



# REQUEST for DEVELOPER QUALIFICATIONS

11410 S. SAGINAW ST., GRAND BLANC, MICH.



## TIMELINE

RFQ released: **02/16/2022**

Site Showcase event: **03/03/2022**

RFQ proposals due: **04/15/2022**

Evaluation period: **04/18/22–05/13/22**

Finalists teams notified: **05/15/2022**

Finalist teams presentation to evaluation committee: **May 2022**

Finalize terms of a development and purchase agreement: **June 2022**



**MICHIGAN ECONOMIC**  
DEVELOPMENT CORPORATION

# TABLE OF CONTENTS

Development Opportunity .....	4
Community Overview .....	5
Market Conditions and Opportunities .....	7
Site Overview .....	8
Site Utilities.....	9
Additional Site Information.....	9
Preferred Development Scenario.....	11
Available Incentives .....	16
Selection Process and Criteria.....	17
Contact / Questions.....	18





# 11410 SOUTH SAGINAW

## Grand Blanc, Michigan

The highly visible commercial corner and near adjacent lot at Reid Road and Saginaw Street provide ample exposure and proximity to all downtown Grand Blanc has to offer. The walkable and bustling commercial center has small town charm and regional amenities; well-suited for mixed-use development.

With high-ranking schools, impressive parkland, trails, and commerce, Grand Blanc is a destination for families and entrepreneurs looking for access, safe neighborhoods, and convenience to larger cities. Summer weekends include concerts in the park, just a 5 minute walk from the building site, and monthly Food Truck Rallies along adjacent streets.

The opportunity includes two sites, totaling .66 acres and is located within the Central Business District. For a nearly a decade, the site has been vacant, serving as a municipally-owned surface parking lot and an undeveloped lot. Nearby are pubs, restaurants, boutiques, offices, and grocers.

The City would like to partner with a visionary developer to infill the site with active ground-level uses, micro-industry or maker spaces, parking, residential, and retail uses. The City, with community input, has developed a vision for a project featuring mixed-use commercial buildings, with live-work, townhouses, retail, upper floor residential, and surface parking.

Interested development teams are invited to submit qualifications in accordance with the **attached schedule**; please refer to **page 17** for submittal details.

# DEVELOPMENT OPPORTUNITY



The .66 acre development area is vacant and owned by the City of Grand Blanc. The two properties are somewhat adjacent, with a 20' access bisecting the corner building site from the 113 Reid Road surface parking lot. The site address and parcel numbers follow:

- 11410 Saginaw Street, 56-15-504-073
- 113 Reid Road, 56-15-501-072

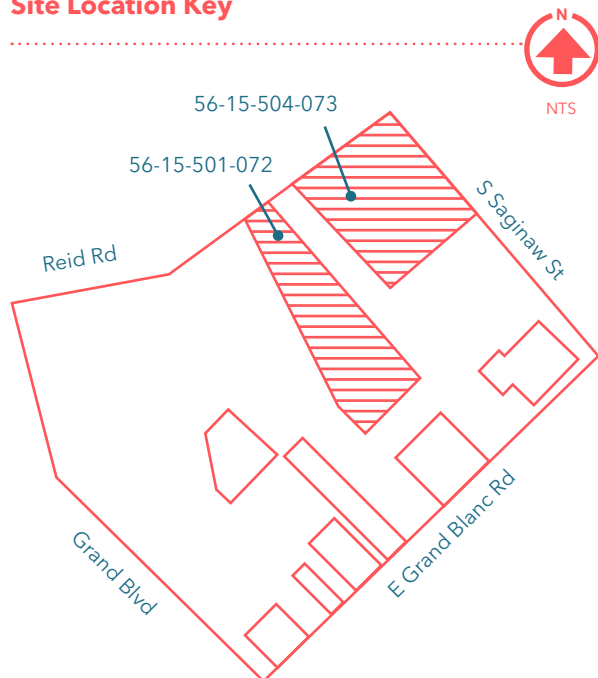
Please see also the recently completed ALTA survey for the properties and market assessment, available as appendices to this RFQ.

