



Request For Proposals (RFP)

New Nicollet Phase 1 (redevelopment of the Kmart site)

Issued October 6, 2025
Proposals due January 6, 2026

City of Minneapolis Community Planning and Economic
Development

505 Fourth Ave S, Suite 320
Minneapolis, MN 55401

[https://www2.minneapolismn.gov/government/programs-
initiatives/new-nicollet/](https://www2.minneapolismn.gov/government/programs-initiatives/new-nicollet/)

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Introduction



Overview

The City of Minneapolis (“City”) seeks innovative and community-oriented developer(s) to redevelop Phase 1 of the New Nicollet/former Kmart site. The New Nicollet site covers 10 acres of land between the Midtown Greenway, Lake St, 1st Ave, and Blaisdell Ave. The City is reconnecting this commercial and cultural artery by reconstructing Nicollet Ave between Cecil Newman La and Lake St.

The remainder of the site will be developed as a high-density, mixed-use, walkable area. With guidance from multiple phases of community input, City-led redevelopment of the site will serve as a commercial and cultural crossroads, reflecting the needs of the communities who live there. The site will be redeveloped in phases. Phase 1 development will focus on the southeast quadrant of the site. The developable area will be between 1.4 and 1.6 acres, depending on proposals. The City will plat the Phase 1 development area into one or more parcels in the future.

This Request for Proposals (RFP) document solicits development proposals for the Phase 1 development area within a specified timeframe and provides interested respondents with as much information as possible to aid in preparing a successful proposal. The Minneapolis City Council may offer selected developer(s) exclusive development rights, after which the selected developer(s) would further refine their development proposal, in consultation with the community, to best achieve this RFP’s development objectives.

Introduction continued

Offer/Purchase Price

In accordance with the City's disposition policy, the City expects to sell the Phase 1 land for its fair reuse value based on the future uses described in the [New Nicollet Development Framework](#). An independent appraisal, commissioned by the City, found a fair reuse value as of August 2025 of \$51.83/SF or \$3,160,801 - \$3,612,344 depending on final parcel size. The City reserves the right to update the fair reuse value based on the project closing timeline.

Pre-Proposal Meeting (optional)

The City will host a virtual informational meeting on Tuesday, October 14, 2025, 3:00 p.m.- 4:00 p.m. to answer prospective proposer's questions. City staff from the Department of Community Planning and Economic Development (CPED) will present the RFP and answer clarifying questions. Attendance is optional.

Please email linnea.graffunder-bartels@minneapolismn.gov to RSVP your attendance for the virtual meeting. You will receive a link to a Microsoft Teams meeting as confirmation.

Mixer for Developers and Nonprofit Space Users (optional)

Lyndale Neighborhood Association and Whittier Alliance will host an event on

October 22, 2025, 4:00-5:30 p.m. to connect developers to established nonprofit organizations interested in locating at New Nicollet, and to connect nonprofits to developers interested in developing a building with space for a community-serving nonprofit. Attendance is optional, [RSVP using this form](#).

Written Questions

Questions regarding the RFP must be emailed to the department contact, [Linnea Graffunder-Bartels](#), by Monday, November 24, 2025. Questions will be answered in writing and posted on the City's website on a rolling basis ending Tuesday, December 2, 2025. The department contact cannot vary the terms of the RFP. City staff may post periodic updates and addenda on the website. CPED encourages potential respondents to periodically [check the website](#) for answers to new questions. **Direct all inquiries to the department contact: Linnea Graffunder-Bartels at linnea.graffunder-bartels@minneapolismn.gov**

Submission Deadline

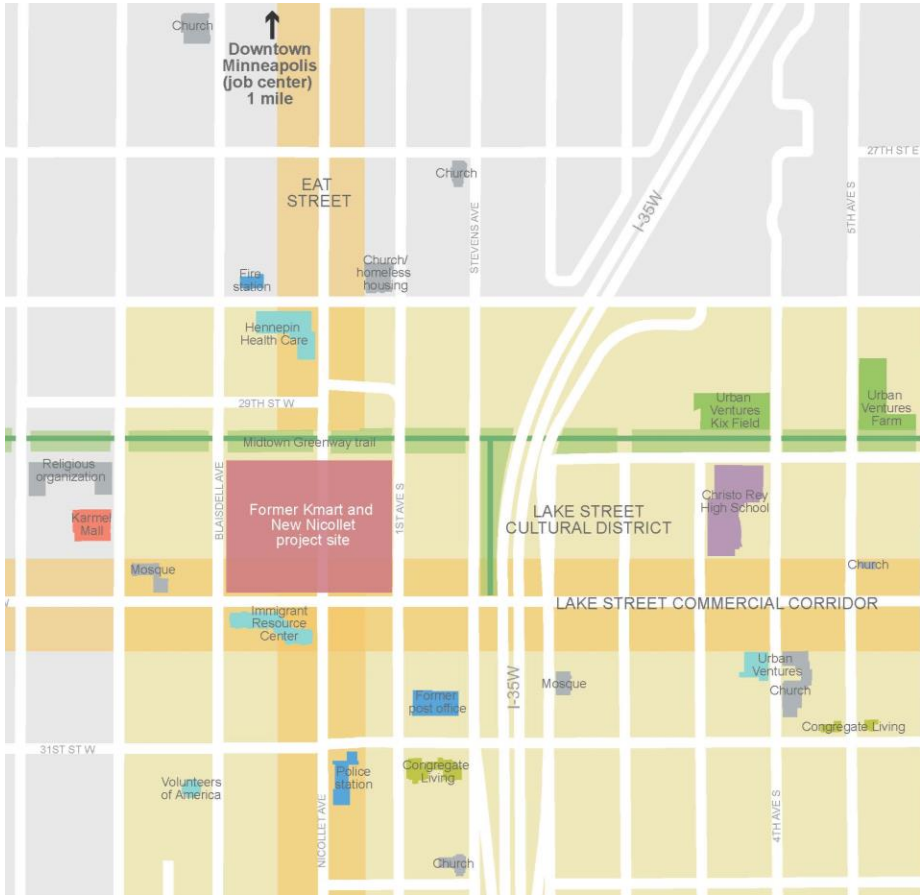
Proposals are due no later than January 6, 2026, by 4:00 PM. Late submissions will not be accepted.

