

Request for Qualifications
For the Development of the
Renton Redevelopment Area



City of Wixom, Michigan

Release Date: October 24, 2023

Responses Due: Open until Closed

1.0 Introduction

The City of Wixom (The City) owns approximately 3.6 acres known as the Renton Redevelopment area located on the west side of North Wixom Road between Pontiac Trail and Theodore Street (See Figure 1). Properties included in this redevelopment area include 119, 121, 131, 201, 205, and 221 N. Wixom, along with 3343 and 3360 Renton and the potentially vacated right-of-way of Renton Street. The City also owns an additional 0.5 acre parcel to the north of the Air Line Trail along N. Wixom Road (229 N. Wixom; PIN 96-17-31-476-018) that could be incorporated into this development if desired by a developer.

Parcel ID's: 1731502007, 1731477002, 1731477003, 1731477010, 1731477001, 1731477008, 1731477009, 1731477006

The City is seeking proposals for the acquisition and redevelopment of these properties from qualified, experienced and capable developer(s) with experience designing, building, and constructing downtown projects.

The basis of this Request for Proposals (RFP) is to provide potential developers with information regarding the area, the City's goals for redevelopment, as well as outline the format for proposals and process for reviewing and selecting a successful developer. The overall intention is to select a developer that the City will negotiate with in defining the overall project and the Renton Area Redevelopment that best addresses the needs of the community and the overall goals of the City.

To the north and western portion of the lot is the Michigan Airline Trail (MALT). This portion of the trail is approximately halfway between the termination points in South Lyon to the west and Pontiac to the east. The MALT offers quick non-motorized access to Gunnar Mettala Park, a 65-acre green space offering multiple recreational amenities, and borders the Renton Redevelopment area.

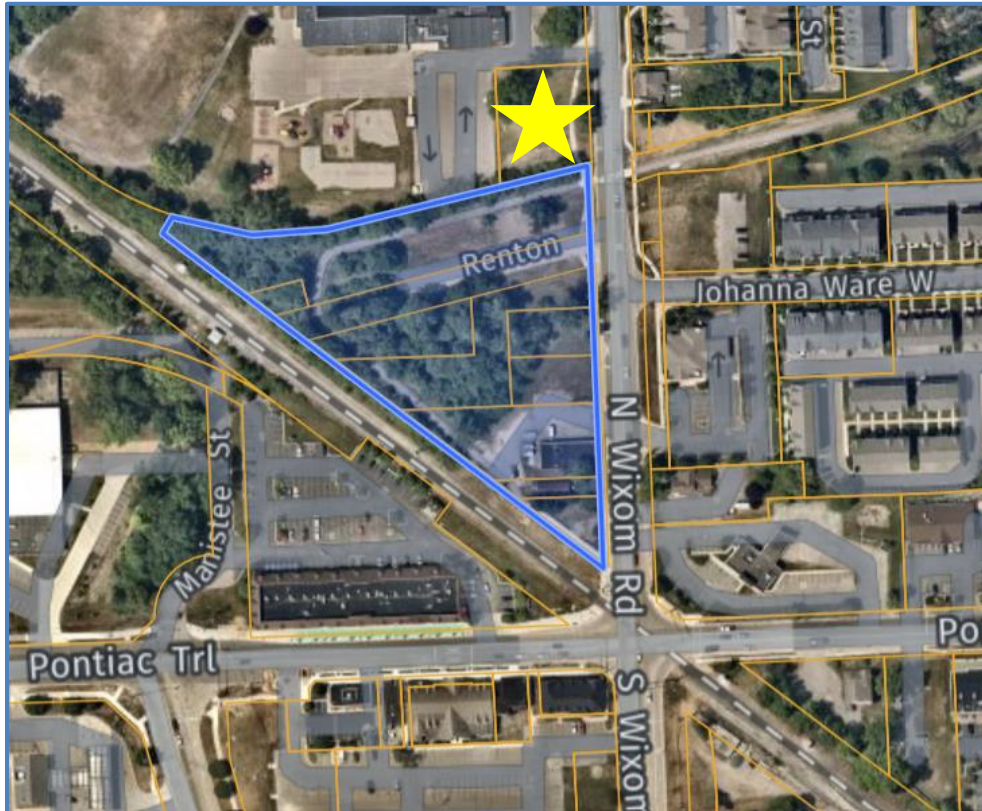
In addition, the City of Wixom has been actively investing in the development of a traditional downtown district, known as the "Village Center Area", or VCA. This area surrounds the intersections of Wixom Road and Pontiac Trail, and serves as the center point of our community. Since the late 1980's, the City has created a Downtown Development Authority (DDA), renovated streetscapes, buried powerlines and installed infrastructure that has led to the development of more than 400 housing units within walking distance of Downtown, all under the VCA Zoning Ordinance which includes specific design guidelines and design standards to guide development.