It is anticipated that development of the gateway lot (corner of Reid and Saginaw) will require some remediation including a vapor intrusion barrier, which can be coordinated and supported by the City's Brownfield Authority. City leaders are flexible in terms of end uses, and the newly updated zoning ordinance allows for many uses and development scenarios by right. The site is within the Downtown Development Authority boundary, enabling development support such as reduced connection fees.

The site is bounded by Saginaw Street, which sees impressive car counts, and Reid Road. Reid Road

is slated for streetscape enhancements in the next 12-24 months to continue the pattern of a pedestrian friendly, walkable corridor from Grand Boulevard.

## Site Location Key





## COMMUNITY OVERVIEW

Grand Blanc has a rich history. The City was settled by French fur traders in the early 1800s. By 1830, Grand Blanc was among the largest City in the region, boasting a post office, school, and general store by 1835. Saginaw Street was an Indian trail that connected the cities of Saginaw to the north and Detroit to the south. This roadway continues to see commerce and is a major roadway in the city. The four-square mile city of Grand Blanc is a partner with the surrounding Township in collaborative planning, whereby the Township maintains more of a rural and farming vision, while the City accommodates the commercial and residential growth.

Grand Blanc has long been a respite and oasis from the bustling larger cities of Flint, Detroit, and Saginaw. The City has maintained and grown its property values, seen new construction of mixed-use development, anchored by national retailers, and has withstood the ebbs and flows of the manufacturing industry despite its proximity to General Motors.

Grand Blanc is a solid choice for new development and the abundance of single family detached housing presents an opportunity to introduce new residential living formats to a population looking for variety. The government is stable, with a Downtown Development Authority, Parks and Recreation Commission, Brownfield Authority, and active appointed and elected officials supportive of new development.

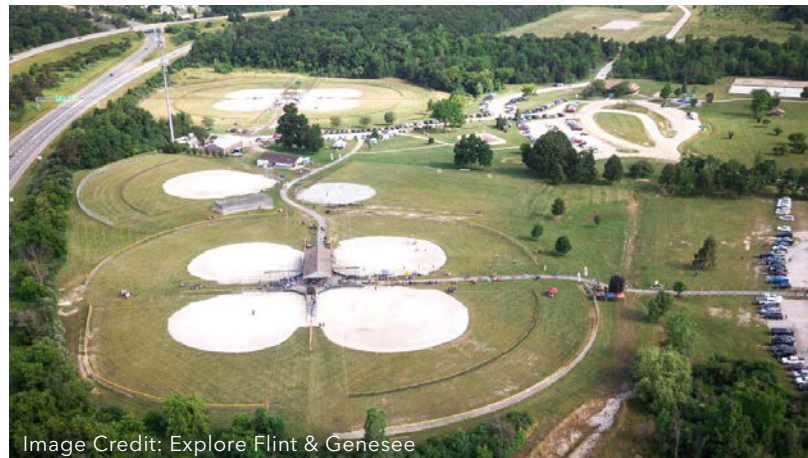
The City and surrounding communities have been stable over the last decade. The site location is approximately 8.5 miles south of downtown Flint and roughly 50 miles north of downtown Detroit. The Grand Blanc region is a small suburban community of about 40,000 persons. While population may decrease or remain stagnant in the region, there is a projected increase in households by .65% by 2025. There is a strong employment base in the region, with manufacturing and health care having strong representation, as well as retail sales.

The City's high rates of educational attainment, coupled with high household income and low rates of poverty speak to the stability of the community and availability of skilled workforce with disposable income. Median income is an impressive \$62,673 per household and \$93,147 per family within 1 mile of the project site. These numbers indicate the ability of a household to buy or rent at a level necessary to support new construction.

In terms of cultural amenities in the walkable area surrounding the project, there are restaurants, shops, and retailers. The Michigan Renaissance Festival is located nearby, and hosts seasonal performances on 18 stages with artisans and musicians. Grand Blanc is also served by a library and is close to the Longway Planetarium, which is a destination for many families from surrounding communities.

