

South Central **REGIONAL HOUSING FORUM**

Mankato Clinic Health System Event Center
June 10, 2026

Regional Housing Data & Housing Research



MHP: making homes possible!

Jill Henricksen, Community Development Manager



OUR MISSION STATEMENT

MHP expands housing and community development opportunity for those most impacted by economic and racial disparities by leading collaborative work to promote system change and grow equitable development capacity.



Areas of Focus



Community Development

Capacity building
for communities,
with communities

Research

Original data that drives
housing solutions

Public Policy

Bold advocacy for
lasting change



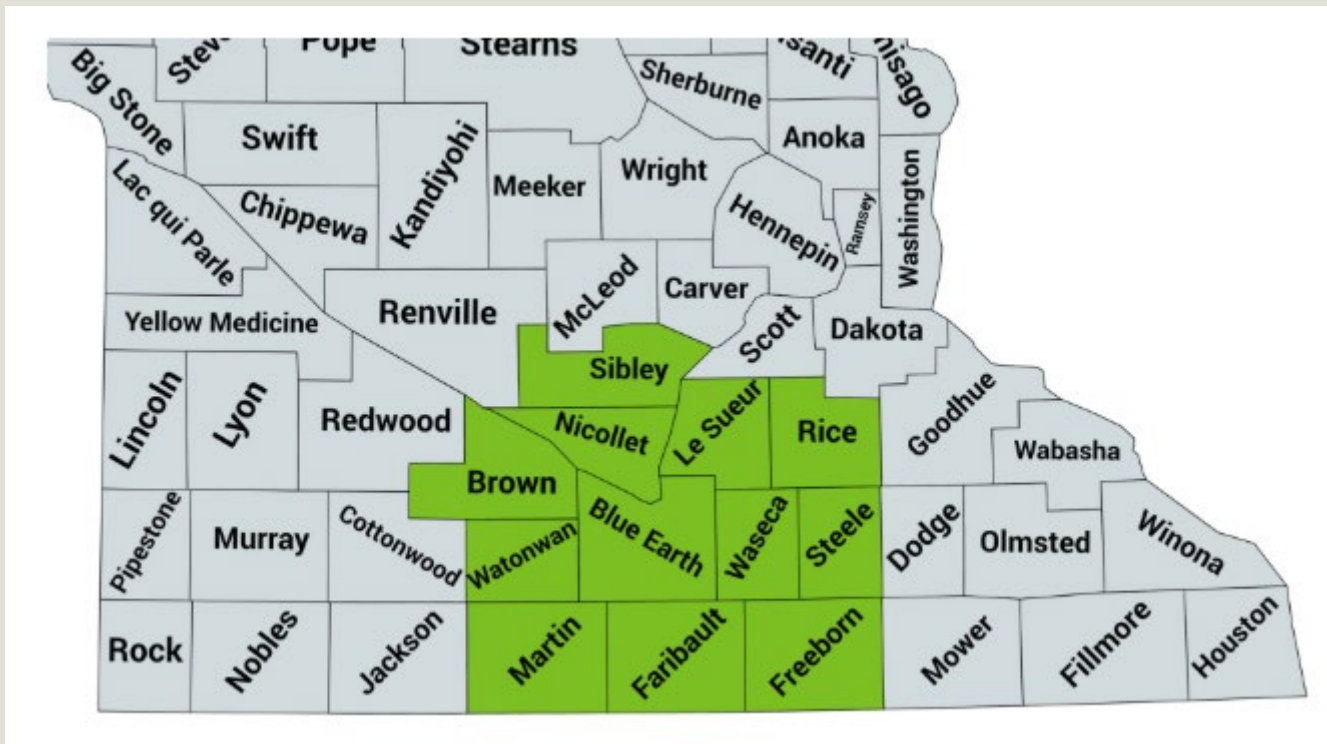
South Central Regional Housing Forum: Regional Data

Jill Henricksen, Community Development Manager

June 2026, Mankato, MN



Counties included in data analysis:



Blue Earth, Brown, Faribault, Freeborn, Le Sueur, Martin, Nicollet, Rice, Steele, Waseca, Watonwan

Data sourced from the American Community Survey, US Census Bureau; Minnesota Department of Employment and Economic Development (MN DEED), Occupations in Demand, 2025



Owner & Rental Households in South Central



RENTER HOUSEHOLDS

36,536 | 26% of households



OWNER HOUSEHOLDS

104,848 homeowners | 74% of households

Home values rose faster than owner income from 2019-2024. **Owner income fell** in 5/11 counties in South Central, with the highest increase of only 8% in one county. Meanwhile, **home value rose in every county**, up to a 36% increase.

Rent rose in 8/11 counties in the region over the same period, seeing an increase of up to 15% in one county. Renter income rose in 7 counties and fell in four counties.

All numbers adjusted for inflation.



