

6370 WEST VERNOR DEVELOPMENT SITE

Request for Proposals

6370 West Vernor Highway Mile Road, Detroit, MI 48219

Release Date: April 1, 2025

Issued by Detroit Economic Growth Corporation

Proposals must be submitted no later than 3:00PM May 16, 2025.



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PROJECT AREA SUMMARY & OVERVIEW

In partnership and on behalf of the City of Detroit, the Detroit Economic Growth Corporation (DEGC) seeks proposals from qualified development teams or end users to construct a high-quality commercial project at 6370 West Vernor Highway.

The development site is bound by Vernor Highway on the south, Livernois Avenue on the north and east, and John Kronk Street to the north. The site measures approximately 6.1 acres and is zoned M-4 Intensive Industrial District.

NEIGHBORHOOD CONTEXT

Southwest Detroit is one of the city’s densest and most walkable areas with a walkscore of 77, thanks to its history of welcoming immigrants from Mexico and Latin America. It also has one of the highest concentrations of residents under 18 years of age in the city. Vernor Highway is an active and vibrant commercial corridor, which hundreds of retail businesses and a low vacancy rate.

Most of the small businesses are unique to Detroit, making it a destination for the thousands of visitors coming to the area every year. To build on the strength and character of this neighborhood, the City of Detroit and its philanthropic and corporate partners have invested over \$25M to-date through the Strategic Neighborhood Fund, improving parks, expanding housing options, beautifying commercial corridors and supporting real estate development.

The logistics and manufacturing business activity in the area guarantees daytime foot traffic from the surrounding workforce and there are several established community-based organizations, supporting both the business and residential populations. Beyond the retail corridor, the area is well served by several transportation routes, such as DDOT, I-75 to the south and I-94 to the north. The site itself directly abuts the Detroit Intermodal Freight Terminal and is situated only 2 miles from the international border crossing at the Gordie Howe Bridge and 2 miles from the 30-acre cultural and technology hub at Michigan Central Station.

THE SITE

The Development Site is bound by Vernor Highway on the south, Livernois Avenue on the north and east, and John Kronk Street to the north. The Site measures approximately 6.1 acres and is zoned M-4 Intensive Industrial District.

The legal description is as follows:

N VERNOR HWY ALL THAT PT OF P C 268 &
ALL THAT PT OF LOT 247 AND VAC ALLEY
DANIEL SCOTTENS RE-SUB L3 P1 PLATS, W
C R 18/207 DESC AS FOLS BEG AT INT SEC
OF N LY LINE OF VERNOR HWY & W LY LINE
OF LIVERNOIS AVE TH N 6D 14M 40S E
328.97 FT ALG W LY LINE OF LIVERNOIS TH
CONT ALG SAID LINE OF LIVERNOIS N 28D
23M 40S W 615.40 FT TH S 61D 32M 40S W
65.26 FT TO PTE ON M C R R TH ALG E LY
LINE OF M C R R S 27D 10M 10S W 452.49 FT
TH S 28D 21M 40S E 511.68 FT TO A PTE ON
N LINE OF VERNOR HWY TH ALG SAID HWY
277.62 FT TO P O B 299,680 SQ FT

Please note that the legal description was recently amended to allow for an easement for accessing the microwave tower on the site, as well as to designate a small southeastern portion of the parcel to ROW in advance of redesigning the intersection of West Vernor and Livernois. Please see Exhibit A for a visual of how the parcel has been impacted by these changes.

The site formerly served as a Department of Public Works facility for 56 years with its most recent use as a DPW maintenance facility and fueling station operations and historical use as a streetcar barn maintenance facility for City transit lines. The former structure was demolished by the City of Detroit in 2023, however, the previous use has rendered the Site a brownfield and it is currently undergoing environmental assessment and cleanup by the City of Detroit. This include:

1. Conducting waste characterization sampling and laboratory analytical testing;
2. Demolition and removal of existing concrete slab, footers and founding;
3. Removal and transportation and offsite disposal of contaminated soil and, if encountered, groundwater; conducting air monitoring;

