

# Investment Connection Request for Proposal - St. Louis

Response ID:86 Data

## 3. Enter Your Submission's Details

### 1. Project/Program Name:

Northside Community Housing, Inc.

### 2. Organization's Legal Name (as shown on IRS Letter of Determination):

Northside Community Housing, Inc.

### 3. Doing Business As (DBA - if name differs from legal name):

Northside Community Housing, Inc

### 4. Organization Contact Info:

	Info
Street Address 1	4067 Lincoln Avenue
Street Address 2	
City	St. Louis
State	MO
Zip	63113
Organization Phone Number	3145310310
Organization Website:	www.northsidecommunityhousing.org
Organization Email Address	michael@nchistl.org

### 5. Executive and Primary Contact Info:

	Info
Executive Director or Top Executive:	Michael Burns
Executive Phone Number:	3144965808
Executive Email Address:	michael@nchistl.org
Primary Contact for this proposal:	Michael C Burns
Primary Contact's Phone Number:	3145310310
Primary Contact's Title:	President
Primary Contact's Email Address:	michael@nchistl.org

### 6. Are you a 501(c)3?

Yes

### 7. Organization Mission Statement (Please limit response to 1,000 characters)

The mission of Northside Community Housing (NCHI) is to provide high quality housing that is affordable to low-and-moderate income area residents and to create opportunities for them to improve their lives and revitalize the community. NCHI believes in empowering residents and supporting families to enable them to build their personal assets. We believe that

everyone should have opportunities that allow them to obtain a sense of well-being and satisfaction in their lives. We value every person and family and strive to build an inclusive, diverse community where everyone is treated fairly. As a community organization, we value fiscal responsibility and accountability in our operations.

**8. Briefly summarize your organization's history. (Please limit response to 1,000 characters):**

For 42 years, Northside Community Housing, Inc (NCHI) has had a stabilizing presence in north St. Louis City. NCHI began in 1977 as a housing department of the Northside Community Center, now known as Northside Youth and Senior Services. In 2003, NCHI was established as a 501c3 organization and spun off from the parent organization. Over the years, NCHI has not only served the community by creating safe and affordable housing but has also been recognized for our numerous community development services. NCHI has administered minor home repairs, community gardening projects, youth employment/entrepreneurship programs, an annual 5K known as Trap Run STL, and involvement in collaborations on back to school events, summer programs for youth and Christmas celebrations. NCHI recently collaborated with the producers of a film about the history of Homer G. Phillips Hospital in the Ville Community entitled, "The Color of Medicine."

**9. Briefly describe the organization's current programs and activities - Include examples of recent accomplishments, i.e., number of people served annual, housing units built, loans made, etc. (Please limit response to 1,000 characters):**

Some of NCHI's most significant accomplishments to date include the following:

- 1). Acquired and developed 301 mixed-income homes and apartments (new and rehab):  
163 Rental & 123 Lease-purchase
- 2). Stabilized 5 contiguous blocks east of North Sarah Street to create a 75 unit, single-family home subdivision in the heart of the historic Ville neighborhood of St. Louis.
- 3). Launched the first LIHTC (Low-income housing tax credit) lease-purchase homeownership program. 40% of the homes currently eligible for purchase have been sold.
- 4). Completed minor home repair for 40 homeowners.
- 5). Provided administrative and fiscal support to collaborative community projects, including 11 vacant lots that have been transformed into community gardens and annual neighborhood events.
- 6). Recently opened our newest development, St. Ferdinand Homes II. This development is inclusive of 43 townhomes, 3 apartments and a meeting space for community partners.

