

PRIME EASTERN MARKET DEVELOPMENT OPPORTUNITY



1580 Wilkins, 3085 and 3103 Orleans, Detroit, MI 48207

Release Date: Monday, August 31, 2020

Pre-Submission Conference: Wednesday, September 30, 2020 at 10:00 am

Zoom Webinar - <https://zoom.us/j/91249116181>

Proposal Submission Deadline: Tuesday, December 1, 2020 by 5:00 pm

**Respondent Interviews and Selection: One month following Eastern Market
Zoning Update approval**

Contact: Catherine Frazier, cfrazier@degc.org



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Property Overview

In partnership with the City of Detroit and Wayne County, the Detroit Economic Growth Corporation (DEGC) seek proposals from qualified development teams or end users to construct a new food manufacturing and production facility, with commercial office space and a parking structure at a prime site location within the historic Eastern Market. The Development site is bound by Wilkins on the South, Riopelle St on the West, Erskine on the North and Orleans on the East, inclusive of three parcels, 1580 Wilkins, 3085 and 3101 Wilkins, and measures approximately 3.47 acres.

The development of this site will establish precedents for future private development within the Market Core, therefore the DEGC will consider submissions for a catalytic project that:

1. Create spaces for modernized food manufacturing and processing facilities.
2. Increase the density of market tenants, thereby increasing the walkability of the market.
3. Provide additional space to support the public market and a parking structure.
4. Includes sustainable design principles.

The development parameters include the new construction of a facility with up to four floors. The first floor is intended for food processing, manufacturing, production, or distribution. Floors two through four will support similar or other commercial uses including office, R &D and other similar uses. The development site also allows for the construction of a multi-story parking deck. The height of the street facing sections of the parking deck should be like those of the Eastern Market Public Market Sheds, which could be utilized to extend market vendor space for the public market or space for public market support services.

Two additional site development parameters are currently underway and will need to be contemplated for successful proposals.

1. Alignment of Erskine St: Up to 20 feet of the northern property line may be shifted south for the alignment of Erskine St right of way.
2. Alignment of uses with the anticipated zoning update MKT – Market and Distribution District.

The successful Respondent will:

1. Demonstrate a strong track record in delivering quality projects on time,
2. Evidence strong financial capacity,
3. Have significant real estate development expertise coupled with a commitment to creating quality, well-designed manufacturing facility; and
4. A strong commitment to maintaining the authenticity and function of Eastern Market.

Area Overview

The Property is a prime location for food manufacturing, processing, and distribution and sits within the Eastern Market District. Centrally located near Lafayette Park and Downtown Detroit, Eastern Market, houses a working food market and has a rich food manufacturing, distribution and retail history. The property offers close proximity to the public market and numerous food production businesses. The Property is in close proximity to I-75, I-94, and Gratiot Ave, allowing for quick and easy access to the interstate distribution.

The Eastern Market area has been studied and a [Framework Plan](#) developed to with three primary goals; Create jobs for Detroiters by expanding the food sector, improve the quality of life for residents, and keep the authenticity and function of Eastern Market. These three goals are reinforced through a series of implementation action items that will improve economic opportunities and community development. The plan focuses on area history, current conditions and includes valuable insights for those considering development in the area. Through the framework planning process, The City of Detroit and community stakeholders identified the need for development products that reinforce food production within the Market Core. The subject Property emerged as a top development priority for the City of Detroit given its central location to the existing Eastern Market and its to serve as a model for future development.

Submission & Timeline

Key Dates

- **Release Date: Monday, August 31, 2020**
- **Pre-Submission Conference: Wednesday, September 30, 2020 at 10:00 am**
 - **Zoom Webinar - <https://zoom.us/j/91249116181>**
- **Proposal Submission Deadline: Wednesday, December 1, 2020 by 10 am**

Response Packets

Please include the following in your bid request:

1. Letter of intent, which includes a narrative of the Respondent's approach to the development of the 1580 Wilkins site, including proposed uses, square feet, and proposed rental rates.
2. Project financials based on proposed site massing and/or schematic plan. Financials should include:
 - a. Development budget (identified sources and uses),
 - b. Specific public sources or incentives anticipated and their impact on the financial assumptions
 - c. Fifteen-year pro forma/ operating budget analysis which clearly describes key market and financing assumptions for the project
 - d. All proposals must include a bid price
3. Proposed Work Plan - Project schedule, including due diligence period, start and completion dates and other major project milestones (acquisition, financing, approvals, permitting, etc.).
4. A conceptual design package that includes:
 - a. Schematic Site Plan
 - b. Development Programming Plan
 - c. Site Land Use Map
 - d. Conceptual 3D Massing Views
 - e. Conceptual 3D Rendered View (at least one that that shows the desired end result or design intent of the development)
 - f. Conceptual Diagram with Overall Parking Approach
5. Experience and levels of responsibility of the Respondent's development and design team.
6. Please provide the following information on each member, entity and affiliated entities of the respondent ownership team:
 - a. Addresses and description of existing developments, particularly those similar in size and characteristics, completed by the Respondent. Please include all properties currently owned and/or operated by respondent team within the City of Detroit and their occupant status.

