



O N B R O A D W A Y

City of Munich

EPIC
COMPANIES

Investment • Development • Management



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*Item intentionally omitted because it was either not applicable or no response needed at this time.

**See Supplemental Information starting on page 64

1. COVER LETTER

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



1. COVER LETTER

September 5, 2019

City of Minot NDR
John Zakian, Director
515, 2nd Ave SW
Minot, ND 58701

RE: City of Minot Affordable Multi-Family Rental Housing Proposal

Mr. Zakian

The enclosed application and supporting information are for the proposed mixed-use facility called Blu on Broadway (BOB). The proposed projects will be a 5-story building that includes approximately 10,000 SF of main floor commercial space, and 4 levels of multi-family affordable housing rental units (42 total). These units include a mix of sing-story studio, and one-bedroom units along with 2-story, 2-bedroom units. Other planned features include: underground parking, outdoor recreation space, a community video board and more.

The site is located on South Broadway where the former Pepsi bottling plant was located. An infill project at this location will meet many of the objectives that were identified for more resilient City of Minot, and most importantly provide for much needed long-term affordable housing.

To make this project work as currently modeled, we are requesting \$4,725,000 in NDR funds. That will complete the financing package that we have put together leveraging private investment, and traditional bank financing for the remaining commercial component of the development.

Thank you for your consideration and we look forward to completing another successful project that will make a lasting impact on the City of Minot's resiliency efforts.

Sincerely,



Todd Berning
EPIC Companies

2. APPLICATION

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



Funding Application for Affordable Housing Development

Minot National Disaster Resilience Program

If additional space is needed to fully address the questions or requested information below, please attach an additional page to the application with the referenced question number at the top of the attachment.

APPLICANT DESCRIPTION

Full Legal Name of Applicant Organization:	BLU ON Broadway, LLC			
Applying as:	<input type="checkbox"/> Non-Profit Agency		<input checked="" type="checkbox"/> For-Profit Organization	
Applicant Street Address:	400 10th St SE			
City/State/Zip:	Minot, ND 58701			
Designated Contact Person:	Blake Nybakken			
Title:	VP of Development - EPIC Companies			
Address:	725 31st Ave E, Suite 105, West Fargo, ND 58078			
Telephone Numbers:	Office	701-866-1006	Fax	
			Mobile	701-721-8047
Email:	blake@epiccompaniesnd.com			
Number of years in applicant organization has been in operation:	New entity			
Total number of units owned/managed by applicant organization:	0			
Number of Applicant Organization Employees:	0			
Applicant Organization's Tax Exempt Status and ID number(s):				
Federal Tax Exempt Status and ID number	n/a			
State Tax Exempt Status and ID number	n/a			

1. Please provide the following information for the organization that will carry out the project

Organization Name:	EPIC Companies
Incorporation date (month and year):	Jun-15

Years of housing development experience (<i>in years</i>) :	Collectively over 30 years
Number of staff employed (<i>full time equivalents</i>) :	24

2. Description of housing and project related experience

EPIC and its partners have been involved with the development and management of multi-family housing projects for over 30 years. With over 350 units under management and more coming online this year, EPIC has vast experience with residential housing. Individuals with EPIC also played key roles in the first successfully completed NDR project in the country when they finished phase 1 of Park South in Minot.

3. Provide a list of project team members (*architects, engineers, developer, contractor, management agent, etc.*)

Anticipated team members for this project include: ICON Architectural Group, MBN Engineering, Heyer Structural Engineering, Precision Mechanical, Gehrzt Construction Services, EPIC Management.

4. Provide names and experience of senior management, board members, and project partners of Applicant Organization with roles and titles

Please see page 79 in the supplement portion of this proposal for pertinent information.

5. Provide names and current contact information for three references such as bankers, other state housing agencies, local housing agencies, or other applicable entities that can provide information about applicant and their experience with similar development projects. Clearly mark and attach reference information to application.

REQUIRED INFORMATION

Applicant Company or Organization

Blu on Broadway LLC

Signature



(Authorized Representative)

Date

5/8/19

Printed Name

Todd Berning

Title

President

I attest that all information provided in this application (and related exhibits and attachments) is true and accurate to the best of my knowledge and that I am duly authorized to sign this application. Further by my signature, I acknowledge that any materially false, fraudulent or misleading statement in this application or the concealment of any material fact related to this application may subject me to appropriate penalties under federal or state law.

I certify to follow the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Important Note: The information in this application is subject to an open records request. To the extent allowed by law, the confidentiality of this information will be protected.

DISCLOSURE OF POTENTIAL CONFLICTS OF INTEREST

6. Are any Board Members or employees of the agency/organization, which will carry out this project, or members of their immediate families, or their business associates:

- a. Employees of or closely related top employees of the City of Minot: Yes No
- b. Members of or closely related to Members of Minot City Council: Yes No
- c. Beneficiaries of the program for which funds are requested, either as clients or as paid providers of goods or services: Yes No

If you answered YES to any question, please attach an explanation to the application. The existence of a potential conflict of interest does not necessarily make the project ineligible for funding, but the existence of an undisclosed conflict may result in the termination of any funding awarded. The disclosure statement must be signed and dated.

ADDITIONAL DOCUMENTS TO ATTACH TO APPLICATION

10. Please check the boxes below to indicate the attachments submitted with this application.

- Project location map
- Evidence of Site Control

- Zoning of the Site
- Architectural Plans and Site Plans (*Plans may be preliminary at this time; however, final plans must be submitted prior to closing*)
- Appraisal
- Environmental Reports (*Additional environmental reports may be required to meet HUD regulations*)
- Operating Budget, 20-Year Pro Forma, Sources and Uses Statement, Square Footage Detail (*note the required financial information mirrors the NDHFA financial documentation*) . Applicant should prepare current financial information and attach to this application.
- Project Development Timetable showing key project milestones, anticipated construction start date, construction completion, closing and disbursement of permanent financing, placed in service, occupancy of all units.

PROJECT INFORMATION

Name of Proposed Development:	Blu on Broadway	
Address of Proposed Development:	1629 S Broadway	
Proposed use of NDR Funds:	To redevelop the lot on Broadway where the former Pepsi Bottling Plant	
was located. This proposed mixed-use project would provide over 10,000 SF of main level commercial space		
and 4 levels of long-term, affordable, multi-family residential apartments (42 units). Other amenities would		
include: underground resident parking, outdoor recreation areas, a community video board and more.		
Current Zoning of the Property:	PUD (formerly C2)	Tax Parcel ID Number(s): M125.161.0081
Total Acreage:	1.39	No. of Parcels in Development: 1
Total acreage required for this project:	1.39 acres	

11. Please describe the anticipated use for any site acreage that is not included in the development of this project.

There is additional acreage on the corner of 16th Ave and 1st St SW is schematically designed to have an amenity such as a dog park or other outdoor recreation space, and an additional 3-story building for long-term and affordable, multi-family housing that matches the goals of the Resiliency Program.

12. Please describe the adjoining land uses to the development site.

To the north and south of the subject property are additional C2 lots that currently include the China Star restaurant, Paradise Spas & Motorsports, Video Magic, Papa Murphys, and Scissors Edge Hairstyling.

13. Is a recent survey of the property available?

Yes

No

If Yes, please attached a copy of the survey; if No, please indicate when a survey will be provided.

14. Proposed Project beneficiaries:

The estimated 40% of Minot residents who live in rental housing - this project will provide additional, quality, affordable housing options in a location that has many services and amenities within close proximity. The city of Minot will also benefit by having an in-fill project come online that utilizes existing infrastructure, and produces significantly higher property tax than the current vacant state.

Please see additional information for Minot Housing Study Analysis.

15. Development Type:

Rental New Construction: In-fill project on formerly occupied site that is now vacant.

(Rental Rehabilitation, Rental New Construction, Rental Acquisition, Rental Acquisition/Rehab, Etc.)

Total number of Units 42

Number of Units that will Serve LMI households 42

Total Project Cost \$9,853,170

NDR Funding Request \$4,750,000

Please check the appropriate box for each question.

16. Do you have site control? (submit evidence with application)

Yes

No

17. Is there any litigation pending against your organization or project?

Yes

No

(If yes, describe in an attachment to the application)

18.	Does the property require any rezoning to accommodate the proposed use?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
19.	Are adequate utilities available at the site to accommodate the proposed development?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
20.	Will this housing be kept affordable for tenants with incomes at or below 80% of the area median income for at least 30 years?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No

If no, please provide information regarding the affordability period that is proposed and provide information regarding the required affordability period for other funding/financing sources for this project

This project will maintain its affordability period throughout the entire 20 years consistent with the terms

of the zero-interest loan if we are successfully awarded the NDR CDBG funds.

21.	This housing, after rehab, will comply with all applicable City and HUD minimum housing standards. Please describe the general maintenance program that will ensure the property is maintained to provide quality affordable housing.
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Between our property management and local contracted services, EPIC will strive to keep the property in the best condition possible for the longevity of its building systems and for the best possible enjoyment of the residents.

A well-maintained property is beneficial to all parties involved.

OCCUPANCY AND RENT

22.	Current occupancy of the project	N/A
23.	Current rents (with and without tenant paid utilities)	N/A
24.	The proposed number of units by number of bedrooms	(5) - Studio, (27) - 1BR units; (10) - 2BR units

25. Indicate total number of units and percentage of LMI units in the development

100% LMI

26. Proposed rents for each unit by number of bedrooms:

Size	Proposed Rent
Studio	\$435
1-Bedroom	\$595
2-Bedroom	\$660
2-story 2-Bedroom	\$760

PROPOSED TENANT INCOME LEVELS

27. Please complete the following tables to the best of your ability.

Show actual or estimate number of units (indicate actual or estimate) for the development occupants/beneficiaries, not percentages.

Income Group	Number of Units
30% of less of area median income (AMI)	
31% - 50% of AMI	
51% - 60% of AMI	
61% - 80% of AMI	100%
>80% of AMI	
TOTAL	

28. Describe your management plan for the project:

EPIC Management will manage the property and perform all of the requisite duties that they do in other similar mixed-use properties; along with additional applications, record maintenance, and other compliance items required by the involved agencies and per the development agreement.

PROJECT FINANCING AND LEVERAGE

29. Attach evidence of project leverage in support of project costs.

Include evidence that funding/financing for the project has been committed or secured. Applicant must demonstrate capacity to fund/finance, develop, and manage this project in the information that follows.

30. Please describe the project financing and leverage for this project:

This project will be funded through NDR funds for the residential portion of the project, along with construction financing provided by First Western Bank and Trust for the commercial level, and Flex/PACE interest rate buydown through Bank of North Dakota. The total above ground square footage for this project is 49,700 and the residential component is 39,000 square feet or 78.5% of the project - that is 100% of floors 2, 3, 4 and 5 of the 5 story project. The total project cost is estimated at \$9,853,170 and the NDR Funds requested total \$4,725,000 or less than 48% of the overall financing. Therefore, the commercial component of the project, which makes up 21.5% of the overall project square footage, is supporting over half of the total project cost. Operating reports (rent rolls) will break out the commercial space from the residential, so it will be straight-forward and easy to identify. On the CAMS (common area maintenance items such as taxes, insurance, snow removal, etc) we are projecting that 75% will be covered/reimbursed by the retail level by charging \$5/sf for annual CAM fees in addition to base rent.

31. Explain why NDR funds are needed for this project:

The NDR funds are crucial for this project because without them, the project cannot support the debt required to develop it. Because of the NDR funds, the projected rents will be at or below the LMI limits, therefor providing quality, affordable housing for the long term in Minot.

32. Please complete the attached financial forms including:

- a. Complete Operating Budget
- b. 20-Year Pro Forma
- c. Detailed sources and uses development budget
- d. Project square footage detail and attach to this application

33.

Provide additional information to fully explain these documents or provide additional clarification in the space below.

The amenity of under-building parking is first reserved for the residential tenants of the property, however in our model

the cost is shared by the commercial part of the project. We also feel the monthly cost is reasonable because even at

our lowest rent for a studio unit, the separate cost should keep us within the 61-80% acceptable range (ex: Fair Market

Rent for a Studio in 2019 is $\$698 \times .61 = \$425.78 + 90 = \$517.78$. Where 80% of $\$698 = \558 which we are still under).

Tenants will also be responsible for paying their own electrical bill as a separately metered utility. The allowances provided

will be deducted from the rent to calculate the net rent per HUD fair market rates. This will range from \$28-43 per month

based on our smallest (studio) and largest (2-bedroom) unit sizes.

The land value of \$800,000 is for the first-phase only and is valued at \$12/sf. This lot is addressed as 1629 South Broadway

(parcel number M1251610200081). The land value according to the City of Minot Assessor's website is \$911,000, therefore

a discounted value for this land is one way of making this project feasible for an affordable housing development and

hopefully illustrates the conservative approach in our modeling. One property that sits one block east of Broadway and is

not as centrally located as this site, is listed at \$11/sf. A 3rd party appraisal will be engaged by the lender to affirm land

valuation and other bank underwriting requirements. The equity of \$1,000,000 included that land value that the owner

is contributing to the project, as well as \$200,000 of equity from EPIC which is above and separate from the land value.

Since the affordable housing component makes up 78.5% of the project based on square feet, but less than half of the

financing (47.95%) at the requested \$4,725,000, there is a gap in the estimated cost of just over \$3,000,000 and an

additional \$2,200,000 that the commercial component is supporting in this model to make it viable and provide for

many amenities that otherwise would not be possible.