Housing Affordability in South Central

COST-BURDENED HOUSEHOLDS IN CENTRAL MINNESOTA: 36,239



Renters

15,689 | 47%



Owners

20,550 | 20%



Low-Income
Owners

9,190 | 69%



Low-Income
Renters

11,354 | 85%



Senior
Renters

4,123 | 58%



Renters with
Severe Cost Burden

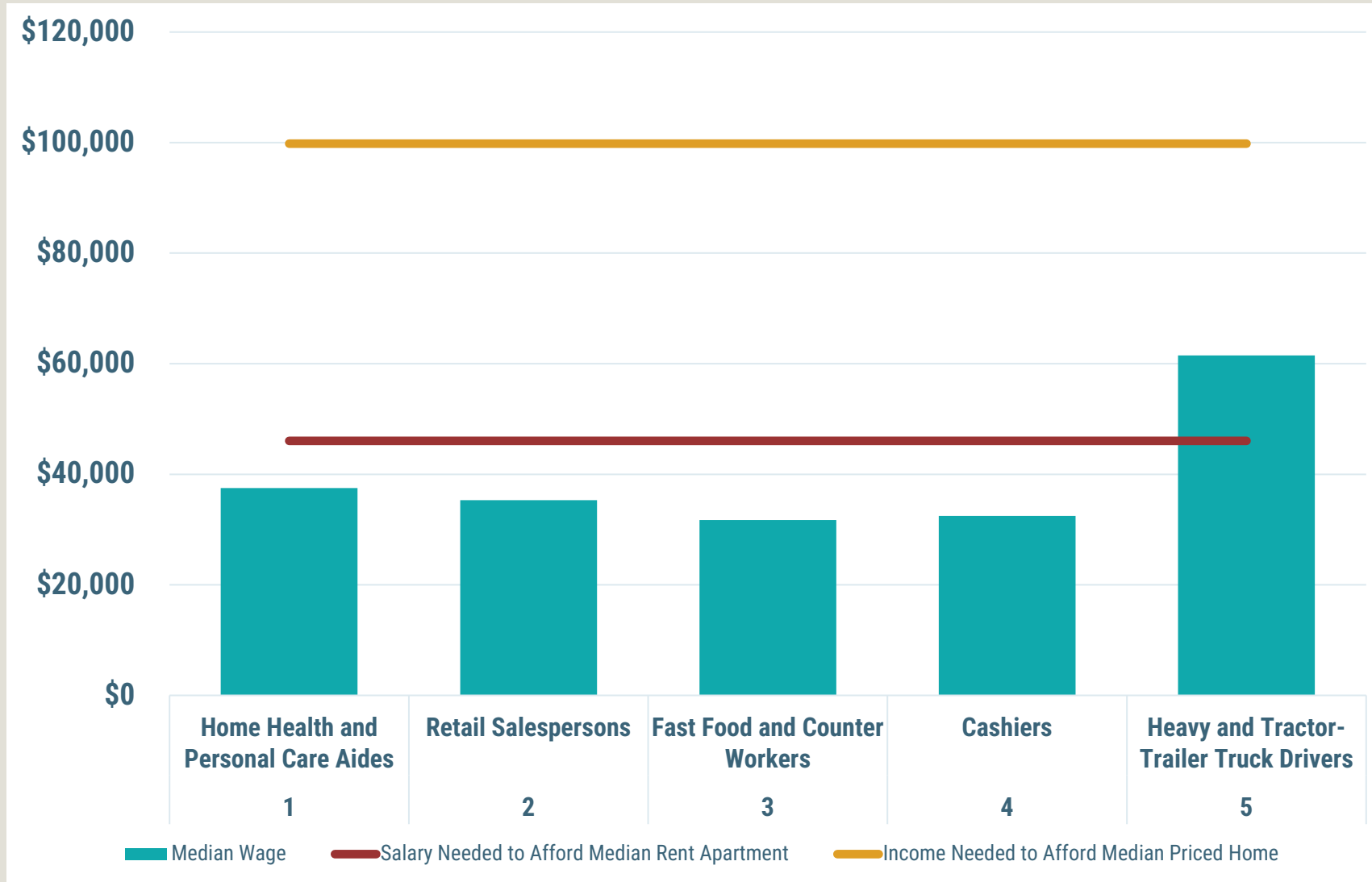
7,342 | 22%

A **cost-burdened household** spends **30%** or more of their income on housing related expenses.

A **severely cost-burdened household** spends **50%** or more of their income on housing related expenses.



Top In-Demand Jobs Don't Cover Housing Costs in the Central Region



Housing Continuum

Minnesota Affordable Housing Continuum



Income	\$20,000 and below	\$20,000 to \$34,999	\$35,000 to \$49,999	\$50,000 to \$74,999	
AMI	30% AMI	\$33K	50%	\$55K	
				80% ——— \$88.1	
Housing Continuum	Low market rental Naturally Occurring Affordable Housing Workforce Housing				
	Public Housing Section 8 Vouchers		Homeownership Assistance		
	Unsheltered Shelters	Community Land Trusts Resident Ownership Cooperative Ownership Habitat for Humanity			High Market Rental Homeownership
	Permanent Supportive Housing				
Population	220,506 total households People Experiencing Homelessness; People with Disabilities or Service Needs; People Exiting Incarceration	201,438 total households Workers with Low Incomes; People with Episodic Housing Crises & Service Needs	227,209 total households Workers with Low Incomes; People with Episodic Housing Crises & Service Needs	379,425 total households Workers with Low Incomes; People with Episodic Housing Crises & Service Needs	
Strategies	Harm Reduction / Housing First				
	Permanent Supportive Housing				
	Transitional Housing / Rapid Rehousing				
	Harm Reduction / Housing First				
	Reduce Cost Burdens				
	Production, eg. Low-Income Housing Tax Credit				
	Inclusionary Housing				
	Tenant Protections				
	Preservation				
	Tax-Increment Financing (TIF) and Zoning				
Local Housing Trust Funds					
Preservation and Stabilization					
Community Land Trusts, Resident Ownership, Cooperative Ownership, Habitat for Humanity					



THANK YOU!

Contact gabriela.norton@mhponline.org
for more information.
Website: mhponline.org

Questions?



Community Voices, Community Solutions: Addressing Housing Together

Community Voices, Community Solutions: Panel

Moderator: Jennifer Prins, [River Valleys Continuum of Care](#) Coordinator



Panelists:

• **Shameka (Meme) Simpson,** Advising Member of the River Valleys Continuum of Care

• **Devan Mortwedt,** Community Resource Coordinator, [City of Mankato](#)



• **Lourdes Menjivar,** Regional Director, [South Central MN COPAL](#)



• **Trisha Anderson,** Executive Director, [Partners for Housing](#)



Community Voices, Community Solutions: Questions

1. Please take a minute to introduce yourself and talk a little about your work and the organization you are involved with.
2. What are some of the most pressing housing needs that you are seeing in the community?
3. What are some of the ways you and/or your organization are responding to those needs? In your response to these needs:
 - What success stories can you highlight?
 - Do you have examples of how collaboration and the involvement of the broader community had a positive impact?
4. Talk about the importance of people with lived experience of housing challenges being included in decision-making.
5. What are some ways the audience to get involved or otherwise support solutions?

BREAK

BREAK

Return before 11:10 a.m.

Pre-Development & Technical Assistance



GREATER MINNESOTA HOUSING FUND

Affordable Homes. Stable Communities.

332 Minnesota Street, Suite 1650 West, Saint Paul, Minnesota 55101
Main 651-221-1997 | Fax 651-221-1904 | info@gmhf.com

gmhf.com



Types of GMHF Lending

Predevelopment Loans

Covers cost of a project at the beginning stages (before construction costs or mortgage costs)

Term: up to 36 months

Acquisition Loans

For purchase of land or buildings before construction/rehab or mortgage costs

Term: up to 36 months

Construction & Bridge/Gap Loans

For construction of new housing units or rehab of existing housing

Term: up to 36 months

Permanent Financing (1st Mortgage)

Long-term financing for multi-family properties

Term: up to 25 years

Construction-to-Perm 1st Mortgage

Converts a construction loan for building a project into long-term mortgage

Term: up to 25 years

Mezzanine Loans (2nd Mortgage)

Low-cost financing that supports development of projects by replacing owner equity.

Term: up to 15 years



Lending at GMHF

GMHF Multifamily Lending

- ✓ GMHF provides several types of loans on a pipeline basis

- ✓ Permanent Financing:
 - Amortizing First Mortgages
 - Tax Increment Financing (TIF) Loans
 - Mezzanine Loans (second mortgages)

- ✓ Interim Financing:
 - Predevelopment Loans
 - Acquisition Loans
 - Construction/ Bridge Loans



Programs and Initiatives

Emerging Developers Program

Offers grants, technical assistance, training, and access to GMHF financing to support developers who are creating community-based housing solutions

Housing and Health Initiative

Links healthcare and housing sector partners to create investment and innovation in housing stability – a critical social determinant of health

Energy Lending Initiative

Creates partnerships, programs, financing, and investment opportunities that support higher levels of energy efficiency, decarbonization, and energy independence in new and existing homes

Rural and Tribal Capacity Building Program

Supports housing development, preservation, and innovation in rural and Tribal communities statewide through grants, technical assistance, strategic partnerships, and GMHF financing

GMHF
Emerging
Developers
& Rural
Tribal
Capacity
Building
Programs

What is “Capacity Building”?

Time to do the work

Talent to know how to get it done, extra help

Tools unique to the situation

Treasure to accomplish the goal

Capacity Building like a Trail Guide

TRAIL GUIDE	On Trail	On Housing
TIME	Planning, guidance, referrals, connector	Consultant, project guide, reduced staff prep time, partnerships, Connector
TALENT	Experience route guide, prep plan, on trail advice, Right fit, vision and goals	Guide land use, financing packaging, SHTC, trust funds, referrals, connections
TOOLS	Gear, equipment, bug spray, net, fire starter, compass, maps	Land use and zoning, OnX, housing studies, proforma, fit plan tools, TIF, abatement, LIHTC, trust fund, letter of interest, maps, narrative and advocacy tools, architectural concepts, site master plan, capital needs assessment, preapproved plans
TREASURE 23	Food, supplies, cooler with beverages, etc.	Land donations, grants, loans, PRI, trust fund, developer equity, USDA, SHTC, public, private, philanthropy

Rural & Tribal Capacity Building Program

Laying the Groundwork for Housing Development

- ✓ Technical assistance
- ✓ Grant and loan
- ✓ Predevelopment resource identification
- ✓ Strengthen local collaborations
- ✓ Advocacy for rural communities

Emerging Developers Program

A “Suite of Services” for New Affordable Housing Developers

- ✓ Technical Assistance
- ✓ Predevelopment Grants
- ✓ Education and Training
- ✓ Networking and Relationships
- ✓ Lending and Funding Opportunities

Thank you.