Strategically located along the I-96 corridor and near Metro Detroit and Ann Arbor, Wixom is home to over 17,000 residents and 850 businesses. While our community's history dates to 1831, the modern development of the area was amplified by the construction and operation of the Wixom Assembly Plant. The Plant was a Ford Motor Company facility and functioned from 1957 until 2007 when it permanently closed. The site has since been parceled off and developed into two primary uses.

First, commercial retail uses closer to I-96, including a General RV Center, Menards, At Home, Aldi's, Longhorn Steakhouse and Chipotle. Second, four large distribution and logistics buildings, totaling approximately 1.4 million square feet, were developed and are home to companies like Renaissance Global Logistics and Wayfair.

As a whole, the City has worked to redefine its position in the region and focus its economic efforts around developing local and regional destination developments as well as maintaining its hometown feel. Renton Street is advantageously positioned to play an integral role in this effort. With a daily traffic count of 18,700 vehicles, the site will be able to support various options. The site is highlighted in Figure 1:

Figure 1: Site Map



Attachments: Adopted VCA Design Guidelines
VCA Zoning Ordinance
Downtown Wixom Market Study – 2023
Renton Redevelopment Area Engineering Report

Available
Upon Request: Environmental Reports

2.0 Description of Project

2.1 Project Intent and Goals

The City is seeking a Master Developer for the site. The parcels in question are located within the area designated as “Village Center Area” by the City Master Plan and zoned as VCA-C (Core). The Renton Redevelopment area offers an opportunity for mixed use residential, restaurant and retail development. It is strategically located in the central part of the City with existing retail, restaurant, residential and governmental development.

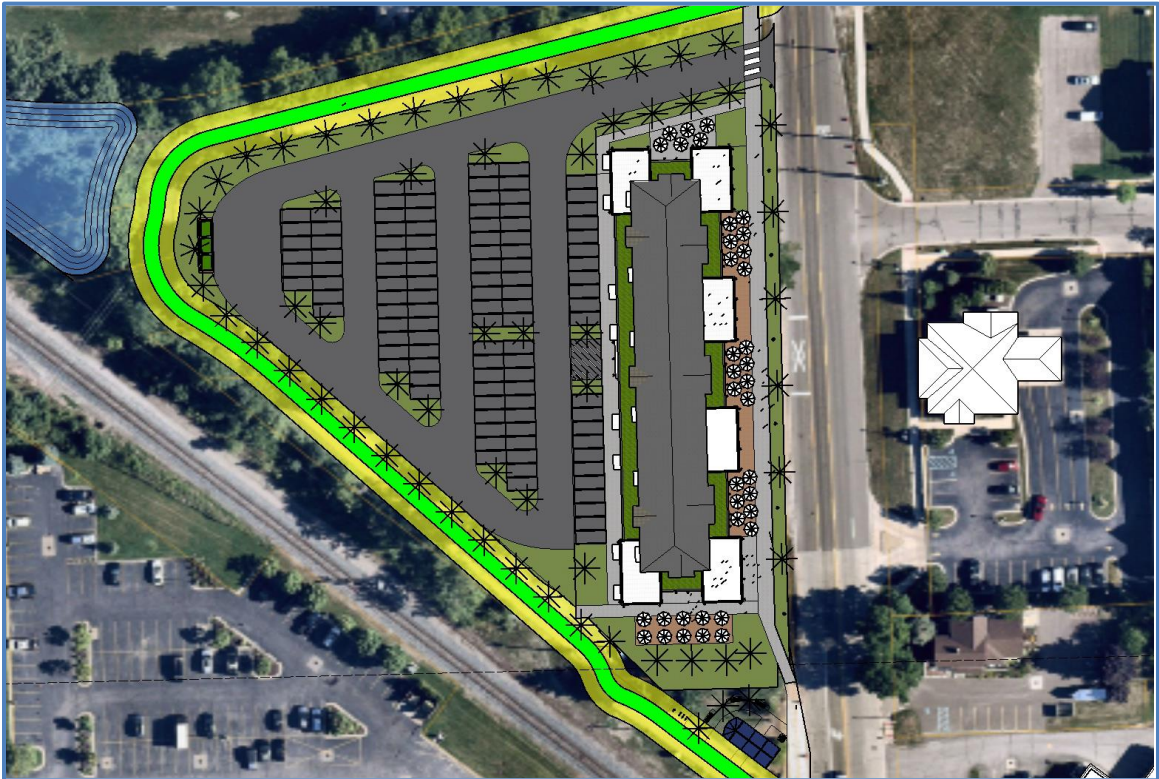
The site currently contains three structures. The City anticipates that demolition will be necessary to ensure the maximum utilization of the site for new development. Improvements to the Mack Park pocket park are planned in 2024. These improvements will prove to be an asset to the new development given its direct access to the park and trail. To ensure the maximum utilization of the lot, the Renton Street Right-of-Way (ROW) will need to be vacated.

