

Request for Developer Qualifications (RFQ)

1920 Pierson Road
Flint, Michigan

The Genesee County Land Bank seeks a development partner for a 4.6 acre parcel in northwest Flint, Michigan. The preferred development would include a mix of housing types and potentially some commercial uses. The Land Bank and city of Flint anticipate supporting an application for LIHTC on this site.

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Development Opportunity

The Genesee County Land Bank and City of Flint seek developers for the property at 1920 Pierson Road, Flint, Michigan, 48504.

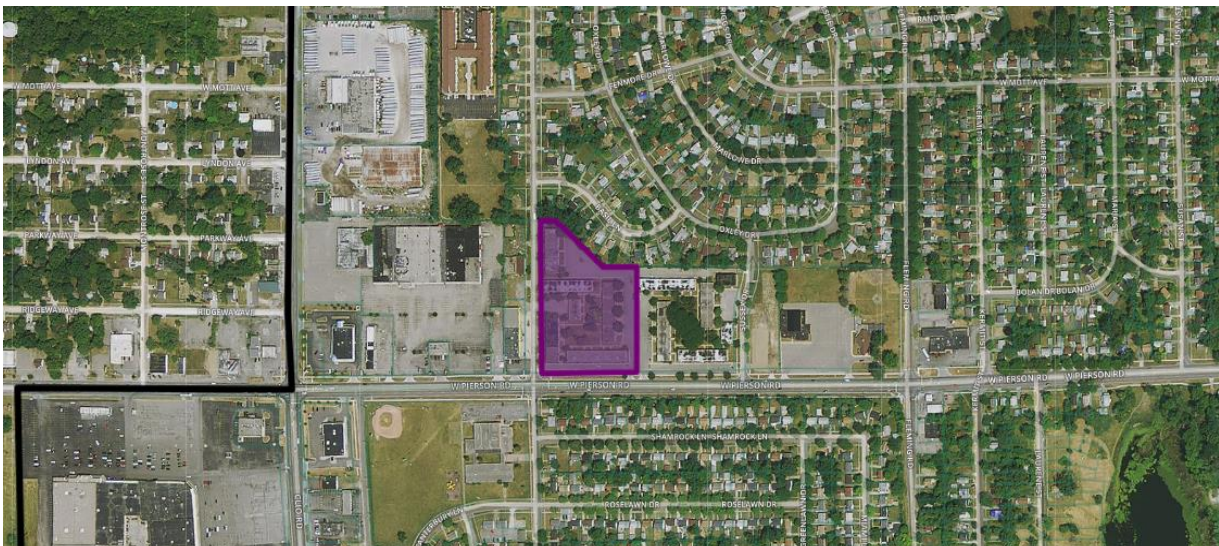
The vacant 4.6-acre parcel is located at the corner of Pierson Road and Cloverlawn Drive, in the northwest portion of the city, located just to the east of the Clio Road commercial corridor. The site is surrounded by predominately stable, detached single-family neighborhoods to both the north and south, and is located across the street from the Eagles Nest Academy, a K-6 public charter.

The Land Bank and City of Flint prefer development on this site that will:

- Align with the design and development principles identified in the City's *Imagine Flint* Master Plan, and the policies adopted by the Genesee County Land Bank Authority (<http://www.thelandbank.org/policies.asp>).
- Create a variety of residential options in the neighborhood, including differing densities and building types, and space for live-work uses or neighborhood-serving business spaces.
- Complement the existing neighborhood reinvestment efforts, rather than competing with them.
- Provide a transition between the traffic-heavy Clio & Pierson Road commercial intersection and the stable single-family neighborhoods to north and south of the site.
- Create partnerships that best support the ongoing investment by the GCLBA and the City of Flint on Flint's north side.
- Begin construction within one year of the date the purchase agreement is signed and construction completed within 30 months of the date of the purchase agreement.