Nate Dorr

Capacity Building Program Manager

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(651) 221-0463

Irene Ruiz-Briseño

Emerging Developer Program Manager

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Research

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Public Policy

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MHP Community Development



Since 2010, MHP has been a National Technical Assistance provider funded through the Federal Housing and Urban Development (HUD) and the United States Department of Agriculture (USDA).

Our services help communities to:

- ✓ Achieve housing & community development solutions
- ✓ Secure funding through grants & programs
- ✓ Build partnerships & grow collaborations
- ✓ Engage local voices to guide your work
- ✓ Equip your team with tools & strategies for long-term success



How We Support Local Capacity: Three Key Platforms

1. Strengthening Rural Communities Program

Long-term partnerships with rural areas and Native Nations to build local capacity for housing and development.

2. Institute Model

Cohort-based learning and support through:

1. *The Housing Institute*
2. *Native Community Development Institute (NCDI)*
3. *Emerging Developer Initiative*

3. Customized Consulting for Local Projects

One-on-one support tailored to your community's housing goals.



Assembling a project

- **Identify** the community need: Studies/Assessments? (Data based)
- **Know your Gap & Understand** funding opportunities
- **Select** project partners- who will be on your development team?
- **Determine** what scale is reasonable based on the team's experience & set realistic timelines early
- **Complete** Project Planning/Proformas & Funding applications!



THANK YOU!

Contact Jill.Henricksen@mhponline.org for
more information.

Website: mhponline.org

Questions?





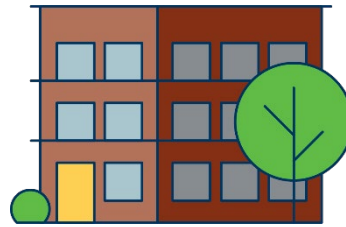
Minnesota Housing Overview & Updates

Ryan Baumtrog, Deputy Commissioner

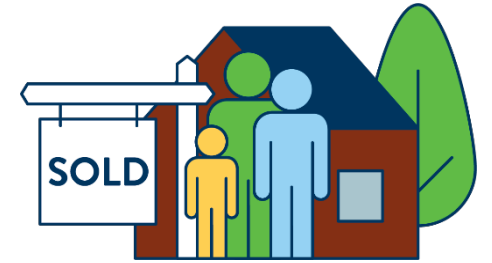
Housing Spectrum



**Homelessness
Prevention**

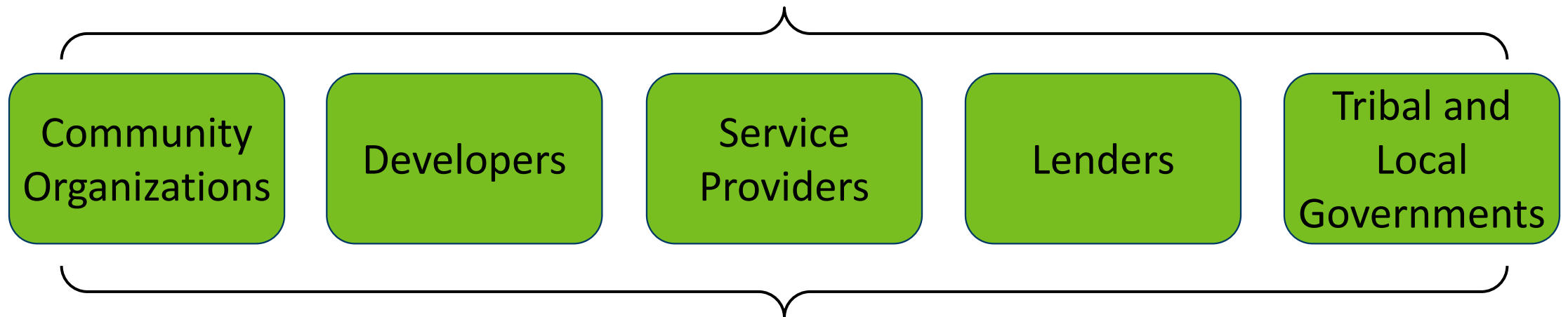


**Rental
Housing**



Homeownership

Minnesota Housing



Minnesotans

Minnesota Housing Does Not:

- ✗ Build or develop housing
- ✗ Own properties
- ✗ Regulate housing or development
- ✗ Mediate landlord-tenant disputes, or enforce MN Stat. 504B
- ✗ Help people find housing
- ✗ Set or enforce local housing, zoning or land-use policies
- ✗ Administer Section 8 Housing Choice Vouchers

Total activity in FFY 2025

72,947
households
served

\$1.8B in
resources distributed
across all program areas,
from homelessness
to homeownership

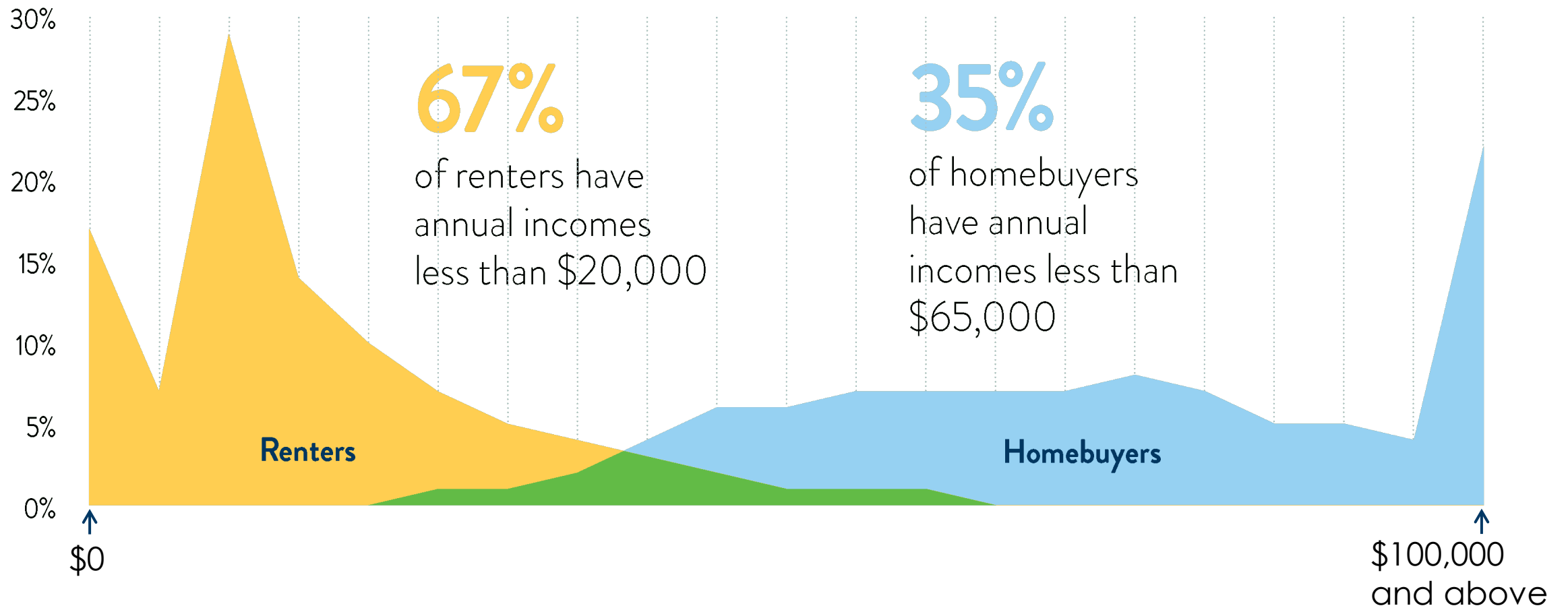
Program Expenditures, FFY 2025

72,947 households served

\$1.8 billion in expenditures

Homebuyer and Home Refinance (5,619)	\$1,041,376,126
Rental Assistance Contract Administration (34,148)	\$305,113,535
Rental Production (3,026)	\$295,415,416
Housing Stability (16,654)	\$69,851,726
Home Improvement (1,194)	\$32,897,009
Single Family Development (376)	\$19,245,765
Manufactured Homes and Communities (2,361)	\$18,656,390
Stable Housing Organizational Relief (SHORP)	\$7,427,323
Homebuyer/Owner Education and Counseling (9,313)	\$4,148,575
Multiple Use Resources	\$3,250,000
Other Single Family	\$2,493,650
Other	\$2,164,995