OPERATING BUDGET

PROJECT NAME: Blu on Broadway **PROJECT ADDRESS:** 1629 S Broadway
DATE: 4/24/2019

OPERATING INCOME

Other Income	Monthly	Annual	Explanation
1: underground parking	\$ 1,980.00	\$ 23,760.00	22 spots
2: underground storage	\$ 500.00	\$ 6,000.00	10 storage units
3: commercial rent	\$ 16,050.00	\$ 192,600.00	
4: commercial CAM recovery	\$ 4,458.33	\$ 53,500.00	
5:			
6:			
7:			
Subtotal Other Income	\$ 22,988.33	\$ 275,860.00	
Total Income	\$ 48,958.33	\$ 587,500.00	

Less

Vacancy Rate (7%) 7% \$ 41,125.00

Effective Gross Income

\$ 546,375.00

OPERATING BUDGET

PROJECT NAME: Blu on Broadway PROJECT ADDRESS: 1629 S Broadway
 DATE: 4/24/2019

OPERATING EXPENSES

Administrative Expenses

Accounting/Audit	\$ \$ 5,000.00
Advertising	\$ \$ 12,000.00
Computer/Equipment	\$
Legal	\$
Management Fee	\$ \$ 24,755.00
Management Services, Payroll Taxes, Benefits	\$ \$ 18,000.00
Office Supplies/Postage	\$
Telecommunications	\$
Other Admin Expenses	\$ \$ 12,000.00
Subtotal - Administrative Expenses	\$ 71,755.00

Utility Expenses

Electrical	\$ \$ 2,400.00
Natural Gas	\$ \$ 9,130.00
Fuel Oil	\$
Water and Sewer	\$ \$ 8,800.00
Garbage Collection	\$ \$ 2,400.00
Other Utility Expenses	\$ \$ 1,270.00
Subtotal Utility Expenses	\$ 24,000.00

Maintenance Expenses

Maintenance Salaries, Payroll Taxes, Benefits	\$
Maintenance Supplies	\$
Painting, Cleaning (unit turn-over)	\$ \$ 12,000.00
Repairs	\$ \$ 17,855.00
Grounds and Snow Removal	\$ \$ 18,000.00
Service Contracts	\$
Extermination Contract	\$
Other Operating and Maintenance Expenses	\$
Subtotal Operating and Maintenance Expenses	\$ 47,855.00

Fixed Expenses

Real Estate Taxes	\$ \$ 137,944.00
PILOT	\$
Special Assessments	\$ \$ 750.00
Property Hazard and Liability Insurance	\$
Rent-Free Unit (on-site Mgr)	\$
Fees	\$
Other Fixed Expenses	\$
Subtotal Fixed Expenses	\$ 138,694.00

Reserve Account Contributions

Replacement Reserves	Per Unit= \$	\$ -
Other		\$

TOTAL ANNUAL OPERATING EXPENSES	\$	282,304.00
NET OPERATING INCOME	\$	264,071.00

Utility Allowances (UA's)

As of Date: 4/26/2019

Project Name: Infil Mixed Use Affordable Housing Rental Home

Address: 1629 S Broadway, Minot ND

Enter ALL Utility Allowances (only tenant-paid will be summed)

	Fuel Type	Paid By	Efficiency	1 BR	2 BR	3 BR	4 BR
Heating	Natural Gas	T	49	69	89	108	138
Cooking	Electric	T	2	3	4	5	6
Hot Water	Electric	T	6	8	10	13	16
Lighting		T	11	15	20	24	30
Air Conditioning		T	9	9	9	9	9
Water/ Sewer		T	11	15	20	22	35
Trash							
Other							
Tenant UA							
Current Maximum Fair Market Rents							
	Efficiency		1 BR	2 BR	3 BR	4 BR	
FMR		\$ 534.00	\$ 627.00	\$ 833.00	\$ 1,212.00	\$ 1,411.00	
Maximum Tenant Paid Net Rents							
	Efficiency		1 BR	2 BR	3 BR	4 BR	
FMR		\$ 446.00	\$ 508.00	\$ 681.00	\$ 1,031.00	\$ 1,177.00	
PBV Monthly Payment Standard							
	Efficiency		1 BR	2 BR	3 BR	4 BR	
		\$ 534.00	\$ 627.00	\$ 833.00	\$ 1,212.00	\$ 1,411.00	

Project Name: Blu on Broadway
Income Adjuster: 2.00%
Expense Adjuster: 3.00%
Address: Minot, ND 58701

As of Date:
5/1/2019

Income:		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Effective Gross Income	\$ 546,375	\$ 557,302	\$ 568,448	\$ 579,817	\$ 591,413	\$ 603,241	\$ 615,306	\$ 627,612	\$ 640,164	\$ 652,367	
Expenses:											
Administrative	\$ 53,900	\$ 72,291	\$ 74,460	\$ 76,694	\$ 78,995	\$ 81,365	\$ 83,806	\$ 86,320	\$ 88,910	\$ 91,577	
Utility	\$ 24,000	\$ 24,720	\$ 25,462	\$ 26,226	\$ 27,013	\$ 27,823	\$ 28,658	\$ 29,518	\$ 30,404	\$ 31,316	
Operating and Maintenance	\$ 47,855	\$ 49,291	\$ 50,770	\$ 52,293	\$ 53,862	\$ 55,478	\$ 57,142	\$ 58,856	\$ 60,622	\$ 62,441	
Tax & Insurance	\$ 138,694	\$ 142,855	\$ 147,141	\$ 151,555	\$ 156,102	\$ 160,785	\$ 165,609	\$ 170,577	\$ 175,694	\$ 180,965	
Reserve Account Contributions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Expense:	\$ 264,449	\$ 289,157	\$ 297,833	\$ 306,768	\$ 315,972	\$ 325,451	\$ 336,215	\$ 346,271	\$ 355,630	\$ 366,399	
NOI	\$ 281,926	\$ 268,145	\$ 270,615	\$ 273,049	\$ 275,441	\$ 277,790	\$ 280,091	\$ 282,341	\$ 284,534	\$ 286,668	
Debt Source 1	Bank Note	\$ 176,478	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	
Debt Source 2		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Debt Source 3		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Debt Source 4	Capital Reserves										
Debt Source 5		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
FlexPace Offset	FlexPACE Buydown	\$ -	\$ (25,000)	\$ (25,000)	\$ (25,000)	\$ (25,000)	\$ (25,000)	\$ (25,000)	\$ (25,000)	\$ -	
Total Debt Service:	\$ 176,478	\$ 236,218	\$ 236,218	\$ 236,218	\$ 236,218	\$ 236,218	\$ 236,218	\$ 236,218	\$ 236,218	\$ 251,218	
DCR:	1.60	1.19	1.20	1.21	1.22	1.23	1.24	1.25	1.26	1.14	
Cashflow After Debt Svc:	\$ 105,448	\$ 41,927	\$ 44,397	\$ 46,831	\$ 49,223	\$ 51,572	\$ 53,873	\$ 56,123	\$ 58,316	\$ 35,450	
OpEx Cushion:	39.87%	14.50%	14.91%	15.27%	15.58%	15.85%	16.07%	16.25%	16.40%	9.68%	
Income:											
Gross Effective Income	\$ 666,026	\$ 679,347	\$ 692,934	\$ 706,793	\$ 720,929	\$ 735,348	\$ 750,055	\$ 765,056	\$ 780,357	\$ 795,964	
Expenses:											
Administrative	\$ 94,324	\$ 97,154	\$ 100,069	\$ 103,071	\$ 106,163	\$ 109,348	\$ 112,628	\$ 116,007	\$ 119,487	\$ 123,072	
Utility	\$ 32,255	\$ 33,223	\$ 34,220	\$ 35,247	\$ 36,304	\$ 37,393	\$ 38,515	\$ 39,670	\$ 40,860	\$ 42,086	
Operating and Maintenance	\$ 64,314	\$ 66,243	\$ 68,230	\$ 70,277	\$ 72,385	\$ 74,557	\$ 76,794	\$ 79,098	\$ 81,471	\$ 83,916	
Tax & Insurance	\$ 186,394	\$ 191,986	\$ 197,746	\$ 203,678	\$ 209,788	\$ 216,082	\$ 222,564	\$ 229,241	\$ 236,118	\$ 243,202	
Reserve Account Contributions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Expense:	\$ 377,287	\$ 388,506	\$ 400,265	\$ 412,273	\$ 424,640	\$ 437,380	\$ 450,501	\$ 464,016	\$ 477,936	\$ 492,275	
NOI	\$ 288,739	\$ 290,741	\$ 292,669	\$ 294,520	\$ 296,289	\$ 297,968	\$ 299,554	\$ 301,040	\$ 302,421	\$ 303,689	
Debt Source 1	Bank Note	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	
Debt Source 2	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Debt Source 3	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Debt Source 4	Capital Reserves										
Debt Source 5	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
FlexPace Offset	FlexPACE Buydown	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Debt Service:	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	\$ 251,218	
DCR:	1.15	1.16	1.16	1.17	1.18	1.19	1.19	1.20	1.20	1.21	
Cashflow After Debt Svc:	\$ 37,521	\$ 39,523	\$ 41,451	\$ 43,302	\$ 45,071	\$ 46,750	\$ 48,336	\$ 49,822	\$ 51,203	\$ 52,471	
OpEx Cushion:	9.94%	10.17%	10.36%	10.50%	10.61%	10.69%	10.73%	10.74%	10.71%	10.66%	

SOURCES AND USES STATEMENT			
PROJECT NAME:	Blu on Broadway	PROJECT ADDRESS:	1629 S Broadway
DATE:	5/1/2019		
USES	Acquisition and Construction	Budget	Explanation
Acquisition		\$ 804000	
Demolition		\$	
Environmental Remediation		\$	
On-Site Improvements		\$ 7050500	
Off-Site Improvements		\$	
Landscaping and Signage		\$	
Exterior Rehabilitation		\$	
Interior Rehabilitation		\$	
Contractor Profit, O/H & General Requirements		\$ 463500	
Fixtures, Furniture, Equipment		\$	
Construction Utilities		\$	
Hazard & Liability Insurance		\$	
Inspection Fees		\$ 200000	
Construction Contingency Reserve Capitalization		\$	
Building Fees, Permitting Fees		\$	
Payment/Performance Bond		\$	
Other Acquisition and Construction Costs		\$	
Other Acquisition and Construction Costs		\$	
Subtotal Acquisition and Construction		\$ 8518000	
Professional Fees			
Architectural Fees - Design		\$ 229500	
Construction Inspection		\$	
Engineering & Survey Costs		\$	
Testing and Geotech		\$ 25000	
Accounting Fees		\$	
Attorney Fees		\$ 30000	
Capital Needs Assessment		\$	
Real Property Appraisal		\$	
Market Study		\$	
Environmental Assessment		\$	
Other Professional Fees		\$ 425000	CM Fee
Other Professional Fees		\$	
Subtotal Professional Fees		\$ 709500	

SOURCES AND USES STATEMENT	
PROJECT NAME: <u>Blu on Broadway</u>	PROJECT ADDRESS: <u>1629 S Broadway</u>
DATE: <u>5/1/2019</u>	
Financing Costs	
Construction Loan Origination Fee	\$ 50000
Construction Loan Closing Fee	\$ _____
Construction Loan Interest	\$ _____
Bridge Loan Origination Fee	\$ 66000
Bridge Loan Closing Costs	\$ _____
Bridge Loan Interest	\$ _____
Permanent Loan Origination Fee	\$ _____
Permanent Loan Closing Costs	\$ _____
Interim Real Estate Taxes? Specials	\$ _____
Other Financing Costs	\$ _____
Other Financing Costs	\$ 38520
Other Financing Costs	\$ _____
HIF Origination Fee	\$ _____
Subtotal Financing Costs	<u>\$ 154,520</u>

SOURCES AND USES STATEMENT

<u>SOURCES AND USES STATEMENT</u>	
PROJECT NAME:	Blu on Broadway
DATE:	5/1/2019
Subtotal Equity:	\$ 1000000 \$ 0
TOTAL DEVELOPMENT SOURCES	\$ 9,853,170.00
GAP/EXCESS SOURCES	\$ 35,000

Parking Structure #	Total Parking Structures SqFt
Structure 1	9941
Total	9,941

Storage Structure #	Total Storage Structures SqFt
Structure 1	
Total	0

4. REFERENCES

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



4. REFERENCES

Jason Zimmerman

Business Banking Officer

First Western Bank & Trust
701.857.7196
Jason.Zimmerman@fwbt.com

Joe Fink

Housing Development Officer

North Dakota Finance Agency
Planning & Housing Development
PO Box 1535 | Vermont Avenue
Bismarck, ND 58502
701.328.8066
JFink@nd.gov

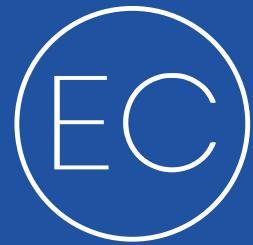
Josh Guler

Market President

Bank Forward
6 8th Street South
New Rockford, ND 58356
701.947.2421
Josh.Guler@bankforward.com

5. SCOPE OF PROJECT

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



5. SCOPE OF PROJECT

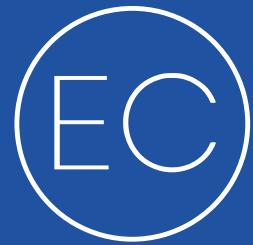
The proposed Blu on Broadway project will have a significant impact on the City of Minot and its residents. The following bullet points outline the size and scope of the project:

- Total project cost of nearly \$10,000,000
- 5 above ground stories (1 commercial, 4 residential)
- 42 affordable multi-family residential apartment units
 - 5 Studio apartments
 - 25 1-Bedroom apartments
 - 12 2-Bedroom apartments (10 of which are 2-story units)
- 100% of the units will be committed to the LMI affordability standards for 20 years.
- 10% of the units will be designed to meet ADA accessibility standards per code.
- Approximately 10,000 square feet of main-floor commercial space.
- Underground and surface parking
- Outdoor recreation space
- Public Right of Way reconstruction on 1st St SW
- Community video board



6. UNIT INFORMATION

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



6. UNIT INFORMATION

Blu on Broadway – residential unit information:

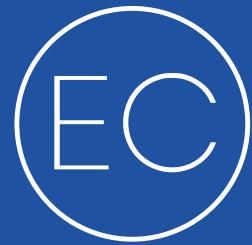
- 42 units
- Five (5) Studio
- Twenty five (25) 1-Bedroom
- Two (2) 2-Bedroom (1-story units)
- Ten (10) 2-Bedroom (2-story units)
- Units range in size from 472 SF for the smallest studio, to 1,341 SF for the largest 2-bedroom.
 - All 42 units, or 100% of them will be maintained as affordable units per the HUD guidelines for Ward County.
 - 10% or five (5) of the units will be ADA accessible per building code



* Above rendering from similar EPIC development

7. INCOME LIMITS

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



7. INCOME LIMITS

FY 2019 Income Limits Summary

Selecting any of the buttons labeled "Explanation" will display detailed calculation steps for each of the various parameters.

FY 2019 Income Limit Area	Median Family Income Explanation	FY 2019 Income Limit Category	Persons in Family							
			1	2	3	4	5	6	7	8
Ward County, ND	\$82,400	Very Low (50%) Income Limits (\$) Explanation	29,000	33,150	37,300	41,400	44,750	48,050	51,350	54,650
		Extremely Low Income Limits (\$)* Explanation	17,400	19,900	22,400	25,750	30,170	34,590	39,010	43,430
		Low (80%) Income Limits (\$) Explanation	46,400	53,000	59,650	66,250	71,550	76,850	82,150	87,450

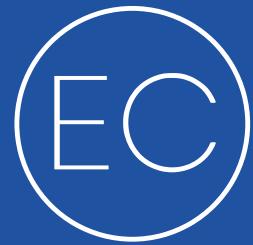
FY 2018 Income Limits Summary

Selecting any of the buttons labeled "Explanation" will display detailed calculation steps for each of the various parameters.

