



MINUTES OF THE REAL ESTATE SUBCOMMITTEE OF THE REDEVELOPMENT AUTHORITY OF THE CITY OF GREEN BAY

**WEDNESDAY, OCTOBER 6, 2021, 11:00 AM
Virtual Meeting. Public may join via Zoom.**

A. ZOOM MEETING INSTRUCTIONS.

I. This item contains documents which provide call in information and instructions for the Zoom meeting.

B. ROLL CALL.

I. Members: Matt Schueller, Kathy Hinkfuss, and Melanie Parma.

Present: Kathy Hinkfuss, Melanie Parma, Excused: Matt Schueller

C. APPROVAL OF THE AGENDA.

I. Approval of the agenda for the October 6, 2021, meeting of the Real Estate Subcommittee of the Redevelopment Authority.

Moved by Kathy Hinkfuss, seconded by Melanie Parma to approve. Motion Passed.

Yes- Kathy Hinkfuss, Melanie Parma, No- None, Abstain- None.

D. REGULAR BUSINESS.

I. Consideration with possible action on the recommendation of a developer for the 1100 block of E. Walnut Street (tax parcels 14-195, 14-196, 14-197, 14-198, 14-199, 14-200, 14-201, 14-202).

The Authority may convene in closed session pursuant to Sections 19.85(1)(e), Wis. Stats., for purposes of deliberating or negotiating the sale of public properties, investing of public funds or conducting other specified public business as necessary for competitive or bargaining reasons. The Authority will thereafter reconvene in open session pursuant to Section 19.85(2), Wis. Stats., to take action on items discussed in closed session, if appropriate,

and to consider the remainder of the agenda.

Moved by Kathy Hinkfuss, seconded by Melanie Parma to Open the Floor. Motion Passed.
Yes- Kathy Hinkfuss, Melanie Parma, No- None, Abstain- None.

Moved by Kathy Hinkfuss, seconded by Melanie Parma to Close the Floor. Motion Passed.
Yes- Kathy Hinkfuss, Melanie Parma, No- None, Abstain- None.

Moved by Kathy Hinkfuss, seconded by Melanie Parma to approve the recommendation of MF Housing Partners, LLC and prepare a planning option for the redevelopment of the 1100 block of E. Walnut Street (tax parcels 14-195, 14-196, 14-197, 14-198, 14-199, 14-200, 14-201, 14-202). Motion Passed.

Yes- Kathy Hinkfuss, Melanie Parma, No- None, Abstain- None.

E. ADJOURNMENT.

Moved by Kathy Hinkfuss, seconded by Melanie Parma to adjourn. Motion Passed.

Yes- Kathy Hinkfuss, Melanie Parma, No- None, Abstain- None.

VERBATIM MINUTES

- Matt Schueller, who is excused. Kathy Hinkfuss is here. And Melanie Parma is here.
- Here.
- We have a quorum.
- All right. So then looking for a motion to approve the agenda?
- Motion to approve.
- And I guess I'll second. And then all in favor say aye?
- Aye.
- Aye. All opposed? All right. Agenda approved. So we just have one order of business here on our agenda. And, so I don't know, is that Will?
- It is.
- All right.
- Yes. And I just want to thank everyone for being able to accommodate both, Melanie and Kathy, but staff and also the developers who were able to join us as well, just to try to expedite this process and also making sure that at our full RDA meeting we're prepared to have some very focused conversation and discussion. So I appreciate you all making the time to meet this morning. Really, the item that we have today is consideration with possible action on the recommendation of a developer for the 1100 block of East Walnut Street. Staff issued a Request for Proposals on July 13th for the redevelopment of this site at 1100 block of East Walnut. The property is a 1.2 acre site, located in a

residential neighborhood along a major corridor to downtown. The RFP closed on September 24th. We received three proposals. Staff's RFP team came together and met, reviewed, and scored each proposal. And all three proposals did include affordable housing, which we were very pleased to see. And also, these proposals, where where we felt were competitive, which felt the need for this meeting as well. So based on the scoring and the team, we were able to make a recommendation of MF Housing Partners, LLC, for the redevelopment of the 1100 block of East Walnut. Some of those features and areas of this proposal that stuck out to staff was really their design and how this development fit the neighborhood. The mix of incomes for this site was also something that staff really liked to see. And then their funding as well, their capital stack that they're proposing, they're looking at putting together, their offer to purchase the land at market value. And then they also did a good job, we felt, at securing potential service providers, looking at NEWCAP, but then also even going the extra mile, securing an artist for that inclusion of the 1%. So we, overall, all the proposals that came in definitely were looking to serve a great need in our community. But the recommendation, based on a scoring, staff is comfortable recommending the MF Partners, LLC. Staff, my colleagues who are on with us, did I leave anything out from our review? Or is that sufficient? Great. So with that, we do have the developers here to answer your questions, but then also just wanted to open this up for your feedback. I know it was a very short turnaround time for you to read through all three proposals. So I understand if you weren't able to make it through all of them. But we wanted to have this opportunity to give you our recommendation, and then opportunity for both you, Melanie and Kathy, to discuss these proposals and ask questions.

