommend Approval

MINNESOTA

Board Action Request

24-HCHRA-0035

Item Description:

Neg 15 Elevate Hennepin Agmts, 10/01/24-01/31/25, total combined NTE \$280,000

Resolution:

BE IT FURTHER RESOLVED, that the Executive Director be authorized to negotiate Agreements:

- PR00006769 with Ahmed Mohidin LLC,
- PR00006770 with A.M. & Associates LLC,
- PR00006771 with Backpocket Strategy,
- PR00006772 with Certified Access LLC,
- PR00006773 with Davis Law Office PLLC,
- PR00006774 with EnviroTech,
- PR00006775 with Hortensia PLLC,
- PR00006776 with IFRI-TRYV,
- PR00006777 with JLLB Media,
- PR00006778 with Khoo Consulting LLC,
- PR00006779 with Led By Truth,
- PR00006780 with LegalCORPS,
- PR00006781 with Social Impact Strategies Group LLC,
- PR00006782 with Technologist Computers SBC, and
- PR00006783 with Women Venture;

All during the period of October 1, 2024 through January 31, 2025, with a total combined not to exceed amount of \$280,000; that following review and approval by the County Attorney's Office, the Chair be authorized to sign the agreements on behalf of the Authority; and that the Controller be authorized to disburse funds as directed.

Background:

Hennepin County created Elevate Hennepin in 2020 as an agile response to the needs of local businesses struggling to manage through, and recover from, the pandemic. This leading-edge work uncovered an urgent, ongoing need for highly specialized business support, as well as a desire for a single, credible online resource for vetted information, connections to experts, access to capital, and focused business training.

Over the past four years, Hennepin County has invested in professional service contracts with more than 40 specialized business advisors to form the Elevate Hennepin Business Advisor network, offering a new level of support to emerging and existing local businesses.

Currently, eligible emerging entrepreneurs and established business in Hennepin County can access up to 25 hours of consulting from each of the 40 advisors in the county's Elevate Hennepin network, as well as participate in events and intensive cohort-based peer learning programs designed for every stage of business growth.

By absorbing the cost of these traditionally expensive services and training opportunities, Elevate Hennepin

24-HCHRA-0035

removes barriers to entrepreneurship and addresses structural inequities faced by business owners who are Black, Indigenous, people of color, and women, in starting and growing a successful business in Minnesota.

To-date, Business Advisors have included for-profit as well as non-profit accountants, marketing firms, technology experts, and others. Hennepin County promotes Elevate Hennepin Business Advisors through Hennepin County's outreach, including the Elevate Hennepin Resource Hub platform, the Hennepin County Economic Development website, a bi-weekly digital newsletter, and via other communications and media channels identified in coordination with Hennepin County.

More than 2,900 entrepreneurs from across Hennepin County's urban and rural communities have utilized more than 35,000 hours of 1:1 consulting. Local businesses have accessed over \$28.4 million in outside financing and 186 new businesses have launched with the support of Elevate Hennepin advisors. Hundreds more businesses and their owners have accessed group training under the Elevate Hennepin umbrella of services to validate ideas, build systems, achieve certifications and tackle the many challenges of running and growing business.

Elevate Hennepin programming will transition to the Hennepin County Housing and Redevelopment Authority (HCHRA) in 2025. The transition to the HCHRA provides consistency with the administration of other business support programs, such as CEO Next and Open to Business.

To ease this transition and provide continuity of service to the business community, staff recommends the HCHRA enter into professional service agreements with several current Elevate Hennepin business consultants during the period October 1, 2024 through January 31, 2025:

- PR00006769 Ahmed Mohidin LLC
- PR00006770 A.M & Associates LLC
- PR00006771 Backpocket Strategy
- PR00006772 Certified Access LLC
- P000006773 Davis Law Office PLLC
- PR00006774 EnviroTech
- PR00006775 Hortensia PLLC
- PR00006776 IFRI-TRYV
- PR00006777 JLLB Media
- PR00006778 Khoo Consulting LLC
- PR00006779 Led By Truth
- PR00006780 LegalCORPS
- PR00006781 Social Impact Strategies Group LLC
- PR00006782 Technologist Computers SBC
- PR00006783 Women Venture

Current Request: This request is for the authorization to negotiate 15 Elevate Hennepin professional service agreements to provide specialized business consulting effective October 1, 2024 through January 31, 2025 to ensure continuity of service.

Impact/Outcomes: Authorization of these agreements will provide specialized consulting, technical assistance, and back-office support for over 150 small and disadvantaged businesses through continuity of service with Elevate Hennepin consultants.

Income Domain Disparity: Specialized consulting and technical assistance offered through Hennepin County's Elevate Hennepin efforts help address racial gaps in business ownership. To-date, 59% of entrepreneurs and business owners accessing small business consulting, 65% of those accessing financing, and 73% of those starting a business with support from Elevate Hennepin identify as Black, Asian,

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Hispanic/LatinX, Indigenous, or multi-racial.

Recommendation from County Administrator: Recommend Approval