FY 2018 Income Limit Area	Median Family Income Explanation	FY 2018 Income Limit Category	Persons in Family							
			1	2	3	4	5	6	7	8
Ward County, ND	\$87,100	Very Low (50%) Income Limits (\$) Explanation	30,500	34,850	39,200	43,550	47,050	50,550	54,050	57,500
		Extremely Low Income Limits (\$)* Explanation	18,350	20,950	23,550	26,150	29,420	33,740	38,060	42,380
		Low (80%) Income Limits (\$) Explanation	48,800	55,800	62,750	69,700	75,300	80,900	86,450	92,050

8. NDR FUNDS

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)

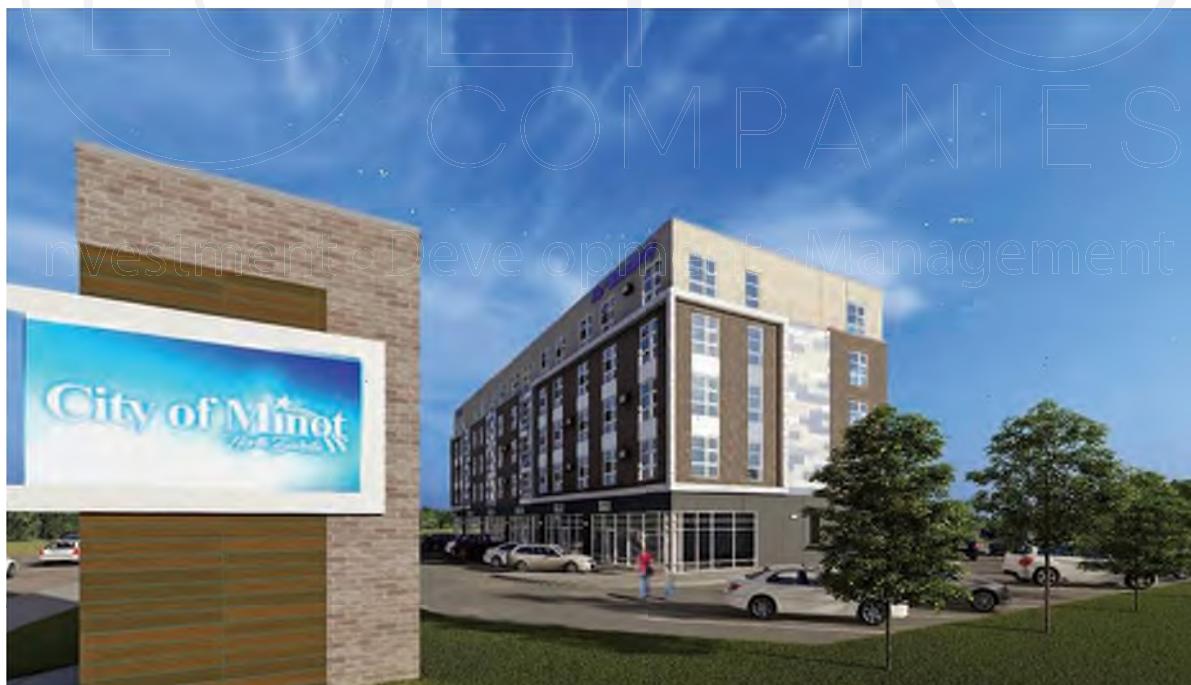


8. NDR FUNDS

NDR funds are being requested for this project to support the affordable housing component included. Without the NDR funding, this project would not be able to offer affordable rental rates and still be a financially viable project. It is these NDR funds that make the project work so it can support the debt required for the full financing of the development.

The NDR funds will support a project that is in line with the goals for a more resilient Minot. This project will create 42 units of quality, long-term, affordable housing opportunities for the residents of Minot and greatly improve the condition of a prominent lot adjacent to one of Minot's busiest thoroughfares (over 25,000 vehicles per day on that section of Broadway according to 2016 Traffic Map).

Simply put – this project will not move forward as planned without the NDR funds in the model.



9. DESCRIPTION OF NDR FUND USES

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



9. DESCRIPTION OF NDR FUND USES

Please refer to item 5 and item 8 on pages 28 and 34 for the scope of the project and use of NDR funds. Since this project will be new construction, a CNA for rehabilitation projects will not be required.



10. PROJECT COST ESTIMATE

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)

CM - Opinion of Probable Cost

BOB
Minot, ND
18-070
Date: 5/7/19
Estimator: SG

BID PACKAGES		TOTALS
1	GENERAL CONDITIONS	\$ 390,116.25
3A	CONCRETE - BUILDING	\$ 433,701.00
3B	PRECAST CONCRETE MATERIALS	\$ 227,929.00
3C	PRECAST CONCRETE ERECTION	\$ 49,004.00
3E	GYPCRETE	\$ 25,960.50
4	MASONRY	\$ 394,850.00
5A	STRUCTURAL STEEL - MATERIALS	\$ 182,002.88
5B	STRUCTURAL STEEL - ERECTION	\$ 91,534.10
5C	MISC. METALS - MATERIALS	\$ 245,075.00
6A	PREFAB WALL COMPONENTS	\$ 124,033.50
6B	PREFAB TRUSSES	\$ 120,168.88
6B-1	MISC. MATERIALS	\$ 186,050.25
6B-2	MISC LABOR	\$ 50,000.00
6B-3	SITE AMENITIES/PATIO ALLOWANCE	\$ 75,000.00
6C	FRAMING LABOR FOR WOOD COMPONENTS	\$ 276,431.25
6C-1	MISC. LABOR FIRST FLOOR	\$ 30,000.00
6D	FINISH CARPENTRY	\$ 75,600.00
6D-1	FINISH CARPENTRY MATERIALS	\$ 25,200.00
7A	MOISTURE PROTECTION	\$ 147,650.00
7B	BUILDING INSULATION	\$ 100,670.00
7E	PREFINISHED METAL SIDING	\$ 271,700.00
7F	FIREPROOFING	\$ 20,000.00
7G	SEALANTS	\$ 55,053.90
8A	HARDWARE / METAL DOOR AND FRAMES	\$ 163,104.38
8A-2	CLOSET SHELVING	\$ 9,000.00
8C	OVERHEAD DOORS	\$ 4,500.00
8D	RESIDENTIAL WINDOWS	\$ 121,313.75
8E	ALUMINUM ENTRANCES AND WINDOWS	\$ 191,950.00
9A	FIRST FLOOR DRYWALL	\$ 154,000.00
9B	RESIDENTIAL DRYWALL	\$ 211,530.00
9C	TILEWORK	\$ 10,800.00
9E	ACOUSTICAL	\$ 16,225.00
9G	RESILIENT FLOORING / CARPETING	\$ 115,380.00
9I	PAINTING AND WALL COVERING	\$ 25,000.00
10	SPECIALTIES	\$ 14,400.00
10B	SIGNAGE	\$ 48,000.00
12B	WINDOW TREATMENTS	\$ 23,400.00
13A	PREFABRICATED CABINETS	\$ 116,100.00
13A-1	COUNTERTOPS	\$ 90,000.00
13B	RESIDENTIAL APPLIANCES	\$ 170,280.00
14	CONVEYING EQUIPMENT	\$ 130,000.00
21	BUILDING SPRINKLER	\$ 141,756.50
22	PLUMBING	\$ 380,709.00
23	HVAC	\$ 336,000.00
23-1	HVAC 1st FLOOR	\$ 135,444.00
26	ELECTRICAL	\$ 396,405.00
31	EARTHWORK	\$ 114,240.00
32	PAVING AND SURFACING	\$ 180,850.00
32A	LANDSCAPING / SITE IRRIGATION	\$ 75,000.00
33	SITE UTILITIES	\$ 75,000.00
Total Bid Package		\$ 7,048,118.13
6.0% CM Compensation -		\$ 422,887.09
5% Contingency -		\$ 7,471,005.21
Total		\$ 7,844,555.47

SWORN OWNER'S STATEMENT OF PROBABLE COST

To:

State: North Dakota County of: Ward

The undersigned certifies that the above statement and costs of the following described properties in the County of Ward State of North Dakota, commonly known as Blue on Broadway located in Minot, ND

1. The undersigned is thoroughly familiar with all the facts and circumstances concerning the premises described above;
2. That with respect to improvements on the premises, all contracts left for work done or material furnished to date or for the furnishing of future work or materials relative to the contemplated improvements are listed below;
3. That this statement is a full, true, and complete statement of all such contracts, previous payments and balances due, if any.

Date

Steve Gehrzt, President
Gehrzt Construction Services, Inc.

State of _____ County of _____
Signed and sworn to before me this _____ day of _____, 20____.



10. PROJECT COST ESTIMATE

Members of EPIC have experience in financing affordable housing projects in North Dakota by utilizing private investment, North Dakota Housing Finance Agency programs such as the Housing Incentive Fund, CDBG funds in the form of Governor's Fund financing for project infrastructure and NDR funds for affordable housing specific components. Our familiarity with the conditions, compliance and other requirements associated with the use of such funds will be critical to another successful project if we are awarded the opportunity.

EPIC also understands that the successful proposer will be required to post a performance and payment bond for the project to the City of Minot who will administer the NDR funds. Members of EPIC and Gehrtz Construction Management have prior experience with the Park South project in Minot that also utilized NDR funds as part of the project financing, so those requirements are understood.



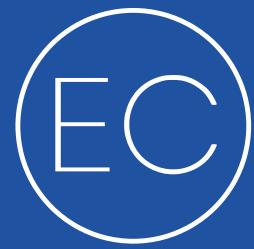
11. VACANCY RATE

12. PENDING LITIGATION

13. TENANT RELOCATION

14. HUD ENVIRONMENTAL REQUIREMENTS

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



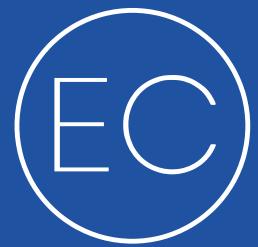
11 - 14. NOT APPLICABLE

Items 11 - 14 are specific to rehabilitation projects and are not applicable to this proposal as it will be new construction.

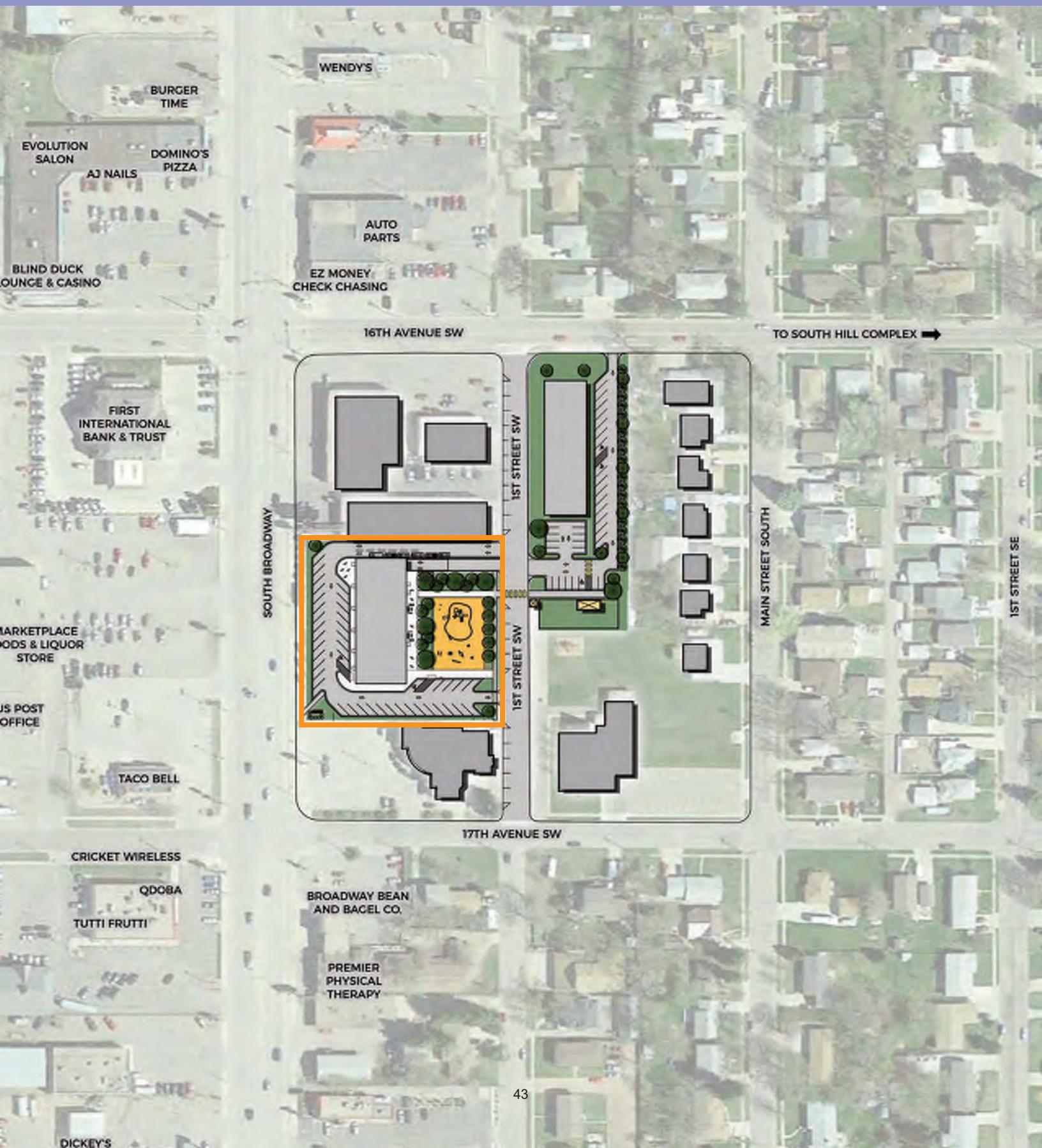
There will be no asbestos or lead based paint assessments required, however we understand that there will be the typical agency environmental notifications if we are awarded the project.

1. SITE PLAN

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)

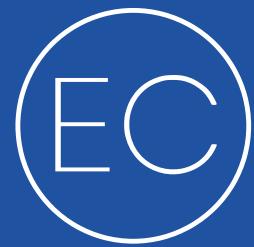


1. SITE PLAN



2. PROJECT APPLICATION

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



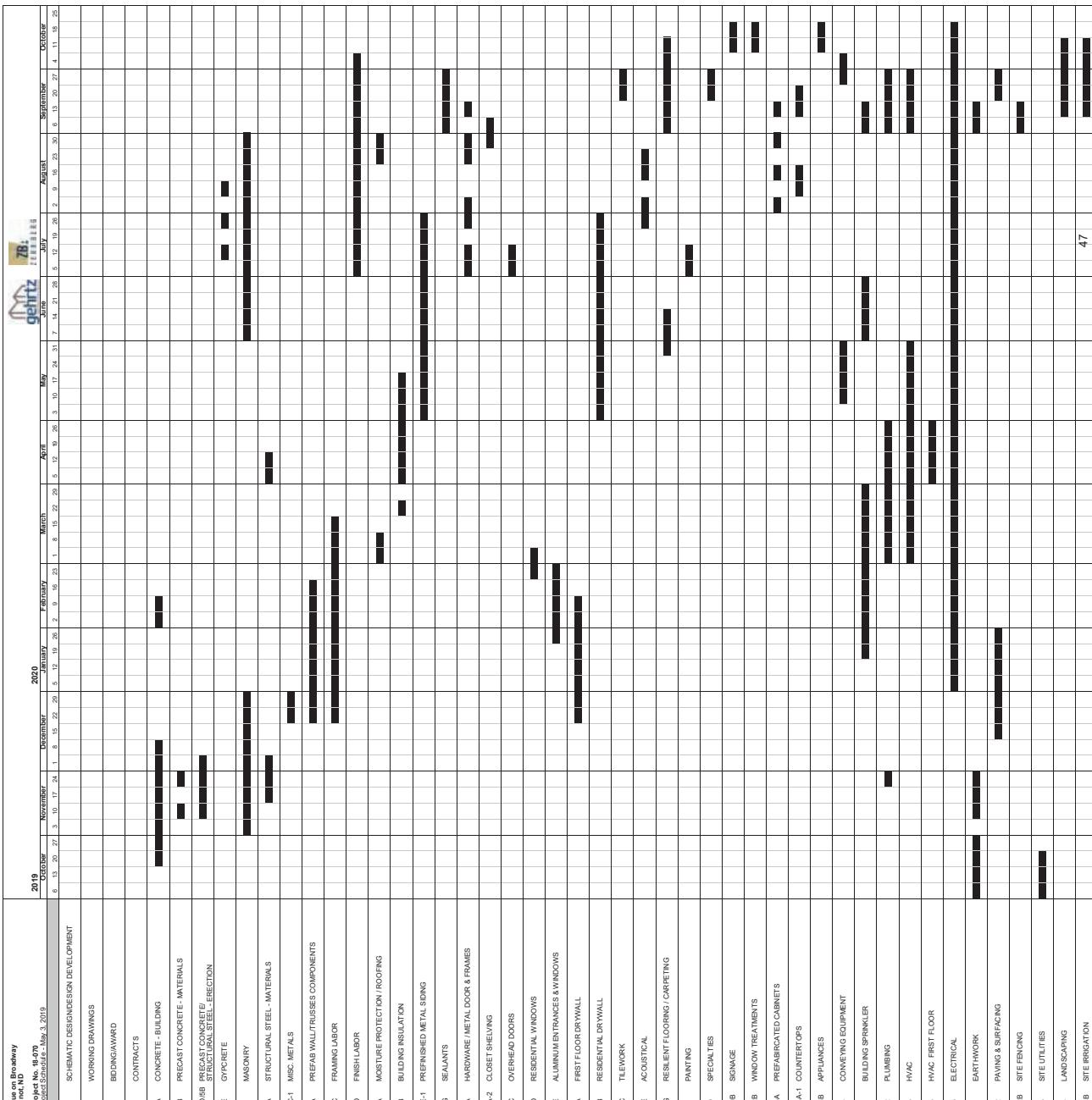
2. PROJECT APPLICATION

Full application questionnaire located on pages 6 – 14 and additional information is located throughout this proposal.



