

Request for Development Proposals (RFP) for City-owned real property at 427 Cedar Ave

RFP, Fall 2025

Inquiries

Questions are to be in writing and sent to the department contact person:

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Overview

Introduction

The City of Minneapolis (“City”) seeks a community-oriented development team to redevelop the City-owned vacant lot at 427 Cedar Ave South. This RFP document solicits development proposals for the property and provides interested respondents with as much information as possible to aid them in preparing a successful proposal.

The development team selected through this RFP process will be offered a period of exclusive development rights to refine, in collaboration with the City and community, a development project that best achieves the development objectives.

Development Objectives

The development objectives of this RFP establish the goals for redevelopment of the site. The development objectives are based on a series of meetings and conversations with the community since mid-2024. The City will evaluate proposals on how well they meet the development objectives along with other criteria.

1. Mixed-Use Development

- a. Aligned with adopted City land use policy, the site will support commercial or mixed-use development with street level retail.
- b. The new development must be a 2 to 6 story building, with retail at street level and either residential or active use above.
- c. Design elements, such as a high percentage of transparency for the street-level facade, street-level entrances, balconies, and exterior lighting will be priorities.

2. Community Ownership - based on community input, community ownership in this case can entail:

- a. Profits reinvested into the neighborhood
- b. Shared decision-making through cooperative or democratic models
- c. Community-led leadership, governance, and accountability
- d. A development that cannot be sold or privatized
- e. Equity opportunities (e.g., shareholding for long-term residents)
- f. Culturally inclusive commercial space that differs from the chain businesses, restaurants, malls or commercial developments in the area.

3. Youth and Family Services - the City will prioritize proposals that provide benefits to youth and families.

- a. Make partnerships with local organizations or nonprofits
- b. Examples of such uses are social services, mental + health care services, homeless or youth shelter, community center with youth and/or adult programming, a fitness/recreation facility, an entrepreneurship hub or business incubator, or a laundromat.

4. **Accessibility and Affordability** – inclusive development for all residents. This could include:
 - a. Meeting space for large community gatherings or event spaces
 - b. Office space or cooperative working space
 - c. Workforce housing units that can be owned
5. **Public Safety and Sanitation** – address neglected spaces, drug use, and connectivity issues
 - a. Project design should take significant steps to ensure the safe and accessible travel/pick-up/drop-off for pedestrians, bicyclists, shared mobility users, and motorists.
 - b. Include pedestrian- and transit-oriented design elements that encourages the connectedness and safety of the business and residential district.
6. **Energy Efficient and Sustainable Building**
 - a. The City encourages designs that meets energy efficient and sustainable building standards.
 - b. Include green features and building practices related to energy efficiency, decarbonization, environmental sustainability, and stormwater management into the building, site design, and landscaping. Incorporate environmentally responsible building materials and construction practices.

Site Map



Background Information

Location and Description of Parcel

The City-owned 427 Cedar Ave S is located in the Cedar Riverside neighborhood (aka the West Bank). It is located in an area of mixed commercial and residential developments. This section of Cedar Ave is a [City-designated Cultural District](#). The property is surrounded by a 2-story commercial building to the north, a residential parking lot to the east, demolition debris and a 2-story mixed commercial/residential building to the south, and urban park development to the west. There is a pad-mounted transformer on the lot and fencing around the perimeter.

Environmental and Site Conditions / As-Is Sale

A Phase 1 environmental site assessment (ESA) from July 2025 revealed some known or suspect environmental conditions for this property (see Environmental Report in the Appendix). The report outlines some recognized environmental conditions (RECs) that have to do with the potential for buried building debris, ash, and/or fuel oil tanks at the property, stemming from the historical fire and use of fuel oil as a heating source in the prior building. Any development will need to properly address and mitigate these conditions.

The property will be sold “as-is” and it will be the developer’s responsibility to correct and pay for all costs associated with environmental pollution and remediation to redevelop the site. If a proposal requires environmental remediation of the Property, the developer may request that the City, subject to City Council approval, sponsor a pollution clean-up grant application. The developer will be responsible for all costs associated with a grant application.