**10. Organizational Annual Budget:**

\$245,000.00

**11. Organization Fiscal Year:**

From date (mm/dd/year) : 01/01/2019

To date (mm/dd/year) : 12/31/2019

**12. Proposal Summary (Please limit response to 1,000 characters):**

NCHI is focusing on two primary capital projects, the rehabilitation of the Ville Community Center/NCHI Offices and the stabilization portion of the Save The Sara Lou Cafe Initiative. The Ville, a culturally and historically significant African American neighborhood has produced such notables as Chuck Berry, Tina Turner, Arthur Ashe, Dick Gregory, just to name a few. The primary use of the community center is to provide a free space for other non-profits and committees to use as a meeting place to conduct business in the community. NAP (Neighborhood Assistance Program) Credits are available for use on this project. Secondly, NCHI is involved in the rehabilitation of the Sara Lou Cafe (SLC). Located at 4067 St. Louis Avenue, the SLC is more than a building-it is a gathering spot in a neighborhood that lacks basic necessities and community gathering spaces. We are seeking to stabilize and protect the building, so that it can be restored to its original grandeur.

**13. Type of CRA eligibility for your proposed project (check all that apply):**

Community facilities/services

Neighborhood revitalization and stabilization

**14. Is your project/program (check one):**

Existing project

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**15. Type of request (check one):**

Grant

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**16. Amount Requested:**

\$350,000.00

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**17. Total Project Budget:**

\$500,000.00

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**18. Funding Period Requested:**

From date (mm/dd/year) : 10/01/2019

To date (mm/dd/year) : 09/30/2021

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**19. Geographical Area(s) Served - Include specific counties MSAs, city(ies), neighborhood(s). (Please limit response to 1,000 characters):**

Both properties are located in the Greater Ville Community in North St. Louis City.

Northside Community Housing, Inc is located at 4067 Lincoln Avenue, St. Louis, MO 63113.

Sara Lou Cafe' is located at 4067-69 St. Louis Avenue, St. Louis, MO 63113.

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**20. Please list other funding secured or potential sources of funding for this project. (Please limit response to 1,000 characters):**

Carrollton Bank \$25,000.00

St. Louis Community Credit Union \$20,000.00

First Bank \$20,000.00

Enterprise Bank \$10,000.00

Commerce Bank \$25,000.00

FCB Bank \$2,000.00

General fundraising \$25,000.00

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**21. Describe how you verify low-moderate income (80% of Area Median Income (AMI) status of program participants or geographies, i.e., percent/number receiving reduced or free school lunch, census tract data or other method). Please be specific! Listing low-income zip codes does not provide sufficient information. You must describe how you verify the income of individual program participants or in the case of geography, census-tract level data. (Please limit response to 1,000 characters):**

All residents (approx. 300 households) that reside in properties owned and operated by NCHI are qualified on annual basis by the re-certification of their income. The Annual income and assets are requested of each resident and calculated by HUD standards by Fox Grove Property Management. Once the income and assets are verified, the resident signs a certification attesting to the correctness of the information and it is imputed into the YARDI software system for viewing by HUD.

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**22. What community development needs or barriers will this project/program address? (Please limit response to 1,000 characters):**

The primary need that is being addressed in this project is to provide suitable spaces in order to increase community engagement. Community groups need space in order to conduct their planning sessions on community engagement. The renovation of the community center will allow various organizations to conduct long term planning sessions to provide assistance to communities and the renovation of the Sara Lou Cafe' will serve as a community social gathering spot geared to preserve community history. In September 2019, NCHI will hire a Community Development Coordinator to help to coordinate these efforts and to promote home ownership and self reliance, coordinating supportive services for tenants, engaging and empowering community residents in neighborhood change, assisting with the marketing and fundraising activities of the organization, and collaborating with partner organizations to further develop community programs.

**23. Is this project part of a larger initiative, i.e., special government designation or a larger collaborative community effort?**

**If yes, please explain. (Please limit response to 1,000 characters):**

The renovation of the two community properties are part of a larger initiative called the Sarah Corridor Project (SCP). SCP involves the redevelopment of 10 contiguous blocks to include new construction, rehabilitation and green spaces. In May 2019, NCHI conducted a ribbon cutting of our newest 43 unit (36 new/7 rehabs) development called St. Ferdinand Homes II. This summer we will start construction of 4 new single family homes on the 2600 block of Sarah Avenue and 1 rehab single family home in the Walnut Park community. NCHI also has an option with the City's St. Louis Development Corporation/ Land Reutilization Authority to redevelop 40+ parcels of land in the Greater Ville Community.