4. PROJECT READINESS

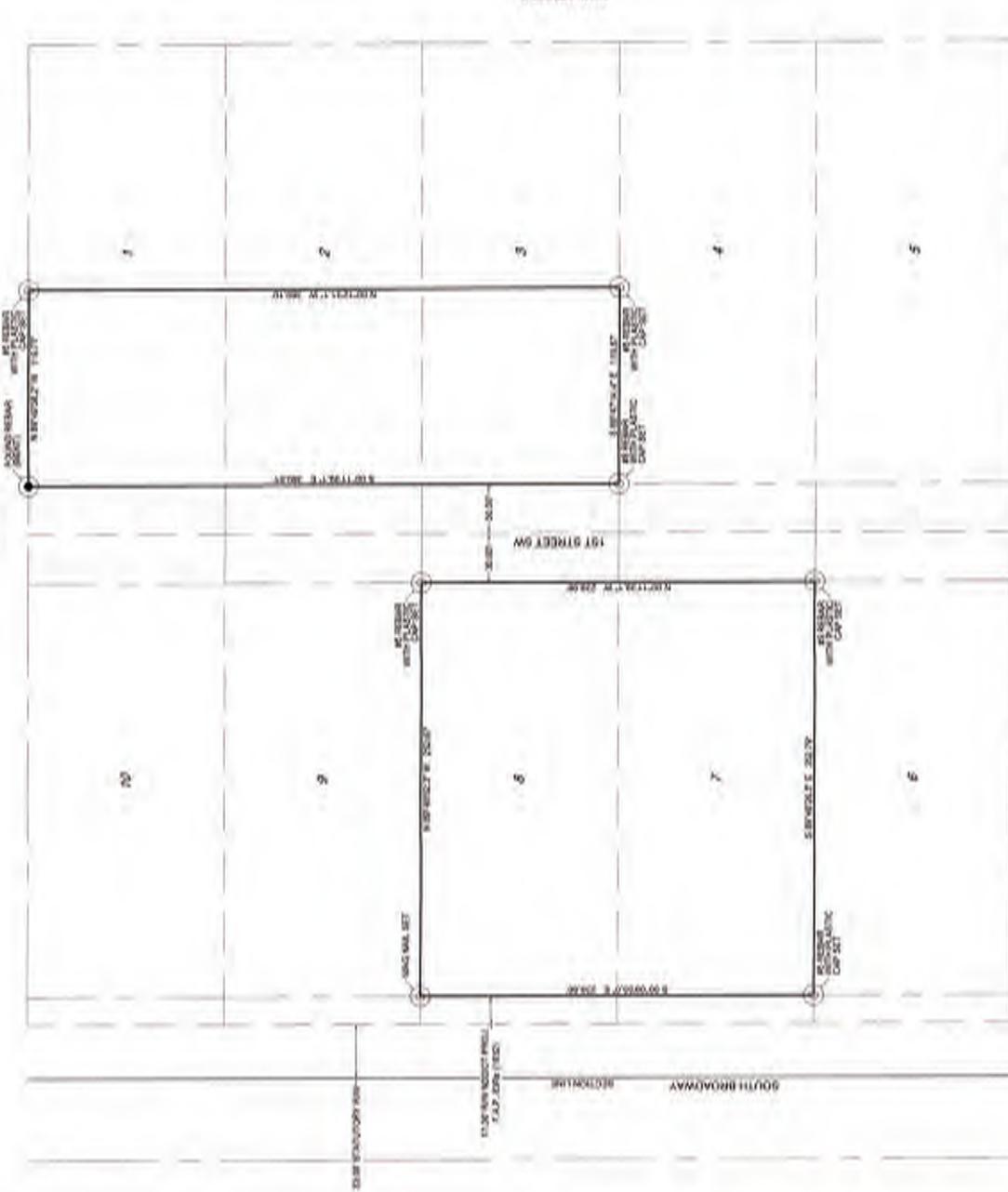
Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



CERTIFICATE OF SURVEY

WEST 1/2 OF LOTS 1,2 AND 3, LESS THE WEST 30 FEET THEREOF, AND
LOTS 7 & 8, LESS THE EAST 30 FEET THEREOF AND HWY RIGHT OF WAY,
BLOCK 2, HOME ACRES ADDITION TO THE CITY OF MINOT, NORTH DAKOTA

ASIMILATION



LEGAL DESCRIPTION:
LOT 2, LOTS 1,2 & 3, LESS THE WEST 30 FEET THEREOF, BLOCK 2,
HELD AS AN EASEMENT FOR THE CITY OF MANITOONISH DIVISION
BLOCK 2, & LOTS 2, 3, LOTS 2 & 3, EAST AS FOLLOWS AND MAY BE REFERRED TO AS
BLOCK 2, HOME EASEMENT TO THE CITY OF MANITOONISH, NORTH DAKOTA.

SURVEYORS CERTIFICATE

RECEIVED
FEB 25 1967
FBI - MEMPHIS
MEMPHIS, TENNESSEE
12-28-68
ROBERT WILSON

ALMENHEIM SURVEYING
& ASSOCIATES, INC.
1307 TERRACE OF WEST, NEW YORK, N.Y.
SUBSCRIBERS



COMPLETION DATE OF FIELD WORKS: 21/09/2018

2018 Ward County Real Estate Tax

Your cancelled check is your receipt.

Please indicate and list address change

Parcel Number MI251610200021

Amount Paid _____

NORTHERN BOTTLING COMPANY
P O BOX 639
1629 SOUTH BROADWAY
MINOT ND 58702-0000

MP #

Detach and return with payment



MI251610200021

Total tax due	3,606.26
Less 5% discount	<u>-180.31</u>
Amount due by February 15, 2019	<u>3,425.95</u>

Or pay in two installments (with no discount):

Payment 1: Pay by March 1, 2019	1,803.13
Payment 2: Pay by October 15, 2019	1,803.13

MAKE CHECK PAYABLE TO:

Ward County Treasurer
PO BOX 5005
Minot, ND 58702
Phone: 701.857.6420

2018 Ward County Real Estate Tax Statement

Statement No: 26214

Parcel Number
MI251610200021

Jurisdiction
City of Minot

Owner
NORTHERN BOTTLING COMPANY

Physical Location
1601 SW 1ST ST
MINOT, ND 58701

Legal Description

HOME ACRES ADDITION WEST 1/2 LOTS 1 & 2 LESS W30 BLOCK 2

Legislative tax relief (3-year comparison)

Legislative tax relief

2016	2017	2018
<u>1,597.77</u>	<u>1,511.82</u>	<u>1,474.26</u>

Tax distribution (3-year comparison):

True and Full Value
Taxable Value
Less: Homestead credit
Disabled Veteran credit

2016	2017	2018
222,000	211,000	205,000
11,100	10,550	10,250
0	0	0
0	0	0

Net Taxable Value

2016	2017	2018
<u>11,100</u>	<u>10,550</u>	<u>10,250</u>

Total mill levy

2016	2017	2018
<u>282.860</u>	<u>324.520</u>	<u>351.830</u>

Taxes By District (in dollars):

CITY
COUNTY
PARK
SCHOOL (after state reduction)
STATE

863.68	1,125.14	1,329.44
715.61	753.48	738.80
348.11	362.92	364.40
1,201.24	1,171.58	1,163.38
<u>11.10</u>	<u>10.56</u>	<u>10.24</u>

Consolidated Tax

3,139.74	3,423.68	3,606.26
<u>376.77</u>	<u>0.00</u>	<u>0.00</u>

Net consolidated tax

<u>2,762.97</u>	<u>3,423.68</u>	<u>3,606.26</u>
------------------------	------------------------	------------------------

Net effective tax rate

<u>1.24%</u>	<u>1.62%</u>	<u>1.76%</u>
---------------------	---------------------	---------------------

2018 TAX BREAKDOWN

Net consolidated tax	3,606.26
Plus: Special Assessments	
Principal	0.00
Interest	0.00
Total tax due	3,606.26
Less: 5% discount, if paid by February 15, 2019	<u>-180.31</u>
Amount due by February 15, 2019	<u>3,425.95</u>

Or pay in two installments (with no discount):

Payment 1: Pay by March 1, 2019	1,803.13
Payment 2: Pay by October 15, 2019	1,803.13

Penalty on 1st Installment & Specials:	
March 2, 2019	3%
May 1, 2019	6%
July 1, 2019	9%
October 15, 2019	12%
Penalty on 2nd Installment:	
October 16, 2019	6%

FOR ASSISTANCE CONTACT:

Office Ward County Treasurer
PO BOX 5005
Minot, ND 58702

Phone: 701.857.6420

Email:

Website: www.wardnd.com

2018 Ward County Real Estate Tax

Your cancelled check is your receipt.

Please indicate and list address change

Parcel Number MI251610200081

Amount Paid _____

NORTHERN BOTTLING COMPANY
P O BOX 639
1629 S BROADWAY
MINOT ND 58702-0639

MP #

Detach and return with payment



MI251610200081

Total tax due	24,065.18
Less 5% discount	<u>-1,203.26</u>
Amount due by February 15, 2019	22,861.92

Or pay in two installments (with no discount):	
Payment 1: Pay by March 1, 2019	12,032.59
Payment 2: Pay by October 15, 2019	12,032.59

MAKE CHECK PAYABLE TO:

Ward County Treasurer
PO BOX 5005
Minot, ND 58702
Phone: 701.857.6420

2018 Ward County Real Estate Tax Statement

Statement No: 26222

Parcel Number MI251610200081
Owner NORTHERN BOTTLING COMPANY

Jurisdiction City of Minot
Physical Location 1629 S BROADWAY
MINOT, ND 58701

Legal Description HOME ACRES ADDITION LOTS 7 & 8 LESS HWY BLOCK 2

Legislative tax relief
(3-year comparison)
Legislative tax relief

	2016	2017	2018
Legislative tax relief	10,011.25	9,336.00	9,837.98
True and Full Value	1,391,000	1,303,000	1,368,000
Taxable Value	69,550	65,150	68,400
Less: Homestead credit	0	0	0
Disabled Veteran credit	0	0	0
Net Taxable Value	69,550	65,150	68,400

Tax distribution (3-year comparison):

	2016	2017	2018
True and Full Value	1,391,000	1,303,000	1,368,000
Taxable Value	69,550	65,150	68,400
Less: Homestead credit	0	0	0
Disabled Veteran credit	0	0	0
Net Taxable Value	69,550	65,150	68,400

Total mill levy

Total mill levy	282.860	324.520	351.830
-----------------	---------	---------	---------

Taxes By District (in dollars):

CITY	5,411.69	6,948.26	8,871.50
COUNTY	4,483.92	4,653.00	4,930.26
PARK	2,181.09	2,241.16	2,431.62
SCHOOL (after state reduction)	7,526.68	7,234.91	7,763.40
STATE	69.54	65.14	68.40

Consolidated Tax

Consolidated Tax	19,672.92	21,142.47	24,065.18
------------------	-----------	-----------	-----------

Less: 12% state-paid tax credit

Less: 12% state-paid tax credit	2,360.75	0.00	0.00
---------------------------------	----------	------	------

Net consolidated tax

Net consolidated tax	17,312.17	21,142.47	24,065.18
-----------------------------	------------------	------------------	------------------

Net effective tax rate

Net effective tax rate	1.24%	1.62%	1.76%
-------------------------------	--------------	--------------	--------------

2018 TAX BREAKDOWN

Net consolidated tax	24,065.18
Plus: Special Assessments	
Principal	0.00
Interest	0.00
Total tax due	24,065.18
Less: 5% discount, if paid by February 15, 2019	<u>-1,203.26</u>
Amount due by February 15, 2019	22,861.92

Or pay in two installments (with no discount):

Payment 1: Pay by March 1, 2019	12,032.59
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Penalty on 1st Installment & Specials:	
March 2, 2019	3%
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July 1, 2019	9%
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Penalty on 2nd Installment:	
October 16, 2019	6%

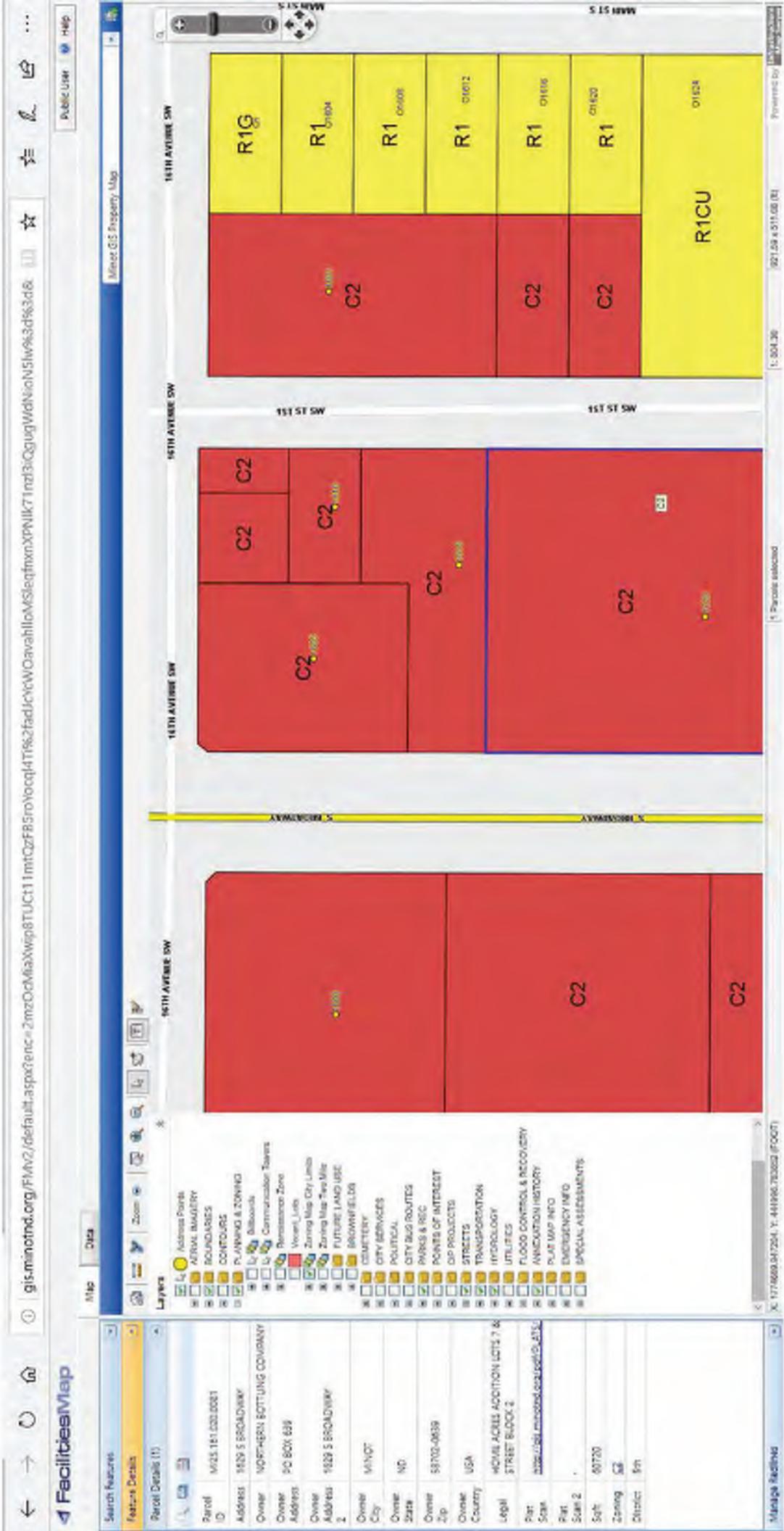
FOR ASSISTANCE CONTACT:

