

# DEVELOPMENT PROPOSAL FOR 1 SOUTH 2<sup>ND</sup> STREET

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*A Mixed-Use Affordable Senior Housing Development*



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**Submitted by:**



**Beyond Shelter** inc.

November 17, 2021

November 17, 2021

Office of the City Auditor  
225 4<sup>th</sup> Street North  
Fargo, ND 58102  
Attn: Jim Gilmour

**RE: Disposition of 1 2<sup>nd</sup> Street South**

Dear Mr. Gilmour,

Per the City of Fargo's Request For Proposals issued on October 5, 2021, Beyond Shelter, Inc. (BSI) is pleased to submit a proposal that would be a high quality and attractive mixed use/affordable senior housing development for 1 2<sup>nd</sup> Street South.

You will find that BSI's proposal meets and/or exceeds the City's development goals for the property by incorporating a mix of high quality and attractive commercial and affordable senior rental housing. The striking knife-edge corner of the residential wing of the proposed building creates an impressive gateway image for one of the high traffic entrances into Fargo.

This letter also acknowledges that I am the authorized representative of BSI and that I can make legally binding commitments on behalf of BSI.

Please feel free to contact me at 701-551-0488 or [dmadler@beyondshelterinc.com](mailto:dmadler@beyondshelterinc.com) with any questions that you may have.

Thank you for your time and consideration.

Sincerely,



Daniel P. Madler  
CEO

Enclosure

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**TAB 1**

**PROJECT NARRATIVE**



## PROJECT NARRATIVE

Beyond Shelter, Inc. (BSI) in partnership with Foss Architecture + Interiors (Architect) (together “The Team”) are excited and pleased to respond to the City’s Request for Development Proposals – Sale of 1 2<sup>nd</sup> Street South, Fargo. The Team has worked diligently to put together a project that:

- Provides a high quality and attractive mixed-use project that is fitting along the downtown riverfront and for one of the high traffic entrances into Fargo
- Provides a scale of development with consideration to the surrounding development (The Arch and Gateway structures)
- Would bring in a large amount of private investment, estimated at \$12,710,000
- Is consistent with the downtown plan
- Is financially feasible
- Would be completed within three years

By incorporating a mix of high quality and attractive commercial and affordable senior rental housing, the proposed 1 South 2<sup>nd</sup> Street Development (the “Project”) will:

- Increase the availability of affordable housing stock in Downtown Fargo (51-units of affordable senior rental homes)
- Is in line with the timeline/roadmap for the downtown tax increment financing district to; Build affordable housing in downtown from 2023 to 2025
- Provide Downtown Fargo with a greater range of housing types to ensure that Downtown Fargo remains a diverse and open neighborhood (i.e., housing available for all incomes)
- Help Downtown Fargo grow as a neighborhood
- Help maintain a diverse Downtown Fargo population base
- Contribute to the City’s vision for a building stock that is efficient, durable, connected and attractive (as outlined in GO2030 – Neighborhoods, Infill and New Development; Initiative 03)
- Be consistent with the Vision and Goals of the City of Fargo’s Renaissance Zone Plan as well as the downtown plan

- Be an opportunity for the City of Fargo to support the creation of affordable mixed-use property in alignment with local planning goals

### **Affordable Senior Housing – the need, the demand**

- Currently BSI has 286 affordable senior homes serving the community of Fargo where the 2021 YTD average vacancy rate is 1.75%. In 2020 the average vacancy rate for BSI's 286 affordable senior homes was 2.21%
- Per An October 2021 study conducted by Maxfield Research & Consulting, focused on downtown Fargo housing needs. The study shows that since the early 1980s only one property with deep subsidy that does not provide supportive housing services has been built in or near the downtown area. The Maxfield study reported a need for 300-480 additional rental housing units for households earning 50% of AMI or less in the downtown area alone.

### **Use and Integration of multiple funding sources**

As identified in the Project Sources and Uses found on page 2 of the "Identification of Entity(ies)" tab, BSI would integrate multiple funding sources to pay for the Project. Specifically BSI would leverage the fact that:

- 1) The site/land is located in a Qualified Census Tract
- 2) That the site/land has been mapped as a "highly distressed" area by Tim Swenson with Midwest Minnesota Community Development Corporation

**Note:** These two (2) facts listed above make the Project eligible to apply for New Market Tax Credits (NMTC). If successful in receiving a NMTC award, the Project could potentially be the first NMTC project developed in the state of North Dakota (Note: NMTC's are federal income tax credits used to encourage private investment in low-income communities)

As represented in the following pages/tabs and to conclude this Project Narrative, The Team brings regional success and experience to the table and is well-seasoned and experienced in developing and designing projects that are similar to the Project that is being proposed (bottom line, we have the ability to implement the Project). In addition, BSI is confident that the proposed Project would be a long-term asset to Downtown Fargo and the overall community of Fargo. It truly is a high quality and attractive mixed-use project that is fitting for one of the high traffic entrances into Fargo.

Thank you for your time and consideration of BSI's offer!

**TAB 2**

**PROJECT DESCRIPTION/SCHEMATIC**



## PROJECT DESCRIPTION/SCHEMATIC

Beyond Shelter's proposed 1 South 2<sup>nd</sup> Street Development creates a downtown living community for affordable senior living on one of Fargo's most visible sites. Senior housing on this site is close to medical services, recreation, dining, banking and more. On-site commercial space allows for integration of service-oriented business and support. Though located in the Downtown Mixed-Use zoning district, ample parking is provided in enclosed garages and surface parking to serve all residents and businesses on-site.