We serve Minnesotans with a range of incomes

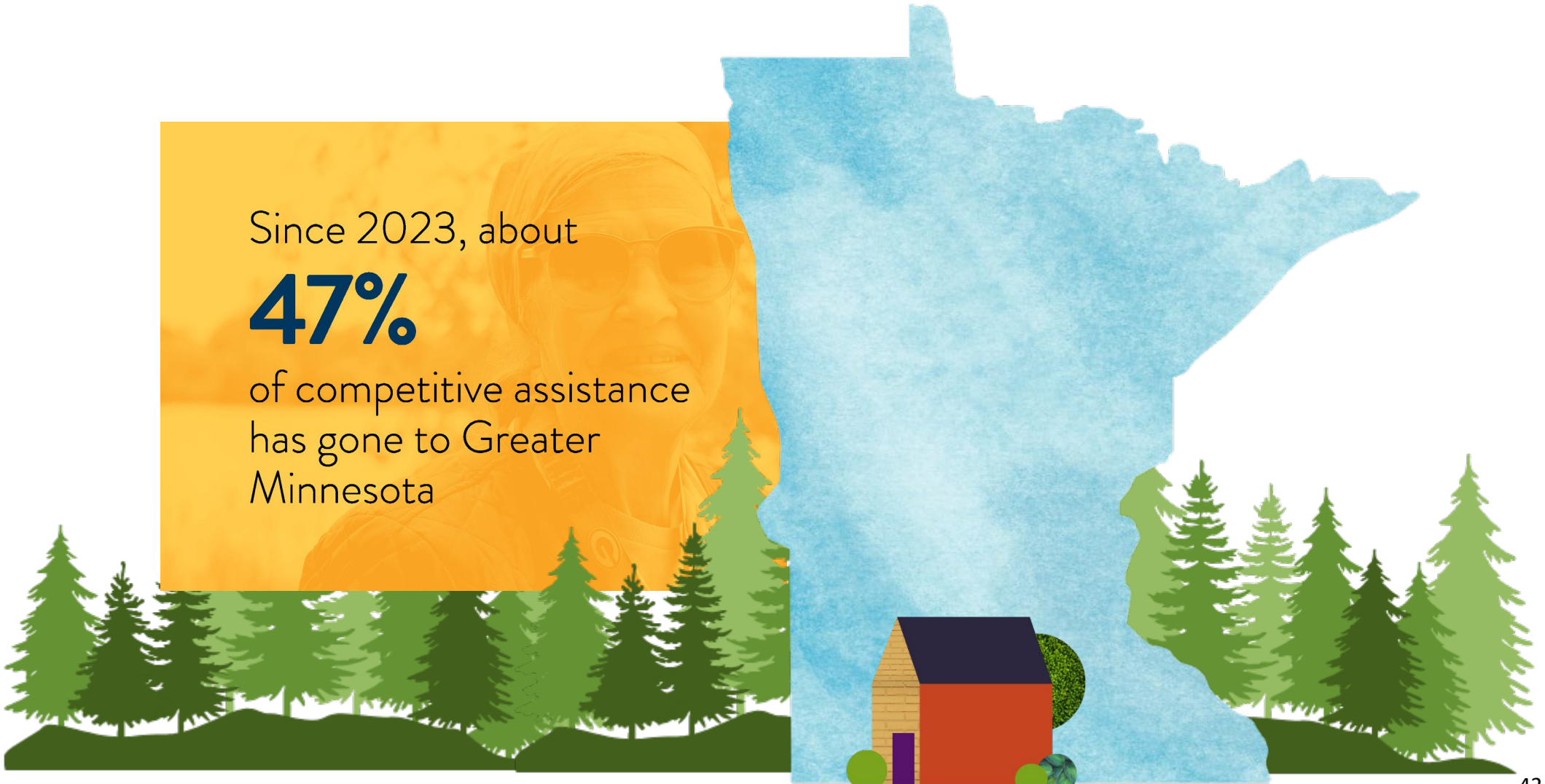


Geographic Distribution

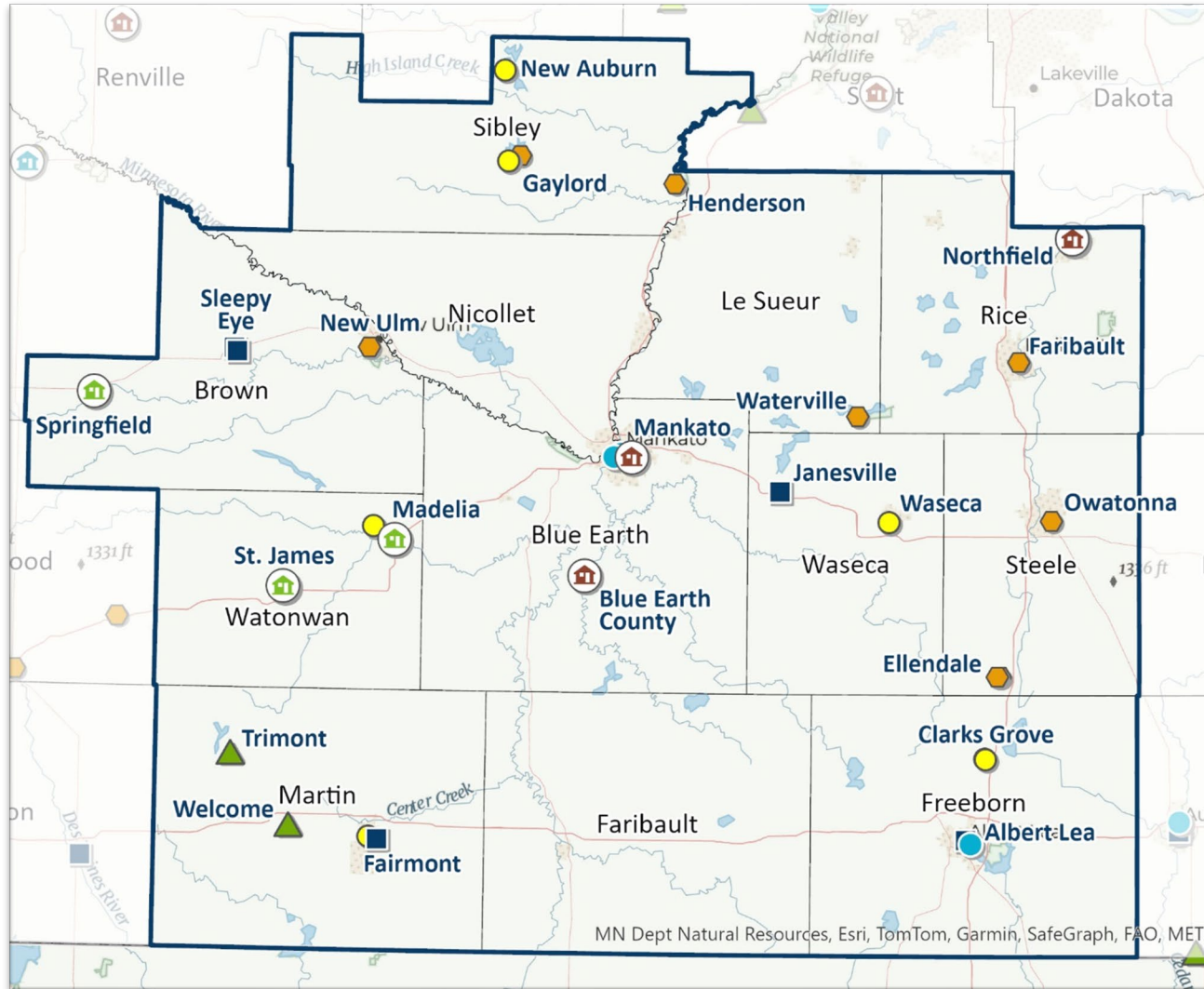
Since 2023, about

47%

of competitive assistance
has gone to Greater
Minnesota



South Central Region Project Selections, 2020-2025



**TOTAL INVESTMENT IN THE REGION:
\$ 100,872,345**

-  Greater Minnesota Housing Infrastructure Program
-  Greater Minnesota Small Cities (Tier II Cities) Housing Aid Grant Program
-  Local Housing Trust Fund Grants Program
-  Multifamily Consolidated RFP/HTC
-  Publicly Owned Housing Program (POHP)
-  Manufactured Housing Program
-  Rental Rehabilitation Deferred Loan (RRDL) Program
-  Workforce Housing Development Program



Minnesota Housing Legislative and Federal Updates

Minnesota's Legislative Sessions have a two-year cycle:

- Odd-numbered years consider “major financial planning of the state” to establish a 2-year state budget
- Even-numbered years focus on policy issues and bonding
 - Even-numbered years are often shorter sessions
- In the past 10 years, bonding bills can happen any year
 - Includes Housing Infrastructure Bonds

2026 focused on bonding, supplemental budget and policy changes

Housing Advances in Difficult Session



2026 Session had few new resources, heading off a future budget deficit



Fraud prevention and responding to Federal actions were key topics



Uncertainty and cuts in Federal funding created new challenges



Upcoming 2026 elections looming



Housing remained an issue with strong bipartisan support and was one of the first bills to be finalized



In a year when most agencies faced cuts, the Legislature and Governor supported \$180.5 Million to address housing instability and increase supply

2026 Budget and Bonding Provisions

Housing Infrastructure Bonds to produce or preserve more housing	\$100 million
Family Homeless Prevention and Assistance (FHPAP) - intended to be deployed quickly	\$40 million
Publicly Owned Housing Program (POHP) – for repairs to aging housing	\$17.5 million
Workforce Affordable Housing Development to build new housing	\$14.275 million
Supportive Housing operating support	\$4 million
Manufactured Home Park Infrastructure	\$4 million
Tenant Hotline to provide free legal advice to renters	\$425,000
Homebuyer Education, Counseling, and Training (HECAT)	\$150,000
Minnesota Nice HomeShare pilot (St. Louis, Lake, Washington Counties)	\$150,000

Governor's Policy Priority Process



Minnesota Housing Policy Staff collect feedback and engage a variety of groups throughout the year



Policy recommendations typically sent to the Governor in early fall.



The Governor's policy agenda typically set by end of the year, and bill language is sent for drafting so it's ready to introduce when the session begins.

Engaging with the Legislature

- **Legislators enjoy hearing from the people they represent.** You can introduce yourself at community events, or contact their office at any time – it doesn't need to be related to a specific request or bill.
 - Share stories of how a program has worked for you or people in your community.
 - Share stories that show the need for more support for housing.
 - Thank them for supporting housing.
- When there is a vote coming up, making a **quick phone call** to their office can have big impact. Their staff will keep track of the calls and let them know the tally.
 - "Hi, my name is _____ and I'm calling to encourage Senator _____ to vote yes on funding for _____."

Find your
Legislators





Minnesota Housing Resources

Affordable Rental Development: Income Levels Vary by Program

- New construction
- Adaptive reuse/conversion of existing building (school, hospital, etc.)

Workforce Housing:

- Rental housing development that's affordable to local workforce
- Market rate rental housing development in Greater Minnesota

Senior Housing:

- Age-Restricted - 55 years of age or older