Office Ward County Treasurer
PO BOX 5005
Minot, ND 58702

Phone: 701.857.6420

Email:

Website: www.wardnd.com



5. NON NDR FINANCIAL RESOURCES

6. CONTACT INFO

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)

Pepsi-Cola Bottling COMPANY

Minot • Dickinson • Devils Lake

P.O. Box 639
Minot, ND 58702-0639

Local (701) 852-0544
Toll Free (800) 247-0344
Fax (701) 852-3397



June 20, 2019

City of Minot NDR Director

John Zakian

1025 31st St SE

Minot, ND 58701

CDM Smith

Melissa Ziegler

1100 Marian St, Suite 300

Knoxville, TN 37921

Re: 1629 S Broadway – ownership and project participation

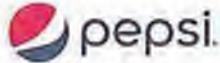
John & Melissa,

Please let this letter serve as notice that I represent Northern Bottling Company and our interest as property owner in the land located at 1629 South Broadway in Minot, ND (parcel # M1251610200081). This site is the former Pepsi Bottling plant that my family has owned since the 1950s. Our intent is to contribute the land in exchange for stake in the proposed Blu on Broadway mixed-use facility, as submitted in the response to the City's RFP for an Infill Mixed-Use Affordable Multi-Family Rental Housing development in May 2019.

If any other information is required to adequately provide evidence of our ownership and intent to participate in the proposed project, please let me know.

Sincerely,


Will Gokey
Will.gokey@gopepsind.com
701-340-9666





July 3rd, 2019

To: Blu on Broadway, or TBD Entity
Attn: Ownership group
RE: Proposed term sheet for construction of Blu on Broadway

First Western Bank & Trust would like to thank you for allowing us the opportunity to prepare a proposal term sheet for the project known as the Blu on Broadway (BOB). *This proposal is for discussion purposes only and will expire August 15th, 2019. All terms subject to approval.*

Borrower: Blue on Broadway, or TBD Entity

Purpose: To provide construction financing for the project known as BOB.

Loan Amount: A construction line of credit not to exceed **\$3,550,000, or 40%** of the cost of the project, whichever is less. Amount is subject to change due to pending NDR & TIF funding.

Rate: At origination, a 24-month fixed interest rate priced equal to the U.S. Prime rate.

Term: Maturity of construction financing is expected to be 24-months.

Repayment: Repayment of the construction line will be interest-only payments due monthly, with the balance due at maturity.

Fees: Fees will be discussed confidentially with the ownership group. Fees will be collected at commencement of construction. Borrower agrees to pay all third-party costs directly associated with the funding of the project. The third-party costs include (but not limited to):

- Third Party Appraisal
- Title Insurance along with related abstracting and recording fees
- Legal costs associated with completing the loan and mortgage documents
- Environmental Study

Guarantors: Personal guaranties will be required by all individuals, and/or entities, with ownership of greater than or equal to 15%.

Collateral: The required security interests for the loan will include, but not be limited to, the following:

- A valid First Real Estate Mortgage against the subject real property and improvements.
- A Blanket UCC filing on all fixtures along with general tangibles and intangibles will be provided.
- Assignment of Rents will be filed and recorded.



FIRST WESTERN

BANK & TRUST

You can bank on us

P.O. Box 1090 • Minot, ND 58702-1090 • 701-852-3711

Financial Information: Current personal and corporate financial statements along with 2016, 2017, and 2018 tax returns including all schedules must be provided from all guarantors and they will continue to provide them through the term of the loan. Borrower will also provide on an annual basis the corporate tax return as well as any internal or accountant prepared statements. Rent rolls will be provided by the borrower at the request of the lender.

Insurance: Borrower to provide builders risk policy during construction, owners policy of title insurance, and evidence of property insurance and flood insurance if required.

Prepayment Penalties: There will be a 1.00% prepayment penalty enforced on the outstanding balance of the construction line of credit if borrower does not convert to the permanent financing credit facility with First Western Bank & Trust.

Loan Agreement Covenants: An appraisal must be completed prior to closing by a certified appraiser who must be approved and acceptable to First Western Bank & Trust. Additional covenants will be considered and may be applied upon final approval of financing. Subject to approval, an approved term sheet will be provided with any and all additional covenants.

Contingencies: This proposal, if accepted, will be subject to the approval of both the Loan Committee and the Board of Directors of First Western Bank & Trust. Terms and conditions of this proposed term sheet are in effect through August 15th, 2019.

I, _____, have acknowledged the proposal term sheet and agree to the terms listed above on this _____ day of _____, 2019.

Sign _____ Date _____

Sign _____ Date _____

If you have any questions please feel free to contact me.

Sincerely,

Jersey Benson
First Western Bank & Trust
Vice President



July 3rd, 2019

To: Blu on Broadway, or TBD Entity
Attn: Ownership group
RE: Proposed term sheet for permanent financing of Blu on Broadway

First Western Bank & Trust would like to thank you for allowing us the opportunity to prepare a proposal term sheet for the project known as the Blu on Broadway (BOB). *This proposal is for discussion purposes only and will expire August 15th, 2019. All terms subject to approval.*

Borrower: Blue on Broadway, or TBD Entity

Purpose: To provide permanent financing for the project known as BOB.

Loan Amount: A loan amount not to exceed \$3,550,000, or 40% of the cost of the project or appraised value, whichever is less. Amount is subject to change due to pending NDR & TIF funding.

Rate: At origination, interest rate will be equal to US Prime Rate, fixed for 60 months, to be repriced on or before the 61st month.

Term: Amortization schedule will be no longer than 300 months, pending project cash flow and bank approval.

Repayment: Permanent financing repayment will commence no later than 30-days after conversion from construction note. Repayment will consist of automatic monthly principal and interest payments subject to terms negotiated above.

Fees: Fees will be discussed confidentially with the ownership group. Fees will be collected at commencement of construction. Borrower agrees to pay all third-party costs directly associated with the funding of the project. The third-party costs include (but not limited to):

- Third Party Appraisal
- Title Insurance along with related abstracting and recording fees
- Legal costs associated with completing the loan and mortgage documents
- Environmental Study

Guarantors: Personal guaranties will be required by all individuals, and/or entities, with ownership of greater than or equal to 15%.

Collateral: The required security interests for the loan will include, but not be limited to, the following:

- A valid First Real Estate Mortgage against the subject real property and improvements.
- A Blanket UCC filing on all fixtures along with general tangibles and intangibles will be provided.
- Assignment of Rents will be filed and recorded.
- Assignment of life insurance policies of guarantors.



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BANK & TRUST

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Financial Information: Current personal and corporate financial statements along with 2016, 2017, and 2018 tax returns including all schedules must be provided from all guarantors and they will continue to provide them through the term of the loan. Borrower will also provide on an annual basis the corporate tax return as well as any internal or accountant prepared statements. Rent rolls will be provided by the borrower at the request of the lender.

Insurance: Borrower to provide builders risk policy during construction, owners policy of title insurance, and evidence of property insurance and flood insurance if required.

Prepayment Penalty: There will be no prepayment penalties should the borrower choose to pay off the loan prior to the maturity date.

Loan Agreement Covenants: An appraisal must be completed prior to closing by a certified appraiser who must be approved and acceptable to First Western Bank & Trust. Additional covenants will be considered and may be applied upon final approval of financing. Subject to approval, an approved term sheet will be provided with any and all additional covenants.

Contingencies: This proposal, if accepted, will be subject to the approval of both the Loan Committee and the Board of Directors of First Western Bank & Trust. Terms and conditions of this proposed term sheet are in effect through August 15th, 2019.

I, _____, have acknowledged the proposal term sheet and agree to the terms listed above on this _____ day of _____, 2019.

Sign _____ Date _____

Sign _____ Date _____

If you have any questions please feel free to contact me.

Sincerely,



Jersey Benson
First Western Bank & Trust
Vice President

9. COMPLY FEDERAL REGULATIONS

10. TENANT DISPLACEMENT

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



9. COMPLY FEDERAL REGULATIONS 10. TENANT DISPLACEMENT

EPIC is familiar with the federal requirements associated with the NDR funding source and intends to fully comply with all of them. Members of EPIC and Gehrtz Construction Management have prior experience with the Park South project in Minot that also utilized NDR funds as part of the project financing, so that experience will help this project be successful.

Some of the regulations will not apply since it is a new construction project therefore we won't need to test for lead based paint or asbestos, or to relocate existing tenants, but any applicable regulation or guideline will be complied with throughout the development process.



11. UNITS ACCESSIBILITY

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



11. UNITS ACCESSIBILITY

10% of the residential units will be fully accessible and designed to ADA standards.



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MINOT - BLU ON BROADWAY
MINOT, ND

SECOND FLOOR PLAN

ICON
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12. AFFORDABLE INCOME TENANTS

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



12. AFFORDABLE INCOME TENANTS

Per application items 25 and 26, 100% of residential units will be affordable per the HUD limitations of Ward County. We are aware of the annual monitoring requirements and have experience with those from our previous NDR projects. Affordable housing rates along with utilities are included in the full application.



13. PERFORMANCE AND PAYMENT BOND

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)





13. PERFORMANCE AND PAYMENT BOND

EPIC understands that the successful proposer will be required to post a performance and payment bond for the project to the City of Minot who will administer the NDR funds. Members of EPIC and Gehrtz Construction Management have prior experience with the Park South project in Minot; this project utilized NDR funds as part of the project financing so we understand the requirements.



14. STATE AND LOCAL CODES

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



14. STATE AND LOCAL CODES

This project will be new construction and overseen by the City of Minot's Inspection Department; therefore the units will be built to comply with all the city's codes and standards. Between our property management and local contracted services, EPIC will strive to keep the property in the best condition possible for the longevity of its building systems and for the best possible enjoyment of the residents. A well-maintained property is beneficial to all parties involved.



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APPRAISAL

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



APPRAISAL

EPIC understands that an appraisal may be required as part of the process for obtaining NDR funds. We work with appraisers on a regular basis as the lending institutions always require them for new-construction financing, and we will make the appraisal available upon its completion.



DEVELOPER AND TEAM DOCUMENTATION

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)





EPIC RESUME

EPIC RESUME

FIRM OVERVIEW

EPIC Companies is an investment, development and property management company based out of West Fargo, North Dakota. EPIC started in the management business in 2014 following growing frustrations due to sub-par market performance by properties they were partners in, but managed by others. Now, EPIC boasts occupancy rates at or near 100% for their entire portfolio of residential properties and similar high-level performance on the commercial side. EPIC's partners have over 90 years of combined real estate, construction and management experience which has led to many efficiencies gained throughout the development process for the team. EPIC's recent focus on developing and managing mixed-use properties has resulted in a large portion of our portfolio to be made up of that property type.

Total Dollars invested: \$115,450,000

Total Under Construction: \$48,000,000 and we pace to develop nearly \$90m a year currently

*The following list is not inclusive of EPIC's entire portfolio. We also have assisted living, hospitality and other properties not listed in this illustration.

Residential Properties (356 total units; additional 140 under construction)

NAME	LOCATION	# OF UNITS
Arbor Courts	Fargo	150 units
Boulevard Square I	West Fargo	30 units
Boulevard Square II	West Fargo	36 units
Triangle Townhomes	Fargo	9 units
McKinley Plaza	Detroit Lakes	36 units
Sheyenne Plaza	West Fargo	22 units
Block E	Moorhead	12 units
Meadowlark Townhomes	New Rockford	10 units
Pioneer Place	West Fargo	51 units
The Lights @ Sheyenne 32 E. Building	West Fargo	52 units
The Lights @ Sheyenne 32 S. Building	West Fargo	36 units
Area 57 Building C & D	Bismarck	52 units
Beaver Ridge	Minot	33 units

Commercial Properties (total 133,000 SF; additional 63,000 SF under construction)

NAME	COMMERCIAL SQUARE FEET
Boulevard Square I	12,000 SF
Boulevard Square II	14,000 SF
McKinley Plaza	17,000 SF
Sheyenne Plaza	45,000 SF
Block E	20,000 SF
Plaza 32	12,000 SF
Pioneer Place	13,000 SF
The Lights @ Sheyenne 32 E. Building	30,000 SF
The Lights @ Sheyenne 32 S. Building	13,000 SF
Area 57 Building C & D	20,000 SF
Beaver Ridge	14,000 SF

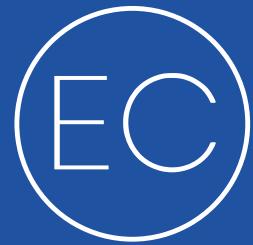


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PRECEDENT PROJECTS



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RELATED PROJECT

PARK SOUTH ESSENTIAL LIVING

**234 14th Avenue SE
Minot, ND 58701**

Essential Living is a non-profit entity focused on creating affordable and sustainable housing opportunities in Ward County. Our goal is to provide affordable housing options that can help improve the quality of life for individuals and families in the community.

The keys to our success include: Identifying. We work diligently to identify the housing demands of the market. Operate and Maintain. Our goal is to continue to operate and maintain our properties to meet the ever growing needs of the community. We strive to provide a clean and welcoming environment for all to live.

Properties. To create stable, vibrant, and healthy communities by developing financing and operating affordable, program-enriched housing for families, seniors, and people with special needs who lack the economic resources to access quality, safe housing opportunities. Teamwork.

From concept through management, we rely heavily on our relationships within the community to help create a successful project on all levels.





PRECEDENT PROJECTS

RELATED PROJECT

BEAVER RIDGE PLAZA

1100 North Broadway
Minot, ND 58701

Beaver Ridge is an infill project done in cooperation with the Minot State University Foundation. The facility is mixed-use, with 14,000 square feet of commercial space on the main floor and 33 contemporary apartments on three floors above.

Across from Minot State University; the first mixed-use developments in the area. Home to Spicy Pie, Anytime Fitness, Vision Source Eyewear, and Jimmy Johns.