The adjacent 4.1-acre vacant parcel at 1718 Pierson is also owned by the Land Bank and potentially available as a future phase; however, the Land Bank and city encourage proposals that focus on successful completion of development at 1920 Pierson.

Interested development teams are invited to submit qualifications by **February 21, 2018**; please refer to page 8 for submittal details.



Aerial photo of site and surroundings; buildings on site have been demolished.

Site Context: Flint, Michigan

The Pierson Road corridor in North Flint runs from the large-scale commercial node at Clio & Pierson, past traditional single-family neighborhoods and Flint Lake Park, to neighborhood commercial nodes at Martin Luther King Avenue and Saginaw Street.

The corridor has the opportunity to become a retail and pedestrian destination for those living in North Flint neighborhoods as well as neighboring Mt. Morris and Flint Townships. The city of Flint's recent Master Plan prioritizes the stability of the neighborhoods along the corridor, as well as enhanced commercial viability. The Plan encourages new development along Pierson and Clio Road to "front" the roadway, creating a more pedestrian friendly atmosphere and resulting in a more dense, compact corridor. Many of the current buildings on Clio and Pierson Road were developed with significant building setbacks and excessive amounts of surface parking.

Nearby assets include:

- Flint Lake Park: the 19-acre Flint Park Lake sits half a mile east along Pierson. Currently the park offers passive recreation; the city has partnered with Genesee County Parks and the Flint River Watershed Coalition to restore natural spaces around the lake as a destination along the corridor.
- North Flint Food Market: the North Flint Reinvestment Corporation is redeveloping the blighted commercial site just west of the RFQ property, across Cloverlawn, as a co-operative grocery store and food and wellness hub. The project has received financial support from the MEDC, and construction is anticipated in early 2018.
- Eagle's Nest Academy: this public charter K-6 school, just across Pierson Road, was established in 2014, providing STEM curriculum and after-school programs.
- McCree Theater: the dynamic 400-seat community theater is located just to the north on Carpenter Road, and has a mission of "telling the African American story in the African American voice."
- MTA transit service: routes 4, 5, and 13 provide service on Pierson Road and Clio, connecting the site to downtown Flint, Kettering University, and other destinations. Stops are located at the Pierson and Cloverlawn intersection, approximately 300 feet from the center of the site. Two new public bus shelters were also recently added to this area.

The site has a WalkScore of 65. This score may rise as the North Flint Food Market and Hamady Brothers Grocery (in Hallwood Plaza, just west of Clio Road) open.



Nearby: The neighborhood (left) immediately north of the site. Flint Lake Park (right), a half mile east.

Site Vision

The concept below has been provided to inform proposals, but not limit them to a single approach.

The concept illustrates a mixture of housing types that step down from higher intensity on the commercial corridor toward the neighborhood of single-family homes to the north of the site. This mixture could include mixed-use or live-work units along Pierson, townhomes within the site, and potentially small, “cottage” style detached homes.

The concept also shows internal streets and alleys established within the site to provide access and support a neighborhood character. Similarly, parking is ideally provided through a combination of on-street and garage spaces, rather than in large consolidated parking lots.

Preferred site concept:



This concept is intended to be illustrative; the Land Bank and city are open to alternative approaches that advance the goals for the site and fit the neighborhood context.

Site Vision, continued

The site vision provides an example of how development of this site could implement the policy goals of the *Imagine Flint* master plan¹ and the Pierson Road Corridor sub-area plan².

The master plan has designated the Pierson Road frontage in this area as a “City Corridor” and provides the following general guidance for that place type:

A City Corridor...accommodates a wide range of commercial and institutional uses strung along Flint’s major roadways. Retail, service, and employment related uses typically predominate along City Corridors, with structures oriented toward the roadway. City Corridors are auto-oriented in nature, but with amenities such as sidewalks, benches, pedestrian-scale lighting, and landscaping that make it easy for residents and visitors to walk along the corridor

- Commercial buildings should be located to the front of the properties along the corridor whenever possible to present an urban edge that showcases architecture and business vitality, instead of parking lots.
- Careful steps should be taken to ensure compatibility as commercial uses “push” into the residential areas.
- Landscaping is essential at the rear of commercial properties where a double frontage is created and the commercial use fronts two streets—the primary commercial corridor and the parallel residential street.
- Commercial buildings should hold a strong corner at the intersection of the primary corridor and intersecting streets, to further establish the identity and character of the area.



