



**REQUEST FOR PROPOSALS
RIVERFRONT OPPORTUNITY**

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Merchants Crossing Site

One unbound signed hard copy of proposal and a digital copy must be received at the Land Bank offices by: August 31, 2018

Responses which contain all proposal requirements will be reviewed after the deadline

Submissions may be delivered in person or by mail to:

Kalamazoo County Land Bank Authority

1523 Riverview Drive, Suite A

Kalamazoo, MI 49004

Attention: Michelle Tombro Tracy

Any questions regarding this proposal must be submitted in writing via email to:

Michelle Tombro Tracy

Michelle.tombrotracy@kalamazoolandbank.org

269.216.9870

Any questions regarding Michigan Department of Environmental Quality environmental remediation work on this site can be directed to:

David Harn, MDEQ

7953 Adobe Road

Kalamazoo, MI 49009

269.567.3526

INVITATION TO DEVELOPERS

The Kalamazoo County Land Bank Authority and the City of Kalamazoo Brownfield Redevelopment Authority ("Partners") are seeking development proposals for multiples parcels of land located in the River's Edge District. The parcels are located to the south of Michigan Avenue along the Kalamazoo River on the edge of downtown. The redevelopment parcels represent an outstanding opportunity for a public-private development partnership and benefit from significant public and private investments in the immediate vicinity. The private developer will be able to leverage decades of public investment in the area. The subject parcels are located at:

- 922 E Michigan Ave
- 2 Mills St
- 10 Mills St
- 20 Mills St
- 350 Blaine
- 910 O'neill St
- 1002 O'neill St
- 50 Mills St
- 74 Mills St

Developers may bid on one or more parcel(s)

The Partners' development goals for the site are to maximize the development potential and to contribute to the vibrancy of the River's Edge District area with well-designed development that will enhance place-making. The Partners do not sell property for speculative purposes. Conveyance of the property occurs only when the proposed project has secured Board approval, project financing and land use approvals.

KALAMAZOO PROFILE

Kalamazoo is a densely populated city with 75,000 residents and more than 325,000 in the metropolitan area. Kalamazoo is the sixth largest metropolitan area in Michigan and among the 150 largest in the country. It's large enough to support all the amenities and entertainment found in larger cities; and yet, you can be in the heart of farm country in 20 minutes.

Kalamazoo is known for the openness and uniqueness of its people and local culture, some of which has to do with being the home of three higher education institutions with some 30,000 students. In fact, over 40% of the Kalamazoo Metro area population has a college degree. Due to the presence of postsecondary institutions, as well as Bronson and Borgess Health systems, Kalamazoo has a substantial portion of its labor market in the Educational Services, Health Care, and Social Assistance industry sector. Over 30% of the City's workforce is in this sector, both the Kalamazoo City and Metro area have the highest share of its workforce in this sector.

REDEVELOPMENT OBJECTIVES

The Partners are committed to assisting in the redevelopment and transformation of these previously blighted parcels into a vibrant and attractive hub with high design standards that provide visual interest on the street, promote walkability and take advantage of the views of the Kalamazoo River. The Partners would like to see projects that provide quality space for growing companies and retail establishments as well as residential units. The Partners encourage developers to propose innovative designs that enhance neighborhood feel and walkability that are consistent and complementary to the context of the immediate area. In summary, the development objectives for the properties include:

- Assist in efforts to promote the transformation of the riverfront area of the City of Kalamazoo by building upon the attractive and unique elements of the existing buildings
- High quality landscaping plans that are sensitive to the area, including landscaping that demonstrates environmental stewardship
- Plans that provide areas for passive public enjoyment of the natural areas
- Provides high quality construction and high quality design
- Impactful Project- proposals that will have an impact on nearby properties and compliment the River's Edge District and other significant built environment improvements on or near the river, and in or near the River's Edge district
- Timeliness- projects that are positioned to move forward in the near term with commitments to significant milestones

SITE INFORMATION

The Properties include the highlighted area on page 4.