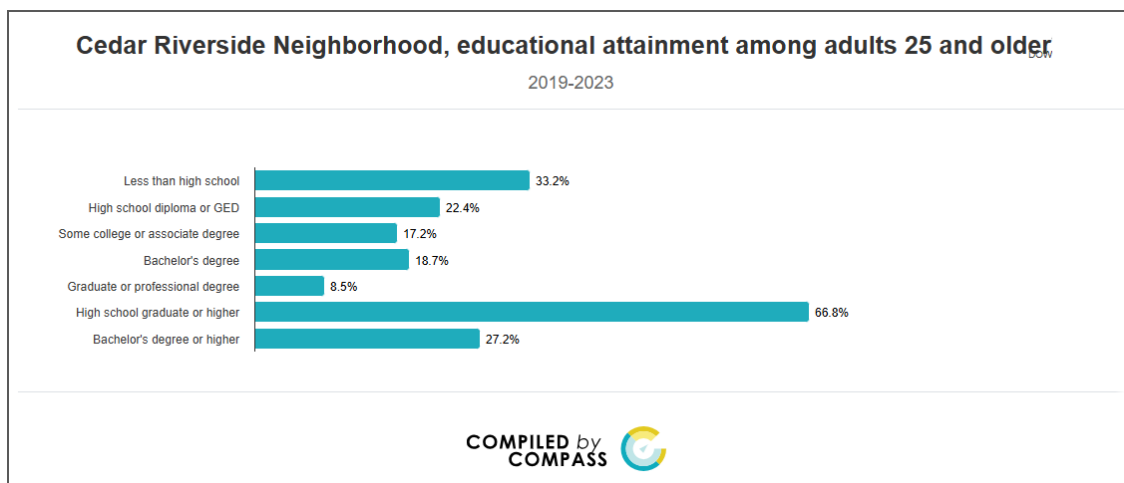
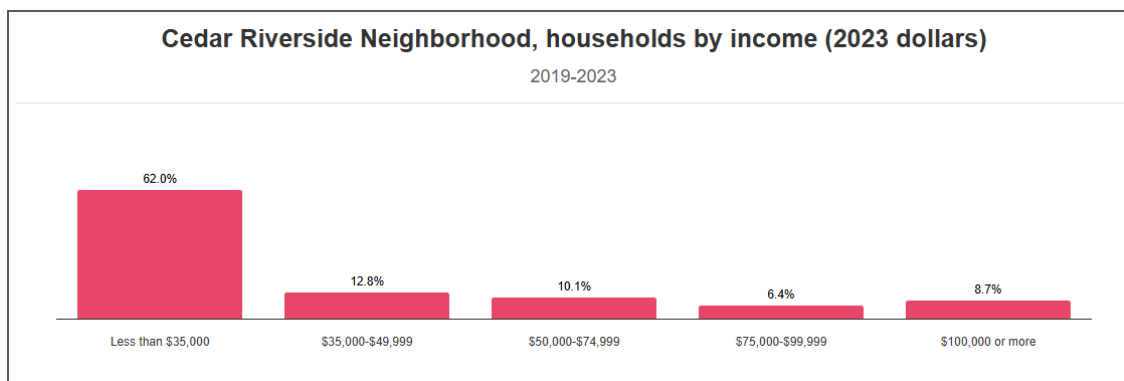
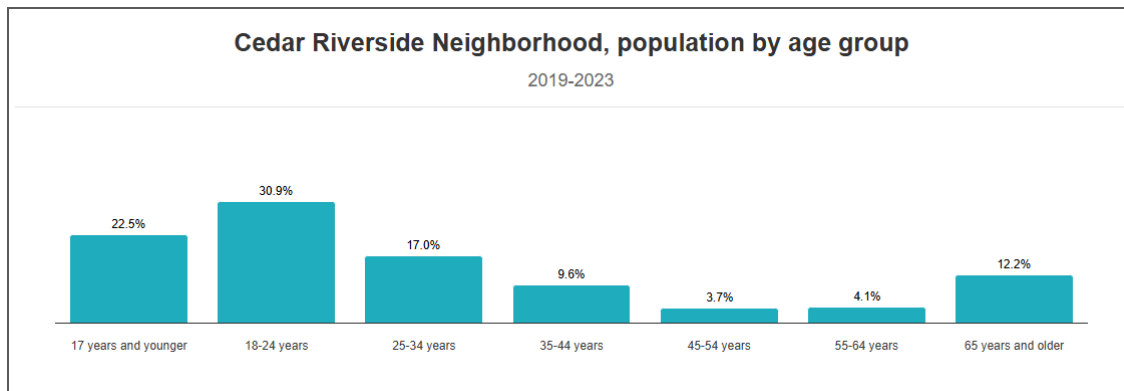
A Certificate of Survey was issued for the property in June 2025. The survey showed a natural gas line, water main, and underground electric lines on the southern portion of the lot (see Site Survey in the Appendix). Any development on the site will need to accommodate these encumbrances (see Property Records in the Appendix).