The Pierson Road subarea plan additionally notes redevelopment in this area should,

- Promote commercial and residential clusters that can take advantage of and support transit investments, such as at the Pierson Road and Cloverlawn Drive intersection.
- Use Crime Prevention Through Environmental Design (CPTED) principles.
- Improve the pedestrian environment along Pierson Road, and at the intersection of Pierson and Cloverlawn Drive, through building design, streetscape improvements, and traffic calming.
- Include multi-family or townhome style residential uses to provide housing options in walking proximity to retail, and as a transition between the commercial corridor and single-family areas.

¹ Master Plan available at <http://www.imagineflint.com/Documents.aspx>

² Sub-area Plan available at <http://www.imagineflint.com/PlanImplementation/SubareaPlans.aspx>

Development Process

Zoning

The subject site and adjacent parcels along Pierson Road are zoned CC – City Corridor, intended to implement the master plan place type of the same name, as described on page 5.

The neighborhoods to the north of the site and across Pierson Road are zoned TN-2 – Traditional Neighborhood (Medium Density).

For full details on these districts, refer to the zoning ordinance at <http://imagineflint.com/PlanImplementation/ZoningOrdinance.aspx>

Utilities

The site is served by Pierson Road along its southern edge and Cloverlawn Drive along its western edge.

- Water, Sanitary, and Storm Sewers: City of Flint Utilities Department, <https://www.cityofflint.com/public-works/utilitieswater/>
- Streets, and Right-of-Way: Pierson and Cloverlawn are city streets; Flint Department of Transportation, <https://www.cityofflint.com/public-works/transportation-2/>
- Gas/Electric: Consumers Energy, <https://www.consumersenergy.com/>

Redevelopment Ready Community

The city of Flint is engaged in the Redevelopment Ready Communities program by the Michigan Economic Development Corporation and working towards certification. The RRC certification recognizes the city's development regulations and processes as up-to-date, clear, and predictable, as determined by a rigorous external assessment.

Environmental Conditions

A Phase I Environmental Site Assessment (ESA) was completed by AKT Peerless in February 2016, in advance of the demolition of the existing apartment buildings. The ESA found no evidence of Recognized Environmental Conditions (RECs) in association with the property.

Regardless of known RECs, the property's ownership by the land bank authority qualifies it as "blighted" for the purpose of eligibility for brownfield redevelopment programs.

The Genesee County Land Bank recommends a full environmental assessment by the selected developer to determine whether any additional conditions require action to suit the final site plan.

Market Conditions

Residential Market Potential

LandUse|USA completed a Residential Target Market Analysis for the City of Flint in July 2015. While the Pierson Road corridor was not among the specific subareas that received detailed treatment, the market analysis showed the following at a city-wide scale:

- A “conservative estimate” of annual city-wide market potential for at least 350 new or rehabbed owner-occupied units and 1,374 new or rehabbed renter-occupied units throughout the City.
- Within the City of Flint, nearly 80% of the existing housing stock is single-unit structures. “A closer comparison of vacant housing stock by building size with the market potential reveals that there is an over-supply of detached houses, and undersupply of units among midrise buildings, townhouses, triplexes, and fourplexes.”
- Outside of downtown Flint, “nearly 85% of new households will be seeking contract rents of \$560 or less per month, and rents for the other 15% will peak at about \$1,000 per month.”

While the target site on Pierson Road is adjacent to stable single-family neighborhoods, the TMA is believed to correctly show that additional detached homes are not needed at this time; “missing middle” formats such as townhomes and small multi-family structures will be more marketable.