Community context

Located in the heart of South Minneapolis, the New Nicollet site sits at the intersection of two of Minneapolis’s most active and diverse commercial corridors and within a vibrant mix of cultural communities. Both LakeSt and Nicollet Ave are home to many local businesses and restaurants, including “Eat Street”. The Midtown Greenway, located along the north edge of the site, is a busy and nationally recognized bicycle and pedestrian thoroughfare.

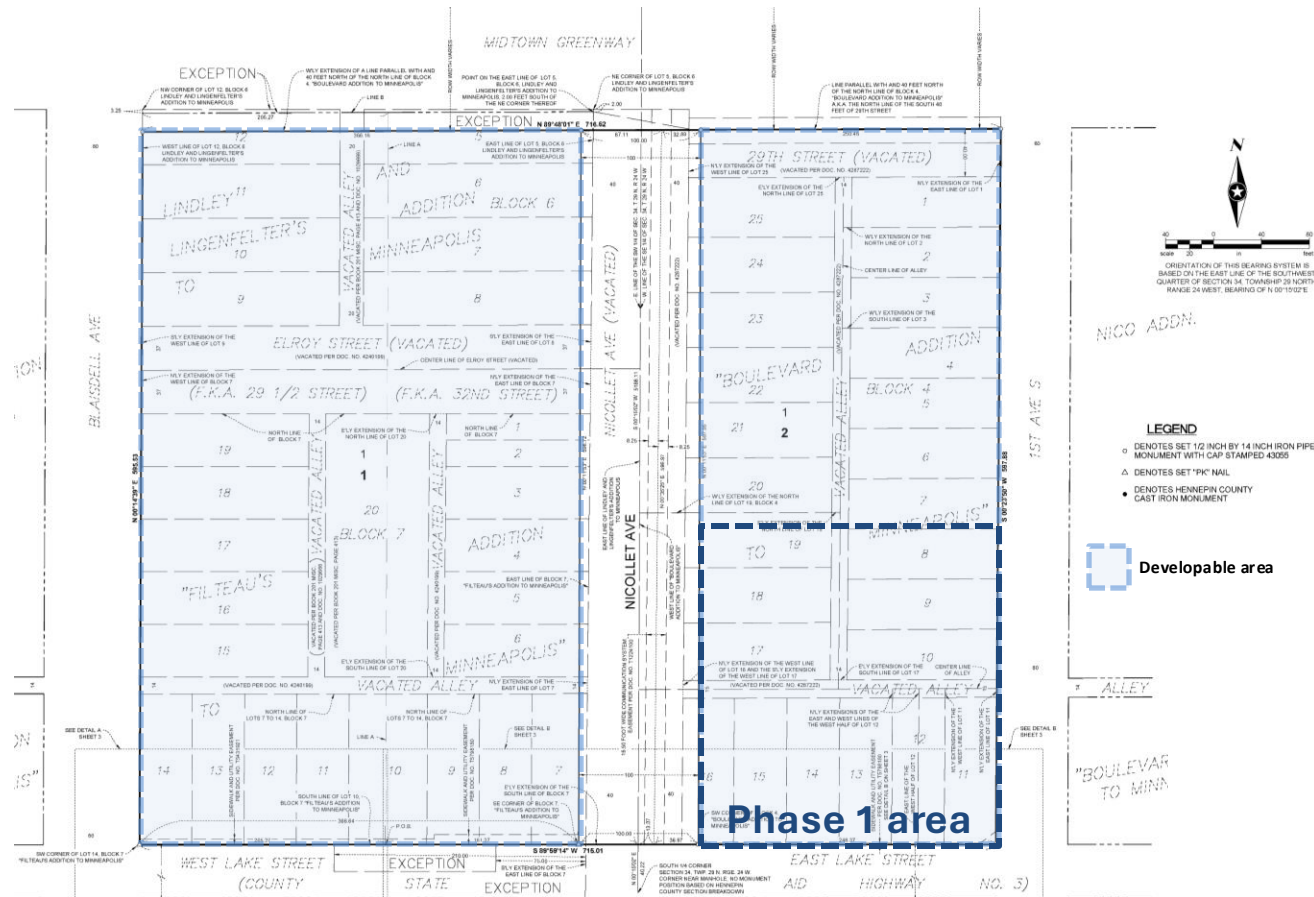
Compared to Minneapolis as a whole, this area’s population includes more immigrants and non-English speakers. Population changes since the 1960s brought more African Americans, Southeast Asians, Mexicans and other Hispanic immigrants, and Somalis. The diversity of the area provides opportunity for the future of development here. The existing need for new housing options, new businesses, and expanded public amenities contribute to the demand for new development. Beyond this, the interweaving of cultures and peoples enhances its possibility to be a unique place in the city and region. The site can attract interest and investment and serve as a point of pride for both new and established residents.

There are few sites in the City of Minneapolis, or the Twin Cities region that are better connected to the broad array of neighborhoods, employment centers, regional parks and trails, and cultural centers that call South Minneapolis home. This project is an opportunity to create a new community focal point that serves as an important neighborhood hub for gathering and daily needs. It can also be a destination with unique public spaces, thriving local businesses, and a diverse and active residential community.