The residential wing of five stories sits atop a plinth of enclosed parking to create a clear view over the adjacent dike berm and is aligned along the diagonal south property line to allow residents exceptional southeast views of the Red River or northwest views of the developing downtown Fargo skyline. The proposed development is respectful of the neighboring The Arch and Gateway structures and views by Epic Development.

Commercial development along the north Main Avenue property line is consistent with the City of Fargo master plan and, together with the striking knife-edge corner of the residential wing, creates an impressive gateway image to Fargo for traffic entering from Moorhead to the east, and 2<sup>nd</sup> Street traffic traveling north and south.

The contemporary urban style of the building will fit within the downtown fabric through the use of brick, composite metal panels, aluminum curtain wall and clad wood windows. Opportunities will be explored for green roofs or rooftop patios.

The structural construction of the garages will be precast concrete columns, beams and plank. The Commercial area will be steel frame and the Residential wing will be fire-treated wood frame construction.

### PROJECT HIGHLIGHTS:

|                                 |              |
|---------------------------------|--------------|
| Affordable Senior Living Units: | 51           |
| Commercial Space (sf):          | 9,800        |
| Enclosed Parking Spaces:        | 60           |
| Surface Parking Spaces          | <u>30</u>    |
| Total Parking Provided          | 90           |
| Stories Below Grade             | 1            |
| Stories Above Grade             | 5            |
| Space Allocation (SF):          |              |
| Enclosed Parking                | 31,500       |
| Affordable Senior Living        | 59,500       |
| Commercial Space                | <u>9,800</u> |
| Total Square Footage:           | 100,800      |