Site Address	Acreage	Owner	Asking Price
922 E Michigan Ave	.28	Land Bank	\$36,591
2 Mills St	.15	Land Bank	\$19,602
10 Mills St	.05	Land Bank	\$100,000 (appraisal link on Resources Page)
20 Mills St	1.04	Land Bank	\$223,000 (appraisal link on Resources Page)
350 Blaine	.75	Land Bank	\$98,010
910 O'neill St	.8	BRA	\$104,544
1002 O'neill St	.66	Land Bank	\$86,250
50 Mills St	1.06	BRA	\$138,522
74 Mills St	1.4	State of MI Land Bank	n/a

The subject properties are zoned RF-O subarea 9, which is the Riverfront Overlay District. This zoning district was established to promote patterns of development that support a mix of living, working, and recreational activities close to one another.

Information for the Riverfront Overlay District as well as additional plans, studies, and maps are available through links on the Resources page.

BUILDING CONDITIONS

Please see Resources page for link to structural reports

LAND VALUE

Appraisals for two of the properties were completed in February 2017. Land prices were determined using appraisals for unimproved land within ¼ mile of the subject properties. Links for the appraisal reports can be found on the Resources page. Submittals must include an offer price.

TRAFFIC COUNTS

The daily traffic counts surrounding the properties are shown below. The subject redevelopment parcels are identified in beige. Riverview Drive, Michigan Avenue, and King Highway serve as the three main corridors for commuters traveling into the downtown.



PROPOSAL REQUIREMENTS

All proposals must contain the following elements and be organized using the following outline:

- A. Table of Contents: Should include a list of all sections and appendices in the application and indicate corresponding page numbers, if appropriate.
- B. Executive Summary: 1 page or less summary of plan.
- C. Identify and describe the developer including; corporate or business name, address, phone number, fax number, e-mail address and name of the primary contact.
- D. Identify each person or entity involved in the project team including bios and information on past projects:
 - a. Developer or Development partners
 - b. Architects and Engineers
 - c. Environmental Services Firm
 - d. Building tenants
 - e. Proposed ownership structure
 - f. Property Management team
- E. Include a preliminary construction budget with anticipated sources and uses as well as a preliminary operating budget.
- F. Demonstrate financial capacity of the developer and development team. Including demonstration of the ability to obtain financing.
- G. Describe the developer's relevant project experience for up to 5 recent projects. Projects should illustrate the developer's experience with construction projects similar in scope and size to the proposed project. Photos and images are encouraged
- H. Provide a Site/Concept Plan and description of sites needed and sites secured. If private sites are included in the plan, letters demonstrating site control or ability to obtain site control over private parcels are required.
- I. Provide square footage breakdown of proposed uses/types of uses. Include number of units if residential. If a phased approach is proposed, indicate what will trigger executing subsequent phases and provide a preliminary timeline for phasing.
- J. Proposed timeline for the overall project.
- K. Proposed purchase price. The Partners reserve the right to select the proposal that best meets their objectives and negotiate final purchase price if appropriate.
 - a. Land Bank owned parcels are subject to the Tax Reverted Clean Title Act PA 260 of 2003. All proposals must provide for payment of 5/50 as provided in the Act.
- L. Detail if incentives are desired/required, and if so, experience working with these incentive programs.

LETTER OF INTENT

A Letter of Intent ("LOI") is requested by June 15, 2018 via email. The LOI should include basic information about the development team including to the extent possible the master developer, architect, landscape architect, financial partners, and construction contractor. Explain any relevant and comparable projects. Any updates or further explanation of the RFP will only be given to firms that have submitted an LOI. In lieu of a pre-proposal conference, Proposers may submit questions directly to Michelle Tombro Tracy. All questions and answers will be made available to all those that have submitted an LOI. *Firms that do not submit an LOI may still submit a full proposal in August.*

SUBMISSION

Nothing in this RFP shall be construed to create any legal obligation on the part of the Land Bank, the City of Kalamazoo, or any respondents. The Land Bank and its partner reserves the right, in its sole discretion, to amend, suspend, terminate, or reissue this RFP in whole or in part, at any stage. In no event shall the Land Bank or the City be liable to respondents for any cost or damages incurred in connection with the RFP process, including but not limited to, any and all costs of preparing a response to this RFP or any other costs incurred in reliance on this RFP. No respondent shall be entitled to repayment from the Land Bank for any costs, expenses or fees related to this RFP. All supporting documentation submitted in response to this RFP will become the property of the Land Bank. Respondents may also withdraw their interest in the RFP in writing, at any point in time as more information becomes known.