Property information

Lot Size	1.4 - 1.6 acres
Ward	10
Neighborhood	Whittier
Future land use	Destination Mixed Use
Goods & Services Corridor(s)	Lake St, Nicollet Ave
Zoning	Destination Mixed Use (CM4)
Built Form	Transit 15
Owner	City of Minneapolis



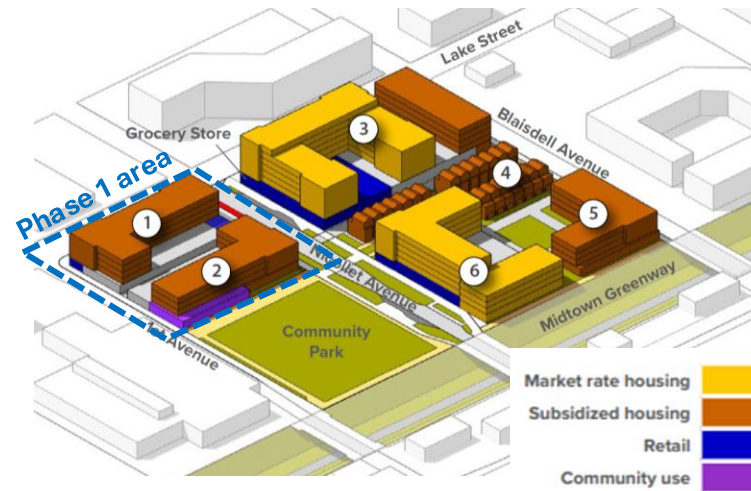
In the 1970s, the City of Minneapolis purchased two city blocks at the intersection of Nicollet Ave and Lake St. Once a vibrant commercial district, the area experienced disinvestment in the mid-20th century. The City tore down the vacant buildings in hopes of attracting new development and revitalizing the area. But with financial deadlines looming and no interest, they finally sold to the only bidder, Kmart stores, who required the closing of Nicollet Ave to construct a large parking lot. In 2020, the City of Minneapolis regained control of the site. For more information, visit the online StoryMap called [Imagining a New Nicollet](#).

Development vision: New Nicollet Development Framework

Redevelopment of the New Nicollet area will follow the [New Nicollet Development Framework](#) approved by the Mayor and City Council in May 2025. That document is the result of a three-year planning process that included over 20,000 interactions with community members. The Development Framework reflects community priorities and current market conditions to envision new development that is responsive to the community's desired outcomes for the site.

The Development Framework establishes the land use characteristics the City will pursue in redevelopment. It lays out guidelines for how the City will approach the development process, describes the types of buildings and uses that should be built here, and outlines development parcels and a phased implementation strategy.

Development proposals must be responsive to the vision described in the New Nicollet Development Framework. The Development Framework envisions the Phase 1 development area as one or more mixed-use buildings consisting of affordable housing with ground-floor spaces to accommodate retail, nonprofit services, and indoor space for park programming.



- ① Mixed use apartments
- ② Mixed use apartments, MPRB space, and community non-profit space
- ③ Mixed use apartments / grocery
- ④ Ownership townhomes
- ⑤ Apartments
- ⑥ Mixed use apartments



Development objectives & competitive factors

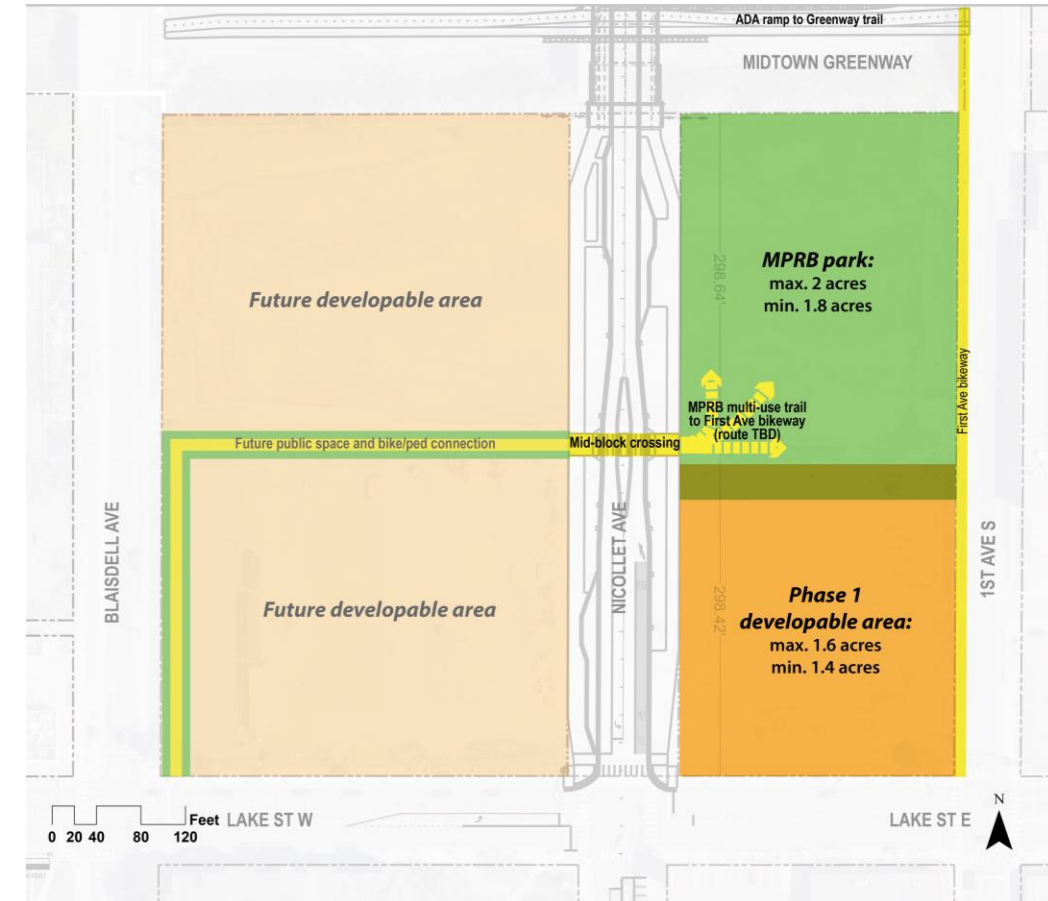
Based on the [New Nicollet Development Framework](#), the following development objectives help communicate what the City wants to achieve in Phase 1 of this redevelopment. These objectives are grounded in three years of community engagement feedback. Carefully consider each objective and incorporate as much as possible into a proposed redevelopment project. Project elements that will make a proposal most competitive are described as "Competitive Factors".