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PRECEDENT PROJECTS



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RELATED PROJECT

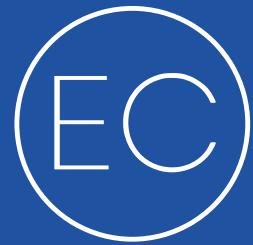
Meadowlark Townhomes

**214 2nd Ave S
New Rockford, ND 58356**

Meadowlark Homes is a 10 unit, 2-bedroom, rentable townhome complex on the former New Rockford hospital site. Proposed rates are in accordance with the ND Housing Incentive Fund includes 3 units at 80% AMI, 5 units at 140% AMI, and 2 units at Market Rate.

The project was financed with private investment, NDHFA HIF contribution, bank financing and flex/pace interest rate buydown through the Bank of ND. The New Rockford Area Betterment Corporation was also involved with the site and Renaissance Zone Authority to approve the project for state and local tax exemptions.





PRECEDENT PROJECTS



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RELATED PROJECT

*Pioneer
Place*

**300 Sheyenne St.
West Fargo, ND 58078**

Pioneer Place is phase II of the downtown West Fargo development and will be opening in July of 2019. This highend mixed-use building will feature 51 one and two-level apartments that range from efficiencies to one and two bedroom units.

Building features include:

- Fitness Room
- Community indoor | outdoor patio
- Conference room
- Amazon Hub
- Secure entrance
- Underground parking
- Elevator
- Washer | dryer in each unit
- And more

Pioneer Place is a beautiful building located in the heart of the newly remodeled downtown West Fargo. Now leasing all units!





PRECEDENT PROJECTS

RELATED PROJECT

Sheyenne Plaza

**444 Sheyenne St.
West Fargo, ND 58078**

This project consists of five stories. The first three being commercial space home to Ohnstad Twichell Law Firm, Moore Engineering, West Fargo VFW, Zone Nutrition and A Beautiful You 2, totaling 45,000 SF of commercial space and the top two floors consisting of 21 two-story apartments and one handicap unit.

Sheyenne Plaza is the first phase in the downtown West Fargo redevelopment. This building was iconic to the redevelopment of downtown West Fargo. It proudly stands next to the POW/MIA Plaza, which is the first programmable green space in West Fargo. It will be home to numerous events over the next year, and years to come.



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PRECEDENT PROJECTS



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RELATED PROJECT

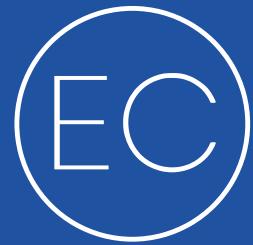
BLOCK E

**801 Main Ave.
Moorhead, MN 56560**

Block E is a response to an RFP put out by the City of Moorhead. In responding to this RFP, we created a 3-story Mixed-use building with 2 floors of commercial space, totaling 20,000 SF and a single floor of 12 residential units.

Block E is on the corner of 8th Street and Main Avenue making it one of the greatest developments in the city of Moorhead. It's home to Edward Jones, Eventide Corporate, Nution Hub, Choice Bank, and Usher's House, Casual Fine Dining. Block E stands as the catalyst that will spark Moorhead redevelopment.





PRECEDENT PROJECTS



City of Minot

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RELATED PROJECT



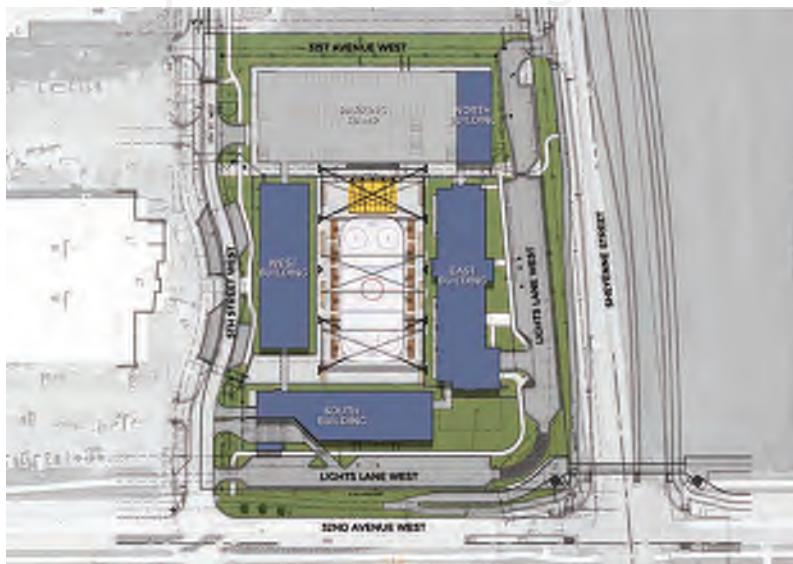
@ Sheyenne 32

The Lights @ Sheyenne 32

**3100 Sheyenne St.
West Fargo, ND 58078**

This one of a kind project has begun construction and will feature over 100,000 SF of commercial space, 150 unique living units, a 400+ stall parking ramp all surrounding a \$5 million interactive plaza that will be able to host concerts, floor shows, hockey and more. The buildings at The Lights will all be connected by a 2nd floor skyway system for ease of connectivity.

This project encompasses three mixed-use buildings that surround an entertainment plaza in the middle. With the bottom floor being commercial there will be a variety of shops and eateries that will have people travel from all over to visit.





DEVELOPMENT TEAM

DEVELOPMENT TEAM

**Todd Berning****Board of Directors**

Managing partner in 30 plus real estate projects in ND and MN. Owner of M&S Concessions, Inc. and Spicy Pie Pizza restaurants. Current President of the North Dakota State Fair Foundation, past treasurer and Paul Harris Fellow of the Minot Rotary Club. Past Board Member of both Minot and Grand Forks Convention and Visitors Bureau, Grand Forks Empire Theater, and past President of the Metro Sports Foundation. Past General Manager of the Ralph Engelstad Arena in Grand Forks, ND. Graduated from NDSU '86.

**Steve Gehrtz****Board of Directors**

President of Gehrtz Construction Services and 36 years of construction management experience. President of Forward Building Investments. Manager in McCormick Place Partnership. Treasurer of Zerr Berg Architects. President of Bristol Place Partnership. Serves on Moorhead City Council Member, Metropolitan Council of Government, Economic Development Authority

**Brian Kounovsky****Board of Directors**

Licensed Realtor. 30+ years real estate and development experience. West Fargo Auto Body Owner 1995-2016. Raw land developments, in Cass, Clay, and Becker Counties. Owner of multi-family apartment and mixed-use complexes. Has bought and Remodeled 30+ homes.

**Blake Nybakken****Vice President of Development**

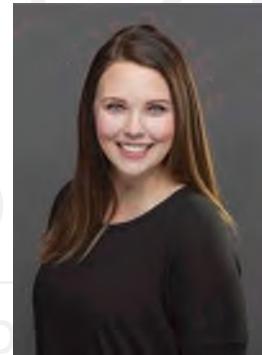
Blake works with project planning, site selection, due diligence, permitting, land and facility acquisitions/sales, and lease negotiations. Blake is a licensed real estate professional since 2007 (License #7824) and also spent 7 years as a project manager and business developer for an architectural firm. On site contact for Bismarck, ND.

**Bill Leier****Vice President of Investor & Corporate Relations**

During his tenure, Bill oversees the raising of capital from investors. Before this role Bill was President of Dakota Capital Life Insurance and General Manager for the Coca-Cola Bottling Co. for 30+ years. In his spare time he and Teri enjoy traveling and meeting new friends.

**Matt Gehrtz****Vice President of Construction Management**

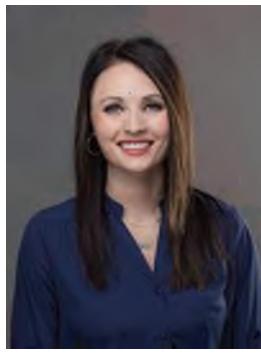
He is involved in all construction related activities, including project scheduling, coordinating and cost tracking. Prior to Gehrtz Construction, Matt worked as a civil/structural engineer for 5 years in Colorado. He has his Masters of Business Administration in Finance and is licensed as a Professional Engineer.

**Amy Hass****Senior Vice President**

Amy has been with the company for the past 2.5 years and oversees all aspects of the Management business. Prior to EPIC Companies, she was a Manager with Gap Inc, for over 8 years. She is currently finishing her Management degree at North Dakota State University.

**Vicki Campbell****Vice President of Finance**

Bachelor's Degree in Accounting. Twenty plus years accounting experience. Originally from Chicago, lived in California, Italy and now Minot ND.

**McKenzy Olson****Vice President of Marketing & Public Relations**

Masters in Communications and a Bachelors of Science in Public Relations and Advertising. Oversees all marketing campaigns at EPIC Companies. She works closely with residential and commercial tenants to create business success. She also works as an Adjunct Professor at NDSCS and has previously worked as a Marketing Director at ZBA/GCS.

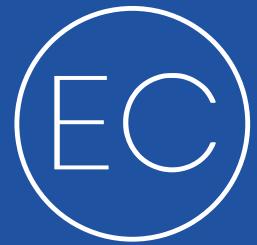
**Lance Johnson****Vice President of Events, Parking & Facilities**

18 years of Event and facility management experience, including major concerts, Division 1 sports and international sporting tournaments. Oversees all events and promotional sponsorships. Previous event management experience includes working at Bemidji Center, Scheels Arena, and Ralph-Englestad Arena.

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DEVELOPMENT TEAM

DEVELOPMENT TEAM



Megan Sundet-Plankers
Leasing Manager



Kara Thiessen
Leasing Agent



Josiah Berg
Leasing Agent



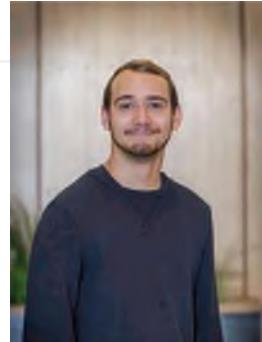
Sonia Mitchell
Insurance Specialist



Josh Ottesen
Maintenance Manager



John Cook
Maintenance Technician



Cole Howard
Maintenance Technician



Danielle Pavlick
Payroll Administrator and Human Resources



Ruby Rau
Administrative Assistant and
Affordable Housing



Tarah Kendall
Accountant



Scott Vigested
Accountant



Jake Dissmore
Graphic Design and Marketing



Britta Timm
Events Marketing and Design



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PROPOSED CONSTRUCTION MANAGER



Gehrtz Construction Services, Inc. (GCS) is a full-service construction management firm with an office located in Fargo, North Dakota. The principals in the firm are Steve Gehrtz, Dan Kleist, Brian Berg, and Tony Wolf. Steve and Brian alongside former principal, Tim Zerr, started the firm in 2001. Dedicated to our area, the principals have a combined 70 years of experience in the local and regional market. **At Gehrtz Construction Services we truly care about delivering projects in the most efficient and cost effective manner to benefit our clients.**

Steve Gehrtz has personally been providing Construction Management and Construction Services for owners in this region since 1986. His experience in providing professional CM services is unparalleled in the region. GCS, combined with the architectural division, has a current staff of 31 including nine construction managers, eight registered architects, four project managers, four student interns, one interior designer, and five administrative support personnel.

Services Offered

- Construction Management
- Owner's Representative
- Cost Management
- Schedule Management
- Contract Administration
- Procurement of Inspection & Testing
- Commissioning Services

Integrity & Honesty

GCS infuses integrity and honesty throughout the entire design, bidding, and construction phases that contractors have come to respect. We take a "firm but fair" approach to contractors. We work with contractors to ensure specifications and drawings are followed. These factors have a direct correlation to obtaining the most competitive bids from contractors on projects that GCS manages.

Owner's Advocate

We are the owner's advocate on all issues throughout the design and construction phases. **The owner's interests are always placed first in all decisions.**



510 4th Ave N
Fargo, ND 58102
Ph. 701.297.0704
Fax 701.280.9021
info@gcs-fm.com

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PROPOSED CONSTRUCTION MANAGER



Education

B.S. Construction Management
North Dakota State University
Fargo, ND

Steve Gehrtz, AIC, CPC – Principal Construction Manager

Oversees the project managers team from pre-design to project completion while implementing owner input.

Relevant Project Experience:

University of Jamestown Mixed-Use Dormitory – Jamestown, ND
Blue on Broadway – Minot, ND
Area 57 Development – Bismarck, ND
Sheyenne 32, East & South Buildings – West Fargo, ND
Pioneer Place – West Fargo, ND
Block E – Moorhead, MN
Warner & Company Insurance Office Remodel – Fargo, ND
Sheyenne Plaza – West Fargo, ND
Homewood Suites – West Fargo, ND
McKinley Plaza – Detroit Lakes, MN
Arbor Courts Multi-Family Development – Fargo, ND
Happy Harry's Bottle Shop – Fargo, ND
Boulevard Square on the Preserve – West Fargo, ND
Shoppes on 45th Street – Fargo, ND
Beaver Ridge Plaza – Minot, ND
Sanford YMCA Family Wellness Center – Fargo, ND
Sanford Power Center – Fargo, ND
Family Wellness Hot Yoga – Fargo, ND
Highpoint Residential Development Apartments – Fargo, ND



Education

B.S. Construction Management
Minnesota State University Moorhead
Moorhead, MN

Dan Kleist – Principal Construction Manager

Manages all facets of the project from cost estimating, scheduling, plan review, and project management. Works closely with clients and the design team to provide a high-quality project that is within budget and completed on schedule.

Relevant Project Experience:

Area 57 Development – Bismarck, ND
Sheyenne 32, East & South Buildings – West Fargo, ND
Block E – Moorhead, MN
Warner & Company Insurance Office Remodel – Fargo, ND
Boulevard Square at the Preserve – West Fargo, ND
Sanford YMCA Family Wellness Center – Fargo, ND
Sanford Power Center – Fargo, ND
Highpointe Residential Development Apartments – Fargo, ND
DLPS High School Renovation & Addition – Detroit Lakes, MN
DLPS Middle School / Roosevelt Elementary Renovation & Addition – Detroit Lakes, MN
DLPS Rossman Elementary Renovation & Addition – Detroit Lakes, MN
MAPS Operations & Transportation Center – Moorhead, MN
MAPS Horizon Middle School 5-6 Addition – Moorhead, MN
FPS Ed Clapp Elementary – Fargo, ND
FPS Eagles Elementary Addition – Fargo, ND



Education

B.S. Construction Management
North Dakota State University
Fargo, ND

Jordan Vadnais – Construction Manager

Guides projects through the construction process. Responsible for project reporting, day-to-day administration of the project, implementation of schedules, shop drawing review, coordinate construction activity, facilitates material deliveries, anticipates problem areas and works to identify corrective measures, and maintains project daily logs.