BUILDING USE DIAGRAM

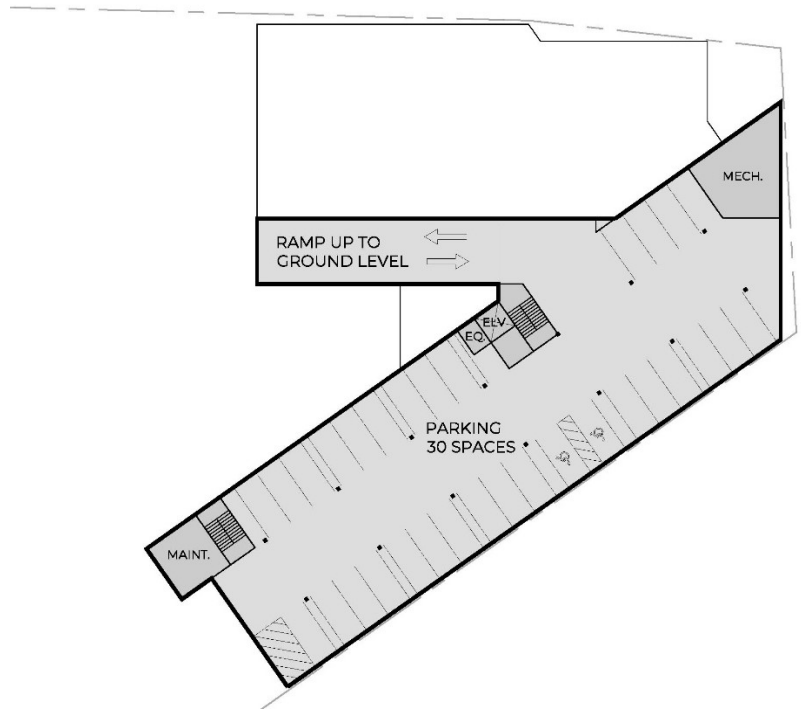


BIRD'S EYE VIEW FROM NORTHWEST



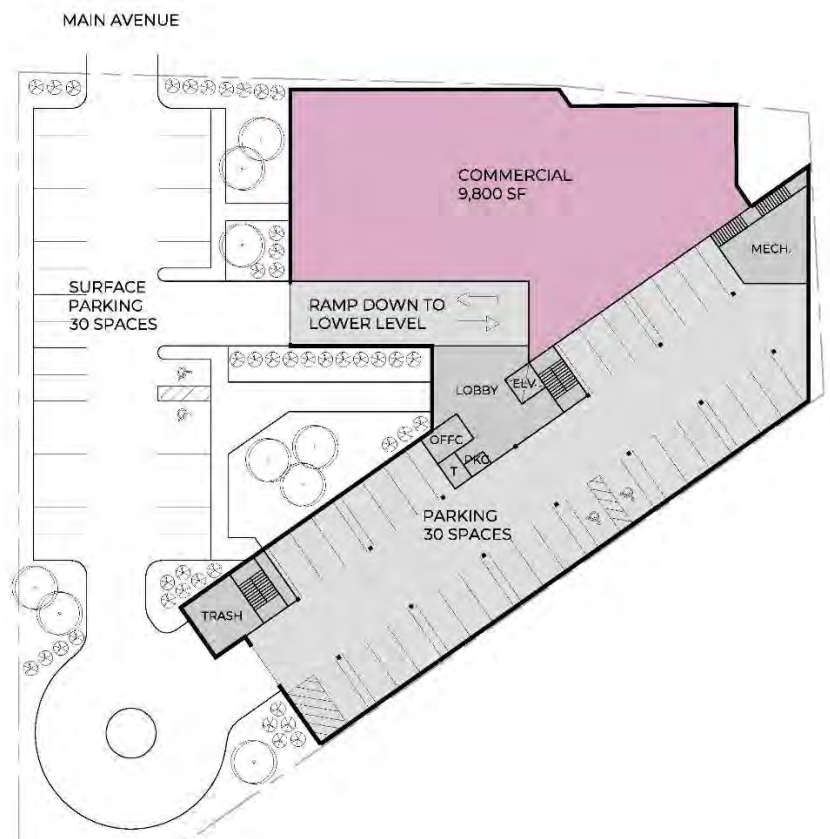


SITE PLAN



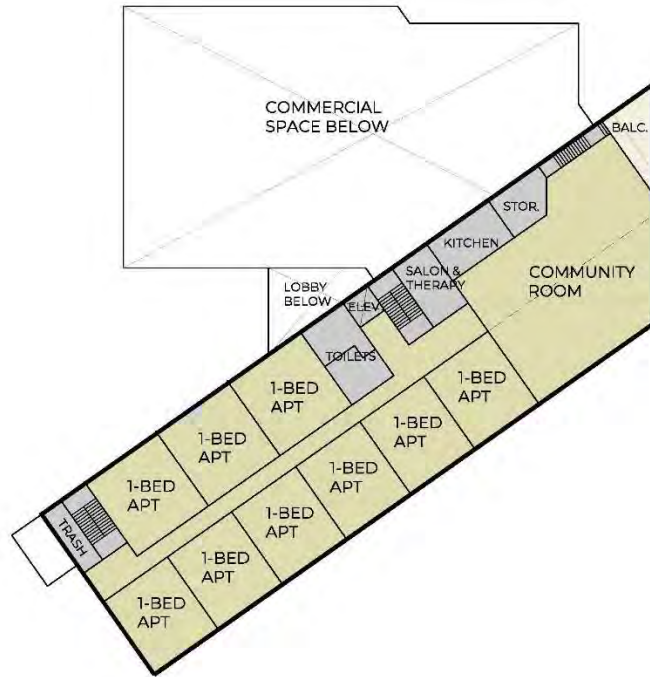
## SUBGRADE LEVEL

PARKING 15,500 SF



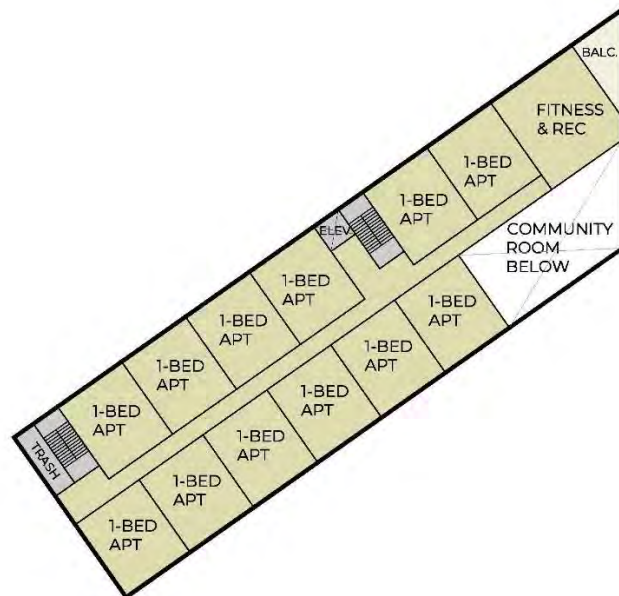
## GROUND FLOOR LEVEL

LOBBY, PARKING & COMMERCIAL 27,500 SF



## SECOND FLOOR LEVEL

LIVING UNITS      15,000 SF



## THIRD FLOOR LEVEL

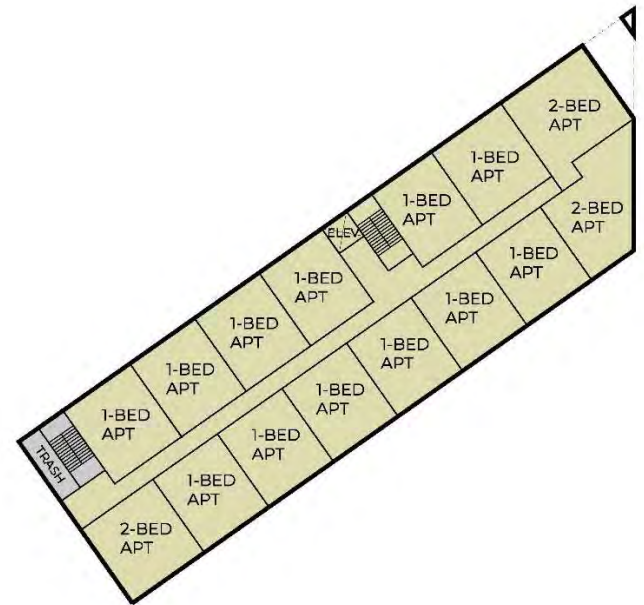
LIVING UNITS      13,400 SF





FOURTH FLOOR LEVEL

LIVING UNITS      14,700 SF



FIFTH FLOOR LEVEL

LIVING UNITS      14,700 SF



NORTHEAST CORNER VIEW



MAIN AVENUE VIEW





RIVERSIDE VIEW



CORNER DETAIL LOOKING TOWARDS RIVER

## **TAB 3**

### **IDENTIFICATION OF ENTITY(IES)**

Development Team – Page 1

Similar Project Experience – Pages 1 - 4

Project Sources and Uses – Page 5

Team Member Profiles of Relevant Experience

- Beyond Shelter, Inc.
- Foss Architecture + Interiors

**IDENTIFICATION OF ENTITY(IES)****Development Team:****A. Developer**

|                                                          |                                                      |                              |                               |
|----------------------------------------------------------|------------------------------------------------------|------------------------------|-------------------------------|
| Company Name<br><b>Beyond Shelter, Inc.</b>              | Contact Person<br><b>Dan Madler</b>                  |                              |                               |
| Address<br><b>3320 Westrac Dr. S., STE G, PO Box 310</b> | City<br><b>Fargo</b>                                 | State<br><b>North Dakota</b> | Zip Code<br><b>58107-0310</b> |
| Telephone Number<br><b>701-551-0488</b>                  | Email Address<br><b>dmadler@beyondshelterinc.com</b> |                              |                               |

**B. Architect**

|                                                      |                                             |                              |                          |
|------------------------------------------------------|---------------------------------------------|------------------------------|--------------------------|
| Company Name<br><b>Foss Architecture + Interiors</b> | Contact Person<br><b>Robert Ames</b>        |                              |                          |
| Address<br><b>810 First Avenue North</b>             | City<br><b>Fargo</b>                        | State<br><b>North Dakota</b> | Zip Code<br><b>58102</b> |
| Telephone Number<br><b>701-282-5505</b>              | Email Address<br><b>robert@fossarch.com</b> |                              |                          |

See the following pages for some architectural renderings and actual photos of **Similar Projects** that both Beyond Shelter, Inc. (BSI), and Foss Architecture + Interiors (FOSS) have worked on together.

**Notes:**

- 1) The first two (2) pages have the architectural renderings for The Milton Earl, a 42-unit affordable senior project that will be located at 708 4<sup>th</sup> Avenue North in **downtown Fargo**. The Milton Earl Project will go out for bid in December 2021 with finance closing set for April of 2022 and a construction start in May of 2022
- 2) The next page has actual photos of a recently completed (Summer of 2021) BSI and FOSS affordable senior project in the City of West Fargo. Project name = the "Monterey" and is located at the intersection of Sheyenne Street and 9<sup>th</sup> Avenue West, which is considered the "**Gateway to Downtown West Fargo**" if one is driving North on Sheyenne Street