Area: The developable area is shown in orange and will be platted in the future as one or more parcels. The total size is flexible between 1.4-1.6 acres. The developable area is adjacent to land being held for a future park to be owned by the Minneapolis Park and Recreation Board (MPRB). The size of the park is also flexible between 1.8-2 acres.

- Proposals should indicate the preferred size of the development parcel(s) and provide rationale for parcel sizing.
- Successful proposals will consider the interface of the building and the park (see following page for information about building uses).

Building(s):

- Develop the site with one or more buildings, proposed by one or more developer teams working in coordination.
- If multiple buildings, site plans should function cohesively and the area adjacent to Lake St should be built first.
- Buildings must be a minimum height of 4 stories. Refer to the zoning code for maximum height descriptions.



Development objectives and competitive factors continued

Uses: Building(s) must be mixed-use consisting of affordable housing with ground-floor spaces to accommodate retail and nonprofit services. Other desirable elements are described as "competitive factors".

Affordable housing:

- Proposals must meet the minimum requirements in the [City's Unified Housing Policy](#), including the Community Preference Policy unless prohibited by a project funder. Projects will have to compete for affordable housing funding resources, which often require deep affordability to be competitive.
- *Competitive Factors:*
 - The City will prioritize proposals that include more extensive affordability than the minimums of the Unified Housing Policy.
 - Other competitive factors include one or more of the following:
 - a range of subsidized affordable housing units that are affordable at 30%, 50%, and 60% of AMI
 - family-sized housing units
 - supportive housing units

Ground floor uses:

- Active ground floor use(s) as described in the [CM4 zoning district](#), focused on the corner of Lake St and Nicollet Ave.
- Community-serving space for a not-for-profit organization (see attachment 1 for details)
- *Competitive Factors:* The City will prioritize proposals that also include one or more of the following:
 - Multi-purpose park program space for the MPRB immediately adjacent to and facing the future park (see attachment 2 for details)
 - Affordable commercial rents and/or tenantry by local businesses.



Concept rendering of Phase 1 development adjacent to public park

Development objectives and competitive factors continued

Access:

- Vehicle access will be from 1st Ave only. No access from Nicollet Ave will be allowed, to support the community's vision of a green, pedestrian-friendly environment. Curb cuts will also not be permitted on Lake St, due to traffic safety concerns. City-approved plans direct all parking and loading access to 1st Ave for Phase 1 development projects.

Urban design & public realm:

- The Nicollet Ave and Lake St intersection is envisioned to be a significant commercial destination and a welcoming entry to the New Nicollet site. As the first new building(s) at the intersection, the architectural design should reinforce this vision and set the tone for a vibrant urban landscape.
- Any parking should be located within or enclosed by the building, or entirely below grade.
- Projects should incorporate building and site design that supports walking, biking, and transit use, as well as green spaces that introduce shade trees and landscaping to reduce the heat island effect.
- *Competitive Factors:* The City will prioritize proposals that also include one or more of the following:
 - Additional open/public/green space amenities that are safe and accessible to the public or provide public benefits in the form of placemaking, public health, etc. Spaces should be consistent with the concepts in the [Public Space Framework](#).

- Public art that is integrated into publicly accessible outdoor spaces and/or spaces and structures that are visible by the public and consistent with the themes outlined in the [Public Art Themes: Narratives and History document](#).
- Green infrastructure, including visible stormwater systems that people can connect with

Energy & Climate Affordable housing projects competing for certain City housing subsidy will be required to meet the [Minnesota Overlay to the Enterprise Green Communities Criteria](#).

- *Competitive Factors:* The City will prioritize natural gas-free or nearly natural gas-free development proposals that also include one or more of the following:
 - Geothermal technology or other strategies to control tenant utility costs
 - Meeting [Minnesota Housing criteria for Enhanced Sustainability Requirements](#) (Section 3.03) focused on energy efficiency, electrification, and healthy buildings.

Expected timing: Projects should be ready to compete in the 2026 funding rounds for affordable housing financing from public funders.