- All right. Well, thank you. Yeah, it was a lot of info, and I could say from my perspective, I come from an industry where we prepare proposals, and so certainly a lot of work was put into each of them, and certainly appreciate that. It's always exciting when we get multiple proposals. And obviously tough for us to make the decision, more work for staff, but that's where we want to be, in that position, seeing activity and interest in these properties. So that was great. And thankful to all of the developers that put them together. I tried to take a lot of notes, and comparing, I will say that I came up with a lot of the same comments that you just mentioned, Will, on, looking certainly at the design, the income mix, who that team is. I certainly like when there's local preference to a team, knowing that there's potential city involvement from a funding perspective. So when we have local interests, that's always great, and the team members as well. I don't know, Kathy, do you have any specific questions on the proposals? Do you feel the need to--

- The only question I would ask across the proposals, was there... One of the areas that we're really low on in Green Bay is three bedrooms. So were they all reasonably competitive in how many three bedroom units versus two versus one?

- Right. I don't have the breakdown in front of me right now with each proposal, but I can say that each, I believe, were looking at one, two, and three, and I know even one proposal was looking at including four bedroom as well.

- Okay. I'm just wondering how many? But as I go through this, I'll, I didn't get to the end. So why don't we go ahead with the presentation? Does that makes sense?

- What was that?

- The presentation from the developer?

- I think you could open the floor, if you chose to, Melanie, and have the development teams that are here, if they'd like to speak? They could give like--

- I don't think, yeah, I was gonna say, I don't think there's a specific presentation this morning, correct? Right, no. Okay.

- Oh, okay.

- But we could open the floor. Do I have a motion to open the floor?

- Motion to open the floor.

- All right, and second. All in favor?

- Aye.

- Aye. Opposed? All right, floor open. Do we have a developer, I don't know, if there's interest? I was gonna say, I know that, just in the order of our packet, I dunno if there's someone from the Impact Seven team that is with us that wanted to speak? We'll just kind of go in order there, no particular order.

- Sure. Hi, this is Michael with Impact Seven. Thank you for your consideration. We'd certainly, if plans should fall through, with the city's preferred applicant, this is a site that we'll remain perpetually interested in. Green Bay is a market that we've been working hard to get into, and we're continuing to work fruitfully and positively with city staff on the 420 South Broadway site. So we're looking at a couple of different options here. The Walnut Street site works very well as a 9% tax credit site. In light of this RFP, we're confident that we'd have a score that would be competitive, highly competitive for credits for that site. So I'm confident in the funding stack that we have there. And it's always a pleasure working with the staff in Green Bay. So whether we end up having the opportunity to develop Walnut, or if we're gonna focus on Broadway, I'm confident we're in good hands. And thank you for your time and consideration.

- Thank you. Yes, certainly appreciate, again, seeing Impact Seven in the mix, knowing that you've been working with staff and engaged in other projects. So that's always a good thing from a committee member to see as well, is that there's continued interest, since that makes me feel confident in what we're doing as a city and a redevelopment authority, and staff's engagement with developers as well. So thank you, Michael, for being here this morning as well. And then the MF, I think we've got on the line, if you wanted to share anything additional with us?

- Sure. Hi, everybody. I'm Marissa Downs. I'm one of the partners on MF Housing Partners. A couple of the other partners are on the line with their videos off, but they are here. We're really excited, and really want to express my appreciation for your vote of confidence in us. We felt like we brought together an amazing team as far as architecture with Performa and EUA. Just a lot of great innovative design experience. I think that that was, for us, one of the biggest challenges with the site, just trying to keep it, to provide enough units for economies of scale, but yet also preserving the really single-family, residential neighborhood feel as well. I think that with Kent Hutchison, the artist, who we've already talked to, just really excited about what he can bring to the table. I personally have worked with NEWCAP on a project up in Marinette, so have experience with them on a service provision

side of things. So I think that there's just a ton of opportunity with this site and just to continue the growth out from downtown. So really excited to continue to talk to you about this. So thank you. And here to answer any questions as well.

- Perfect. Thank you. Thank you. Appreciate that. Kathy, do you have any questions?

- The only questions, I keep looking. So of the 41 units, 12 units are three bedroom, which is over 25%, which I like to see.

- Yes, we're finding that in so many markets, there are families who want to live in rental housing and to have all their kids in one bedroom is just, it doesn't work. So we're excited about that. We were able, and actually, just a little side story, when we were on with the architects, we presented the unit mix to them, and we said, "Can you make this work?" And they came back and said, "Yes, we can." We were all like, "Oh my God. Great." So it was really exciting to be able to do that.