- b. Please provide a listing of all LLC's associated with any of the member of the ownership team or entities. A verification search of good standing check may be made of each entity.
- c. Please indicate whether any owner or affiliated entities have outstanding blight or other property violations from the City of Detroit. (blight violations can be checked here: <http://app.detroitmi.gov/dahonline/>). If yes: Provide an explanation.

Notes:

- Submission packages should be no longer than 40 pages (excluding résumés)
- Please direct all questions to Catherine Frazier, cfrazier@degc.org.

Directions for Submission

To be considered, all RFPs must be received by 10:00am on Wednesday, December 1, 2020. The responsibility of submitting the RFP rests entirely with the Respondent to the RFP.

Submissions may be made electronically or in an 8.5x11 (plans no larger than 11x17, folded into a 8.5"x11" document) PDF format via email to cfrazier@degc.org, or delivered to Detroit Economic Growth Corporation, located at 500 Griswold, Suite 2200, Detroit, Michigan 48202. Hardcopy submissions must include 6 copies of the materials.

Proposals sent by overnight delivery service will be considered timely if the date stamped is at least one (1) day before the date set for receipt of the RFP. The burden of proof to establish timely filing of a proposal by overnight delivery service shall be solely upon the entity or person submitting the proposal. It is the respondent's obligation to ensure the required submission arrives in a timely manner at the specified location. Any submission that is not properly marked, addressed, or delivered to the submission place, in the required form, by the required submission time will be ineligible for consideration. Faxed submissions will not be accepted.

Once received by DEGC, submissions will not be returned. Formal communication, such as requests for clarification and/or information concerning this solicitation shall be submitted by email to cfrazier@degc.org. Responses will be provided to all inquiries and answers to frequently asked questions will be available. No information concerning this solicitation or request for clarification will be provided in response to telephone calls.

All expenses involved in the preparation and submission of the RFP to the DEGC or any work performed in connection therewith shall be assumed by the developer. No payment will be made by the DEGC for any responses received, nor for any other effort required of or made by the developer.

All information in a Respondent's proposal is subject to disclosure under the provisions of Public Act No. 442 of 1976, as amended (known as the Freedom of Information Act).

Evaluation Criteria

Respondent's submission will be evaluated based on the following:

Respondent & Proposed Team Experience 20%

- 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
- Demonstrate a strong track record in delivering quality projects on time
- Have significant industrial and commercial development expertise coupled with a commitment to creating quality, well-designed, facilities.
- The degree to which the team demonstrates successful experience with ownership and management of developments of similar size.

Local Hiring & Participation 15%

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

Preliminary Program Strategy 25%

- The proposed development and methodology provided by the Respondent is logical, feasible, and clearly understandable, and indicates an understanding of realistic sources and uses of funds required for the project.
- Preliminary programming strategy of food manufacturing, processing, and distribution, parking, commercial space, and amenities that enhance the public market and reflects an understanding of market demand and conditions.
- Provide a commitment to local hiring for permanent job creation
- Community engagement strategy within the development timeline
- The budgets provided indicate the Respondent's commitment to ensuring the pricing proposed is reasonable
- The proposed timeline and phasing ensures timely completion of the project

Financial & Leverage Capacity 20%

- 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
- Consider the percentage of equity the developer intends to put towards this project

Project Design Standards 15%

- Any work that was done in the preparation for submission by the Respondent will be taken into consideration
- Extent to which preliminary site plan proposed and design adheres to the Guiding Development Principles
- The degree to which the proposal is aware of and contemplates the built environment
- Capacity of the developer to complete a project based on the submitted budget and design concept

Bid Price 5%

Selection Process

A Selection Committee (the “Committee”) will be established to review submissions. The Committee will consist of representatives from the City of Detroit, Wayne County, Detroit Economic Growth Corporation, Eastern Market Partnership, and a community stakeholder representative. Additionally, the Committee may seek assistance from selected consultants.

Interviews will be conducted by the selection committee. The submission of a proposal with all the requested information does not guarantee the Respondent will be a candidate for an interview.