A mosaic monument stands on the property. This work of public art was designed and implemented by community members shortly after the former Dania Hall building was destroyed. The developer will need to incorporate the art piece in the development somehow.

The Neighborhood

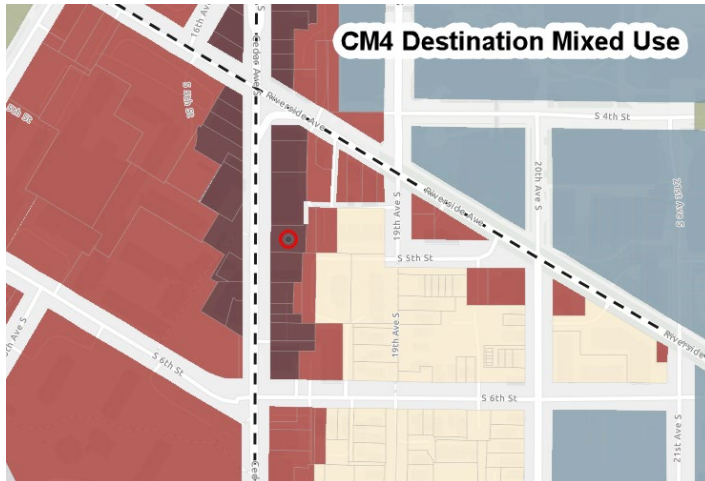
The Cedar Riverside neighborhood is vibrant, diverse, dynamic, and densely populated. Its boundaries are the Mississippi River to the north and east, I-94 to the south, and Hiawatha Ave and I-35W to the west. The neighborhood is adjacent to the West Bank campus of the University of Minnesota's Minneapolis campus, and home to Augsburg University. The neighborhood is walkable, well-connected, and served by the Blue and Green light rail lines and two mixed-use bike/pedestrian paths (Hiawatha LRT Trail and Samatar Crossing) connecting to the downtown area and neighborhoods further south.

Cedar Riverside is a culturally diverse neighborhood. A large portion of residents are immigrants. East African, especially Somali, communities are prominent. Over 45% of its residents are foreign-born. The Median household income is just over \$30,000. Its population is around 9,000 as of 2020. About 55% are under the age of 24.¹



¹ Cedar Riverside. (n.d.). Minnesota Compass. <https://www.mncompass.org/profiles/city/minneapolis/cedar-riverside>

Zoning and Guiding City Plans



The site is guided for Destination Mixed Use and Corridor 6 in the [Minneapolis 2040 comprehensive plan](#) and zoning code, reflecting its location on a highly trafficked commercial corridor with proximity to downtown and other amenities.

- **CM4 Destination Mixed-Use:**

Commercial retail uses are required at the street level of all development to encourage pedestrian activity beyond the typical daytime business hours. Multi-story development is required. Contiguous expansion of commercial zoning is allowed. Specific development standards can be found in the [zoning code](#): Title 20, Chapter 530, Article IV – Commercial Mixed-Use Districts, 530.360 – CM4 Destination Mixed-Use District.

- **Corridor 6:**

New and remodeled buildings in the Corridor 6 district should reflect a variety of building types on both moderate and large sized lots. Building heights should be 2 to 6 stories. Building heights should be at least 2 stories in order to best take advantage of the access to transit, jobs, and goods and services provided by the Corridor 6 district. Requests to exceed 6 stories will be evaluated on the basis of whether or not a taller building is a reasonable means for further achieving Comprehensive Plan goals. A maximum of 10 stories may be permitted in this district with the provision of premiums, as listed in the height increase application, [available online](#).