- Incentivize serving lower-income seniors

Preservation and Rehab of Affordable Rental Housing

Funds to rehab existing affordable rental housing

- Available through the Multifamily Consolidated RFP

Funds to rehab aging public housing

- These are some of the most affordable housing options in rural communities
 - Preservation for federally-funded housing:
 - Publicly Owned Housing Program
 - Rural Rental Rehabilitation Deferred Loan Program that targets USDA RD 515 buildings

Publicly Owned Housing in Minnesota



- Approximately 21,000 housing units that are home to 36,000 people statewide
- Nearly two-thirds of the households are headed by seniors or those with disabilities
- Around 75% percent of the residents of public housing have annual incomes of under 30% AMI
- One-third of public housing residents are children, many of whom are at high risk of homelessness or recently homeless

Public Owned Housing Program: Sleepy Eye

Ross Park Apartments in Sleepy Eye

- Built in 1970
- Three-story building with 45 total units: 41 are one-bedroom and four are two-bedroom.
- Owned and managed by the Housing and Redevelopment Authority of Sleepy Eye, MN.

POHP Award: \$1,362,400 (2024) and \$545,100 (2025)

- 2024: Plumbing replacement and new windows
- 2025: Roof Replacement



Public Owned Housing Program: Albert Lea

Shady Oaks in Albert Lea

- Built in 1972. It is owned and managed by the Albert Lea HRA.
- Eight story building consists of 126 units: all one-bedrooms.
- **POHP Award: \$3,500,000**
 - Masonry removal and replacement
 - Windows openings and seals
 - Security camera system expansion




Supportive Housing

Supportive Housing is a proven, effective option on the homeless services continuum that combines **permanent, affordable housing and services** for people with histories of housing instability, trauma, systemic exclusion, disabilities and chronic health conditions.



**Permanent, Safe,
and Deeply
Affordable
Housing Units**

+



**Voluntary, Flexible
Tenancy Supports**

=



**Supportive
Housing**

Homeownership Development Resources

Single Family Development Uses: Up to 115% Area Median Income

- Acquire Land and Property
- Build new housing
- Purchase and rehab homes for resale
- Cover gaps between the cost to build and the cost to sell (“Value Gap”)
- Cover gaps between the appraisal cost and what the homebuyer can afford (“Affordability Gap”)

Community Land Trusts

- Nonprofit or local government owns the land in a trust to ensure permanent affordability
- Homeowner purchases the home, not the land. Split the equity when they sell.
- Must be sold to an income-qualifying buyer

School Build (*New in 2025)

- Provides grants for school districts to partner with local nonprofits and build affordable single-family homes.



Manufactured Housing

Manufactured Housing Resources

- Grants and financing to fund manufactured housing infrastructure needs
- Acquisition including conversion to cooperative ownership
- Manufactured Home Relocation Trust Fund:
 - Funds paid to homeowners in manufactured housing communities for relocation costs related to the closure of a community
 - Manufactured home homeowners apply through an appointed neutral third party





State Housing Tax Credit

State Housing Tax Credit (SHTC)

Purpose: Helps finance multifamily and single-family housing throughout Minnesota

Funded by eligible Minnesota taxpayer contributions:

- Individual contributions: minimum \$1,000/maximum \$2 million
- Tax credit of 85% of contribution to reduce their tax obligation
- Can designate to specific project or general contribution pool
- Available through RFP

Maximum Total Annual Contributions: \$9.9 million



Local Government Housing Programs

Statewide Affordable Housing Aid and Small Cities (Tier II) Requirements

Use of Funds:

Any funds distributed under this program must be spent on a qualifying project.