Nature is nearby. Grand Blanc has many community parks and open spaces including Physicians Park, located just a 2-minute walk to the subject site. Shared with the Township, several regional-size parks include amenities such as golf, hiking, soccer, and skating. A short drive away is the Holly Recreation Area which has skiing, fishing, and trails along inland lakes.

The City hosts a number of seasonal family-friendly events throughout the year including monthly art hops downtown, holiday decorations, and weekly music and arts festivals in nearby parks and downtown. Every season welcomes new and exciting events.





## POPULATION & HOUSING

- Population is projected to decrease 3.9% by 2025.
- Households are projected to increase by 0.65 % by 2025.
- At this time, no additional housing units need to be constructed by 2025.



## RETAIL MARKET

- More than \$17.3 million flows outside this study area.
- Presently 20,410 SF of retail space is available in Grand Blanc retail mall locations.
- Market conditions indicate that 7,000 - 10,000 SF can be supported downtown.



## OFFICE MARKET

- 15,981 SF of available mixed-class office space exists in Grand Blanc.
- Units range from 700 SF of Class C at a lease rate of \$14 per SF to 2,825 SF of class B at a lease rate of \$19.50 per SF.

Sources: ESRI 2020 Forecast Modeling, CoStar, MLS.com, US Census Bureau , HUD Office of Policy Development and Research, 2019, US Bureau of Labor Statistics, 2019, US Department of Housing and Urban Development, 2020

# MARKET CONDITIONS & OPPORTUNITIES

## Retail/Commercial/Office Market Potential

As of May 31, 2021 there are 20,410 leasable retail square feet available within the 1-mile study area, with an average triple net (NNN) lease price of \$16 per square foot. There is demand for exclusive niche products and services, such as specialty food/drinking establishments, and clothing and accessory stores in the study area will remain constant. Downtown Grand Blanc could conservatively support an additional 7,000 to 10,000 square feet of retail space in the next three to five years. A restaurant or retail development would often be the most successful product model for the project location due to the relative lack of residential or office market demand. Unmet retail demand is found in the following categories:

- Healthcare & Personal Care Stores (5,000 sf supportable)
- Gasoline Stations (1,500 sf supportable)
- Clothing & Accessory Stores (25,000 sf supportable)
- Other Motor Vehicle Dealers (15,000 sf supportable)
- Building Materials & Supply Dealers (10,000 sf supportable)
- Specialty Food and Drink (4,000 sf supportable)

There are presently 15,981 square feet of mixed-class offices within one mile of 11410 S. Saginaw Street. Of the office space available, approximately 80% is Class C, about 20% is Class

B. No Class A square footage is available for lease. The average age of available office space in Grand Blanc was constructed around 1982. Purpose built, Class A office space is a segment with potential in downtown Grand Blanc.

## Residential Market Potential

According to the American Community Survey 5-year estimate, the total number of housing units within the Grand Blanc region as of 2020 is 19,499. This figure was down from 20,287 housing units in the 2010 census, decreasing approximately -3.9%. About 2,145 housing units are located within a one-mile radius of the 11410 S. Saginaw Street project site. With the population forecasted to decrease -3.9% by 2025, ESRI projects the number of housing units to increase by 0.65% within this same area. The opportunity for housing growth is strong for new housing types, such as walkable urban housing, townhouses and rowhouse. The City currently has limited supply of missing middle house types, and given demographic trends and responses from community interviews, there is an unmet need.

The residential housing market is forecasted to increase by 15.9% over the next 12-months. The average number of days that a home in the 48439 ZIP code area remained on the open market was six days. According to Zillow, since September 30, 2020, 3,382 single-family homes, townhouses, manufactured homes, condominiums, multi-family units, and apartments have been sold. Similar to many other regions of Michigan, the resale housing market has enjoying its highest rate of gain in over a decade in the Grand Blanc area.