The [Cedar Riverside Small Area Plan](#) calls out future land uses generally for residential, mixed use, public/institutional, parks and open space, and parking/mixed use.

Proposal Contents

Deadline

Responses to this RFP are due by 3 p.m. on Thursday, April 9, 2026. Proposals received after the deadline will not be accepted. It is the responder's responsibility to assure that a proposal is received in a timely manner. Submissions will not be returned.

Proposers must submit proposal via email to the department contact, Lisa Passus, at lisa.passus@minneapolismn.gov. Emails exceeding 35 megabytes (mb) in size will need to be sent in separate messages. The department contact will acknowledge received proposals with a confirmed response.

To be deemed complete and responsive, proposals must include the information requested in the Proposal Contents. Proposals deemed incomplete or non-responsive will not be considered.

Proposal Contents

1. Developer's name and contact information

Include your phone number and email address.

2. Project Description

Narrative description of the proposed redevelopment project along with any designs.

Please include:

- a. Description of the building and different types of uses planned for the site, including square footages by use type.
- b. Description of the users of the site including any businesses, organizations, and/or services provided. Attach letters of interest to lease or other information documenting demand for the type of space planned.
- c. Description of how the project meets the development objectives.
- d. Design concept plans that display the development, including (i) site plan, (ii) interior floor plans, and (iii) building elevations.

3. Team Members' Experience

- a. Identification of the groups and individuals who will be involved in the project and their roles, e.g. developer, property owner, architect, general contractor, tenant, property manager, professional consultants, etc. (Design consultants must be licensed in the State of Minnesota and contractors licensed to work in the City of Minneapolis.)
- b. Description of each team members' experience developing similar projects, providing real estate development services, or involvement in community development. Also include any experience:
 - i. working with communities to develop community supported designs

- ii. using environmentally responsible building materials and construction practices
 - iii. leasing to small businesses
 - iv. building public green space
 - v. minimizing negative impacts on the community
 - vi. designing developments that draw inspiration from the local character and enhance placemaking
- c. Description of the development team's proposed approach to community engagement to refine the project proposal. The approach should consider engagement with diverse community groups and how the design can respond to the needs and vision within the surrounding community.

4. Financials

- a. Proposed purchase price - respondents to this RFP may propose an offer price for the lot. In accordance with the City's disposition policy, the City expects to sell the site for at least fair reuse value and will obtain an independent appraisal to confirm the proposed price is at or above the fair reuse value.
- b. Preliminary Capital Budget - expected capital costs to develop the project and the proposed sources of capital funds. Include a sources and uses of funds table for the project. Indicate the status of any sources of funds and include any letters of funding/financing interest.
- c. Ten-year operating projection of the building illustrating the ongoing financial feasibility of the project. Break down revenues and expenses into component parts and show your assumptions. Provide as an Excel document.
- d. Summary of any lawsuits to which the proposer or any principals of the proposer have been a party.
- e. Proposer's past two years of financial statements or tax returns (may be submitted confidentially under separate cover to the CPED Director).

5. Timeline

- a. Identify a proposed schedule to: 1) engage the community, 2) complete design and secure permits and approvals, 3) obtain financing, 4) start and complete construction, and 5) start and complete occupancy.
- b. Identify any milestones or conditions that must be met before the proposal can become a reality.

6. Executed Consent for Release of Response Data Form

Proposals that do not include this form will not be accepted. 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. In order to meet the City's citizen participation goals, the City requires each proposer to execute and submit this form (see Form of Consent for Release of Response Data in the Appendix). Failure to

submit the “Consent for Release of Response Data” will be grounds for rejection of the entire proposal as unresponsive.

The City is not responsible for the costs incurred by proposers or their subcontractors in connection with this RFP process.

Pre-proposal Information Meeting

Pre-proposal meetings will be held for interested proposers to learn more about the site and proposal process. In November, City staff will host one (1) virtual Q&A meeting and two (2) in-person meetings. The virtual meeting will be on Tuesday, November 4, 2025, at 10:30 a.m. The in-person meeting will follow that date and are still being finalized; these dates will be posted by October 22, 2025. Attendance is optional.