The Milton Earl – Project Renderings





The Milton Earl – Project Renderings





The Monterey at the Intersection of Sheyenne Street and 9<sup>th</sup> Ave. West, West Fargo, ND



The Monterey along Sheyenne Street, West Fargo, ND

See the following page for a preliminary estimate of 1 SOUTH 2<sup>nd</sup> STREET DEVELOPMENT Sources and Uses:

| Estimated Project Sources | Totals               |
|---------------------------|----------------------|
| LIHTC Equity              | \$ 7,300,000         |
| CHDO HOME (City of Fargo) | \$ 100,000           |
| HOME (City of Fargo)      | \$ 300,000           |
| HOME (State of ND)        | \$ 1,000,000         |
| CDBG/TIF Proceeds         | \$ 300,000           |
| FHLBDM – AHP              | \$ 750,000           |
| Housing Trust Fund        | \$ 1,200,000         |
| New Market Tax Credit's   | \$ 635,000           |
| Deferred Developer Fees   | \$ 475,005           |
| Permanent Loan            | \$ 4,300,000         |
|                           | <u>\$ 16,360,005</u> |

| Estimated Project Uses     | Totals               |
|----------------------------|----------------------|
| Land                       | \$ 650,005           |
| New Construction           | \$ 11,890,000        |
| Professional Fees          | \$ 735,000           |
| Construction Interim Costs | \$ 605,000           |
| Other*                     | \$ 2,480,000         |
|                            | <u>\$ 16,360,005</u> |

\* Permanent Loan, Syndication, Soft Costs, Developer Fees, Project Reserves

**Note:** it is estimated that **\$12,710,000** of the \$16,360,005 in estimated Project Sources listed above would be “**Private Investment**” dollars, which is a large amount of private investment.

See the following pages for a description of each Team Members profile of relevant experience.



# Beyond Shelter, Inc.



Beyond Shelter, Inc. (BSI) is a leading mission driven North Dakota nonprofit developer of affordable housing that is certified as a Community Housing Development Organization (CHDO). BSI is governed by a 7-member board of directors, and has thirteen (13) Team members with expertise and experience in helping communities meet all of their affordable housing needs whether that be senior housing, permanent supportive housing, family housing, new construction, rehabilitation, preservation, downtown revitalization, etc.

#### **What does BSI bring to the table:**

**Experience** - BSI has a **22-year proven track record** in developing residential rental apartment buildings, including structuring, coordinating and overseeing all aspects of the construction, debt and equity financing, including equity syndication involving LIHTC, leasing, and all other aspects of such developments. Since its inception (May 1999), BSI has secured the financing and investment of approximately **\$215,000,000** to support 40 affordable rental housing projects producing **1,261** affordable homes. **In 2021 alone**, BSI has/had **5** affordable housing Projects under construction that will produce **216** affordable homes with a total development cost exceeding **\$54M**. BSI has been able to share its experience and talent by serving as developer/co-developer for projects in Bismarck, Burlington, Dickinson, Fargo, Grand Forks, Minot, and West Fargo, ND, Aberdeen, SD, and Moorhead, MN.