Relevant Project Experience:

Pioneer Place – West Fargo, ND

Personal Project Experience (Completed prior to joining GCS.):

Hair Success Salon & Day Spa – Fargo, ND
First International Bank – Grand Forks, ND
South Beach Apartments – Bemidji, MN
Columbia Commons Retail – Grand Forks, ND
Westdale Apartments – Wahpeton, ND
Whispering Pines Apartments – Fargo, ND
Best Western – Grand Forks, ND
Fairfield Inn & Suites – Jamestown, ND
Rejuv Medical Aesthetic Clinic – Fargo, ND
North Dakota ITD Building – Bismarck, ND
Capital Square – Bismarck, ND



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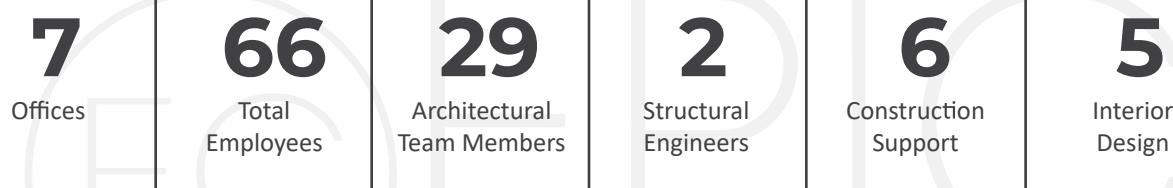


PROPOSED ARCHITECT

Firm Overview

ICON Architectural Group was formed in 2002 and has established itself as one of the mainstay architectural firms in the Upper Midwest. Our vision is to provide clients with innovative designs and effective building solutions. Our success hinges on the success of our clients.

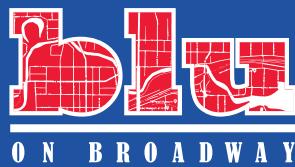
Our relationships with clients and the individualized attention throughout the planning and design process is the key to ICON's success. Our approach is to listen, understand, communicate, and suggest. At ICON, we take our clients' project goals, budget and schedule seriously. With the ICON experience, you will receive continuous personal service from programming through occupancy.



ICON
ARCHITECTURAL GROUP

EXPERIENCE IN MIXED-USE

ICON has a team of over 50 architects, engineers, and designers that are dedicated to creating buildings that positively impact our community and the way people work and live. We create success by working as a partnership through our process of constant, open communication with our clients. Technical expertise and exceptional service truly set ICON apart. ICON has extensive experience in delivering successful mixed-use projects and as mixed-use building owners ourselves we understand the implications of this building type.



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PROPOSED ARCHITECT

Mixed-Use Projects

Sheyenne32 Master Plan, West Fargo, ND

Sheyenne 32 East Building, West Fargo, ND

Sheyenne 32 South Building, West Fargo, ND

Pioneer Place, West Fargo, ND

Allie Commons, West Fargo, ND

The Firm, West Fargo, ND

Area 57 Building C, Bismarck, ND

Area 57 Building D, Bismarck, ND

42nd Street Commons, Grand Forks, ND

South Shore Crossing, Bemidji, MN

Multi-Family Projects

Boulder Apartments, Grand Forks, ND

Sonoma Lofts, Grand Forks, ND

Stone Creek Apartments, Grand Forks, ND

Agassiz Apartments, Grand Forks, ND

Cherry Heights Apartments Renovation, Grand Forks, ND - HUD

Oak Manor Renovations Apartments, Grand Forks, ND – HUD

Campus Place – 4 Buildings, Grand Forks, ND

McEnroe Apartments – 4 Buildings, Grand Forks, ND

University Village Townhomes, Grand Forks, ND

ICON
ARCHITECTURAL GROUP



Luke Schneider
Designer



City of Minot

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701.866.1006

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PROPOSED STRUCTURAL ENGINEER



HEYER ENGINEERING

1020 36th St S – Suite A
Fargo, ND 58103
P: 701-280-0949
F: 701-280-9686

6340 S Western Ave
Suite 110
Sioux Falls, SD 57108
P: 605-370-6139

Heyer Engineering offers full service consulting structural engineering services with offices in Fargo, ND, Sioux Falls, SD, and Orange, CA. Jim Heyer founded the Company in 1983 as a Professional Engineering corporation.

Over the past 35 years, we have completed more than 10,000 projects in 40 different states. Projects have ranged from simple observation reports to small and medium sized projects such as office buildings, schools, hotels, industrial buildings, etc. to large projects like the complex Northwest Aerospace Training Center for Northwest Airlines in Eagan, MN, Essentia Health Medical Center in Fargo, ND, UND Medical School in Grand Forks, ND, the Ralph Engelstad Hockey Arena at UND in Grand Forks, ND, the Chanhassen High School in Chanhassen, MN and the Tharaldson Ethanol Plant in Casselton, ND.

We utilize a variety of engineering computer programs to aid in the efficient and accurate design of our projects. These programs include finite element analysis, design of steel, concrete, pre-stressed concrete and timber components, footings, seismic, and 3D analysis.

Our staff is very efficient and dedicated to each project our office completes. We employ 19 Engineers, 12 Technicians and Designers, and 2 Administrative Assistants. Four of our Structural Engineers have over 35 years of engineering experience and three have over 20 years of engineering experience.

We pride ourselves on our excellent documentation standards. We keep abreast of new developments and implement them when benefits will be realized by our clients. We maintain a high success level of meeting all design and production schedules. We are a strong progressive firm in design and professional character. We are fluent in both AutoCAD drafting software for two-dimensional drafting and also in the BIM software Revit for producing three-dimensional models and plan documentation.

We are members of various national organizations including the National Society of Professional Engineers, American Institute of Steel Construction, Pre-stressed Concrete Institute, American Concrete Institute, American Institute of Timber Construction and The National Masonry Society. Our engineers continually keep abreast of new developments with these organizations through manuals, conversations, and seminars.



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PROPOSED STRUCTURAL ENGINEER



Jim Heyer

President of Heyer Engineering, Inc., a full service Structural Engineering Firm. National Society of Professional Engineers (NSPE), Prestress Concrete Institute(PCI) American Society of Civil Engineers (ASCE), City of Fargo Board of Appeals.



Jason Skiple

Senior Structural Engineer and Principal of Heyer Engineering, Inc., American Institute of Steel Construction (AISC), American Institute of Timber Construction (AITC), American Wood Council (AWC).



Darren Neff

Senior Structural Engineer of Heyer Engineering.



Dave Bruns

Senior Structural Engineer and Principal of Heyer Engineering.



Eric Greiff

Senior Structural Engineer and Principal of Heyer Engineering.



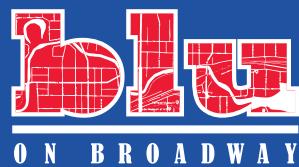
Mike Murie

Senior Structural Engineer of Heyer Engineering.



Nicole Marie Crist

Project Structural Engineer of Heyer Engineering.

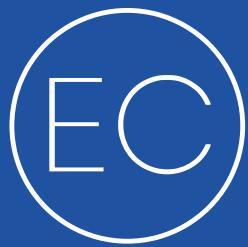


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Mixed-Use Facilities

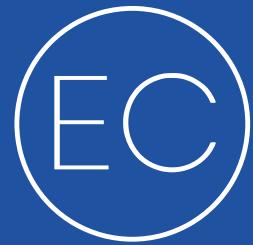
Daybreak Bismarck, ND	4 - Story	2018
Pioneer Plaza (Phase 1) West Fargo, ND	4 - Story	2017
Ain Dah Yung Center St.Paul, MN	4 - Story	2017
Alexandre Marie Apartments Fargo, ND	4 - Story	2013
WSC Housing Williston, ND	4 - Story	2012
Civic Auditorium Redevelopment Grand Forks, ND	4 - Story	2010
Cityscapes Plaza Fargo, ND	4 - Story	2008
Jackson Place Development Elk River, MN	3 - Story	2005
Bluff Block Elk River, MN	4 - Story (with 2 levels of underground parking)	2005
University Place University of North Dakota Campus	4 - Story	2005
Woodhaven Plaza Fargo, ND	3 - Story	2004
Stone West Village Moorhead, MN & Fargo, ND	3 - Story	2004



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PROPOSED CIVIL ENGINEER



Delivering Mechanical, electrical, civil and transmission engineering project solutions to businesses, buildings and homes throughout the upper Midwest.



Josh Magelky, P.E.

Project manager responsible for all aspects of civil engineering projects including development of plans, specifications, construction cost estimates, and construction observation. Project design work includes education and athletic facilities, parking lots, street projects, parks, and commercial, residential, and religious facilities.



Tony Sager, Civil Engineer

Mr. Sager is an engineer, responsible for all aspects of civil engineering projects including development of plans, specifications, construction cost estimates, and construction observation. Project design work includes, site utilities, street design, stormwater management, and site development in both commercial and residential applications. He also has experience in the field as a geotechnical technician where he performed testing of various soils and provided on-site testing of concrete materials



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Combined Experience

Allie Commons, West Fargo, ND, 2019

The Firm, West Fargo, ND, 2019

Sheyenne 32 East Building, West Fargo, ND, 2018

Sheyenne 32 West Building, West Fargo, ND, 2018

Sheyenne 32 South Building, West Fargo, ND, 2018

Pioneer Place, West Fargo, ND, 2018

Eagle Ridge Plaza, Fargo, ND, 2018

Dillard Building, Fargo, ND, 2018

Black Building, Fargo, ND, 2018

Maplewood 7-Plex, Fargo, ND, 2018

Maplewood Townhomes, Fargo, ND, 2018

Metro Drug Retail Shops, Fargo, ND, 2017

Osgood Townsite Apartments, Fargo, ND, 2017

McKinley Plaza, Detroit Lakes, MN, 2016

Roberts Commons, Fargo, ND, 2016

Union Storage, Fargo, ND, 2015

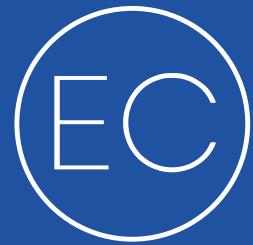
Cityscapes on Roberts Street, Fargo, ND, 2009

Riverside Market, Moorhead, MN, 2007

Kassenborg Block, Moorhead, MN, 2007

East Fourth Street Mixed Use, Moorhead, MN, 2006

Woodhaven Plaza, Fargo, ND, 2006



PROPOSED MECHANICAL ENGINEER



Precision Plumbing Electrical Heating Cooling & Dirtworks is a full service contracting company headquartered in West Fargo, ND. Precision Plumbing business was founded and started in 2003 by Jon Hanson. By 2008 Precision had added Electrical and HVAC divisions. Precision Dirtworks, our excavation division was added to the Precision family of companies in 2015. Owners Brad Johnson, Beau Koffler, and Travis Anderson came to Precision with the addition of these divisions. Our ownership team brings 75 plus years of experience to our area.

Core Values

FAMILY

The Precision **FAMILY** encompasses our employees and their **FAMILIES**, customers and vendors. These relationships share common responsibilities, needs and goals. As a **FAMILY**, we work, celebrate, and support each other as we strive to improve on a daily basis.

RESPECT

Precision **RESPECT** means treating others as we want to be treated: Kindness, professionalism, trust, acceptance, and appreciation. We strive to show **RESPECT** through attendance, accountability, communication, and follow up through completion.

QUALITY

QUALITY work at Precision means doing the job right the first time. **QUALITY** comes from organization, pride, cleanliness and patience, while meeting all timelines on Precision workmanship.

Owner's Statement

Precision is committed to professional, timely, and thorough completion of our work. We take pride in our motto that "The job isn't done until the cleanup is done". Our 100 plus employees are committed to doing the job right the first time as stated in our core values.

PRECISION
INC.

1935 4th Ave NW
West Fargo, ND 58078
(701) 238-1753
www.precisionpe.com



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PROPOSED MECHANICAL ENGINEER



Jon Hanson | Owner Precision Plumbing

Jon brings over 25 years of plumbing construction experience to the Precision family of companies. He started Precision Plumbing in 2003 and has grown the business to include residential, multi-family, and commercial plumbing construction services.



**Brad Johnson | Managing Partner
Electrical and HVAC Divisions**

Brad came to the Precision family of companies in 2008 with the addition of the Electrical and HVAC divisions. He brings more than 25 years of experience in the HVAC wholesale and construction businesses

•Development •Management



**Beau Koffler | Managing Partner Precision
Dirtworks division**

Beau started with Precision Plumbing in 2004. Beau was instrumental in growing the plumbing business to its current level. He became the Managing Partner for Precision Dirtworks which was started in 2015.



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PRELIMINARY PLANS

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)







MINOT - BLU ON BROADWAY

EPIC COMPANIES
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RENDERING East Elevation

