

# Support for emerging developers

## Transit Oriented Communities (TOC) Predevelopment Assistance



### Providing early stage predevelopment assistance to emerging developers

Hennepin County's TOC Predevelopment Assistance seeks to expand and diversify the pool of local real estate developers in Hennepin County by helping emerging developers overcome barriers to accessing critical financial and knowledge capital.

The program provides no-cost predevelopment assistance to qualified, emerging developers actively pursuing one of their first development projects.

# TOC Predevelopment program eligibility

## What projects are eligible?

Eligible projects include new construction, redevelopment, or substantial building renovation of one of the following project types:

- Mixed-use developments
- Commercial buildings with at least three tenant spaces
- Multifamily residential projects with at least six units

Projects must be located within a Hennepin County [TOC Eligible Area as shown on this map](#).

## Who is eligible to apply?

New or emerging developers must:

- Be a for-profit or non-profit developer located in the seven-county metro
- Have completed no more than two real estate development projects
- Be actively pursuing an eligible real estate project
- Have some degree of site control (a pending or completed purchase agreement at a minimum)
- Lack sufficient capital and require technical assistance to complete necessary predevelopment
- Demonstrate financial commitment to the project

## How does it work?

The program supports specific architectural, financial, and real estate development services at early stages of the development process. Services are performed by qualified design and financial consultants under contract with Hennepin County and are provided at no cost to selected developers.

A total of \$200,000 is available in 2025 for eligible developers on a first-come, first-served basis. Eligible developers may request up to \$40,000 value in predevelopment services. Award amounts are determined after a scoping meeting and preliminary feasibility assessment. Resources are limited, and partial awards are likely.

Selected developers must demonstrate their ability to commit at least 20% of the amount requested to complete the desired predevelopment activities.

## What can be funded

Examples of predevelopment assistance available:

- Refining the project concept
- Determining the development capacity of the site
- Conceptual site plans
- Conceptual architectural renderings, e.g., elevations and floor plans
- Identifying and assembling capital finance sources
- Preliminary cost estimates
- Developing a real-estate development capital budget, proforma, and financial analysis
- Assistance with assembling a development team and preparing for the entitlement process

## What developers are saying

Ahmad Eltawely, an emerging developer, participated in the program in 2022.

*"The Hennepin County TOC predevelopment award allowed us to jump start our north Minneapolis development project. We were paired with experienced and dedicated professionals that offered much needed support and expertise. The program has been a tremendous blessing. It's opened my eyes up to a lot of the resources that are available to emerging developers."*

-- Ahmad Eltawely, emerging developer

## Learn more and apply

[bit.ly/HCTOCTA](https://bit.ly/HCTOCTA)

[zack.avre@hennepin.us](mailto:zack.avre@hennepin.us)