BSI and the BSI Team have extensive experience with maximizing the use and integration of multiple financial sources such as LIHTC's, National Housing Trust Funds, HOME, CDBG, CDBG-DR, Affordable Housing Program (AHP), NSP, HUD McKinney-Vento Funds, Project-Based Vouchers, HUD Section 236 and Section 236 Project-Based Vouchers, HUD Replacement Housing Factor Funds (RHP), Historical Tax Credits (HTC), Housing Incentive Funds (HIF), Law Enforcement Pilot Program (LEPP), General Obligation Bonds (GO Bonds), PILOT's, Fee Waivers, Foundations, etc.

BSI and the BSI Team have a proven track record and strong working relationship with the North Dakota Housing Finance Agency (NDHFA) and the North Dakota Division of Community Services (DCS) and local, regional, and national lenders, LIHTC Investors/Syndicators.

BSI has been recognized three (3) times as one of the **Top 50** affordable housing developers in the nation by Affordable Housing Finance Magazine.

The following provides summary information related to BSI's principal officers/board of directors, key leadership personnel, and as applicable, the length of time each officer/team member has performed in their field of expertise:

**Board of Directors:**

Brad Stedman, current President and Director since May of 2012  
Rodger Mohagen, current Vice President and Director since March 2016  
Rhet Fiskness, current Secretary and Director since December 2016  
Rebecca Bakke, current Treasurer and Director since July 2014  
Beverly Rohde, Director since July 1999  
Jacob Reuter, Director since September 2016  
Leola Daul, Director since August 2021

**Key Leadership Personnel:**



**Dan Madler, *Chief Executive Officer, HDFP***

Dan has been employed by Beyond Shelter, Inc. (BSI) since March of 2003 and during his career with BSI, Dan has participated in the development financing of over 1,200 affordable homes. A natural problem solver, Dan enjoys working with a team and is driven by the challenges that come with developing affordable housing. BSI has given him an opportunity to work for a mission-driven organization that makes life better for others by giving them a place to call home. Dan has 28-years of experience in the affordable housing industry.

**Professional Activities:**

Past Chair and Advisory Council Member, Federal Home Loan Bank of Des Moines, IA  
Former President, Board Member, former Finance Chair, and current Public Policy Advisory Committee member, North Dakota Association of Nonprofit Organizations (NDANO)  
Current President, Executive Committee Chair, and Finance Committee Chair, Centre, Inc.





**Lisa Rotvold, *Development Director, HDFP, HCCP***

Lisa has been employed by BSI since April of 2006. She is responsible for the development team at BSI. In that role she works to identify community needs, cultivate local and regional partnerships, develop plans and budgets, and seeks funding from a wide variety of public and private sources. Lisa has over 26 years of experience in the affordable housing industry ranging from direct development, to grant administration, to providing development assistance to communities throughout North Dakota, South Dakota and Minnesota. Lisa has played a role in the development of over 900 units of affordable housing. Lisa currently holds professional certifications as a Housing Development Finance Professional (HDFP) and a Housing Credit Certified Professional (HCCP).



**Randy Bach, *Asset Management Director, HCCP, RPA, CGP, AMS,***

***HDFP***

Randy joined BSI in 2012. His responsibilities include Portfolio Management including Risk Management, Compliance, Financial and Operational oversight including Capital Need and Project Management and Real Estate functions. Randy has 28 years' experience in Asset Management, Real Estate, and Project and Facilities Management in Government, Healthcare and Affordable Housing. He has worked in all phases of the real property life cycle. Randy currently holds a State of North Dakota Asbestos License and is professionally certified as a Housing Credit Certified Professional (HCCP), a Real Property Administrator (RPA), a Certified Green Professional (CGP), a certified Asset Management Specialist (AMS), and as a Housing Development Finance Professional (HDFP). In addition, Randy holds a Maintenance Management Certification and a C3P LIHTC Compliance Certification from Spectrum.



**Dawn Helmowski, Finance Director**

Dawn has been employed by BSI since August 2019. She is responsible for planning, implementing, managing and controlling all finance related activities of BSI's operational and development accounting functions, as well as leading BSI's HR and IT functions. Dawn has extensive experience in financial reporting and accounting operations management, and over 14 years in professional accounting experience. Dawn holds a Master of Business Administration degree as well as a Bachelor of Science degrees in Psychology, Communications and Accounting and is a Dale Carnegie Course Graduate.

# Foss Architecture + Interiors

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ARCHITECTURAL QUALIFICATIONS

810 FIRST AVENUE NORTH | FARGO ND 58102 | 701.282.5505 | [www.fossarch.com](http://www.fossarch.com)



# FOSS

ARCHITECTURE  
+ INTERIORS

## CONTACT

### FOSS ARCHITECTURE + INTERIORS

serves the Northern Great Plains with skill, dedication, and a sincere commitment to excellence.

Our commitment to regional service ensures you will receive responsive service from our design team from planning through construction.