Retail/Commercial Market Potential

An examination of ESRI Retail Marketplace Profile data for this site suggests any commercial development at the current time should be targeted to serve the immediate neighborhood, rather than regional needs.

- ESRI data shows a retail gap of \$34 million annually within a 5-minute drive radius from the site. However, within a 10-minute drive radius of the site, there is a significant retail surplus.
- Most households in the immediate neighborhoods have no vehicle or only one car, with a high dependence on public transportation, suggesting the need for convenience retail in close proximity.
- Commercial development on this site should avoid grocery-type establishments, due to existing supply and the new North Flint Food Market development already planned for the adjacent site.

These factors have informed the limited commercial footprint in the concept presented in this document. Proposals may include a larger amount of commercial or institutional use; any such use should be focused on the Pierson Road frontage of the site.

Available Incentives

The following incentives, among others, may be leveraged by the developer:

- **Low Income Housing Tax Credits (LIHTC):** The Land Bank and city of Flint anticipate a residential development on this site to require LIHTC support.
- **Brownfield programs:** the property’s ownership by the land bank authority qualifies it as “blighted” for the purpose of eligibility for Michigan’s brownfield redevelopment programs.

Selection Process and Criteria

The Genesee County Land Bank will review and evaluate all complete proposals in response to this Request for Qualifications (RFQ) to identify and engage with a qualified development team for 1920 Pierson Road. An initial response to this RFQ must include the following information:

- **Table of Contents**
- **Summary** of the plan for the parcel
- **Letter of Interest** (up to 3 pages) identifying all members of the development team including a description of the role they would play in this project if selected.
- **Outline of anticipated project financing** including sources and uses
- **Anticipated operating income and expenses** with a 15 year projection of income and expenses
- **Proposed or existing partnerships** with corridor stakeholders
- **Concept plans or renderings**
- **Development Experience / Portfolio** (up to 10 pages) provide a short description of past projects of a similar nature completed by the development team and its individual members. Include a description of the projects, cost, completion date, and references.
 - **Specific experience with LIHTC** or other anticipated funding sources should be outlined; applicants are encouraged to reference MSHDA's QAP standards for experience.
 - **Evidence of development team's fiscal capacity** to undertake the proposed project.
- **Resume** of firm and lead team members.
- **Proposed timeline for the overall project**
- **Proposed purchase price** and proposed terms/requirements of having GCLB as a non-managing member, if applicable.

Proposals will be evaluated based on a combination of factors described in this document. Land Bank staff may seek additional information upon receipt of a development proposal.

The RFQ and responses should not be considered a legally binding agreement. Upon selection of a qualified development team, the Land Bank will enter into a pre-development agreement including purchase price, due diligence period, and other terms. The RFQ does not obligate the Land Bank to select a development team if the terms aren't found to be acceptable. The Land Bank or the City shall not be responsible for reimbursement of any cost or damage incurred by an applicant in preparation of a response to this RFQ. Applicants may withdraw their proposal at any time by submitting a written request to the Land Bank.

Proposal Format

Six (6) printed proposals and a PDF version shall be submitted by February 21, to:

*Dawn Everett, Sales and Development Manager
452 S. Saginaw, Suite 200
Flint, MI 48502
deverett@thelandbank.org*

Schedule for Review and Selection

The schedule for receipt and evaluation of proposals is anticipated to be as follows:

- **RFQ posted:** *January 3, 2018*
- **Deadline for proposals:** *February 21, 2018*
- **Evaluation period:** *February 22, 2018-March 18, 2018*
- **Finalist team notified:** *March 19, 2018*
- **Finalist presentation to evaluation committee:** *March 29, 2018*
- **Draft terms of a draft redevelopment and purchase agreement:** *April 9, 2018*
- **Approval by the GCLBA Board of Directors** *April 18, 2018*

Contact / Questions

Questions may be directed to:

*Dawn Everett, Sales and Development Manager
452 S. Saginaw, Suite 200
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deverett@thelandbank.org*