



MAKING HOUSING HAPPEN:  
PUBLIC/PRIVATE PARTNERSHIPS

## Today's topics

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- 1 Two Housing Projects
- 2 How it Happened
- 3 The Partnership

# Beacon Hill

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48 units – Opened 8/1/2016

- 20 units in apartment style building
- 28 two- and three-bedroom townhome units

Rents

- \$570.00; \$635.00; \$705.00
- Rental subsidy will be available (3 different sources)

Community Center, green space, playground

\$9.4 million Total Development Cost

From This.....



To This.....BEACON HILL



# Aurora Heights

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56 units – Opened 12/01/2021

- 38 units in apartment style building
- 18 townhome units

Rents

- \$614.00 - \$1000.00
- Rental subsidy available (25 units)

Covered parking/garages, playground/BB court, outdoor grills

\$13.2 million Total Development Cost

From This.....



To This.....AURORA HEIGHTS









# How Did We Get Started?

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# HOUSING INSTITUTE

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A program offered by Minnesota Housing Partnership.

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The purpose of the Housing Institute for Greater Minnesota is to enhance the effectiveness, efficiency, and capacity of communities throughout Minnesota to create and preserve affordable housing.

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12-month program: 4 workshops, training, technical assistance

# Housing Institute Experience

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GUEST SPEAKERS



ROUNDTABLES  
WITH DEVELOPERS



FUNDER  
PRESENTATIONS



TOURS



GOAL SETTING  
FOR THE TEAM



# Important First Steps

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Site Control

Engage Developer – Request for Proposals for the development team

Assemble Financing package and application



# Partnership - Benefits

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## Private Developer

Development Team

Expertise

Creditability with state funders

Financial resources – predevelopment

Support staff

## Public Agency

Qualified for PILOT

Sales Tax Rebate - \$243,096 for Aurora

Rental Assistance – increases scoring

Local Support

Mission Alignment – populations served

# Structure

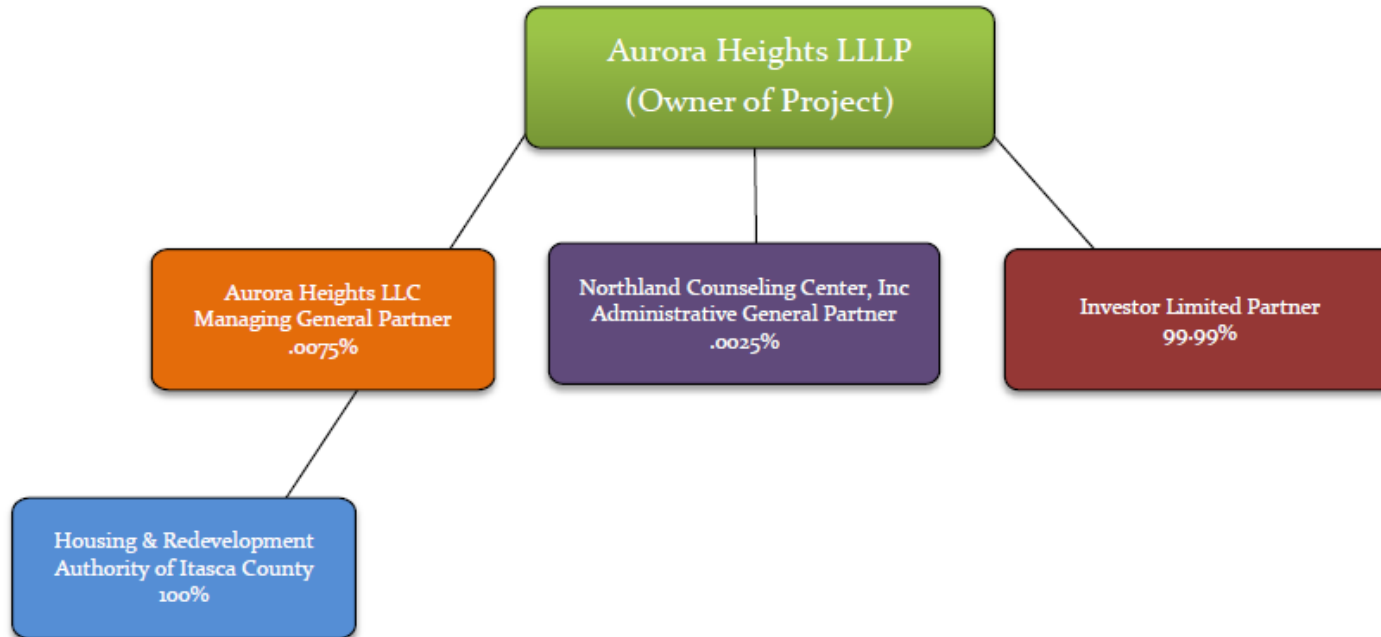
Developer: DW Jones, Inc.

Owner: Aurora Heights LLLP (HRA of Itasca County is the general partner in this partnership)

Supportive Service Partner: Northland Counseling Center, Inc.

Management: Contracted with DW Jones Management

\*The developer and the owner shared in the developer fees earned through joint agreement.



# Questions?

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