While the City has general goals for the property, the City is open to development proposals that offer a variety of concept development plans. With that, applicants are encouraged to incorporate the following elements into their design proposals:

Preferred Design Amenities and Layout

- The creation of new, pedestrian-oriented commercial space for new businesses to locate in Downtown Wixom. Restaurant spaces with outdoor dining are highly desired and a Class C Liquor License is available through the City.
- If housing is included, preference is given to owner-occupied opportunities; however, loft and multiple bedroom rental models may be considered.
- Development proposals must include adequate parking in the rear or side yard of the development for the intended uses, and the development must allow for access to Mack Park.
- Creative architectural designs must be utilized, including the use of high-quality building materials and finishes and adherence to the adopted Design Guidelines for the Village Center Area, which align with the spirit and intent of the Village Center Area to contribute to a traditional downtown environment.
- Infrastructure that compliments non-motorized transit and streetscaping, including lighting, wide sidewalks and pedestrian oriented amenities that complement and provide access to the MALT.

- Building(s) that actively complement the existing character of adjacent developments. Drive-through restaurants and other auto-oriented uses will not be permitted in this area.
- Building(s) that are laid out predominantly aligned to Wixom Road frontage, approximately as shown below.



- The City intends to retain easements for the Air Line Trail, but we are open to the Air Line Trail being relocated to run alongside Wixom Road should a developer suggest it. The City also seeks to retain the right of access to a portion of any new parking areas for public use in support of Mack Park.
- The City also owns an additional 0.5 acre parcel to the north of the Air Line Trail along N. Wixom Road (229 N. Wixom; PIN 96-17-31-476-018) that could be incorporated into this development if desired by a developer.

2.2 Master Plan and Zoning

The recently adopted Master Plan designates the subject site and surrounding area as Village Center Area (VCA). The Master Plan promotes the VCA by outlining its objectives shown below:

- *Promote different types of housing including traditional single family on the periphery, townhouses and attached units closer to the business areas, and condominiums and apartments over offices and retail in the heart of the Village Center Area.*
- *Promote uses in the Village Center Area that will provide a successful and active gathering place in the community such as parks, city facilities, retail shopping and restaurants.*
- *Support development of vacant and underutilized properties in a cohesive manner.*
- *Provide new housing opportunities for the employees working in companies throughout Wixom and western Oakland County.*
- *Develop a comprehensive non-motorized pathway system and links to buildings that ensure pedestrian orientation and comfort.*
- *Support business retention, recruitment efforts and promotions that are specifically tailored to the business environment intended in the Village Center Area.*
- *Extend traditional design concepts beyond areas of the VCA that were included in the original VCA Master Plan.*
- *Incorporate the Michigan Economic Development Corporation (MEDC) Redevelopment Ready Best Practices into future development opportunities in the VCA.*

The Renton parcel is currently zoned VCA-C. The purpose of the District is to allow for the development of a fully integrated, mixed use, pedestrian-oriented village center. Provisions for the VCA district support traditional neighborhood design principles, which are historically based on urban development from the early colonial times to the 1940s. **While offered as an example of possible design, alternate design styles are encouraged and will be considered.**

2.3 Renton Parcel Demographic Profile Information

Renton Site Geographic Demography		
2021 Est. Data	One (1) Mile Radius of Site	Three (3) Mile Radius of Site
Population	7,762	38,533
Number of Households	3,671	16,244
Median Disposable Income	\$38,626	\$53,514

Source: Cobalt Community Research, 2021 360 Metrics Report

2020 Wixom Census Profile	
Population	17,193
Households (Occupied Units)	8,478
Percent Owner Occupied	Approx. 50%
Median Disposable Income	\$58,886
Employees	16,879

Source: U.S. Census Bureau

2.4 Utilities

The site is served by public water and sewer which has adequate capacity to support development. Per city engineering, the site will require onsite stormwater detention, which is anticipated to be on the north-western corner of the development area. Ample electrical utility access is available and provided by DTE Energy, while gas service is available at the street and provided by Consumers Energy.