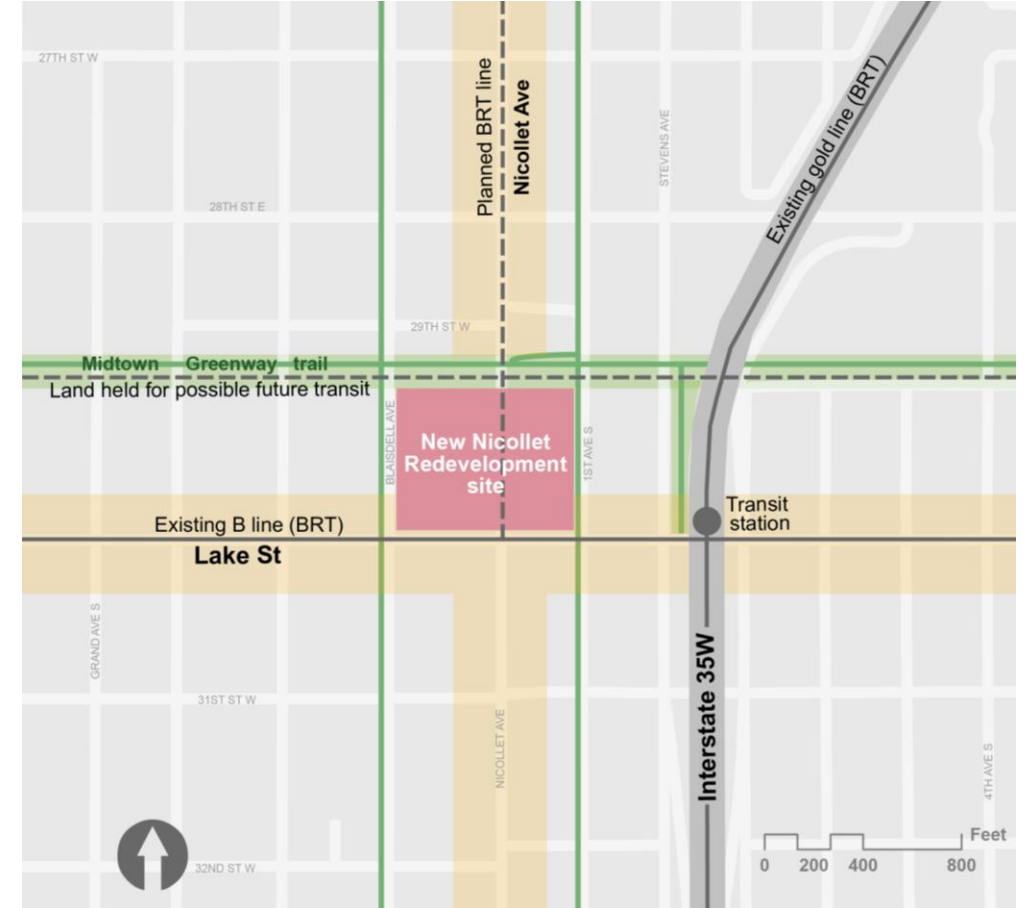
Transportation context

Recent Infrastructure Improvements

- [Bikeways on Blaisdell and 1st Aves](#): Completed in 2022 and 2025, includes protected two-way bikeways. The bikeways are on the west side of both streets.
- [B Line BRT](#) on Lake St: Completed in 2025, provides bus rapid transit connecting West Lake St to St. Paul
- [1st Ave Reconstruction](#): Lake St to Franklin Ave is underway with full completion in 2026, includes full reconstruction of street, curbs, bikeway, landscaping, and sidewalk as well as reconstruction of the Greenway bridge.

Future transit and infrastructure concepts:

- [BRT on Nicollet Ave](#): The new Nicollet Ave will support high capacity, neighborhood-based transit services. Metro Transit has identified a bus rapid transit (BRT) route for this street similar to the B Line operating on Lake St. In the near-term the Route 18 – which currently goes around the site -- will be routed onto the new Nicollet Ave.
- [Double/single-track rail in the Greenway](#): a future rail line connecting the West Lake St transit station with the Lake St transit station and including a station near the Nicollet Ave bridge. This line is in Metro Transit's long-range plan but is currently not designed or funded.



Planned public improvements: new public park

A new public park is planned for the northeast quadrant of the site, to be owned and operated by the Minneapolis Park and Recreation Board (MPRB). MPRB also intends to lease approximately 3,000-4,000 SF of ground-floor, park-facing space in the new development south of the park, for recreation and operations purposes that expand upon the programs and services delivered from the park itself. MPRB’s interest in leasing interior space in the adjacent development is described in attachment 2.

The [Public Space Framework](#) for New Nicollet describes the park amenities and uses desired by the community. MPRB staff will use that document as a starting point for the planning of a park at this location. The specific design of the park will be determined during a process led by MPRB.

The City intends for the new park to be constructed around the same time as the first phase of development, meaning within 3-5 years. The park timeline is dependent upon the availability of funding for both park construction and ongoing operations and maintenance. The City and MPRB have a [Memorandum of Understanding](#) regarding development of the future park and are working together to establish a formal agreement for the future transfer of the park land, including a timeline for park completion.



The future park could include spaces for recreation and play, flexible gathering, biking/walking paths, and nature and gardens.

Planned public improvements: new throughways

The City is investing in a new street and planning for future public realm improvements to support the redevelopment of the site as envisioned in the New Nicollet Development Framework.

Nicollet Ave: The City will re-open Nicollet Ave between Lake St and Cecil Newman Ln. It will also improve the bridge over the Midtown Greenway. The new stretch of Nicollet Ave will include travel lanes for vehicles and buses, sidewalks for pedestrians, and green infrastructure for stormwater management in the right-of-way. Construction of the road and bridge started in 2025 and will be substantially complete by the end of 2026 with minor work continuing into 2027.

Midblock Promenade: A walking and biking promenade will allow east-west access through the west side of New Nicollet to future businesses along Nicollet Ave, the park, the new bikeway on 1st Ave, and the future relocated Midtown Greenway ramp entrance at 1st Ave and the Midtown Greenway. The exact location of these routes will be decided through future design processes. The new Nicollet Ave will include a mid-block crossing for pedestrians and bikes to access the promenade. The construction, ownership, and maintenance of this promenade through the west block is not yet determined.

Greenway Promenade: A walking promenade along the northern edge of the site on the rim of the Midtown Greenway will allow east-west pedestrian access through the area west of Nicollet Ave.



Concept rendering of new Nicollet Ave



Concept rendering of mid-block promenade

Potential improvement: geothermal

The use of geothermal and electric technologies to accomplish low to no natural gas use is one priority for the New Nicollet site. Integration of these technologies aligns with community interests and would contribute to our city-wide goal of carbon-neutrality by 2050, as stated in the City's Climate Equity Plan.

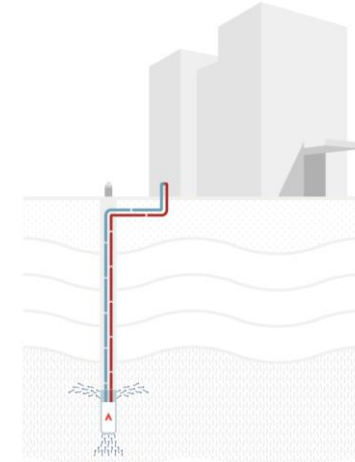
Geothermal or geoexchange technology can be at a single-building or network level. It is especially efficient for a building with a variety of simultaneous heating and cooling needs. One geothermal technology, the submerged closed loop heat exchanger (SCLHE), is particularly well suited for this site.