4. Conducting site restoration activities, including backfilling/compaction and surface grading and seeding.

The scope of remediation notwithstanding, the Developer takes the Development Site as it finds it, "AS IS", and the City of Detroit and DEGC make no implied or expressed representations or warranties as to its fitness for absolutely any purpose whatsoever, any warranty that the Development Site is fit for the Developer's purpose or regarding the presence or absence of contaminants, hazardous materials at, on, in, under, about or from the property and compliance of the property with environmental laws, or otherwise. The Developer acknowledges that neither the City of Detroit or DEGC or any agent of the City or DEGC has made any warranty, representation or agreement, either expressed or implied, and that the Developer has not relied on any representation, warranty or agreement of any kind made by the City of Detroit or DEGC or any agent or employee of the City of Detroit or DEGC or any agent or employee of the City of Detroit or DEGC concerning (a) the physical or environmental condition of the property; or (b) the presence or absence of any condition, substance or material, including but not limited to any waste material, equipment or device at, in, on, about, under or from the property. Developer shall rely solely on their own due diligence with respect to such inquiries, investigations and assessments concerning the property and its condition.

REQUEST FOR PROPOSALS

The intent of this marketing effort is to retain a developer for the acquisition and development of a high-quality and contextually appropriate commercial project.

As the M-4 zoning suggests, a broad range of industrial uses are permitted. However, given the site's location on a predominant retail corridor and the proximity of residential uses, we are encouraging light-industrial/light-manufacturing uses such as cold storage, warehousing, food production, etc..

At 6.1 acres, this site would be ideal for a grocery-anchored, mixed-retail development. Grocery, restaurant, personal services, or some combination thereof, have been requested and would be supported by the surrounding community.

Respondents are encouraged to propose creative development scenarios that are financially feasible, responsive to market conditions, and consider the surrounding development context. The City will work with the Developer on any rezoning or other entitlement needed to enable a successful project.

REQUEST FOR PROPOSALS

The DEGC is now seeking proposals to acquire and develop 6.1-acre parcel located at 6370 West Vernor Highway, Wayne County, Detroit, Michigan, 48209.

Interest Offered: Fee simple interest.

Terms: Cash due at transaction closing.

Submittal: Development proposals must be submitted no later than 3:00 PM, May 16, 2025. Proposals received after this deadline may not be considered at the discretion of the DEGC. Please refer to pages seven through nine of this document for additional information on submission requirements.

Condition: The property is to be sold ‘as-is, where-is’, without any representation or warranty of any kind.

Owner: The City of Detroit owns the property offered as the subject of this RFP.

Zoning: The 6.1- acre site is zoned M-4 Industrial.

Disclaimer: No warranty or representation, expressed or implied, is made as to the accuracy of the information contained in this offering package. The information may be subject to unintentional errors, omissions, changes of price or other conditions, withdrawal without notice, and to any special listing conditions from the Owner. The Property is being offered “AS-IS, WHERE-IS”.

Confidentiality: Proposals will not be made public. Reasonable precautions will be taken to avoid disclosing content and proprietary or confidential information to competing proposers or the public up to the time of issuance of a development agreement. However, proposers are advised that, after the submission period closes, the qualifications responses may become a public record and may be subject to the terms of the Freedom of Information Act.

PROPOSAL REQUIRED INFORMATION

Proposers wishing to submit a proposal must submit two (2) bound copies and one (1) electronic copy of a Statement of Qualifications and a Development Proposal as described below to Detroit Economic Growth Corporation, 500 Griswold Street, Suite 2200, Detroit, MI 48226 by no later than 3:00 p.m. on May 16, 2025, attention Kaci Jackson. The electronic copy should be sent to investmentservices@degc.org.

The Proposal must contain the following elements in the order specified. Please be sure to mark each section clearly for ease of reference. Incomplete proposals or proposals that do not adhere to the following format will be rejected and not considered.

1. A letter of introduction stating the name of the proposed development team, brief overview of the development strategy and approach. The letter must designate one (1) authorized representative as the official point of contact for the team, along with the contact’s address and telephone number.

2. A description of the development team and its organizational structure, including all member organizations and designated lead personnel in each team member organization. The response must include resumes for all members of the development team.