- See Minnesota Housing's [Frequently Asked Questions](#) for more information on the housing aid programs, reporting and compliance.
- Additional requirements detailed in Minnesota Statutes 477A.35

Qualifying Projects:

- Emergency Rental Assistance
- Financial Support to Non-Profit Affordable Housing Providers
- Construction, acquisition, rehabilitation, demolition or removal of existing structures, construction financing, permanent financing, interest rate reduction, refinancing to provide affordable housing to those who earn less than 115% of AMI (homeownership) and 80% AMI (rental)
- Financing the operations and management of financially distressed residential properties (2024)
- Funding of supportive housing (2024)
- Costs of operating emergency shelter facilities, including services (2024)

Greater Minnesota Housing Infrastructure

Purpose: Assist counties and cities with infrastructure costs to support new single family, multifamily and manufactured housing developments.

Funding: Up to 50 percent of the capital costs of public infrastructure necessary for an eligible workforce housing development project.

- **Grants limited to:**
 - \$40,000 per lot for 1-4 units
 - \$180,000 per lot for multifamily (5+ units/building)
 - \$60,000 per manufactured housing lot
 - Cities and counties limited to \$500,000 over a two-year period; no maximum for manufactured housing.



\$2 million
(2026 Legislative Session)

Resources for Individuals

Homebuyers and Homeowners

- [Short- & long-term homebuyer education & financial coaching](#)
- Visit [Find a Lender:](#)



- Mortgages
- Rehab loans
- Downpayment Assistance
- Temporary Mortgage payment assistance: [Contact the Provider in your Area](#)

Renters

- Temporary supportive services and financial assistance: [Contact the Provider in your Area](#)
- Rental Assistance, if experiencing or at risk of homelessness : [Coordinated Entry System in your Area](#)
- [Housing Help](#)



Stay in Touch

- [Visit www.mnhousing.gov](http://www.mnhousing.gov)
- [Sign up for email updates](#)
- Questions:



- Agency: Alyssa.Wetzel-Moore@state.mn.us
- Housing Stability: Supportive.Housing@state.mn.us
- Local Government: Annie.Reierson@state.mn.us (Grant Programs)
Dani.Salus@state.mn.us (Bring It Home)
- Manufactured Housing: MNHousing.ManufacturedHomes@state.mn.us
- Multifamily: Sara.Bunn@state.mn.us
- Single Family: Tal.Anderson@state.mn.us

Questions?

Thank you!

Ryan Baumtrog, Deputy Commissioner

LUNCH

Lunch presentation at 12:35

Afternoon session starts at 12:45

Housing Priorities & the Future of Housing in the Region

In Mentimeter:

Based on your conversations today and your knowledge of housing,

what ideas or opportunities should we work together on as a region?



15:00

At your tables:

What is unique about the housing challenge in the South Central Region?

10:00

In Mentimeter:

Rank the ideas and opportunities to collaborate around housing.

Give additional focus to ideas where it feels action could be taken as a region.

<https://z.umn.edu/Region9HousingForum2026>



05:00

Multifamily Development Panel

CITY OF NEW ULM, MINNESOTA

River Haven

A Proposed 96-Unit Market-Rate Workforce Housing Development
addressing critical economic expansions.

The Origin Story

Sparking the Momentum

New Ulm was faced with major challenges: expanding manufacturers couldn't grow due to a devastatingly tight **0.8% vacancy rate** across all rental units. Local businesses had to look elsewhere because employees simply had nowhere to live.

- **Community & EDA Support:** The New Ulm EDA stepped up to purchase the vacant municipal parcel, funds civil engineering, soils testing, and environmental reviews.
- **Finding the Developer:** The city partnered with Diamond Concrete and Construction.



Basic Project Description



Scale & Flow

A new construction development of **96 total units** split evenly across two 4-story buildings. Both buildings feature integrated elevators for multi-generational accessibility.



Healthy Living

Energy Star & Indoor Air Quality certified. Designed using the nine foundations of healthy building. Emphasizes clean ventilation, carbon reduction, and long-term energy equity.



Modern Amenities

Features meeting rooms, private fitness center, secure bike and mail storage, a dedicated dog wash, trash chutes, extra storage units, and in-unit washer and dryers.

Serving Our Local Workforce

\$51,300

AVERAGE ANNUAL SALARY

Translates to approximately \$25.00 per hour. Rents are purposefully calibrated to fit this core workforce demographic comfortably.

< 80%

HUD AMI EQUIVALENCE

Rents are set strictly below the 2024 HUD 80% Median Family Income limits for Brown County (\$93,200 AMI limit is \$2,123/mo).

\$1,185+

RENTAL PRICE RANGE

Rents range from **\$1,185 to \$1,729** including utilities, across 1 and 2-bedroom configurations, yielding a modest \$1.42 to \$1.68 per SF.

Project Financing Architecture

Financing Source / Type	Entity Involved	Amount	Status
Workforce Housing Dev Program	Minnesota Housing	\$900,000	Secured
Local Matching Funds (Land & Civil)	New Ulm EDA	\$163,850	Secured
Local Tax Abatement Match (12-15 Years)	City & Brown County	~\$500,000	Commitment
Construction Loan & Owner Equity	Lender	Standard Multifamily	Secured Letter

Questions & Answers

Join Us in Building New Ulm

PUD and civil engineering approvals are complete, and vertical construction is scheduled to begin in Spring 2026. We invite your questions regarding the project's roll-out.

CITY MANAGER

Chris Dalton

507.233.2112

chrisd@newulmmn.gov



Henderson Apartments

South Central Regional Housing Forum |
hendersonmn.gov

From planning to opportunity

The project was not a sudden change in direction. It was a practical chance to act on housing needs Henderson had identified for years.

- Housing studies, 2016 Comprehensive Plan, and 2022 Design Team work pointed in the same direction.
- Limited buildable land made small infill opportunities especially important.
- A local private project, City support, and SWMHP assistance turned planning into action.

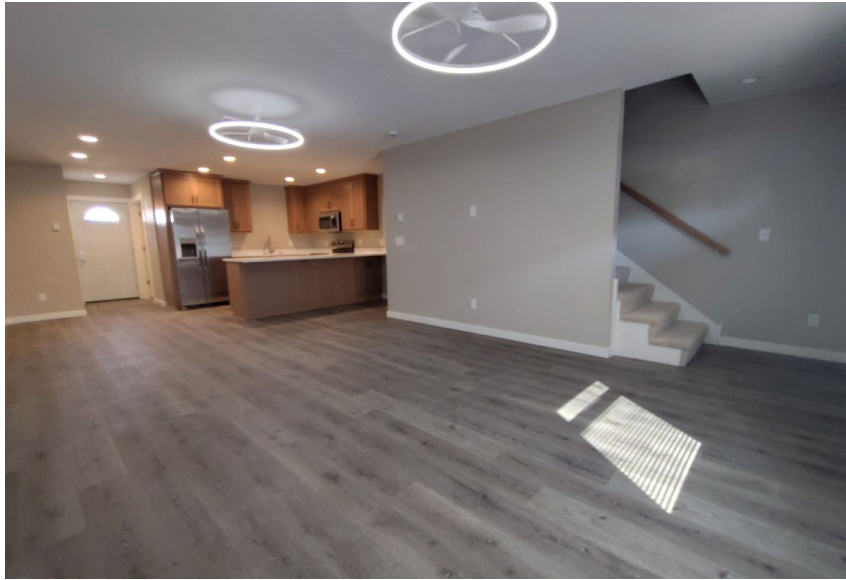


Henderson Apartments exterior — nearing completion

Core idea: implementation, not a one-off.

A right-sized infill project

In a city of under 1,000 people, four well-placed rental units can be meaningful.



Interior photos are representative completed units by the same developer; Henderson project is nearing completion.

What made it fit

4 two-bedroom units

Pre-leased before completion

\$1,400 expected monthly rent

- Privately owned
- No income restrictions
- Existing infrastructure

Meaning: small, targeted projects can create movement in a constrained local housing market.