The Freedom of Information Act ("FOIA") limits the Partner's ability to withhold prequalification information. If a submittal contains trade secrets, or information developer considers proprietary, that a developer does not want disclosed to the public or used by the Land Bank, City or BRA for any purpose other than evaluation of the developer's eligibility, each page (both hard copy and electronic) containing such information must be marked with the designation "Confidential". The Partners agree that if a FOIA request is made for disclosure of information so classified, it will notify the developer of the FOIA request so that developer will have an opportunity to seek a protective order if the Partners are legally compelled to disclose such information. All costs incurred in the preparation of this proposal are the responsibility of the proposer.

The Land Bank reserves the right to issue supplemental information or guidelines relating to the RFP during the proposal preparation period, or to make modifications to the RFP. All proposals shall be considered firm offers for a period of 180 days following the due date. Once submitted, proposals may not be changed without consent of the Land Bank. Please note that these materials will not be returned.

EVALUATION CRITERIA

Proposals will be reviewed to determine the most responsive proposal in accordance with the evaluation/selection criteria listed below.

- Purchase price offer
- Total project investment
- Ratio of private investment to requested public assistance
- Design quality, mass and scale of project, improved streetscape
- Experience and understanding of urban mixed-use and brownfield development
- Consistency with adopted plans and development objectives
- Level of return and benefit to the city
- Project timeline

NEGOTIATIONS AND SELECTION PROCESS

Upon receipt of an evaluation panel's recommendation, the Partners may invite one or more development teams to submit additional information for further evaluation. Final development proposals will be due August 31, 2018, with selection of the best final proposal to be completed by October 1, 2018. Upon selection of the best final proposal, the Partners will negotiate final business terms with the selected development team. The commencement of negotiations does not commit the Partners to accept any or all of the terms of the proposal, and negotiations may be terminated by the Partners at any time, in which case the Partners reserve the right to enter into negotiations with other proposers. These negotiations may result in minor or material changes to the proposal, including both the business terms and the project. Successful negotiations will result in an award recommendation. Agreements addressing business terms and performance benchmarks will be entered into between the parties. The Partners reserve the right to reject, in whole or in part, any or all proposals.

If deemed appropriate to achieve the goals for development of the Property, the Partners reserve the right to make no selection and re-issue the RFP. The terms and conditions of any development agreement resulting from this RFP process are subject to approval by the Land Bank and BRA Boards.

The following timeline is tentative only, with the exception of the Proposals Due Date:

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|-----------------------|-----------------|
| • RFP Mailed | May 1, 2018 |
| • Letter of Intent | June 15, 2018 |
| • Proposals Due | August 31, 2018 |
| • Developer Selection | October 1, 2018 |

The Partners anticipate a brief period will be necessary for negotiating the terms of a redevelopment and purchase agreement and anticipate closing by the end of October 2018.

RESOURCES

RECENT PLANNING/VISIONING EFFORTS & STUDIES:

2003 [Kalamazoo Riverfront Redevelopment Plan](#)

2003 [Tax Reverted Clean Title Act PA 260 of 2003](#)

2006 [Riverfront Overlay Zoning](#)

2016 [Riverfront Overlay Zoning Subarea 9 \(update\)](#)

2011 [River's Edge Corridor Plan](#)

2011 [Tracy Cross & Associates Analysis of Market Potential for Residential Development—Arcadia Commons West and Rivers Edge](#)

2014-2018 [Parks and Recreation Master Plan](#)

2014 [Michigan Municipal League Place Plan](#)

2015 [Analysis of Residential Market Potential](#)

2017 [Gibbs Downtown Kalamazoo Retail Market Analysis \(draft\)](#)

2017 [Imagine Kalamazoo 2025 Master Plan](#)

Appraisals

- [20 Mills Street](#)
- [10 Mills Street](#)

Structural Assessment

- [10 & 20 Mills Street](#)

[Traffic Counts](#)

ELIGIBLE DEVELOPMENT INCENTIVES:

Negotiable Land Price

Federal New Market Tax Credits

Michigan Community Revitalization Program

Located in a qualified Opportunity Zone

State and Local Brownfield Tax Increment Financing (TIF)— *For Land Bank owned parcels, all proposals must provide for payment of 5/50*

