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The Bluffs at Nine Mile Creek,
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Celebrating its 40th year anniversary this year, Dominion manages properties in 20 states across the country, offering its reputable brand of experience and consistency. The privately held company, based in Plymouth, Minnesota, is active in property management, acquisitions, development and rehab projects.

“Stability is one of our strengths,” says Paul R. Sween, Managing Partner of Dominion. “The company was started in 1972, and we’ve just recently grown to over 23,000 units. The vast majority of our units are subsidized with either Section 42 or Section 8 funding, and we have skills and specialization in that area. We know tax credits really well.”

Dominium has a great deal of experience with a variety of governmental programs, including FMHA 515, public housing, state agency-funded properties and low income housing tax credits (LIHTC). The company currently manages units throughout the Midwest and the South, with the majority of the

company’s holdings located in Minnesota, Texas, Wisconsin and Florida.

Dominium has also formed strong and financially rewarding relationships using the experience and talents of its managers and marketing executives.

“We have built relationships with the housing agencies and with investors and lenders in the subsidized housing arena,” Sween says. “We build relationships that we foster, and we take our partnerships very seriously. Dominion’s expertise in the field of subsidized housing is definitely one of our strengths and one of the keys to our longevity of the ownership group.”

SUCCESSFULLY REPOSITIONED

Dominium has a history of successfully repositioning properties and adding value, and it currently has several redevelopment projects underway. Two notable developments are Pillsbury Historic Lofts

Dominium

Managing Partner
Paul R. Sween

Location
Minneapolis, Minnesota

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in Minneapolis and the Jacob Schmidt Brewing Company building in St. Paul will both provide low-income and affordable units. According to Sween, Dominion's ability to work well with economic development departments in both the City of Minneapolis and St. Paul is helping us find success with both projects.

"There is a fairly lengthy process for these historic redevelopments; with review and approval by the Local Historic Preservation Commissions, State Historic Preservation Office, National Parks Department and the Minneapolis/St. Paul Housing Finance Board in order to get both low-income housing credits and now historic credits," he says. "We work very closely with these agencies to make the developments a reality. We developed a partnership and work very closely with them so that we can prevent any surprises from happening in

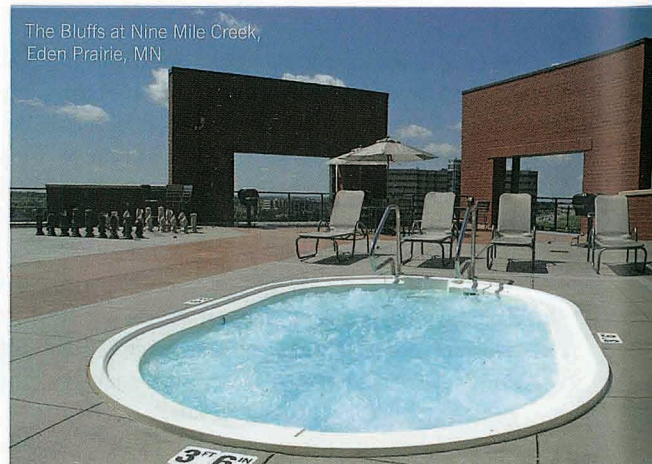
the first place. Our expertise in effectively operating subsidized housing gives both of the cities some comfort that the properties will be well run and well maintained for long into the future."

Dominium will transform the vacant Pillsbury Mill, originally built in 1860, into 250 low-income apartments. The \$112 million project will use \$80 million in tax credit bonds issued by the city, as well as funds from private investors who will receive both the low income housing and historic tax credits from the federal government.

The firm will also renovate the Schmidt Brewery in St. Paul into affordable apartment units and workspace for local artists. Its 264 units will consist of a variety of studio, one-bedroom and two-bedroom units, and the building will also feature a variety of common spaces.



Chowen Bend Townhomes,
Burnsville, MN



The Bluffs at Nine Mile Creek,
Eden Prairie, MN

SOLVING PROBLEMS

Dominium has encountered a number of challenges working on redevelopment projects over the years, working with quality contractors and architects to overcome potential obstacles.

"Obviously, you need to get the financing just right so that there is a balance between loan amount, tax credit equity available and the soft funds available from the city, the county or the state," he says. "Then, obviously, when you are doing historic renovation, one of the chief impediments is the existing structure that you have and your ability to figure out how to turn that into housing. We have some very good construction companies and architects that we work very closely with on these projects."

Looking toward the future, Dominium plans to continue to grow, and Sween says the company will keep placing a heavy emphasis on building those strong relationships.

"We plan to continue to grow, and not just necessarily for growth's sake," he says. "We like to consider ourselves as a very opportunistic company, and the opportunity is very good right now with distressed Section 42 properties where we have the ability to take on these projects because of our excellent relationships with our lenders. As a result of these partnerships, when those institutions come across a property that they have to take over, we are essentially the first number that they call."

And as the market continues to improve, Dominium will also continue to adapt and change with the latest trends.

"We have had a certain methodology for growth over the last three years, but that will change because the improvement in the market is making those opportunities fewer; however, we are committed to increasing our market share in these types of projects," Sween says. "Over the last four years, we have seen several different types of cycles, and we have been able to work and change our strategy to match up with the current opportunities that are available." DDC

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