It is anticipated that some existing utilities, such as utility poles, will need to be buried and/or relocated as a part of this redevelopment.

2.5 Anticipated Process Timeline

The City has established an anticipated project timeline from the point of publishing this RFQ to executing a Development Agreement. This will guide the City and prospective proponents on expectations for the pace of progress. While it is the City's intent to keep to this schedule, unforeseen circumstances and/or modifications in goals or expectations may dictate adjustment.

After the initial posting period, the City is now offering an open-ended approach to soliciting and selecting a development partner for the Renton properties. Below is a rough process timeline for the project:

- Request for Qualifications Release – October 2023
- Pre-Proposal Site Walkthrough with City Staff – Upon Request
- Questions & Answers – Any time, upon request
- Development Proposals – No Deadline, must be submitted to the City Manager's Office
- Presentation of Concept to Proposal Review Committee – 30-60 days after submission
- Proposal Review & Developer Negotiations – Open ended
- Presentation of Master Developer agreement to City Council
- Site Plan Review with Planning Commission
- Closing per development agreement

3.0 Developer Roles and Responsibilities

3.1 Project Management and Local Knowledge

The Master Developer will be responsible for the overall project supervision and management which shall include, but not be limited to, due diligence investigations, planning, entitlement, construction and development, financing, marketing and coordinating partnerships with the city and its departments. To ensure a successful process and development, applicants must demonstrate an understanding of:

- The City's economic and design goals for the Renton Site.
- An ability to undertake planning studies to address infrastructure, environmental and land development issues not fully developed and/or addressed in the concept development plan/city's predevelopment activities.
- The ability to finance or obtain financial support to commence and sustain the development process.
- Have extensive experience in all phases of the development process and management of the development, specifically with downtown uses similar to what is sought in this location in Downtown Wixom.
- Have extensive experience with development financing, deal structuring and public/private partnerships that will be invaluable for bringing this project to fruition. Examples include successful relationships with the Michigan Economic Development Corporation (MEDC), Oakland County Economic Development, other economic development/municipal corporations as well as utilities, financial institutions and other development partners.
- Construction experience with cores and shells, tenant improvements, fixtures, equipment and landscaping.
- Have the experience and reputation of working collaboratively with City Officials and the community.

3.2 Project Schedules and Approvals

The Master Developer, in conjunction with the City, will be responsible for developing detailed project schedules for numerous planning, design, financing, construction and completion activities. They will also be responsible for procuring all necessary regulatory and entitlement approvals.

3.3 Financing and Disclosure

The Master Developer will be responsible for financing the entire cost of the project, including but not limited to the following:

- Negotiating a project financing plan that details public and private finance/equity sources and uses for the purpose of predevelopment and development costs.
- Designing and constructing required infrastructure and public realm improvements.
- Acquiring the property per the terms of any negotiated agreement.

The City requests applicants indicate whether their plan calls for development, hold and operate, or if the project, or portions of the project, will be sold upon completion and/or stabilization.

The City and its Downtown Development Authority (DDA) are dedicated to playing an equitable role in the predevelopment and/or development of the site including the consideration of a sale price that is less than market value, tax incentives, as well as the enhancement, relocation, or other necessary utility infrastructure needs, and/or streetscape improvements and on-site parking. Specific areas of requested development assistance should be noted in the RFQ submission.

3.4 Communication and Correspondence

The City seeks to partner with a group that can work collaboratively and cooperatively with City Departments, Boards and Commissions. The Master Developer must demonstrate an aptitude in communicating with adjacent property owners and stakeholders. This activity may include conducting strategic community meetings, creating and maintaining comment processes for community involvement in the overall planning, creating and maintaining channels for public information and comment and working with elected officials and the media.