Closing the gap, creating a model

The need was clear, but the project still had to work financially.

Small-town housing often fails not because the need is unclear, but because the numbers do not work without practical gap-closing partnerships.

Financing pieces

\$95,000	Minnesota Housing WHDP
\$54,825	City match / in-kind support
\$500,000	Hometown Bank first mortgage
\$85,000	Developer equity

City role

Not the developer.

Not the landlord.

A gap-closing partner.

Replicable idea

- Use existing infrastructure.
- Work with local partners.
- Close the feasibility gap.
- Build momentum one project at a time.

Proof of concept: progress in increments that fit the land, infrastructure, and local market.

Poplar Apartments, Mankato

Community-Driven Collaborative Partnership

- COVID-19 exposed critical gaps in shelter capacity and affordable housing, prompting community-wide action.
- City and County partners, housing agencies, and service providers worked together to develop long-term solutions.
- Input from shelter providers, residents, and unsheltered individuals shaped a Housing First, client-centered approach.
- Trellis Development was selected through a collaborative process, backed by strong public and community support.

Poplar Apartments Supportive Housing Initiative



[Watch on YouTube](#)

Poplar Apartments Highlights

Supportive Housing

40 Units
14 Studio
22 One BR
4 Two BR

Rent Schedule

Studio \$823
1BR \$878
2BR \$1,130

Project Development

- Permanent supportive housing.
- Serves singles and families from shelters or other unhoused situations.
- Support Services on site coordinated by Partners for Housing.
- Building staffed 24 hours a day, 7 days a week.

Poplar Apartments Financing

Capital

- MHFA Housing Infrastructure Bonds
- Low-income Housing Tax Credits (LIHTC)
- City of Mankato CDBG
- Blue Earth County ARPA
- EPA, MPCA, DEED Assessment & Cleanup

Rental Assistance

- Mankato EDA Project Based Vouchers

Multifamily: Moderated Q&A

1. What elements have set the project up for success?
2. What challenges have you faced?
3. What has the impact been so far?
4. What's one recommendation you have for communities that would like to have a similar project?

Homeownership Development & Opportunities Panel

ThreeRivers
COMMUNITY ACTION



People-focused, community-driven

Single Family Panel

June 2026



Need + Opportunity = Project

Sequence of events

Rice County HRA serving large households

Households could not find rental units and were renting 2 or more units

Large households seeking to purchase could not find large homes

Rice County built a Safety Center and set aside land for housing needs

Rice County HRA convened partners: Three Rivers Community Action, and Rice County Habitat for Humanity

Long-standing Rice County housing task force, relationships are established among government, developers, and builders



Twin Oaks Project



22-unit single family home development, built in 3 Phases

4-, 5-, 6-, & 7-bedrooms with 2-stall garage; approx. 2,200 sq ft

Neighborhood design standards to avoid 'cookie cutter' look

80% AMI or less; for 2026 = \$93,600

Phase 1: 4 of 6 homes sold; average sale price \$403,103



Finance Sources



Per Home Costs

Land	\$50,000
<u>All Construction Costs</u>	<u>\$353,103</u>
TOTAL	\$403,103

Per Home Finance Sources

Rice County Donation of Land	\$50,000
First mortgage (USDA)	\$252,603
Deferred Affordability Gap Loan	\$55,000
Value Gap Award to Contractor	\$45,000
<u>Homebuyer's down payment</u>	<u>\$500</u>
TOTAL	\$403,103

MHFA Impact Fund

MHFA Impact Fund

This is a simplified budget representing Phase 1 deals in aggregate. This does not represent a specific household or house.



Permanent affordability. Local ownership. Lasting community impact.

WHAT IS A COMMUNITY LAND TRUST (CLT) MODEL OF HOMEOWNERSHIP?

Buyer own the house.



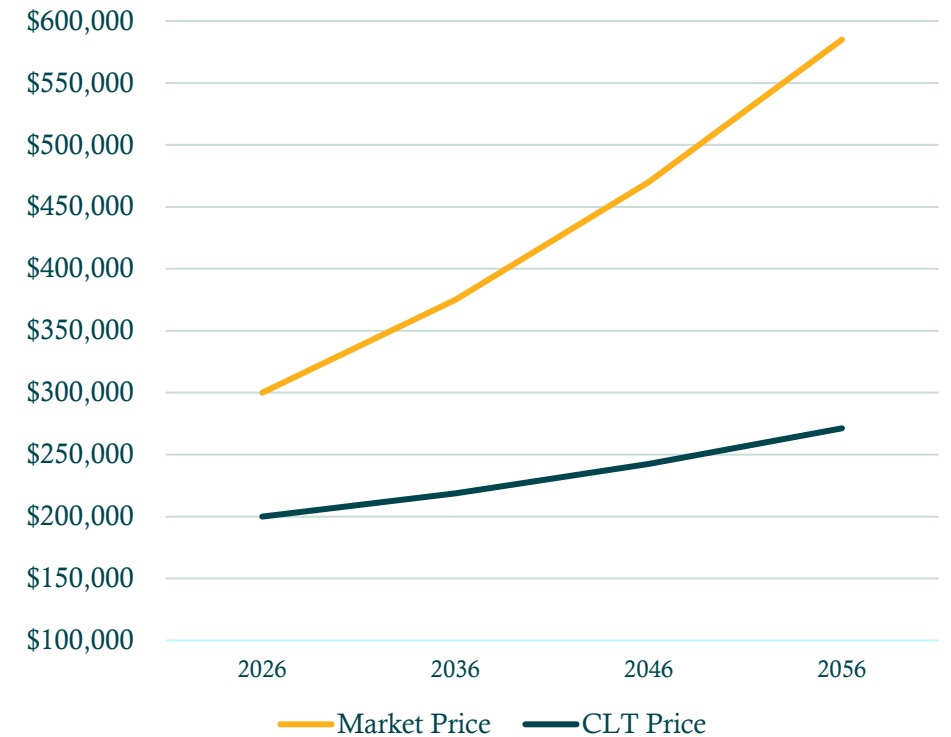
CLT own the land.

Buyer pays small land lease fee. (PCLT is \$35/mo.)

Buyer has full use of the land.

CLT limit resale to maintain affordability

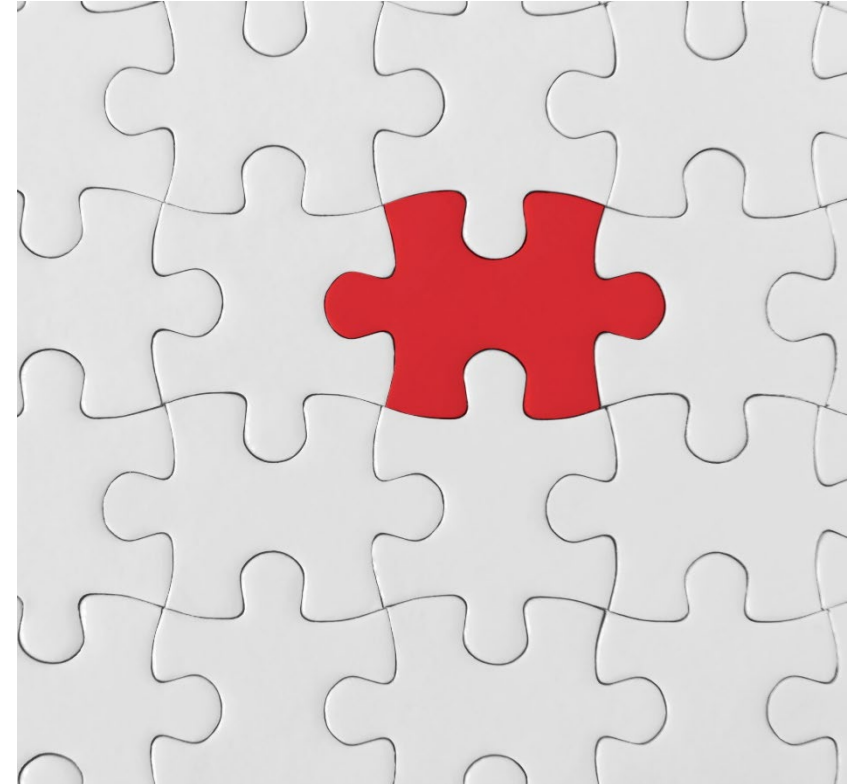
PERMANENT Affordability – 1 Time Investment



WHO IS A PCLT BUYER?