- Yeah, and Cheryl, correct me if I'm wrong, but on the housing study, one of the areas that we're really low in is three, four bedrooms. So this would be a big help.

- We're actually finding, in my discussions with representatives from JBS, of course in the project we're looking to do on the far east side, they're including units that are four and five bedrooms now, for larger families, which has been a change for us in the city.

- Yeah, that's pretty awesome.

- We need all units. We need all units.

- Yep. Sure. All right. And then representation from the Wise Women Gathering Place proposal?

- Hi.

- Hello.

- Hello, Bab Scow.

- Hi, I'm Beverly Scow, from Wise Women Gathering Place. And we've been really pleased to be partnering with BlueLine Development. Hear from them. And they have a lot of experience in trauma-informed design. They've got a lot of experience in permanent supportive housing out in Colorado, and has 23 years providing service in Green Bay and Oneida. Wise Women Gathering Place was, is very excited about this partnership and to provide support to residents in this program. And we have recognized. Bedroom, more large bedroom mixes. We had families looking nine months to find a landlord that would, we have a program to pay their rent and utilities for two years, and it took nine months for them to find a place. So we advocated strongly for a higher room mix in our proposal. And so Ashley, maybe if you would share a little bit more, that would be wonderful.

- Thank you, Bev. I just mostly want to echo Michael's comments, and thank you for the opportunity to submit a proposal. We definitely are very excited about seeing the property redeveloped into affordable housing. That's our passion. So even if it's not us in the front line, that's fine. So very

excited for the property to become what's envisioned with the city, and hope to continue with other opportunities and partner with you guys in the future.

- Thank you, very much.

- Yeah, I think, I thought your proposal was very intriguing, and hopefully you, too, will continue to work with staff to find another opportunity. If we could make them all work, that would be fantastic. We can only do one on this property, but we certainly know that there are more opportunities. So again, thank you for your time and your proposal as well. Any other questions, as we have the floor open? Otherwise we'll return here to regular order of business.

- Move to return to regular order.

- All right. And second. All in favor? Aye.

- Aye.

- Opposed? All right, and we'll just return back to regular order of business here. I know that we had language in our agenda about convening in closed session. I guess if staff feels there's something further that we should discuss in closed session, or Kathy? If you have anything there as well. I guess one thing, even before we go to that, if you could just explain what are the next steps beyond this for us? So this was the RFP, this comes back in, and then what are the next steps from here, Will?

- Right. So the way that, what this body would be doing here, is making a recommendation to the RDA, as to what developer to select. I know it may seem a little redundant, but really this is just, again, to have that opportunity to have the developers here with us to maybe address some initial concerns or questions, and just to kind of keep the process moving forward, because then what would happen at the RDA on October 12th, is a final decision would be made on the developer of choice. And then we're looking into a planning option. Is that correct, Cheryl?

- Yes, in fact, you could actually recommend executing a planning option with the entity today, and that would be forwarded to the RDA.

- Okay. Okay.

- And that would be six months, Cheryl? Or is it three that we start with? I can't remember which one.

- Most likely it will be six, just because, one thing with all three of these developers is they were looking at including LIHTC credits. And I know that application is due in December and then with award being sometime in spring, like usually April. So probably end up being that six month, closer to that six month time period.

- Yeah. I don't feel the need to go into closed session. Again, does staff?

- No, the other reason why that was, it was just put on there as a courtesy and just in case, because since all three developers were requesting public assistance through, whether that be TIF or HOME funds, just if we needed to talk more about what that looked like or entailed. That's why that

language was put on there. We really, Melanie, I would like to echo your comment. Staff did, we had to remind ourselves a couple of times, back, we're looking at this site specific, even though each development on their own certainly stands and is needed in our community, we kind of had to keep reminding ourselves again, what's in the best interest for this neighborhood, what fits this neighborhood? So we would ultimately like to have that, keep the conversations going in the future with all three of these developers to try to find a site that works and fits their development.

- Yes. I would definitely agree with that.

- And that closed session language, Melanie, was really if you wanted to dig into the developer's personal financial information, then they may ask to close that. But I don't, there's not a need for that today, I don't believe.

- Okay. Yeah, I don't think so either.

- Well then I think we should move forward. I'll make a motion that we approve the recommendation and move forward with a planning option for MF Housing Partners, LLC, for the redevelopment of the 1100 block of East Walnut.

- And you are including in that motion to move forward with the planning option.

- Yes, absolutely.

- At the RDA meeting. All right, I will second that. All in favor?

- Aye.

- Aye. Opposed? All right. Motion passes.

- Well, thank you.

- And I look forward to working with the rest of you guys. And Bab Scow, it was awesome to see Wise Woman put forward and be part of a proposal.

- Thank you.

- Yeah. Very exciting.

- Thank you.

- Great. Thank you. All right. And then just a motion to adjourn?

- Motion to adjourn.

- Second. All in favor?

- Aye.

- Aye. All right.