4.0 RFQ Submission Requirements

4.1 Development Concept

The Concept Development Layout and visual references provided in the City's zoning ordinance are meant to guide the applicant on desired design goals for the site. Applicants may submit alternate plans provided such plans are consistent with the City's intent and zoning. Concepts should provide elevations, general layouts for suites as well as proposed finish levels and approximate square footage dedicated to each use. Specific elements of the concept should show examples of the preferred design amenities outlined in Section 2.1.

4.2 Development Entity

The proposal must identify the entity which would contract or otherwise enter into a formal relationship with the City of Wixom, including all joint venture/limited partners, indicating respective percentage interests. Including a complete list of names and e-mail addresses for all parties, and include the following:

- State the intended role of each development partner and the responsible entity in the organization structure for the construction management and subsequent operations.
- Name the principal in charge.
- Identify the proponent's primary contact through submission and development of the site if awarded. Include resumes of the key individuals who would implement this project.
- Include information on whether the development entity will manage the completed project or contract with a third-party management firm.

4.3 Financial Information

The following financial information must be submitted and labelled according to the subsection it supports.

A. Development Entity/Company Financial Information

- Any publicly available financial documentation, such as annual reports, which describe the company's financial capability and capacity to obtain financing.
- Comparable recent experience (last 10 years) in securing financing, detailing the type of project, financing sources, level of funding and closing dates.
- List of projects currently under planning and development including status, development schedule and financial commitments required of developer with context.

B. Concept Proposal Financial Information

- Project specific proforma estimating predevelopment and construction costs, projected revenues, operating expenses, finance assumptions and contingencies.
- Five-year property operating projection including projected loan terms.
- Financial amount and implications of requested assistance and/or subsidies.

The Michigan Freedom of Information Act, Sec. 13(f), permits the City to exempt from disclosure, as a public entity record, trade secrets or commercial or financial information voluntarily provided. Any information that is intended to be confidential shall be clearly labeled "Confidential Financial Information". Reasonable efforts will be made by the City to maintain all financial and relevant applicant information in confidence during the final review period; however as with other information submitted under this RFQ such information may also be subject to disclosure under FOIA.

4.4 Relevant Project Experience and Background

Describe relevant project experience, particularly with downtown-style developments, including a summary of managing projects that required interaction with a broad range of interested parties from both the private and public sectors. Provide general information about current or past portfolio composition by project and land use. As outlined in section 4.2, If opting to manage after completion, please provide examples of current sites being operated by the entity and/or its affiliated property management firm.

4.5 Prospective Development Timeline

Provide a proposed predevelopment, construction and stabilization schedule highlighting when specific benchmarks will be met.

4.6 References

Provide references including but not limited to banks, municipal entities, co-developers/partners, tenants and general contractors. The City reserves the right to contact all listed references.

4.7 Bid Price

Clearly state what price is being offered for by the proponent to the City for the site, and reconciled with the development proposal and pro forma assumptions. In addition, any desired incentives or development support should be outlined as well.

5.0 Selection Process

The intent of the RFQ process is to identify qualified developers best suited to partner with the City and any other necessary stakeholders to ensure the mutual benefit of all parties. To that end, the following criteria will be used to evaluate proposals based on the information received from Section 4.

5.1 Criteria

A Developer will be selected based on the overall quality of the proposed project. Any proposal to acquire and hold the land with subsequent construction activities to occur only when and if it is feasible will be rejected. The evaluation of the applicant's proposal will be based upon information in the submission by the applicant, interviews, investigation of completed projects, assessment of performance in previous undertakings and other pertinent factors as outlined below. Weighted considerations are outlined below.

- **Development Concept:** Quality design will be an important consideration as this project is meant to be catalytic as well as build on development momentum and standards for the city.
- **Development Entity:** How the Development Entity is structured and the roles it will undertake and/or delegate are important to highlight the efficiency of the organization and its ability to execute projects.
- **Financial Information:** Both the financial ability and competency of the organization along with the project itself will help the city determine the appropriate resources needed to ensure

the success of the development.

- Relevant Project Experience and Background: Applicant experience and background in the various elements of similar development will be important for the City to consider.
- Prospective Development Timeline: The City is hopeful to move the development process at a sustainable pace but understands the need for realistic benchmarks for progress.
- References: The reputation of applicant based upon successful projects with satisfied partners will be important for the City's consideration.
- Bid Price. While important for consideration, the bid price will be reviewed but not weighted stronger than any one criterion mentioned above.
- Special consideration will be given to proposals utilizing LEED certified designs and systems.