### LOCATION

810 First Avenue North,  
Fargo, ND 58102

|                    |                                                                                           |
|--------------------|-------------------------------------------------------------------------------------------|
| Telephone:         | 701-282-5505                                                                              |
| Website:           | <a href="http://www.fossarch.com">www.fossarch.com</a>                                    |
| Established:       | 1898                                                                                      |
| Type of Ownership: | Corporation                                                                               |
| Project Contact:   | Robert Ames, AIA, LEED AP<br><a href="mailto:robert@fossarch.com">robert@fossarch.com</a> |

### TEAM

|                                 |          |
|---------------------------------|----------|
| Licensed Architects             | 10       |
| Interns/CAD Technicians         | 1        |
| Interior Designers              | 1        |
| Specifications Writer/Estimator | 1        |
| Construction Administration     | 1        |
| <u>Administration</u>           | <u>1</u> |
| Total                           | 15       |



GUIDED BY HISTORY, WE DESIGN THE FUTURE



# COMPANY PROFILE

Foss Architecture + Interiors is a regional design firm celebrating over 120 years of service to our clients in the Upper Midwest. With offices in Fargo, North Dakota/Moorhead, Minnesota, the firm is under the ownership of five Principals with a support staff of 10.

We have earned the reputation as an organization of people who are committed to our client's needs and work closely with them in the decision-making process. We are recognized as innovative leaders in all phases of professional design services.

Professional services offered by Foss Architecture + Interiors include: programming, facility assessment, long-range planning, building design, interior space planning, specifications, cost estimating, and construction administration. Our experienced consultants provide civil, structural, mechanical and electrical engineering support to the design team. We have the staff and resources to provide an immediate and effective response to our client's needs. We pride ourselves on being large enough to provide specialized services on any size project, yet personalized enough to work closely with each of our clients.

Foss Architecture + Interiors brings to your project the expertise and knowledge of public and private facility design equal to that of large, big-city firms, with the service and support you expect from a small-town neighbor.

Our firm is very knowledgeable in the design of flexible, low maintenance and long-lasting buildings. We are particularly successful at maximizing the power of every budget dollar. We create highly efficient, cost-effective plans that meet current space needs and provide adaptability for future growth and development.

We are comfortable working with diverse groups of people to identify and integrate their needs and desires. We have worked closely with many public and private facilities throughout North Dakota and Minnesota to develop well-functioning, practical and economically feasible solutions that have gained the enthusiastic community support that is critical to a successful project.





# FOSS

ARCHITECTURE  
+ INTERIORS



## EXPERIENCED. TRUSTED. RESPECTED.

These words describe not only the firm of Foss Architecture + Interiors, but the individuals that make up our design team. The individuals we will assemble for your project represent some of the most experienced professionals in our region, ready to service your project with the dedication, responsiveness and expertise that you can expect from Foss.

Today's rapidly changing environment often requires quick study and development of practical solutions. Our expertise allows us to focus on the issues and to get answers quickly. We know and understand the consequences of our recommendations on your operations, finances, marketplace and facilities. We bring a great deal to your team—tested approaches with the experience to know what will work.

It is our belief that the owner is a key member of the project team and is asked to share in all the information and decision-making processes. Owner/client involvement is more than attending meetings—it consists of the contacts necessary to establish a comfort level that promotes the free exchange of information among the members of the project team. It is our belief that by working together we can achieve an outstanding project.

Foss is respected by our clients and contractors alike for the accuracy, completeness and quality of our design and documents. We recognize the importance of quality control in the design and construction phases, and will work diligently to minimize the unforeseen challenges that may arise in a project.







**Robert Ames, AIA, LEED AP**  
Principal-in-Charge/Project Manager

Joining Foss Architecture + Interiors in 1987, Bob has served as Principal-in-Charge/Project Manager for many of Foss's public and private projects. In addition to facility planning and concept design, he is experienced in renovation and repurposing of existing facilities, striving to maximize the potential of the client's physical and financial resources.

Bob is LEED Accredited and works with each project to explore and evaluate options for sustainable design initiatives.

Skilled at managing teams of designers, engineers and consultants, Bob's primary role as Principal-in-Charge is to ensure our team consistently exceeds the expectations of our clients. He will remain active in your project from the beginning through the completion of construction.



**Adam Peterson, AIA, LEED AP**  
Principal/Project Architect

Adam's diversified experience provides him with the necessary background for any special project. He brings to Foss a strong talent for design, and the curiosity and practical sense for detailing to turn his creative solutions into reality.

As Lead Designer, Adam is responsible for ensuring all programmatic and functional goals are met and that the design solutions incorporate character and creativity. He coordinates all technical aspects of design and works with client representatives and engineers to establish performance expectations and criteria, and to develop building solutions that deliver the same.

Transforming your visions  
into reality with creativity,  
insight and expertise.







## QUALITY CONTROL

### **“Quality is Job One.”**

This familiar mantra sums up Foss’s commitment to providing a high quality product to our clients. Our firm places great importance not only on the quality of our design solutions, but also on the drawings and specifications used to convey them. Our drawings, including those of our consultants, are thoroughly reviewed and red-lined before they leave our office. We strive to eliminate, as much as possible, inconsistent, vague and uncoordinated information to reduce uncertainty and surprises in the bidding and construction process. Area contractors routinely tell us that Foss produces the most complete and detailed sets of construction documents in our region.

We understand our clients demands for durable, long-lasting, low-maintenance buildings and we are prepared to help you make decisions on the most appropriate and cost effective solutions for building systems, materials, and design.

During the construction process, we regularly observe construction work and techniques to verify adherence to the intent of our design and specifications. Thorough observation, punch-lists and reviews are completed before the work is accepted to make sure that quality and performance expectations are met at the completion of the project.





