

## **Request for Proposal**

Trellis was established in 1975 as an Arizona, non-profit 501(c) (3) organization to help with neighborhood revitalization and has been serving the Phoenix metro since 1975 providing housing counseling and education, real estate development, mortgage lending to increase homeownership opportunities. In addition, Trellis has responded to the needs of small businesses located in the McDowell Road corridor. Trellis's mission is to make stable homes and communities possible by educating, building and lending. Trellis has helped hard-working families realize the dream of financially stable homeownership for over 45 years. Building wealth through homeownership is at the heart of the mission.

Between 1975 and 2019, Trellis has helped 3,713 families purchase their first home, built or rehabilitated 318 homes and trained or counseled 44,303 families/individuals in financial management primarily to buy a home. Trellis has originated and/or facilitated more than 2,100 mortgage loans totaling an estimated \$159 million. And, during the Great Recession, Trellis helped more than 4,800 struggling homeowners save their homes from foreclosure.

Trellis is a certified Community Development Financial Institution (CDFI), a designation given by the CDFI Fund to specialized organizations that provide financial services in low-income communities and to people who lack access to financing. Trellis is a chartered member of NeighborWorks America and is a HUD approved counseling agency.

Our Community Building and Engagement line of business has focused on the Miracle Mile on McDowell corridor, a two mile stretch of McDowell Road, a major transit artery into central Phoenix. McDowell Rd. was once the most prosperous commercial corridor in a young Phoenix. However, dwindling support in the late 1950's resulted in vacancies, crime, and blight. The Corridor consists of 80 small local/independent shops/retail/restaurants/non-profit and for-profit ventures.

In 2014, the McDowell Road Revitalization Committee (a sub-committee of the Phoenix Community Alliance) was formed, a community-led project dedicated to the revitalization of the McDowell Road Corridor and immediate neighborhood. Monthly meetings were held at Trellis, now held virtually, with a committee of business leaders, nonprofit professionals, local business owners, city officials, Banner University Medical Center staff, community residents, and other local stakeholders. Trellis also houses, and pays for a Commercial Corridor Coordinator, who supervises and manages all activities related to the Corridor. The Commercial Corridor Coordinator has conducted ongoing outreach to 102 business owners, planned convenings and events to support local businesses, and completed evaluations of the corridor to gather current baseline data.

The Corridor has a rich cultural heritage and history bordering two historic neighborhoods, Coronado to the north, and Garfield to the south. Trellis and community partners have long been

interested in revitalizing this commercial corridor considering our longtime housing revitalization efforts in these adjacent neighborhoods.

Trellis is Seeking a consultant to assist Trellis create policies addressing displacement and inequities common in community development, ensuring fair, equitable, and inclusive community development. Specific tasks to be completed include:

- 1.) Identify displacement and gentrification occurring along the McDowell Road Commercial Corridor.
- 2.) Assist in the creation of a community/stakeholder engagement process utilized to develop the policies for incorporation to the planning process along McDowell Road.
- 3.) Utilize a portion of dedicated budget to facilitate working group development and various stakeholder engagements.
- 4.) Participate in a symposium addressing gentrification and displacement to facilitate and encourage local discussion, action, and coordination to mitigate displacement and gentrification.
- 5.) Develop draft policies that may help to mitigate displacement and gentrification impacts from revitalization efforts along the McDowell Road Commercial Corridor.

**Deliverables:**

- 1.) Draft Gentrification and Displacement Report.
- 2.) Symposium Agenda; Attendance List; Summary Notes; Photos
- 3.) Final Gentrification and Displacement Report and proposed policies.

**Submittal Requirements**

Transmittal letter:

Table of Contents

Overview

Detailed Work Plan

Deliverables

Schedule: Important milestones should be identified on the schedule along with the expected time of completion.

Qualifications: Provide a short description of previous projects that relate to qualifications required for this project.

Provide names, addresses, and telephone numbers for a least three clients for whom your firm provided services similar to those described in this RFP.

Budget and Cost Breakdown:

Project to be completed no later than March 1, 2021.

Consultant must have a proven track record and experience with neighborhood based commercial corridor and/or neighborhood revitalization efforts. Include three references for related work. Proposal should include the cost of completing the scope of work stated above including an outline of your strategy, and proposed outcomes including outreach utilizing virtual/social distancing measures.

Submit proposals to: Joel McCabe, Chief Operating Officer, By email [jmccabe@trellisaz.org](mailto:jmccabe@trellisaz.org) or mail 1405 E. McDowell Rd., Phoenix, AZ 85006 no later than November, 02, 2020 1:00 p.m. MST