

Snelling Yards Development



SNELLING YARDS REDEVELOPMENT TEAM



WORKFORCE HOUSING DEVELOPER:
Snelling Yards Development, LLC
Lupe Development Partners and The Wall Companies

AFFORDABLE SENIOR HOUSING DEVELOPER:
Ecumen

CONTRACTOR: Frana Companies

ARCHITECT: Pope Architects

ENVIRONMENTAL / LANDSCAPE: Wenck

GRANT WRITER: The Landon Group

COLLABORATIVE HISTORY & SUCCESSFUL OUTCOMES

The **Snelling Yards Development Joint Venture team** is a natural partnership of companies and professionals who have partnered successfully on housing developments in the Twin Cities. The team includes experts in development, management, building design and construction and environmental/site design.



The team was strategically assembled to offer the City of Minneapolis the reassurance of a well-organized, experienced team to redevelop the Snelling Yards site into a vibrant, community-orientated housing option. The City can also be confident that this collaborative team will support a development to reinforce the existing Hiawatha Corridor transit infrastructure, as well as kick-start the connective block of bike and pedestrian access between the Sabo Bridge and Minnehaha Park.

Mill City Quarter / Abiitan, Downtown Minneapolis

Lupe Development Partners • The Wall Companies • Ecumen • Frana Companies • Wenck • The Landon Group

East Side Apartments, St. Paul

Lupe Development Partners • The Wall Companies • Frana Companies • Pope Architects • Wenck • The Landon Group

Broadway Flats, Minneapolis

Lupe Development Partners • Frana Companies • Wenck • The Landon Group

Seasons of Apple Valley, Apple Valley

Ecumen • Frana Companies

Tabitha GracePoint Senior Living, Lincoln, NE

Ecumen • Pope Architects

Zvago Glen Lake Senior Coop, Minnetonka

Ecumen • Frana Companies

StoneArch Apartments 1 & 2

Lupe Development Partners • The Wall Companies

Catholic Eldercare TCU Addition, Minneapolis

Frana Companies • Pope Architects

WoodsEdge at Sanford Health (LEED Silver)

Ecumen • Pope Architects

Snelling Yards Development



WORKFORCE HOUSING DEVELOPER: Snelling Yards Development, LLC

Lupe Development Partners

The Wall Companies



Lucy Minn
President / CEO



Steve Minn
Vice President / CFO



Brian Flakne
General Counsel



Aaron Diederich
Vice President of Construction



John Wall
President



Jeff Ellerd
Development Project Manager

AFFORDABLE SENIOR HOUSING DEVELOPER: Ecumen



Julie Murray
Chief Business Development Officer / Sr. VP



Dena Meyer
Senior Director of Business Development



Mark Lucas
Director of Business Development



Anne Stanfield
Director of Business Development

ARCHITECT: Pope Architects



Ward Isaacson
President



Rob Howard
Design Architect

CONTRACTOR: Frana Companies



Pete Donnino
CEO



Mike Benedict
President



B.J. Mariotti
Construction Project Manager



Dan Neudecker
Sr. Project Manager



Bryan Schleif
Job Captain

ENVIRONMENTAL / LANDSCAPE: Wenck



Lucius Jonett
Landscape Architect

GRANT WRITER: The Landon Group



Becky Landon
CEO



Stephanie Hawkinson
Director of Housing Development

Snelling Yards Development



COMPANY OVERVIEWS



Lupe Development Partners is a woman-owned, W/MBE Certified, real estate development company that opened its doors in 1989.

Lupe has focused its portfolio of work on transit-oriented infill and adaptive reuse in the urban core. The company has created (or is currently in development with) over 1,000 units of market-rate, ownership and affordable housing in the Twin Cities, and over 1 million square feet of commercial, industrial and retail square feet. In addition to real estate, the principals of Lupe Development Partners have substantial interests in banking, publishing and broadcasting, most notably Bridgewater Bank of Bloomington and United Communications Corporation.