5.2 Pre-Application Meeting

Prior to the submission of a proposal, it is recommended that prospective applicants schedule a pre-proposal meeting with Wixom City Staff.

5.3 Proposal Review Committee

The City will create a committee to review all proposals and engage top rated applicants in interviews. Based on the interviews and proposal ratings, the committee will make a final recommendation to the City Council to enter into negotiations with the top applicant. All parties will be notified of their status as reviews progress.

6.0 General Instructions

6.1 Submission Materials

Ten (10) hard copies and one flash drive containing the applicant's submission should be submitted in a sealed envelope, clearly marked "(Development Entity Name) Renton Site RFQ Submission" on its face and addressed to:

Wixom City Manager's Office
49045 Pontiac Trail,
Wixom, MI 48393

6.2 Submission Deadline

Qualifications shall be accepted at any point until a development agreement has been reached for the property. Questions concerning the required submittals and procedures

must be sent via email to: Drew Benson, Assistant City Manager & Director of Economic Development at dbenson@wixomgov.org

7.0 City Discretion and Authority (Terms and Conditions)

7.1 Rejection Rights

The City reserves the right to reject any and all RFQ applicants at any time, to waive minor irregularities and to terminate any negotiations implied in this RFQ or initiated subsequent to it.

7.2 Additional Information

The City reserves the right to request clarification of information submitted, and to request additional information from any applicant.

7.3 RFQ Modifications

The City reserves the right to revise this RFQ and the RFQ evaluation process. Note: Such revisions will be announced in writing to all RFQ applicants depending upon the timing of the change.

7.4 Next Best

The City reserves the right to enter into negotiations with any other qualified applicant, if the initial selected applicant does not execute certain actions and/or contracts within a specified deadline.

7.5 Selection

The City Council will consider the recommendation of the Proposal Review Committee but will ultimately determine, from the information submitted in the responses and any other criteria deemed important, and in its sole discretion, the most qualified developer or development team to meet the stated duties as evaluated under the criteria set forth herein.

7.6 Non-Binding Terms

Any submission does not constitute business terms or represent the final position of any party under any eventual agreement. The issuance of the RFQ and the receipt and evaluation of submissions do not obligate the City to select a developer and/or enter into any agreement. If deemed appropriate, no proposal shall be selected and the process may be revised and reinitiated or placed on hold for an indeterminate period of time. The City may also cancel this process without liability at any time prior to the execution of any

agreement.

7.7 City Costs

The City will not pay any costs incurred in responding to this RFQ or be required to incur costs associated with the development or disclosure of information relating to the process.

7.8 As Is

This property will be sold and/or transferred in an "as is" condition without expressed or implied warranty. The City of Wixom assumes no responsibility for environmental and physical conditions of the property. The City accepts no responsibility for underground or above ground conditions on the property. Applicants must acknowledge that they will be required to assume any costs required to comply with any and all environmental regulations associated with the property, if any. Applicants are encouraged to review the property and be satisfied with the physical and environmental conditions.

As it relates to the known condition of the site, applicants may specifically request copies of the City's most recent environmental reports prior to the application deadline. Also included in the Appendix are notes from the City's Engineering consultant.

7.9 Reversionary Interest/Right of Entry

The redevelopment of these properties is a major goal of the City. As such, the applicant must be prepared to diligently proceed with development. As security that development will take place, the City intends to require a reversionary clause in any agreement to sell the properties should the development fail to meet agreed upon timelines. All interested proponents must acknowledge this within their proposal.

8.0 DEVELOPMENT AGREEMENT (DA)

Negotiations with the selected developer on an agreement will begin immediately after the City Council's selection. The Development Agreement will establish timeframes, responsibilities, and critical items. The Development Agreement shall be subject to approval by City Council.

9.0 CONFLICT OF INTEREST

Firms responding to this RFQ shall disclose all existing client relationships which may impact the City's selection of a firm to develop the site and/or represent the City in any portion of the project. Applicants must disclose any pending or existing litigation against the City and any of its entities, affiliates or contractors. The City shall have sole discretion

about whether a conflict exists between its interests and those of the parties indicated during the proposal, review and selection process.

10.0 EQUAL OPPORTUNITY

The City of Wixom is an equal opportunity employer and will select a Master Developer without regard to age, handicap, religion, creed or belief, political affiliation, race, color, sex or national original.