3. A conceptual description of the proposed development, including but not limited to:

- Description of the proposed new construction uses.
- Preliminary site plan renderings of the proposed development.
- Preliminary renderings of the relevant elevations of the proposed development.
- Preliminary development schedule with significant milestones, specifically included due diligence and pre-development activities, financing, pre-construction and construction timelines, public approvals and all other relevant development activities necessary to effectuate the development project.
- A conceptual description of how the proposer will incorporate the DEGC and City goals listed below.

4. Documentation of the development team’s equity capacity and other evidence of financing capacity required to complete the project. Inclusion of any expected government contributions or support toward the project (e.g., anticipated tax abatements, brownfield plans, etc.). Proposed purchase price and conditions.

5. A preliminary financial sources and uses of capital statement for the proposed development that shows all sources of funds to be used for the project and a

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line item budget that shows their disbursement. Include any expectations for public subsidy, identified sources of subsidy or finance, and preliminary written letters of support. Also, include letters of interest from equity and debt sources.

6. A Pro Forma that shows the operations of the projects for a minimum of ten (10) years.

7. Completed Statement of Qualifications, including examples of the proposer's portfolio of similar projects and governmental or other contact information that have the most significant experience with the proposer and project. Proposers may attach additional marketing material as they feel appropriate.

WITHDRAWAL: Proposals may only be withdrawn by written notice before the submission deadline, which is set at the indicated date and time. No proposal may be withdrawn after the submission deadline.

REJECTION OF PROPOSALS: Proposals will be rejected without consideration for the following reasons:

1. Proposer's failure to submit all required information by this RFP.
2. The proposal is in arrears or default to the City or DEGC on any contract, debt, or other obligation.
3. The proposer has a contract or other relationship with a client that the City or DEGC determines as a legal or business conflict that is unwaivable or that the City or DEGC, at its sole discretion, is unwilling to waive.

PROPOSAL EVALUATION, CRITERIA + SCORING

DEGC and City staff will establish a proposal review committee, which shall review the proposals and recommend qualified developer(s) of the Project Area. DEGC and the City reserve the right to reject any or all proposals or waive any informalities or conditions for any or all proposals. Several finalist candidates may be selected. Finalists will likely be required to interview with the review committee. The recommendation for awarding the Project Area shall be based on the proposal or proposals that best meet the interests of the City of Detroit and the DEGC and meet the Goals as defined below:

Comprised of a well-reasoned, market-based site/development strategy:

- A development strategy comprised of buildings and uses whose design is consistent with the area’s existing design considerations, thoughtful site utilization, incorporating public and recreational space, site design complementary to the park, and other creative uses of the space.

Inclusive of attractive, high-quality commercial development that includes:

- Incorporation of green infrastructure and environmental sustainability principles;
- Focus on accessibility - ADA (Universal Design);
- Community Access

Site/Development Strategy that provides for creative development scenarios that are:

- Financially feasible
- Responsive to market conditions
- Representative of community preferences

PROPOSAL EVALUATION, CRITERIA + SCORING (cont'd)

The proposal review committee will use the following criteria and scoring system. Specifically, the City and DEGC will consider the following attributes when evaluating a development proposal:

- 20%** **Respondent + Proposed Team Experience**

 - Successful experience in the planning, redevelopment, construction, and management of development projects of comparable size and complexity;
 - Cohesion of the team, as demonstrated by previous experience working together;
 - Ability to demonstrate a strong track record in delivering quality projects on time;
 - Commercial development expertise coupled with a commitment to creating quality, well-designed facilities;
 - Experience with ownership and management of developments of similar size.

- 5%** **Local Hiring + Participation**

 - Detroit-based development/project team, minority or women-owned business, and/or significant partnerships with local firms and community organizations, and evidence of previous local hiring experience.

- 25%** **Site Development Strategy**

 - The proposed development and methodology provided by the respondent is logical, feasible, clearly understandable, and indicates an understanding of realistic sources and uses of funds required for the project;
 - Community engagement strategy within the development timeline;
 - The proposed timeline and phasing ensures timely completion of the project;
 - The degree to which the proposal is aware of and contemplates the built environment;
 - Compatibility with Rogell Master Plan + Schematic Design, including pedestrian connectivity, relationship to adjacent park

site, and incorporation of natural habitat and/or green stormwater infrastructure.