# MAJOR STRENGTHS

## New Construction Experience

New construction projects are addressed with careful programming and planning by the design team so that purposes are clearly identified and building performance expectations documented. Additionally, the architects and engineers will:

- Explore multiple options for configurations that best address function and operational efficiencies
- Develop designs that are both durable and attractive utilizing forms, materials and colors appropriate to the function of the building and compatible with existing base architecture
- Discuss with Owner representatives options for building systems to make selections that comply with expectations for energy efficiency, building performance and life-cycle costing
- Address compliance with local, state and federal building code requirements and accessibility statutes

## Sustainability and Accessibility

Sustainability and sustainable design features are becoming increasingly more important. With sustainability comes flexibility which includes designing a primary structure that allows for change through time, as well as providing residents the opportunity to individualize their own spaces. Community-oriented spaces are also a very important aspect of the facility, including exercise facilities, recreation rooms, and large community gathering rooms.

Accessibility is another vital design aspect. It is important to design all aspects of the facility with full use to all individuals, including those with disabilities; the design cannot be an afterthought.

## Cost Control

Maintaining a construction budget within the proposed financial model will be paramount to the success of the project. Decisions regarding building materials and systems will be made early in the design process, and detailed, quantity takeoffs and estimates will be compiled at each phase of design to evaluate and adjust decisions to maximize building efficiency and net usable space while maintaining a quality of construction consistent with your standards.

Construction estimates will include full disclosure of all cost items including design and construction management fees, expenses, permits, insurance, testing and complete construction division breakdown of general, mechanical and electrical construction.

## Building Codes

Foss Architecture + Interiors keeps a current and complete library on local applicable codes including zoning codes, International Building Code, ADA, Life Safety 101, Uniform Fire Code, National Fire Code and OSHA. Our staff keeps up to date on application and interpretation of the codes.

Perhaps the best testimonial to our ability in this area is our close working relationship with the local code offices. Building Officials will tell you we meet with their staffs early and often to be sure all code issues are identified and satisfied prior to a project going out for bid.

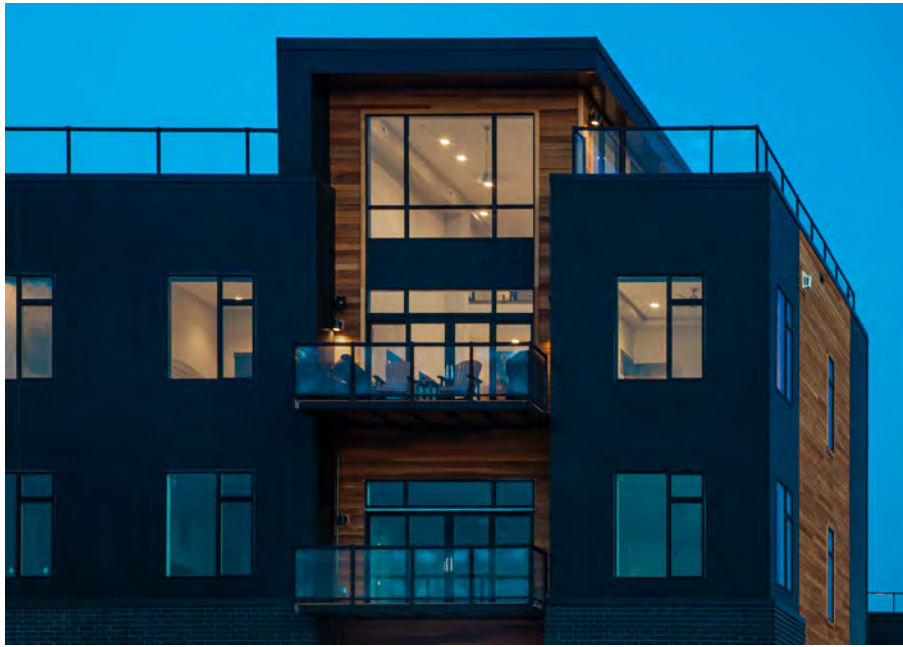
## Digital Imaging

Conveying concepts in a rendered 3-dimensional image allows you, the client, to better visualize the project during the design process. Viewing rendered images throughout the entirety of the project allows for vital and necessary collaborative decisions to be made in order to provide a more complete design.

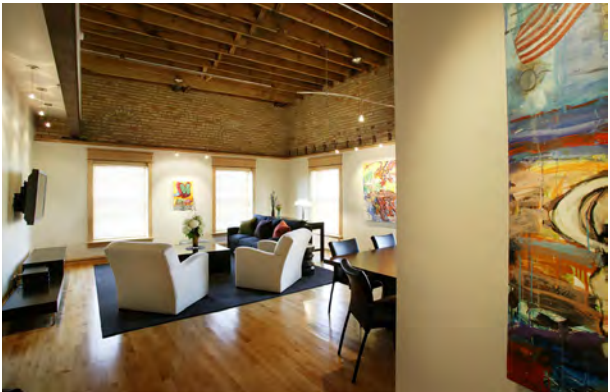
**FOSS**  
ARCHITECTURE  
+INTERIORS







By being sensitive to your people,  
needs, budget and schedule,  
we can establish a strong and  
productive professional relationship.  
**Our team is ready to serve you.**





**TAB 4**

**REQUESTED INCENTIVES**

## REQUESTED INCENTIVES

1. Renaissance Zone (N.D.C.C. 40-60) – Income Exemptions and Tax Credits and Property Tax Exemptions
2. Community Development Block Grant Funds (CDBG) and/or TIF proceeds from the downtown TIF financing district
3. Community Housing Development Organization (CHDO) HOME funds
4. Payment In Lieu of Taxes (PILOT) – Affordable Senior Housing units: Years 1 through 20 – 100% of the improvement value