**24. Describe who will be served through this proposed project/program including the percentage of clients currently served or the predicted percentage served who are either LMI or the percentage of small businesses with revenues of \$1 million or less. (Please limit response to 1,000 characters):**

NCHI currently serves approximately 300 households in our affordable housing developments. Over 90% of units are occupied with residents that are less than 80% of the Area Median Income (AMI). As previously mentioned, NCHI is hiring a Community Development Coordinator for the purpose of promoting home ownership, personal self sufficiency and connecting residents with access to community resources (i.e. rental assistance, utility assistance, connections to job placement, etc). None of the requested funds will be used to employ the coordinator. NCHI and our partners will be utilizing the facilities to promote and conduct the aforementioned projects. We anticipate that we will service 20% of our currently households in year one increasing the services by 10% each year. Concurrently, services will be provided to the general public/community at the same 20% level and increasing by 10% each year.

**25. What are the goals of this project?. (Please limit response to 1,000 characters):**

The projects have three primary goals:

- 1). To raise the additional \$350,000.00 necessary to implement the projects;
- 2). Secure the general contractor/s and finalize budgets estimates;
- 3). Monitor the rehabilitation process to insure that milestones are being met during the rehabilitation period.

**26. What is the timeline for implementing this project?. (Please limit response to 1,000 characters):**

The timeline for implementation to completion of the NCHI Office/Community Center project is 12 months. Project is slated to start in the Spring of 2020. The timeline for implementation to stabilization of the Sara Lou Cafe' is 24 months. Project is slated to start in the Summer of 2020.

**27. Significant Partnerships:**

**Does this project/program involve any external partners that may add capacity, programmatic experience and/or funding? (Please limit response to 1,000 characters):**

NCHI has engaged the professional services to two agencies and one community partner in the development of our plan. RISE Community Development provides NCHI with extensive industry expertise to all stages of neighborhood revitalization and development, providing consulting and data-driven strategic guidance to help kick-start, finance, manage and successfully complete neighborhood redevelopment projects.

Holmes, Radford & Reynolds is our fundraising consultant whom is assisting NCHI in approaching the philanthropic community by developing our story, engaging our supporters and fine tuning our approach for fund development.

The Ville Collaborative is a coalition of businesses, non-profits, church leaders, community residents and politicians that meet on a monthly basis to share information on how to strategically disseminate resources to the community.

**28. Who will be responsible for developing, documenting and reporting relationships with connections made through the Investment Connection? (Please limit response to 1,000 characters):**

Primarily, Michael Burns, President of Northside Community Housing, Inc will be responsible for developing, documenting and reporting relationships made through the Investment Connection. Mr. Burns will be assisted by the new individual whom is hired in the position of Community Development Coordinator.

**29. What are the anticipated measurable outcomes of this project?. (Please limit response to 1,000 characters):**

The outcome measures are centered around safety, capacity and community assets.

Safety:

NCHI will decrease the number of structural deficiencies at the Lincoln location by 50% with 6 months of project implementation.

Capacity:

NCHI will increase the number of community meetings/gatherings at the Lincoln location by 20% within one year following building rehabilitation.

Community Asset:

Increase the knowledge of NCHI's programming by 25% within one year of program implementation.

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**30. How do/will you evaluate this project? Describe the measurement tool(s). (i.e., participation checklists, pre/post surveys, intake sheet, etc.) (Please limit response to 1,000 characters):**

The project will be measured in the following manner:

- 1).Pre/post inspections will be conducted on both properties;
- 2).Financial draws will be used to determine rehabilitation project schedule;
- 3).Community calenders will provide information on the usage of the center;
- 4). Pre/post monitoring of hits on social media sites (i.e. Twitter, Facebook, etc);
- 5). Program participants will complete sign in sheets.