- Generally below 80% AMI
- Working households earning roughly \$65,000–\$95,000
- Has a qualifying credit score and manageable debt
- Financially stable but unable to bridge the gap to homeownership
- Homes priced from \$175,000 - \$240,000

PCLT IS A PIECE IN THE AFFORDABLE HOUSING PUZZLE. IT ISN'T THE WHOLE SOLUTION.



HOW DO THE PROJECTS WORK?



- Total Development Cost \$470,000
- Appraised Value \$470,000
- Homebuyer Base Price: \$230,000
- Total Subsidy: \$240,000

Sources:

- MN Housing Impact Funds: \$114,000
 - City of Mankato: \$25,000
 - Blue Earth County: \$25,000
 - New Market Tax Credits: \$76,000
-

Habitat for Humanity Martin-Faribault Counties

School Build Project with Fairmont High School

Project: Site Prep at Madelia Mobile Village

Challenge:

Need for affordable housing

Lack of financing to cover infrastructure

Partners:

City of Madelia

Madelia Mobile Village (ROC)

CoNorth



MADELIA MOBILE VILLAGE LOT MAP | FEBRUARY 2026

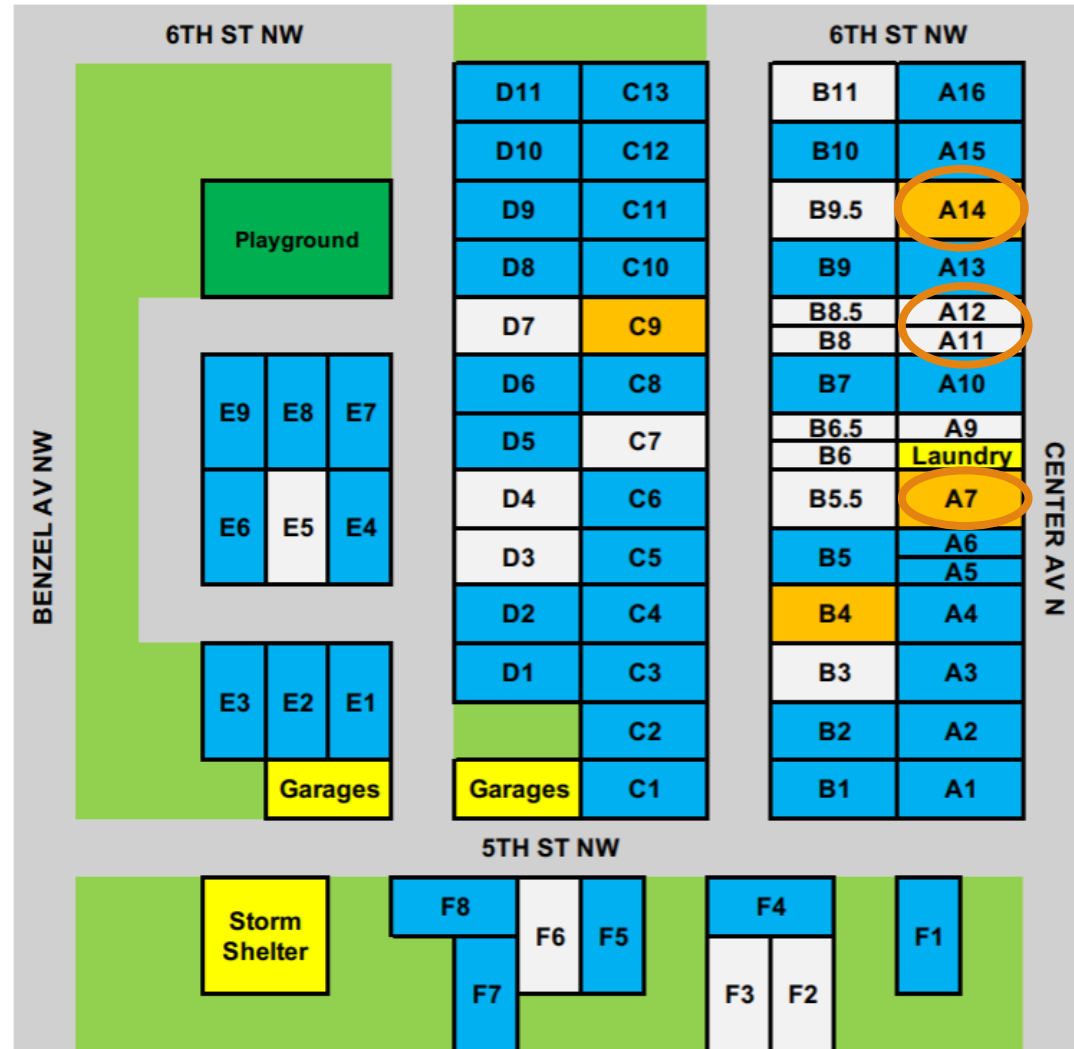
Project Overview

of lots supported
3+

Income Range
80% or less AMI

Est. Home Price
\$70,000

Avg lot prep costs
\$24,000



Occupied MH	
Other Bldg	
Vacant Home	
Vacant MH Lot	



Project Financing

2025 Greater MN Small Cities (Tier II Cities)
Housing Aid Grant Program - \$130,000



Neighborworks Home Partners: 30-Year
Mortgage for Manufactured Homes



RAMSEY SERIES



Single Family: Moderated Q&A

- What are the key factors that have allowed your project to move forward?
- What do you know now that you wish you had known when you started?
- How does your project address some of the barriers to accessing and maintaining homeownership?
 - Why is preserving manufactured housing so important right now?
- What steps should cities and towns think about if they'd like to have a similar project in their community?

BREAK

Return before 2:50 p.m.

Moving the Needle Together: A Cross-Sector Housing Conversation

Moving the Needle Together: Panel

Moderator:

- **Nancy Bokelmann**, Assoc. Director of Housing & Economic Development,
City of Mankato

Panelists:

- **Chad Adams**, Executive Director, [Southwest MN Housing Partnership](#)
- **Todd Prafke**, City Administrator, [City of St. Peter](#)
- **Dave Berglund**, Real Estate Development Director, [CoNorth](#)
- **Kris Heichel**, Branch Manager, [Fairway Home Mortgage](#)
- **Mike Drummer**, CEO, Drummer Companies

Moving the Needle Together: Questions

- Please take a minute to introduce yourself.
 - Say a little about your organization and your work.
 - How does your work connect to housing? What role do you play in the housing system?
- In what areas of your field are you seeing the most success and progress and how might communities replicate that?
- What are some of the challenges you're seeing in your sector?
 - What strategies have helped to overcome those challenges and/or
 - What is needed that we don't currently have to overcome those challenges?

Moving the Needle Together: Questions continued

- Topic Specific:
 - Development (Chad, Todd, Mike): What specific actions should communities take if they want to see more housing development happen in their communities?
 - Finance (Kris): How does the financial/lending sector intersect with housing development in ways the audience might not be aware of? How can communities and developers better position themselves to take full advantage of the available financial tools?
 - Manufactured Housing (Dave): Can you share some of the misconceptions surrounding manufactured home communities, and talk about why they matter in today's housing landscape? What strategies should we be considering to protect and grow this form of housing?
- What's one thing you'd like the audience to takeaway from this discussion?

Close



Thank you!