**TAB 5**

**MAIN AVENUE ACCESS**



## MAIN AVENUE ACCESS

Vehicular and pedestrian traffic access is proposed at the northwest corner of the site for in and out access to Main Avenue. A single 24' wide vehicular access and curb cut will be needed at this location. Advantages to this location include:

- The least amount of grade change between the site and Main Avenue occurs at this location
- Vehicular access is located as far away as possible from the Main Avenue/Second Street intersection roundabout
- The northeast corner of the site is preserved for building massing and view from traffic coming from the east
- With consideration to the surrounding development, the building distance from The Arch and Gateway structures is maximized to preserve views to the river corridor



BIRD'S EYE VIEW FROM NORTHWEST – Main Avenue Access





AERIAL VIEW – Main Avenue Access

**TAB 6**  
**TIMELINE**



**PROJECT TIMELINE**

| Activity                                                    | Date (MM/DD/YY) |
|-------------------------------------------------------------|-----------------|
| <b>Site and Permitting</b>                                  |                 |
| Acquisition                                                 | 05/01/22        |
| Zoning/Plat Approval                                        | 08/01/22        |
| PILOT Approval                                              | 09/01/22        |
| Renaissance Zone Approval                                   | 09/01/22        |
| Building Permit                                             | 05/01/23        |
| <b>Construction Financing</b>                               |                 |
| Application for Construction Financing                      | 12/01/22        |
| Firm Commitment of Construction Financing                   | 02/01/23        |
| Closing and Disbursement of Construction Financing          | 05/01/23        |
| <b>Tax Credit Equity Syndication</b>                        |                 |
| Letter of Commitment                                        | 01/01/23        |
| Partnership Closing                                         | 05/01/23        |
| <b>Permanent Financing</b>                                  |                 |
| Application for Permanent Financing                         | 12/01/22        |
| Firm Commitment of Permanent Financing                      | 02/01/23        |
| Closing and Disbursement of Permanent Financing             | 05/01/23        |
| <b>Construction, Sales and Leasing Activity</b>             |                 |
| Final Plans and Specs Completed                             | 02/01/23        |
| Construction Start                                          | 05/01/23        |
| Construction Completion                                     | 07/31/24        |
| Start Lease-up/Rent-up of Rental Units                      | 04/01/24        |
| Project Placed-In-Service (Certificate of Occupancy Issued) | 07/31/24        |
| Occupancy of All Rental Units                               | 12/31/24        |

**TAB 7**

**PURCHASE PRICE**

**PURCHASE PRICE OFFER: \$650,005.00**

This offer includes the following contingencies:

1. Environmental. BSI shall have satisfied itself, in its sole discretion, that the soils on the Subject Property are (1) free from hazardous substances, wastes, pollutants and other contaminants and (2) sufficient for BSI's proposed use of the Subject Property.
2. Environmental Review. BSI shall not be obligated to close, if BSI is unable to obtain a favorable determination by the City of Fargo and/or the State of North Dakota on the desirability of the Subject Property as a result of the completion of an Environmental Review in accordance with 24 CFR Part 58 – Environmental Review Procedures For Entities Assuming HUD Environmental Responsibilities.
3. Inspection. BSI shall be satisfied that the land and improvements, if any, are in a condition such that the land may be developed for BSI's purposes and that the same are in all respects acceptable to BSI, in BSI's sole discretion. BSI shall have the right to enter upon the Subject Property and make such inspections of the Subject Property, as BSI may deem desirable. BSI agrees to indemnify, defend and hold harmless the City of Fargo and the Subject Property from any cost, charge, claim or lien arising therefrom, except for liability arising from conditions which existed prior to BSI's presence on the Subject Property and which were disclosed by BSI's investigations of the Subject Property.
4. Approvals. BSI shall have obtained, at its sole cost and expense, all governmental and other approvals including BSI's Board of Directors and, permits necessary in BSI's sole discretion for BSI's intended use and development of the Subject Property, containing terms and conditions acceptable to BSI.
5. Survey. BSI shall have obtained a survey, at BSI's cost and expense, not disclosing any condition rendering the Subject Property unusable for BSI's proposed use of the Subject Property, which determination shall be in BSI's sole discretion.
6. Abstract. The City of Fargo shall furnish BSI with an updated abstract of title to the Subject Property evidencing marketable title in The City of Fargo. BSI shall have the Abstract of Title examined prior to Closing as hereinafter provided. If title to the Subject Property is unmarketable, The City of Fargo shall have a period of thirty (30) days in which to correct the title and make it marketable. Title objections may be based upon any survey or other documents or information, as well as upon the review of the abstract.



7. Utility Availability. BSI shall have satisfied itself, in BSI's sole discretion, that water and gas mains, electric power lines, and sanitary and storm sewers are available to the Subject Property and adequate for BSI's proposed use of the Subject Property.
8. Appraisal. BSI shall have obtained an appraisal, at BSI's cost and expense, indicating the Subject Property appraising for at least the Purchase Price Offer.
9. Vacant Property. Property must be vacant – not occupied at time of conveyance. BSI's obligations are subject to, and contingent upon, the property being vacant and not occupied at the closing and conveyance.

The contingencies set forth above benefit BSI and BSI reserves the right to waive performance of any or all of the contingencies.