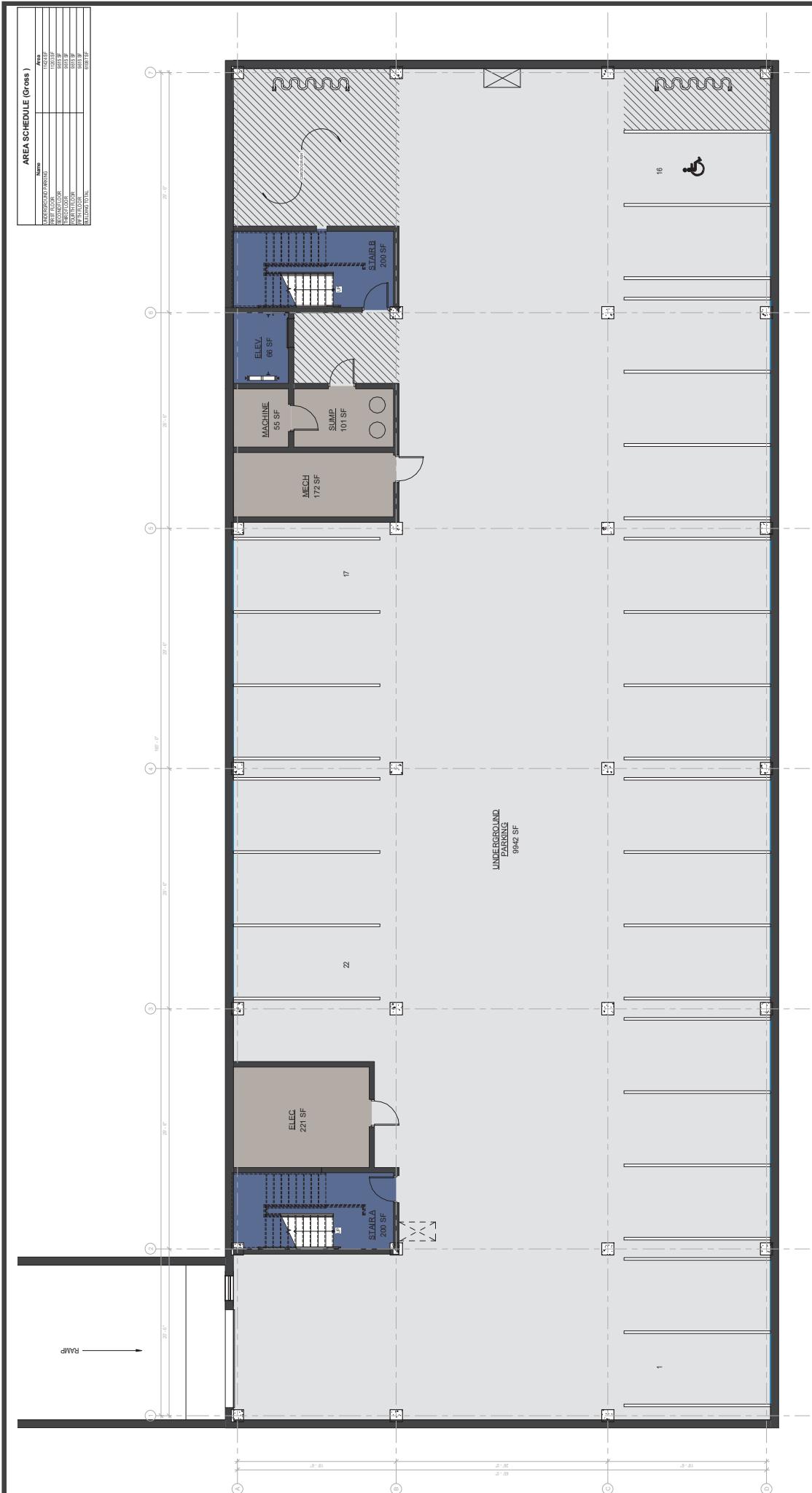
94



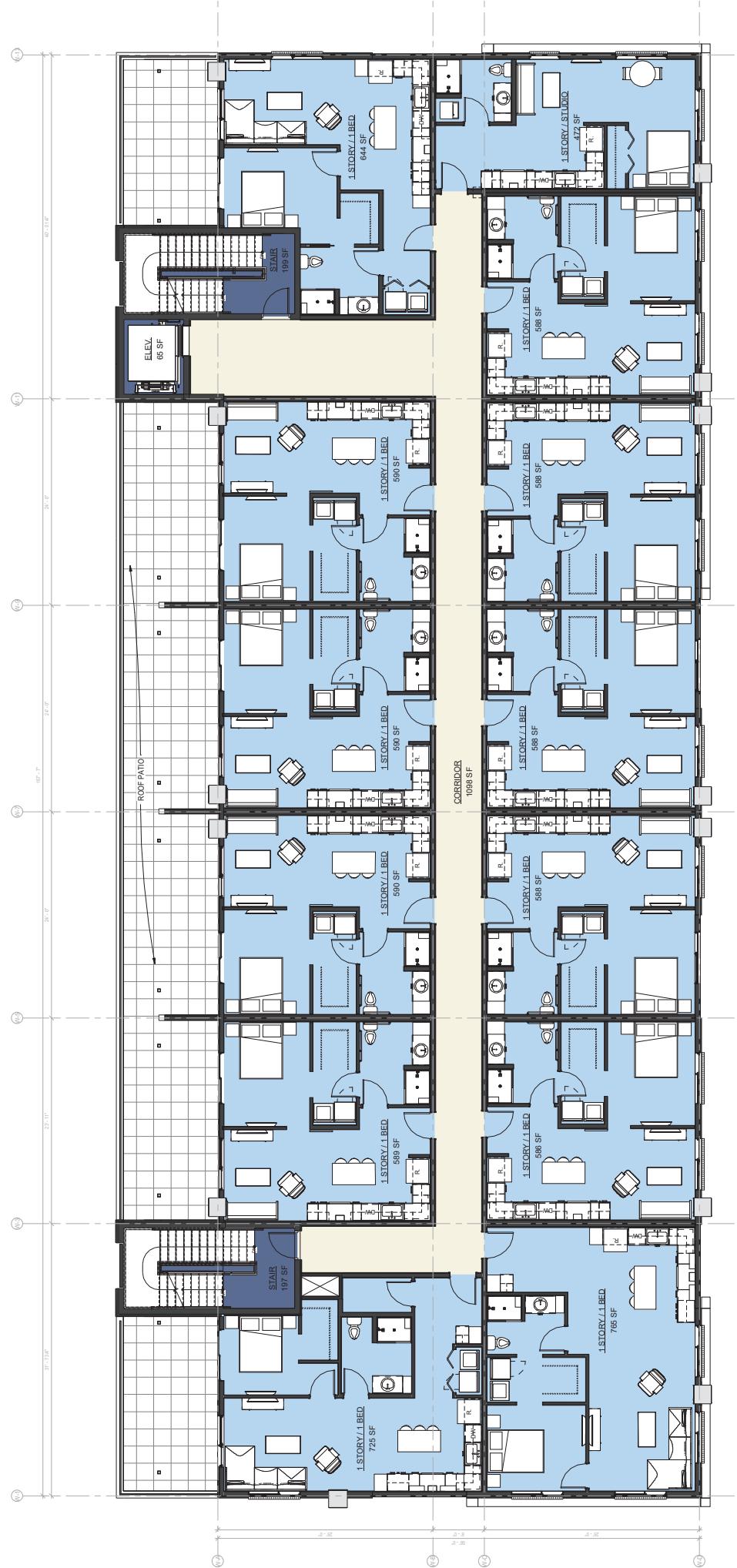
SITE PLAN

96





AREA SCHEDULE (Gross)	
Room	Area
UNDERGROUND PARKING	114
FIRST FLOOR	172
SECOND FLOOR	96
THIRD FLOOR	80
FOURTH FLOOR	66
FIFTH FLOOR	610
BUILDING TOTAL	



SECOND FLOOR PLAN

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MINOT, ND



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THIRD FLOOR PLAN

100



FOURTH FLOOR PLAN

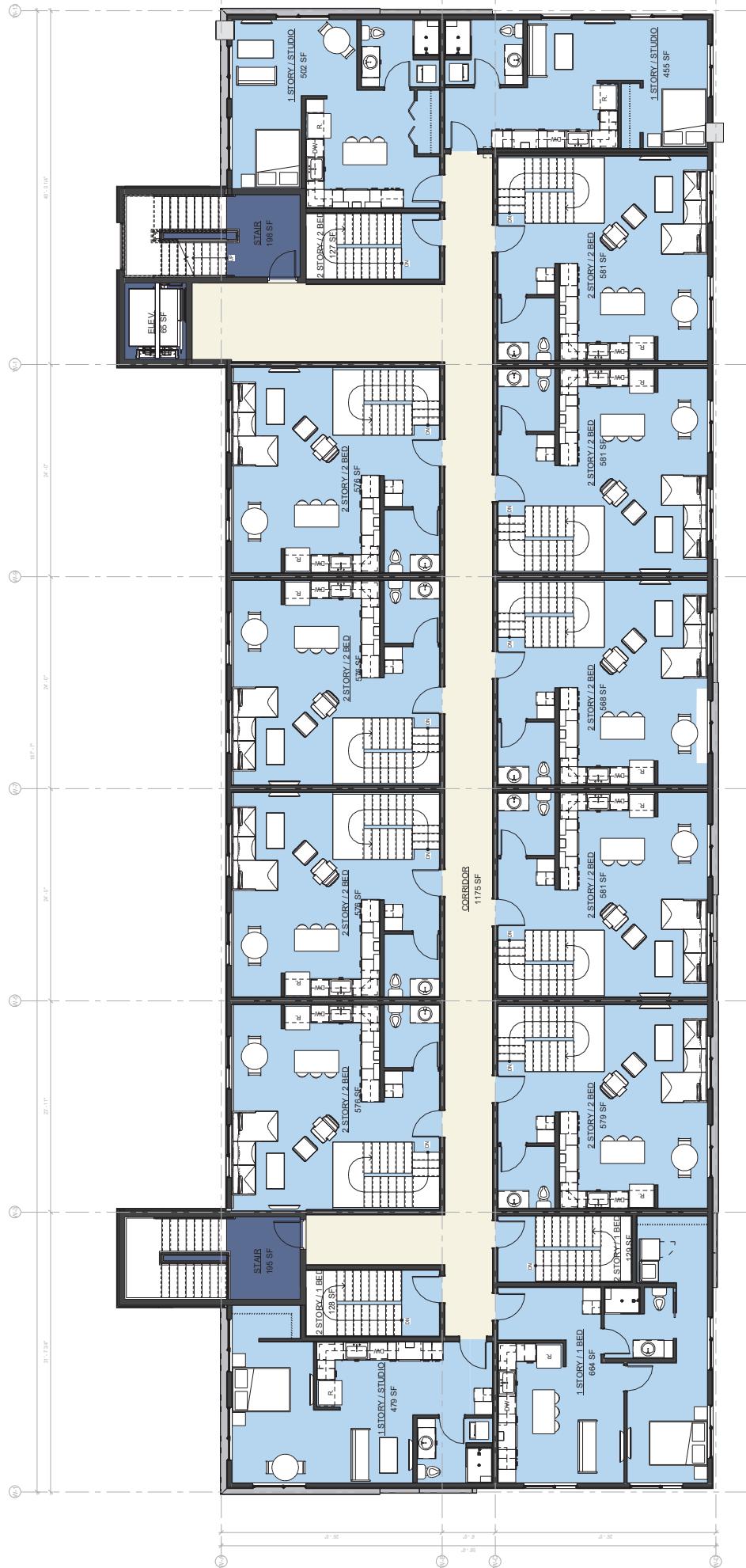
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MINOT, ND

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FOURTH FLOOR PLAN



AREA SCHEDULE (Gross)	
Name	Area
UNDERGROUND PARKING	111
STRETCH LOBBY	11
SECOND FLOOR	99
THIRD FLOOR	99
FOURTH FLOOR	99
FIFTH FLOOR	99
STAIRS, ETC.	61
ROOF, ETC. 10%	96



FIFTH FLOOR PLAN

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MINOT, ND

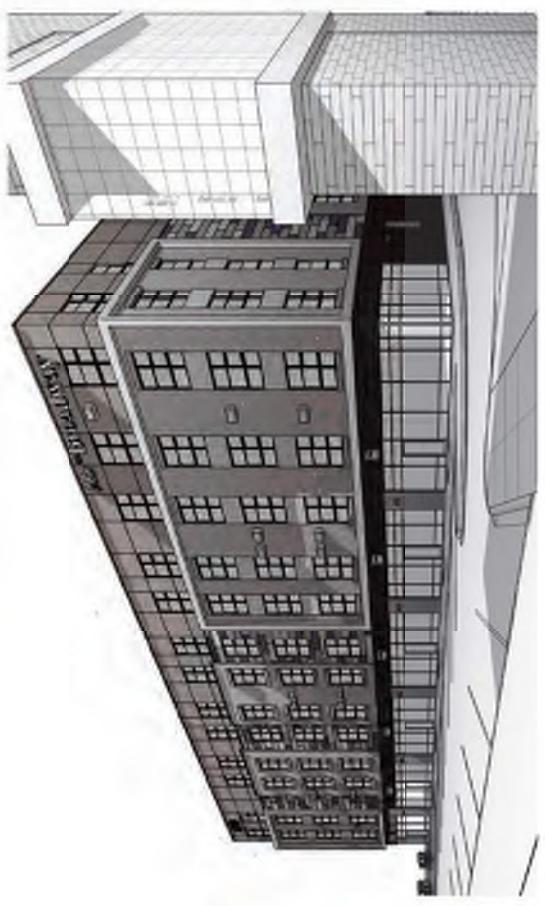
EIGHT EIGHT PLAN

10

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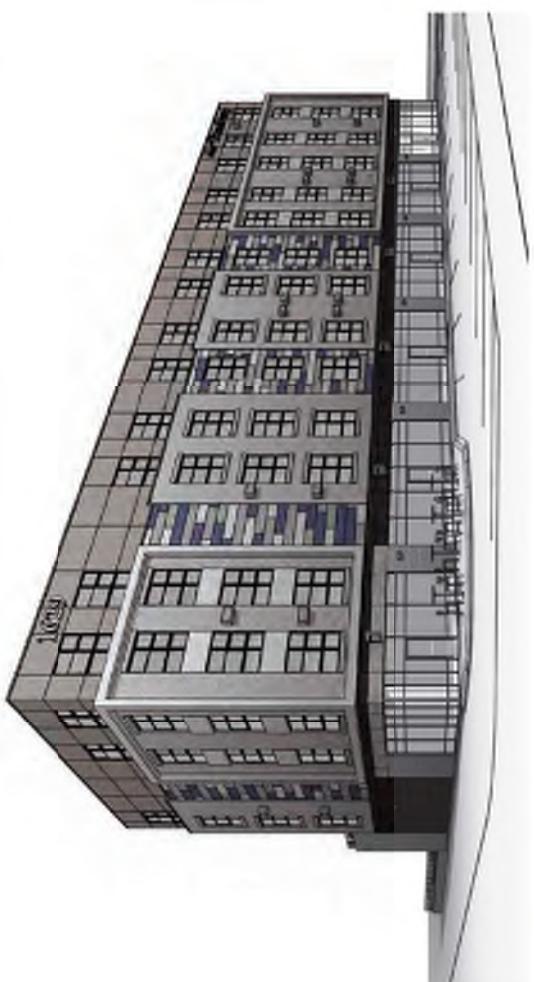
VIEW FROM SOUTHEAST
1009



VIEW FROM SOUTHWEST
1009



VIEW FROM NORTHEAST
1009



VIEW FROM NORTHWEST
1009

PERSPECTIVES

MINOT - BLU ON BROADWAY

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RESILIENT AND ENERGY REQUIREMENTS

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



RESILIENT AND ENERGY REQUIREMENTS

CDBG-NDR Resilience and Energy Efficiency Requirements

Blu on Broadway will be designed to incorporate many of the desired features of a Resilient Project as identified by the community. Some of those features include:

Walkability – this site on South Broadway is prime for redevelopment. According to www.walkscore.com this site received a score of 73 out of 100 which means the site is ‘Very Walkable’ and that most errands can be accomplished on foot. There are many services and facilities nearby including, but not limited to: restaurants (Dairy Queen, Subway, Pizza Hut, Paradiso, Burger King, Wendy’s Domino’s, Papa Murphy’s, Qdoba, Tutti Frutti, Broadway Bean and Bagel, Dickey’s Barbecue, Taco John’s, Arby’s, Captains Cove and Chin Star); grocery store with post office (Market Place); financial institutions (Prairie Federal Credit Union, EZ Money Check Cashing, First International Bank & Trust); laundromat (Off Broadway Laundromat); recreation (South Hill Sports Complex, Sertoma Sports Complex); education (Edison Elementary School, Washington Elementary School, Our Redeemer’s Christian School); and religious (Our Redeemer’s Church, Immanuel Baptist, Minot Seventh Day Adventist, Our Lady of Grace Catholic Church). All of these services are located within 7 blocks of the proposed site, and the majority of them within 2 blocks.

EPIC is involved in every aspect of the development process. From conceptual design, through construction and ongoing with management and ownership – our goals are to have a quality property that tenants want to live, and businesses want to reside. The features and amenities of our projects help set us apart from our competition and are critically important to ensuring high occupancy rates that lead to successful projects that investors will continually support. Blu on Broadway will be designed with quality features and finishes. Some of these features include: secure underground parking, outdoor recreation space and a level of interior finishes and appliances that we expect will create high demand for our residential units.

Smart Growth – redeveloping this site will utilize existing infrastructure and incorporate other themes in line with smart growth principles. It will be a 5 story building and the mix of residential units will provide a good selection of choices. It will greatly increase the value of the property – the nearly \$10,000,000 project is significantly more than the currently assessed value. If allowed to reconstruct 1st St SW through a TIF, we would like to incorporate a transit stop to support public transportation.

Energy Efficiency – this project will be designed using energy efficient features from Energy Star. EPIC has determined that whether or not they are applying for certification of a ‘green building standard’, it is good practice to incorporate key items regardless because of their benefits. From Energy Star appliances, LED light fixtures, and low-flow fixtures, to larger systems and components like windows, mechanical equipment, etc. Implementing these items into a new building promotes efficiencies that save energy, save money and make sense.

CLOSING STATEMENT

Minot National Disaster Resilience Program
Infill Mixed-Use Affordable Multi-Family Rental Housing
Request for Proposal (RFP)



CLOSING STATEMENT

Thank you for reviewing our proposal for Blu on Broadway. We appreciate the time and effort that is required to digest all the materials and information submitted. We are available for any questions or clarifications as they arise throughout your process; and we look forward to working together to provide the City of Minot with another successful resiliency project if awarded the opportunity.

Regards,

EPIC Companies



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