



# MICHIGAN LAND BANK FAST TRACK AUTHORITY

## REQUEST FOR DEVELOPMENT PROPOSALS

Issue Date: March 14, 2019

Questions Due: March 22, 2019

Answers Posted: March 27, 2019

**Submission Deadline: Noon ET, April 18, 2019**

### **Subject Property**

**Woodland Trails Condominium Parcels  
City of Owosso, Shiawassee County, Michigan**

This Request for Development Proposals (RFP) is issued by the Michigan Land Bank Fast Track Authority (MLB). MLB is the title owner and seeks interested builder-developers to submit their proposals for a residential build-out of the property. As described further in this document, a qualifications-based process will be used to select a preferred developer to proceed to a negotiated purchase/development agreement, where the selected builder-developer shall option and acquire the subject property and construct the remaining units. The parcels shall be conveyed "as is" without warranty as to condition or title.

### **Property Information**

The subject property is comprised of fourteen (14) condominium units, each approved for one attached single-family structures, within the Woodland Trails Condominium in the City of Owosso. The parcels are more particularly described as follows:

### **Woodland Trails Condominium Shiawassee County Condominium Subdivision No. 8**

78-050-750-000001-00	Unit 1
78-050-750-000002-00	Unit 2
78-050-750-000003-00	Unit 3
78-050-750-000004-00	Unit 4
78-050-750-000005-00	Unit 5
78-050-750-000006-00	Unit 6
78-050-750-000007-00	Unit 7
78-050-750-000018-00	Unit 18
78-050-750-000030-00	Unit 30
78-050-750-000031-00	Unit 31
78-050-750-000032-00	Unit 32
78-050-750-000033-00	Unit 33
78-050-750-000041-00	Unit 41
78-050-750-000042-00	Unit 42

The Woodland Trails Condominium development was approved in 2004 and partially constructed to the present-time status. The Woodland Trails Condominium Association of Owosso (MI Corporation ID#788949) was formed in 2004 and is administered by co-owners in the Condominium. The State of Michigan foreclosed on the subject parcels in 2014 and subsequently conveyed same to the Michigan Land Bank in 2016.

#### *Project Objectives & Guidelines*

The parameters below shall be addressed by respondents in their responses:

1. In general, the project build-out shall be residential structures as required by the recorded Condominium master deed. Respondents may propose alternative residential products, however, if such is desired, the respondent shall present the proposed alternative(s) with their submittals subject to review and approval by MLB and the Association.
2. Respondents should undertake their own review and analyses concerning, but not limited to, physical conditions, environmental conditions, applicable zoning, required permits and approvals, title and survey, and other development and legal considerations.
3. MLB will only consider responses which identify the purchase and development of all parcels, although acquisition of the parcels may be phased.
4. Respondents shall submit all required items in their proposals to be considered.
5. Respondents shall propose a per-unit acquisition price, which shall be considered in comparison of proposals.

#### *Inquiries*

Any questions concerning this RFP must be emailed to [landbank@michigan.gov](mailto:landbank@michigan.gov) no later than Noon on Friday, March 22, 2019. In the interest of transparency, only questions emailed to the MLB will be accepted. Answers will be posted to the MLB website on Wednesday, March 27, 2019.

#### *Submission Deadline*

One (1) complete electronic copy must be received before 12:00 noon Eastern Time on Thursday, April 18, 2019 through email to [landbank@michigan.gov](mailto:landbank@michigan.gov). Late responses will be disqualified.

#### *Review and Selection*

This RFP shall be used for pre-qualification purposes. Completed responses will allow MLB to understand a proposed vision for the site, composition of teams, financial standing, and record of similar development projects. MLB will narrow the field to three or fewer respondents for interview. One (1) respondent will be invited to negotiate and execute a development/purchase agreement.

#### *Proposal Requirements*

Proposals shall include the following items:

1. Proposal cover signed by lead person(s) for the firm/team.
2. History of firm(s), its projects and all proposed external entity partners or consultants.
3. Background or resume(s) of all principals of the firm(s).
4. Demonstrated understanding of condominium project site and master deed, with any/all amendments since.

5. A project site plan, showing overhead layout of building footprints on condominium units, prepared at-scale and via computer software.
6. Proposed unit floorplans and elevations for each of the condominium lots to be constructed.
7. Presentation of a financial pro-forma, which details ALL costs and accounts for ALL sources and uses for development and sales activities.
8. Demonstration (via a third party) of the entity's financial equity and capacity to undertake the project as proposed.
9. Proposed schedule for pre-development, construction, marketing and sale activities.
10. A per-lot purchase price offer.

#### *Evaluation*

The selection of the preferred respondent(s) will be based on MLB's review on feasibility and quality of proposals in addressing the above submission requirements. This RFP is not a binding agreement. Proposals will be assessed in accordance with the evaluation criteria, and respondents will be notified whether they have been chosen to proceed.

#### *Conflicts of Interest*

The respondent shall disclose any conflicts of interest, as part of their response, to MLB. MLB will consider the nature of the respondent's responsibilities and the degree of potential or apparent conflict in deciding the course of action that the respondent needs to take to remedy the conflict of interest. A conflict of interest exists wherever an individual could benefit directly or indirectly from access to information or from a decision over which they may have influence and includes a perceived conflict where someone might reasonably perceive there to be such benefit and influence. A conflict of interest occurs when a staff member or consultant attempts to promote a private or personal interest that results in an interference with the objective exercise of their job responsibilities or gains any advantage by his/her position and working relationship with MLB. Conflicts of interest may be real, potential or perceived. Failure by the respondent to disclose a conflict of interest, be it real, potential, or perceived, will result in disqualification.

#### *Miscellaneous Items*

1. All proposals will become the property of the Michigan Land Bank Fast Track Authority and may be reproduced in full or in part and/or published for public review and will not be returned to the proposers. Proposals will be public records. Please do not submit any information that is confidential.
2. MLB reserves the right to request additional information from respondents, reject all submittals, waive any irregularities in the submittal requirements, or cancel, suspend or amend the provisions of this RFP at any time. If such an action occurs, MLB will notify all respondents.
3. MLB will not reimburse respondents for any cost(s) involved in the preparation and submission of responses to this RFP or in the preparation for and attendance at subsequent interviews. Furthermore, this RFP does not obligate MLB to accept or contract for any expressed or implied services.

*Exhibit Images to Follow*

EXHIBIT IMAGES SHOWING SUBJECT PROPERTY/UNITS