To attend the virtual Q&A meeting, please request the link from department contact Lisa Passus, lisa.passus@minneapolismn.gov.

Potential proposers can also direct questions via email to: lisa.passus@minneapolismn.gov. All questions are due no later than January 12, 2026. Responses to emailed questions and from the information sessions will be posted on the City’s website on a rolling basis ending January 15, 2026. Proposers are encouraged to check the website for updates.

Proposal Review Process and Criteria

Evaluation Criteria

The City evaluates development proposals on multiple factors, including those listed below.

1. How well the proposal meets the Development Objectives.
2. How well the proposed development aligns with adopted City policy and ordinances.
3. The feasibility of the proposed project budget and financing, as well as the competitiveness of the offer price.
4. Organizational and financial capacity of the development team to successfully undertake and complete their proposed project on time and within budget.
5. Demonstrated experience working cooperatively with community to develop a project.
6. The feasibility of the proposed project timeline that responds to market conditions, allows for appropriate community engagement, and brings development to the site in a timely manner.
7. A positive track record of meeting contractual commitments with the City of Minneapolis and other parties.

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 development team or developer for this site. The City reserves the right to reject any or all proposals or parts of proposals, negotiate modifications or 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 proposers' reply.

Review/Selection Process

Proposal Review

- A City staff team will review the submissions for completeness and responsiveness to the RFP requirements and evaluation criteria. The review committee reserves the right to reject any and all proposals. Some or all of the applicants may be requested to present their proposals to the review committee.
- Some or all of the applicants may be invited to participate in a public meeting and other community engagement activities to gather feedback on the responses.
- City staff will make a recommendation on which proposal best meets the RFP Evaluation Criteria and seek approval from the City Council and Mayor to award exclusive development rights to the recommended proposer.

Community Engagement

Once selected the selected development team will refine their development plan and continue to engage the community for feedback. Community engagement may include providing updates about the project and seeking community input on design and program alternatives through public meetings, events, surveys, and/or focus groups.

Redevelopment Agreement

During the period of exclusive development rights, City staff and the selected developer will negotiate the terms for the sale and redevelopment of the land. When ready, City staff will return to the City Council and Mayor for approval of those terms, which are subject to a public hearing.

The terms will be the basis for a redevelopment contract that will include other standard terms as outlined in the City Contracting Requirements in the Appendix. For example, selected developer must make a required deposit – 10% of purchase price - upon execution of the redevelopment contract. The City will hold the deposit until development of the project is complete. 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.

Please note that any public financial assistance may trigger additional requirements. The City is open, subject to City Council and Mayor approval and specific program guidelines, to supporting and assisting the selected developer with any application for federal, state, county, and regional funding for which the proposed development might qualify.

Anticipated Timeline

Year 2025	
10/9/2025	RFP posted online
11/5/2025	Virtual Pre-proposal Information meeting - request link
11/2025	In-Person Pre-proposal Information meeting - (TBD)
11/2025	In-Person Pre-proposal Information meeting - (TBD)
Year 2026	
1/12/2026	Final day to submit questions
1/15/2026	Questions and Answers will be posted on a rolling basis, ending on this date.
4/9/2026	Proposal submittal deadline, by 3 p.m.
April	City Staff Review
May + June	Community engagement on the proposals
Summer	Recommendation to City Council and Mayor for Exclusive Development Rights
Activities Beyond	Project design
	Community engagement on project design & property use
	Project Funding
	Land sale term sheet & contract (including public hearing)
	Approvals/permits, etc.
	Sale of property
Construction	

Appendix

Documents related to 427 Cedar Ave:

- A. Site Photos
- B. Environmental Report
 - 1. Executive Summary page 1-33 and Figures 35-36
 - 2. Appendices page 37-939
- C. Site Survey
- D. Property Records (Doc No 7162928 and Doc No 6593037)
- E. Consent for Release of Response Data
- F. City Contracting Requirements
- G. [Land Use Handbook](#)
- H. [Built Form Overlay District Handbook](#)