The Committee reserves the right to contact references and verify material submitted in any proposal.

Property Description

Location: NEC Division and Dequindre Cut Greenway

Address: 1540 Wilkins, 3085 and 3103 Orleans

City: Detroit

County: Wayne

Zoning: Currently M3, proposed: MKT.

Acreage: Approximately 3.47 acres

Property Features

- Close Proximity to Brush Park, Lafayette Park and Downtown
- Two blocks from Gratiot
- Close proximity to I-75 and I-94
- Close proximity to numerous retailers (partial list):
 - Eastern Market Public Market
 - Anthology Coffee
 - Floyd
 - Cutters Bar and Grill
 - Vivio's
 - Gratiot Central Market
 - DeVries's & Co.
 - Eastern Market Brewing Co.
 - Henry the Hatter
 - Detroit Hustles Harder
 - Pure Shea Store
 - 3 Dogs and 1 Cat
 - People's Records
 - Germack Pistachio Co.
- Close proximity to several food-based processing sites:
 - Wolverine Packaging
 - Saad Wholesale Meats
 - EW Grobbel
 - Pellerito Food Inc
- Close proximity to several institutions:
 - Aetna
 - Detroit Edison Public Schools Academy
 - Detroit Health Professionals, Inc.
 - Detroit Medical Center
 - College for Creative Studies
 - Crain's Communications

Maps

Location & Parcel Map



Erskine Right of Way Alignment

The northern property line may shift south up to 20 feet to accommodate the Erskine St right of way alignment, as shown in the figure below.

Site Photographs

View: East from Riopelle St



View: SW from Orleans St & Erskine St



Sample Projects

Redfox Commons, Portland, OE



Smoore, China



Panel Factory, Tehran, Iran



Hawe Factory





Attachments

- A. Guiding Development Principles
- B. Zoning Guidelines
- C. Development Program and Schematic Massing Guide
- D. Legal Description

Attachment A

Guiding Development Principles

The City of Detroit is committed to advancing design excellence in all projects, which will produce equity, sustainability, resilience, and healthy living for those who live, work, and play within and around project areas.

Accordingly, proposals shall exhibit walkable urban design principles, sustainable development strategies that may include a variety of uses and appropriate building typologies with a variety of architectural expressions. Buildings shall be designed in proper form and function within the neighborhood context. Successful RFQ proposals will adhere to the following guiding design principles for redevelopment of the Property:

Reinforce the Public Realm

1. Buildings should define the public space of a street or park in a meaningful way.
2. Industrial and commercial structures should be designed in such a way as to allow observation of the street.
3. Buildings generally should have minimal front lot line setbacks. Well-designed, varying setbacks (discontinuous with the lot frontage) will break up blocks and provide relief for the pedestrian.
4. The built environment should provide interesting building typologies with varied architectural expressions, and should be designed to complement the community.

Sustainable and Equitable Development

1. Densities shall support opportunities for neighborhood commercial investment and jobs creation, thereby stimulating and supporting growth in the local economy.
2. Design for environmental sustainability - both in the landscape design and built environment (i.e., storm water mitigation, LED lighting, renewable energies).
3. Meet City of Detroit Post Construction Stormwater Ordinance performance standards by designing, constructing and maintaining stormwater practices on the site.
4. Meet City of Detroit local hiring commitments and community benefits ordinance.

Parking

1. Concepts should accommodate truck apron parking and maneuvering for food businesses and demonstrate special considerations thereof; employee parking, and parking for use by area retail patrons as well as general public parking available to the Eastern Market Core. At least 450 spaces should be made available for general public use.
2. Minimize land surface area dedicated to parking in order to maximize the site for development.
3. Parking shall not be designed fronting a street without sufficient screening and buffering, subject to the approval of P&DD. Furthermore, parking shall be buffered with screening, buildings, or landscape.
4. Parking lots shall be screened from upper unit views, with trees or trellises.
5. Vehicular access should be located to minimize, if not avoid, conflicts with the pedestrian, utilizing alleys, where possible.

6. Bicycle parking should be located to minimize, if not avoid, conflicts with pedestrians, utilizing alleys and adequate shelter, where possible.