25%	Financial Leverage + Capacity + Bid Price <ul style="list-style-type: none">• Ability to obtain structure and implement financing for the Project, including demonstrated ability to procure financing and complete projects on schedule and within budgetary assumptions;• Depth and credibility of financial pro forma, ability to deliver identified financial sources, and capacity of development principles;• The percentage of equity the developer intends to put towards this project;• The developer must demonstrate its ability to complete a project based on the submitted budget and design concept.
15%	Project Design Standards
10%	Bid Price
100%	Evaluation Total

DEVELOPMENT AGREEMENT

Upon confirmation of the selected developer(s), the selected developer(s) will be provided a Memorandum of Understanding describing agreed terms and permitting the developer(s) to complete its diligence review of the property. Simultaneous with the diligence review, DEGC and the qualified developer(s) will negotiate a development agreement(s) to purchase and develop the Project Area (the "Development Agreement"). Failure to execute a Development Agreement will result in the termination of all obligations contemplated under any proposed Development Agreement(s). Development must commence and be completed according to the Development Agreement(s) terms, or the Project Area will revert to the City of Detroit. Successful developer(s) will be responsible for all survey and title requirements. The City of Detroit will transfer ownership of the property upon payment in full of purchase price at the time of transaction closing.

Specific uses will be prohibited by the Development Agreement, such as:

- Any operation primarily used as a warehouse operation, any heavy manufacturing, assembling, refining, smelting agricultural or mining operation, a factory, any heavy industrial operation, any processing or rendering plant, or any lumber yard, provided that the foregoing shall not be deemed to limit or restrict any brewery or any distillery or any brewing or distilling operations that are by governmental rules, regulations and requirements applicable thereto.
- The sale, rental, or storage of guns, firearms, ammunition, explosives, or other unusually hazardous materials.
- Any car repair or mechanic businesses.
- Any scrap metal businesses.
- Any dumping, incineration, or reduction of garbage.
- Any funeral parlor or mortuary.
- Any establishment selling or exhibiting pornographic materials; any establishment selling or exhibiting paraphernalia for use with illicit drugs; or any adult bookstore, adult video store, or adult movie theater.
- Any massage parlor, topless club, strip joint, exotic or erotic dance club.
- Any pawn shop, flea market, junkyard, carnival, or shooting gallery.
- Any church, temple, synagogue, or other house of worship.
- Any psychic, tarot card reading, or similar services.
- Any bail bondsman services.
- Any alcohol/drug rehabilitation clinics or offices.
- Any commercial surface parking except for existing surface parking lots.
- Operation of a casino, provided that the foregoing shall not be deemed to limit or restrict the conducting of any lawful raffle (including, without limitation, any 50/50 raffle), bingo or other gaming or lottery that does not require a casino license under the Michigan Gaming Control and Revenue Act (Initiated Law 1 of 1996),

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the sale of tickets therefor and the payment of prizes and awards in connection therewith.

Certain affirmative covenants will be required, such as:

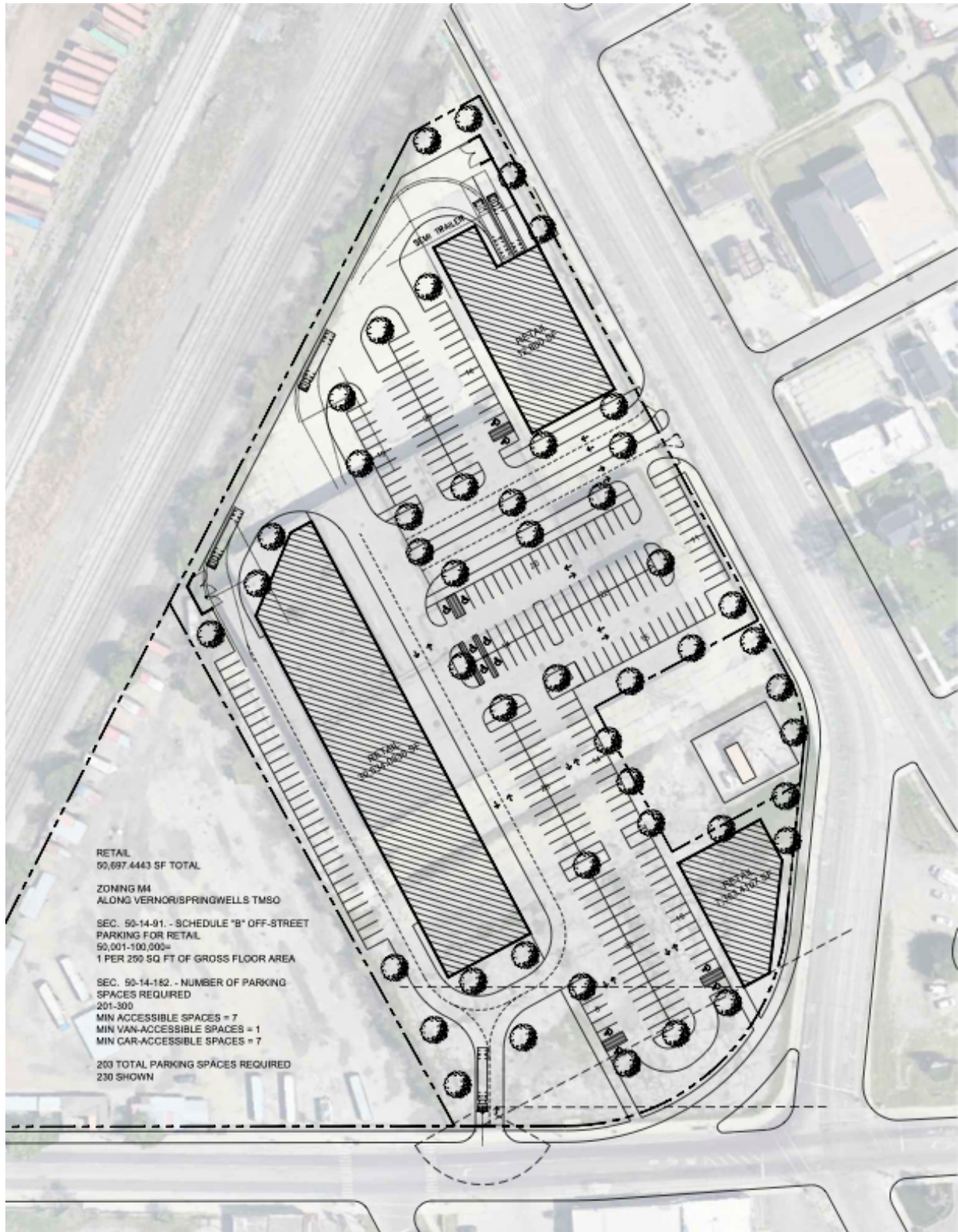
- Compliance with the goals and objectives of the framework and master plans contained herein.
- compliance with the terms and conditions of an agreed-upon development plan.
- Compliance with applicable laws and codes.
- Compliance with non-discrimination and equal opportunity requirements.
- Inclusion of recreational space.

TIMELINE

Below is the DEGC's expected schedule for proposal submission, evaluation, and selected subject to change in the DEGC's sole discretion:

RFP Published	April 1, 2025
Proposal Due Date	May 16, 2025
Interviews	May 22, 2025
Final Selection	June 16, 2025
Notification of Winning Developer(s)	June 23, 2025

EXHIBIT A



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EXHIBIT B

Parcel Description

S SEVEN MILE W ALL THAT PT OF NE 1/4 OF SEC 9 T 1 S R 10
E ALL DESC AS COMM AT NE COR SEC 9 TH S 00D 40M 14S E
85.00 FT TH N 89D 23M 30S W 33.00 FT TO POB TH S 04D
40M 14S E 169.89 FT TH N 89D 24M 41S W 396.80 FT TH S
04D 40M 14S E 150.00 FT TH N 89D 24M 41S W 930.00 FT TH
S 04D 40M 14S E 290.00 FT TH N 89D 24M 41S W 510.00 FT
TH N 04D 40M 14S W 290.00 FT TH N 89D 24M 41S W 670.00
FT TH N 01D 29M 33S W 350.00 FT TH S 89D 24M 41S E
2481.02 FT TH S 45D 48M 42S E 43.44 FT TO POB 22.167 AC

EXHIBIT C

West Vernor Corridor Neighborhood Framework Plan:

<https://detroitmi.gov/document/neighborhood-framework>