Ecumen is a non-profit 501(c)(3) corporation with over 150 years of service. Ecumen is one of the United States' largest and oldest non-profit senior housing and services companies. Affiliated with the Evangelical Lutheran Church in America (ELCA), Ecumen was founded in 1862 and is headquartered in Shoreview, Minnesota.

Ecumen operates more than 70 senior housing and long-term care centers in Minnesota, Wisconsin, North Dakota and Idaho. This includes approximately 4,000 housing and care center units. Ecumen's housing and service options include independent living, at-home residential services and home care, adult day services, assisted living housing, memory care housing and nursing homes that provide long-term care and short-term rehabilitative services. Ecumen has been named as one of Minnesota's "Best Places to Work" by the Minneapolis/St. Paul Business Journal for more than eight years.



The Wall Companies, founded in 1967 by Fred Wall, and now lead by John Wall, has grown into a diversified collection of enterprises focused on real estate development, acquisition, brokerage and management.

The Wall Companies has developed/purchased over 1,500 residential units in three states, as well as over two million square feet of retail, office, and industrial property, primarily in Minnesota. In addition to real estate projects, the Wall Family owns other financial companies. Most notably, the St. Paul-based Highland Banks, a \$490 Million community bank, with five metro area locations.



Frana Companies is uniquely equipped to provide the best services in multi-family housing construction, and is considered an industry and market leader in providing clients with the latest housing trends, innovative technologies and the most cost effective means and methods of construction.

Since its inception in 1977, Frana Companies has experienced a pattern of continuing growth that now includes approximately \$170,000,000-\$225,000,000 worth of construction volume per year. Our corporate office is located in Hopkins, MN and our construction yard and pre-fabrication wall plant is in Rosemount, MN. Frana's extensive experience in constructing all housing types with self performed carpentry labor crews, puts an emphasis on accountability and quality delivery. Frana builds housing exclusively and no other general contractor has their own prefabricated wall plant or their own field carpentry crews.

Snelling Yards Development

COMPANY OVERVIEWS



Pope Architects is an architecture and interior design firm based in St. Paul, MN, founded in 1974. The firm's practice is diverse, and its reputation and expertise is well-established in multiple market sectors including multi-family housing, senior living, commercial and healthcare.

Pope Architects provides services around the country with a focus in the upper Midwest market. The firm's housing practice has been grown over the last decade, and includes over 5,000 units of multi-family and senior living housing designed by the dedicated housing team. Pope's team members have a unique sensitivity to the dynamics of housing planning and design, that comes from our extensive work in multi-family and senior living campuses throughout the United States. We also bring the wisdom in project management gained from years of professional experience serving the needs of residents, families, staff, and administrators.



Landon Group is a Minnesota Woman-Owned Business Enterprise (WBE) providing financial structuring and project management services to affordable housing, mixed-use and mixed-income developments, as well as supporting organizational capacity building.

The Landon Group has helped structure and secure over \$580M in financing, leveraged hundreds of millions of dollars of additional resources and played key roles on the development teams of award-winning projects. The Landon Group team combines 60+ years of experience in affordable housing and community development.



Wenck is a leading engineering and consulting firm with a 30-year track record of serving clients. Our engineers and scientists are dedicated to providing innovative solutions through strategic engineering and environmental consulting services.

Wenck differs from many other local firms in that we provide a broad platform of civil design, stormwater, environmental and landscape architectural services all in-house. This allows us to work through the iterative site design process to maximize potential while thoughtfully and purposefully addressing conflicts between development needs and public resources. Wenck has partnered with the development team on many projects, most recently Mill City Quarter and Broadway Flats in Minneapolis and the Wilson Ridge Apartments project in St. Paul. Wenck was founded more than 30 years ago in Minneapolis, where it remains headquartered, and now features 14 branch offices in six states strategically located around the country.

Snelling Yards Development



Snelling Yards Development, LLC a single purpose entity formed by the principals of The Wall Companies and Lupe Development Partners – both of Minneapolis, with over 1,000 units of market and affordable housing under development/management in the Twin Cities.

Lupe Development Partners is a woman-owned, W/MBE Certified real estate development company focused on adaptive reuse and in-fill development in transit-oriented corridors. The company has created over 1,000 units of market-rate, ownership and affordable housing in the Twin Cities.