Single-building SCLHE geothermal system highlights

- Tried and true – many projects have been completed in the Twin Cities, and two projects are currently under construction within blocks of the New Nicollet site, Opportunity Crossings and Simpson Community Shelter & Apartments.
- Allows heating and cooling of the building with dramatically higher efficiency (400-600%) than conventional systems (80-100%)– reducing energy costs and long-term operational costs.
- Able to fit into a dense, urban environments with fewer wells required than well field geothermal systems.
- 100 ft of spacing between wells is standard but can be reduced based on site conditions.
- Systems qualify for clean energy tax credits – for the mechanical equipment as well as the distribution infrastructure within the building .

For support on incorporating geothermal into Phase 1 proposals, please see the following exhibits:

1. Description of tax credits, grants, rebates, and financing tools for clean energy (attachment 10).
2. Viability report from Darcy Solutions on how its Dipole technology could be used at the site (attachment 9).
3. Geothermal site feasibility study from Salas O'Brien to confirm technology viability (attachment 11).



In this region, single-building geothermal systems are typically 150-350 feet in depth. The system feeds directly into the building for heating and cooling distribution.



Example image of a geothermal well head for a submerged closed loop heat exchanger system.

Continuing community engagement

	Planning Phase I 2022-2023	Planning Phase II 2023-2024	Planning Phase III 2024-2025	Development Phase 1 2026 and beyond
Goals of Community Engagement	<ul style="list-style-type: none"> Created open dialogues with community members in the area Identified the desired outcomes for the site 	<ul style="list-style-type: none"> Identified priorities for public space activities and amenities Asked what should be prioritized on the new street 	<ul style="list-style-type: none"> Identified priorities for future buildings on the site 	<ul style="list-style-type: none"> City-led: Ask for feedback on development proposals received for this RFP. Developer-led: Ask for feedback on development plans
Outcomes	<ol style="list-style-type: none"> Phase 1 Engagement Summary Desired Outcomes report 	<ol style="list-style-type: none"> Phase II Engagement Summary New Nicollet (street) Concept Layout Plan Public Space Framework 	<ol style="list-style-type: none"> New Nicollet Development Framework (Phase III Engagement Summary included as Appendix C) 	<ol style="list-style-type: none"> Neighborhood meeting(s) Engagement summary (City) Revised plans (Developer)

Community Engagement
 Ongoing community engagement has been integral to the New Nicollet planning process and will continue to be a priority as the vision for the site is implemented through development. CPED will solicit input during the RFP process from area stakeholders, including but not limited to, the Whittier Alliance, Lyndale Neighborhood Association, Central Area Neighborhood Development Organization, and Phillips West Neighborhood Organization.

As the selected project moves through the design process, the selected developer(s), City, and community will work together to secure input on the final redevelopment plan and design. This might include seeking community input through public meetings, events, surveys, or focus groups.

City land use & zoning

Minneapolis 2040 Future Land Use and Built Form Guidance

Future Land Use: Destination Mixed Use

Commercial retail uses are required at the street level of all development in this category to encourage pedestrian activity beyond the typical daytime business hours. Multi-story development is required. Contiguous expansion of commercial zoning is allowed.

Built Form: Transit 15

The Transit 15 district is typically applied along high frequency transit routes, adjacent to METRO stations, in neighborhoods near downtown, and in downtown.

Built Form Guidance: New and remodeled buildings in the Transit 15 district should reflect a variety of building types on both moderate and large sized lots. Building heights should be 4 to 15 stories. Building heights should be at least 4 stories in order to best take advantage of the access to transit, jobs, and goods and services provided by the Transit 15 district. Requests to exceed 15 stories will be evaluated on the basis of whether or not a taller building is a reasonable means for further achieving Comprehensive Plan goals.

Primary Zoning District: Destination Mixed Use (CM4)

Includes multi-story mixed-use development. Commercial retail uses are required at the street level of all development in this category to encourage pedestrian activity beyond the typical daytime business hours. Street-level use standards reflect the need to serve the most active commercial areas of the city.

Note: *Proposals must make a good faith effort to meet the commercial space requirements in the City’s zoning code. However, if a high-quality development proposal cannot meet the requirements, a comprehensive plan amendment to allow less commercial space on a development site will be needed. In this case, the City of Minneapolis will pursue a comprehensive plan amendment for the individual parcels that require a change to meet the development program envisioned in the New Nicollet Development Framework.*

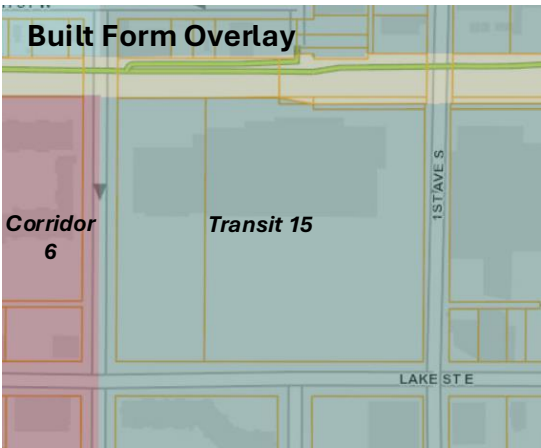
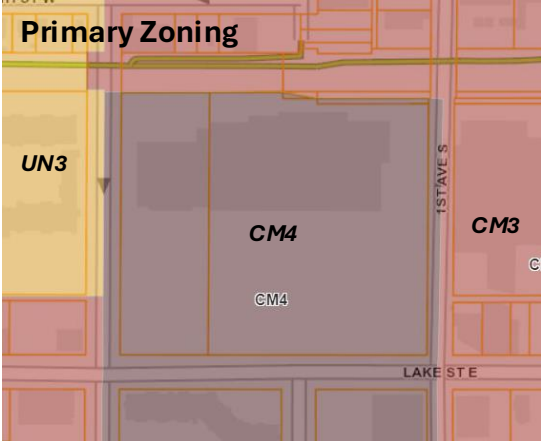
Built Form Overlay District: Transit 15

New buildings in the Transit 15 district should reflect a variety of building types on both moderate and large sized lots. Building heights should be 4 to 15 stories. Building heights should be at least 4 stories in order to best take advantage of the access to transit, jobs, and goods and services provided by the Transit 15 district. Requests to exceed 15 stories will be evaluated on the basis of whether or not a taller building is a reasonable means for further achieving Comprehensive Plan goals.