Attachment B

Zoning Guidelines

MKT – Market District

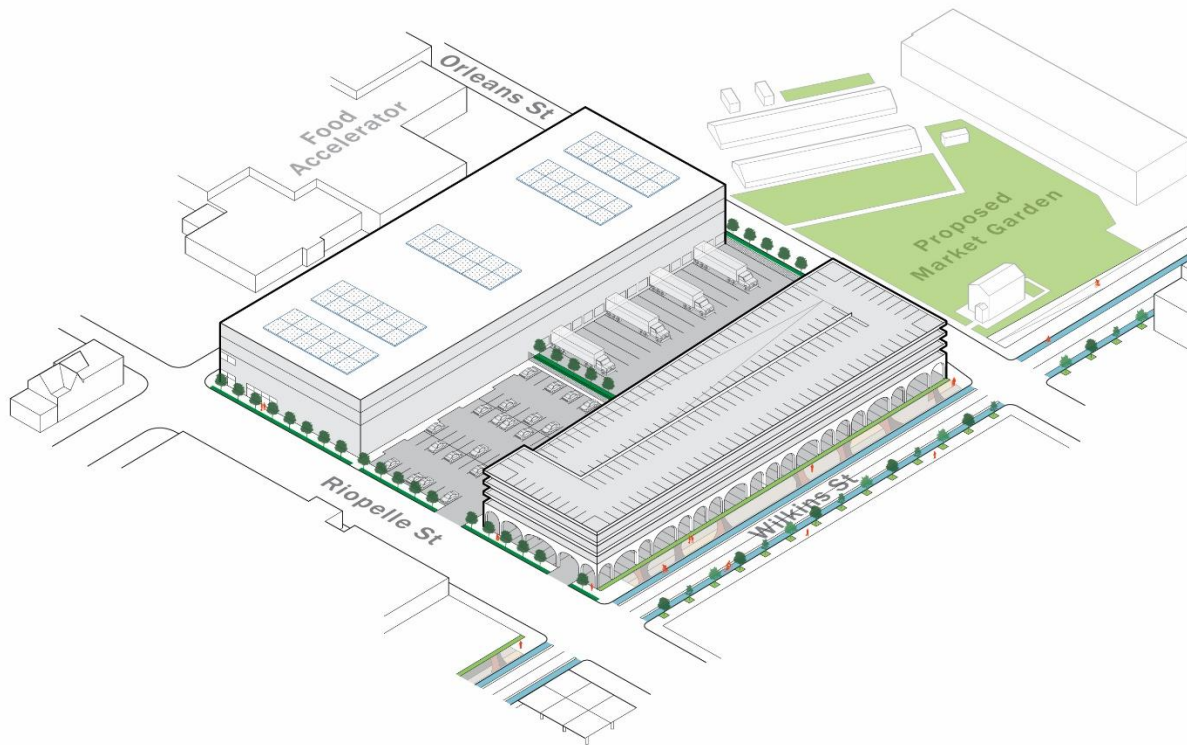
The City of Detroit Planning Commission and Planning and Development Department are currently conducting a zoning update for the Eastern Market area, establishing a new zoning classification; MKT – Market District. All proposals for the site must demonstrate a willingness to develop the site, consistent with the final zoning update. Zoning update drafts and progress can be found on the City of Detroit's Planning website here: <https://detroitmi.gov/departments/planning-and-development-department/neighborhood-plans/central-design-region/eastern-market>

The final selection and award of the respondents proposals will be made following the completion of the zoning update. The zoning update will continue through the fall and early winter.

Attachment C

Development Program & Schematic Massing Guide

The provided massing are based on the Eastern Market Framework Plan and the attached zoning requirements and PDD design values.



1580 Wilkins St is the largest publicly owned site in the Core Market, and because of this and its location on Wilkins St near both the Dequindre Cut and the market sheds it is ideal for a consolidated parking structure. A parking structure could accommodate the surface lot spaces in both the existing lot on site and the other publicly owned surface lot two blocks away, even while adding additional spaces to the market's overall capacity. Beyond this the site is large enough to also accommodate 60,000 square feet of food businesses with their attendant parking and semi-trailer staging needs, and office floors above. These tenants could benefit from proximity to the Mosaic development immediately across Erskine St from the site.

A parking structure on 1580 Wilkins St would enable the consolidation of other public parking in the market and open other sites for development. A food business building can fit alongside the garage. Concepts should accommodate truck apron parking and maneuvering for food businesses and demonstrate special considerations thereof; employee parking, and parking for use by area retail patrons as well as general public parking available to the Eastern Market Core. At least 450 spaces should be made available for general public use.

Attachment D

LEGAL DESCRIPTION

Property situated in the City of Detroit, Wayne County, Michigan, described as follows:

Parcel 1

tbd

Description Correct

Engineer of Surveys

By: _____

Basil Sarim, P.S.

Professional Surveyor

City of Detroit/DPW, CED