The Wall Companies has grown into a diversified collection of enterprises focused on real estate development, acquisition, brokerage and management. The group has developed over 1,500 residential units in three states, and over two million square feet of retail, office, and industrial property, primarily in Minnesota.

SIMILAR MULTI-FAMILY DEVELOPMENTS



MILL CITY QUARTER

Location: **Minneapolis, MN**
Total Development Cost: **\$26M**
Affordability: **Affordable**
Completed: **August 2016**
Size: **150 Units**



EAST SIDE APARTMENTS

Location: **St. Paul, MN**
Total Development Cost: **N/A**
Affordability: **Affordable**
Completed: **October 2017**
Size: **114 Units**



MADISON LOFTS

Location: **Minneapolis, MN**
Total Development Cost: **\$14M**
Affordability: **Market-Rate**
Completed: **October 2006**
Size: **47 Townhome, Lofts and Flats**



BROADWAY FLATS

Location: **Minneapolis, MN**
Total Development Cost: **\$24M**
Affordability: **Affordable**
Completed: **July 2016**
Size: **102 Units**



STONEARCH 1 APARTMENTS

Location: **Minneapolis, MN**
Total Development Cost: **\$32M**
Affordability: **Mixed - Market-Rate/Affordable**
Completed: **Dec 2004**
Size: **221 Units**



STONEARCH 2 APARTMENTS

Location: **Minneapolis, MN**
Total Development Cost: **\$17M**
Affordability: **Affordable**
Completed: **Feb 2014**
Size: **91 Units**

Snelling Yards Development



Ecumen is a non-profit 501(c)(3) corporation with over 150 years of service. Headquartered in Shoreview, MN, we are one of the top 20 non-profit providers of senior housing and services in the nation.

With annual revenues of over \$150 million, Ecumen owns and operates more than 4,000 units of senior housing. Ecumen owned and managed communities employ more than 3,800 people, with an even more extensive

volunteer and customer base. We are a multi-year winner of the Minneapolis/St. Paul Business Journal's Best Places to Work award, and have been named by the Minneapolis Star Tribune as one of the state's top 100 places to work.

SIMILAR SENIOR HOUSING DEVELOPMENTS



ABITAN MILL CITY

Location: **Minneapolis, MN**
Total Development Cost: **\$42M**
Affordability: **Market-Rate**
Completed: **Nov 2016**
Size: **5-story, 133 units over 2-levels underground parking**



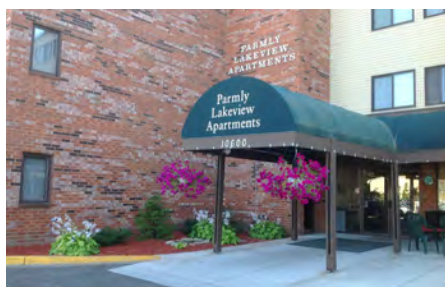
BOARDMAN MEADOWS

Location: **New Richmond, WI**
Total Development Cost: **\$2.7M**
Affordability: **PRAC**
Completed: **2003**
Size: **3-story, 35 units**



SEASONS AT APPLE VALLEY

Location: **Apple Valley, MN**
Total Development Cost: **\$32M**
Affordability: **Market-Rate**
Completed: **2012**
Size: **4-story, 134 units over underground parking**



PARMLY LAKEVIEW

Location: **Chisago City, MN**
Total Development Cost: **\$2.2M**
Affordability: **HUD Sec 202/8 NC**
Completed: **1981**
Size: **3-story, 60 units**



ZVAGO GLEN LAKE

Location: **Minnetonka, MN**
Total Development Cost: **\$18M**
Affordability: **Market-Rate**
Completed: **June 2017**
Size: **4-story, 54 units over underground parking**



UPTOWN MAPLE COMMONS

Location: **North Branch, MN**
Total Development Cost: **\$3.5M**
Affordability: **Tax Credit - Section 42**
Completed: **2002**
Size: **3-story, 50 units**