Site Design/Site Plan Review

Includes descriptions of design requirements, including but not limited to:

- Building placement and design
- Parking garage placement and design
- Pedestrian, transit, and vehicle access
- Landscaping and screening
- Ecological function and plant material standards



Existing conditions

As-Is Sale

The City has completed a Phase I environmental site assessment for the site, which is provided as an attachment to this RFP. The City is currently conducting a Phase II environmental site assessment to investigate any potential contamination as well as a geotechnical analysis of the development area east of Nicollet Ave. The results of these investigations are expected to be available for developers to review with this RFP in November and will be added to the City webpage. The City will provide the selected developer(s) an opportunity to conduct additional environmental testing, if needed, under a Right of Entry Agreement with the City.

The City will sell the site “as-is.” It is the developer(s)’ responsibility to identify, correct, and pay for all costs associated with any environmental remediation related to the redevelopment of the site. If a proposal requires environmental remediation of any portion of the property the developer(s) may request that the City, subject to City Council approval, sponsor a pollution remediation grant application.

Market Conditions

The [New Nicollet Development Framework](#) includes a summary of current market conditions (Chapter 3) as well as a market study (Appendix D).



Aerial Image of Existing Conditions 9/8/2025, [Hennepin County Oblique Imagery Viewer](#)

Other considerations

Public Financial Assistance

The City, County, and other public entities offer financial assistance programs for the development of affordable housing, transit-oriented development, and brownfields cleanup. These are highly competitive processes and use of public financial assistance may trigger other requirements on the project, such as prevailing wage and underutilized business goals. Proposers are encouraged to consider applying to the City of Minneapolis Affordable Housing Trust Fund Request for Proposals in 2026. Attachment 6 provides a list of public programs that support real estate development activities. Being selected as the developer of the properties addressed in this RFP in no way guarantees funding via other financial assistance programs.

Project Teams

The City encourages the creation of project teams that include emerging developers, organizations, and/or small businesses with connections to the project area. The City also encourages proposals to connect with existing apprenticeship and training programs to generate construction job opportunities for local residents.

Data Practices Notification

Under the Minnesota Government Data Practices Act (GDPA), Minnesota Statutes Ch. 13, public disclosure of RFP response data prior to execution of a contract is

restricted. To meet the City’s citizen participation goals, the City requires each proposer to execute and submit a “Consent for Release of Response Data” form. Failure to submit the “Consent for Release of Response Data” will be grounds for rejection of the entire proposal as unresponsive. Notwithstanding the foregoing, if a proposer wishes to claim data submitted in response to this RFP is not public under the GDPA, the proposer may submit such information under separate cover along with a legal opinion outlining the argument as to why said materials are not public for the City to consider before responding to a GDPA request. The City will only hold such information as nonpublic if the City agrees with the proposer’s legal opinion.

Land Sale Terms

All contracts will include standard City Contractual Requirements for Land Sale (see attachment 5). The City does not require a good faith deposit with RFP submittals. However, the selected developer(s) must make the required deposit of 10% of the purchase price upon execution of the redevelopment contract. The City holds the deposit until development of the project is complete. The development sites will be sold pursuant to a redevelopment agreement, which will be based on a negotiated term sheet.

Evaluation criteria

The City evaluates development proposals on multiple factors, including those listed below. The City may, in its sole discretion, choose to expand or reduce the criteria upon which it bases its final decisions regarding selection of the developer(s) for this site.

- The extent to which the proposal meets the development objectives and includes the competitive factors outlined in this RFP.
- The extent to which the proposal complies with the Minneapolis 2040 Comprehensive Plan, the New Nicollet Development Framework, the City's Unified Housing Policy, and the City's zoning code.
- The market and financial feasibility of the project.
- The financial and organizational capacity of the developer and development team to successfully plan and complete development using public financing, on time and within budget.
- The developer's track record of meeting contractual commitments with the City of Minneapolis.

- Whether the project team includes emerging developers, organizations, and/or small businesses with connections to the project area.
- A feasible project timeline that begins applying for housing subsidy funding in 2026.

The City reserves the right to reject any or all proposals or parts of proposals, negotiate modifications to proposals submitted, and negotiate specific work elements with a proposer into a project of lessor or greater magnitude than described in this RFP or the proposer's reply.

Submission & review process

Proposal Submission

Proposals must be submitted electronically via SharePoint. For access to SharePoint, submit a request via [this online form](#), including:

- Project name and contact information
- Email addresses for each team member that will need access to the application folder

A project folder will be created for all required materials to be uploaded and submitted. Access to the folder will end January 6, 2026, at 4:00 p.m.

Proposal Review

The City reserves the right to reject any or all proposals. A City staff review committee will review and evaluate the proposals received by the deadline. Some or all of the proposers may be invited to participate in various community engagement activities about their proposal. During the review process, proposers may be asked questions to clarify their proposals but cannot modify their proposals.

Council Action

City staff will make a recommendation to the City Council and Mayor regarding which proposal best meets the

evaluation criteria. Staff will include input received from the community in the information it provides. The City will select a developer and grant a period of exclusive development rights for likely multiple years to give them time to refine their project.

Looking Ahead

During the period of exclusive development rights, the developer will advance work on their design, budget, funding, and required approvals, and negotiate with the City the terms of a contract for the sale and redevelopment of the site. The developer will continue to engage the community through this process.

When ready, City staff will seek approval from the City Council and Mayor of the terms of the contract. That approval will include a public hearing. Once the redevelopment contract is executed, the City and the developer will work towards finalizing the project financing and beginning construction. Please note that the City will not complete the land sale until the developer has secured all necessary financing and is ready to start construction.

Anticipated Process Timeline

RFP Issued Date	October 6, 2025
Pre-Proposal Meeting	October 14, 2025 3:00-4:00PM
Developers and Nonprofit Space Users Mixer	October 22, 2025 4:00-5:30PM
Questions Deadline	November 24, 2025
Questions Answered on Website	Rolling basis, completed by December 2, 2025
Proposal Submission Deadline	January 6, 2026 4:00PM
Evaluation of Proposals, including community engagement	January-February 2026
Recommendation to City Council to designate developer(s) for exclusive development rights	March 2026
Developer secures project financing, land use approvals, negotiates with City	2026-2028 and beyond

Required proposal content

- 1 Cover page that includes the Developer's contact information and identifies the principal person who will speak for the proposal team.
- 2 Project Description
 - a. Introduce the development concept in a 1–2-page narrative, including the phasing plan if applicable. Describe how the project works to achieve the development objectives as well as any applicable competitive factors.
 - a. Describe the preferred size of the development parcel and provide rationale for the sizing.
 - b. Describe the housing units, including bedroom compositions, rents, affordable housing income levels to be served, and amenities/services to be included.
 - c. Describe the number and size of commercial spaces, the anticipated types of tenants, and the expected prices or rents. If affordable commercial spaces will be included or if the project will be tenanted by local businesses, describe. Describe any partnerships or strategies for achieving full commercial occupancy.
 - a. Attach letters of intent to lease or other information documenting demand for the type of commercial space planned.
 - d. Provide information about the community-serving non-profit tenant, including services provided, the size of the tenant space, and the history of the organization, and the financial and organizational capacity of the nonprofit to participate in the development project.
 - a. Attach letter of intent from the community-serving non-profit tenant.
 - e. If included, provide information about the size of the MPRB indoor multi-purpose park program space and the expected rent.
 - f. If applicable, describe how the project is achieving gas-free or nearly-gas-free status and complete a Green Communities Intended Methods worksheet (available in the proposal's assigned SharePoint folder).
 - b. Provide a matrix summarizing bulk (GFA), height, number of dwelling units and associated affordability, number of parking spaces, and square footage by use type.
- 3 Design Plans
 - a. Conceptual site plan and floor plans, identifying any parking and loading areas.
 - b. Exterior building renderings or elevations.
- 4 Project Proformas:
 - a. Submit a completed Minnesota Multifamily Rental Housing Common Application Workbook, which will be available in the proposal's assigned SharePoint folder. Residential development must conform with the City's Unified Housing Policy. This policy establishes minimum affordability and design requirements for City-owned land sold for residential development. For rental housing, at least 20% of the units must be affordable to and occupied by households earning 60% or less of the Area Median Income (AMI) for at least 30 years.
 - b. Unless the ground floor spaces are included in the Minnesota Multifamily Rental Housing Common Application Workbook, submit a separate development proforma with sources and uses and 15-year operating cash flow analysis for ground floor uses including nonprofit and retail spaces, and space for MPRB if included.

Required proposal content continued

5	<p>Development Team and Experience</p> <p>a. Narrative description and identification of the entities that will be involved and the roles they will play (e.g., developer, architect, contractor, building owner, property manager, professional consultant, attorney, tenant).</p> <p>b. Description of the development team’s experience in implementing similar projects (e.g. location, type and scale of development, experience working with public entities, etc.). Supporting documentation substantiating claims of previous experience may be requested.</p> <p>c. Certification that design consultants are licensed in the State of Minnesota and contractors are licensed to work in the City of Minneapolis.</p> <p>d. Summary of any lawsuits or judgements to which the proposer or any principals of the proposer have been a party.</p>
6	<p>Proposed timeframe for the development, including identification of any conditions that must be met before full funding is achieved and the proposal can become a reality. The schedule should include the time needed to obtain financing, complete design and secure land use approvals (i.e. rezoning, conditional use permits, variances, etc.) and building permits, prepare the site, start and complete construction, and start and complete occupancy. If the proposal splits the site into more than one project, describe the timeframe for each phase.</p>
7	<p>Offer price for Phase 1 Development Area</p>
8	<p>Proposer’s last two years of financial statements, which may be submitted confidentially to the City under separate cover.</p>
9	<p>Executed “Consent for Release of Response Data” form. Proposals that do not include this form shall be considered incomplete, which is grounds for rejection of the entire proposal.</p>
10	<p>Any other information that would help City staff understand and evaluate the development proposal.</p>
<p>The contents of the proposal and any clarification to the contents submitted by the successful proposer may become part of the contractual obligation and be incorporated by reference into the redevelopment contract between the selected developer and the City.</p>	

Attachments & reference links

Reference Links

1. [New Nicollet Development Framework](#)
2. [City of Minneapolis Unified Housing Policy](#)
3. [Land Use Handbook](#)
4. [Built Form Overlay District Handbook](#)
5. [Minnesota Overlay and Guide to the Enterprise Green Communities Criteria](#)
6. [New Nicollet Public Space Framework and Public Art Report](#)
11. Salas O'Brien geothermal site feasibility study (*coming December 2025 to the RFP webpage*)
12. Phase II environmental site assessment (*coming soon to the RFP webpage*)
13. Geotechnical analysis (*coming soon to the RFP webpage*)
14. Minnesota multifamily rental housing common application workbook (*will be available in the proposal's assigned SharePoint folder*)
15. Green Communities intended methods worksheet (*will be available in the proposal's assigned SharePoint folder*)

Attachments

1. Community-serving space details
2. MRPB letter of interest for indoor recreation space
3. 2025 rent and income limits
4. Consent for release of response data
5. City contractual requirements for land sale
6. Real estate development grant, loan & technical assistance resources
7. New Nicollet development plat
8. Phase I environmental site assessment (*appendices will be available in the proposal's assigned SharePoint folder*)
9. Darcy Solutions geothermal viability report for New Nicollet
10. Description of tax credits, grants, rebates, and financing tools for clean energy (*coming soon to the RFP webpage*)