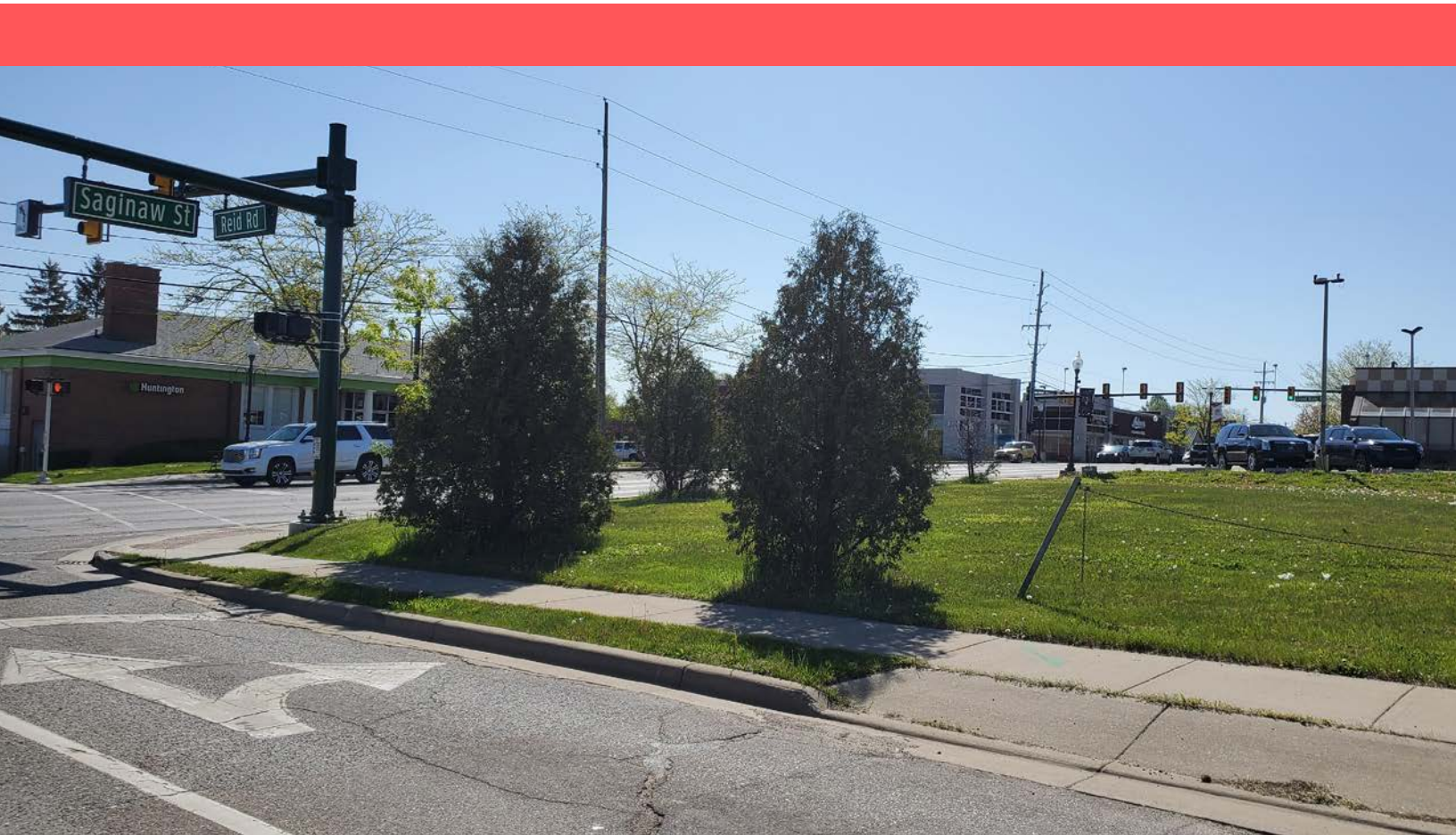
## SITE OVERVIEW

The development site is vacant and level, with a gentle slope to the north. The property includes curb cuts along Reid Road, and the corner gateway lot is square. The near adjacent surface parking lot site is triangular, and is part of this project vision. The city is investigating opportunities to acquire a portion of the land just west of the vertex of the triangular piece to square off the parcel to facilitate the provision of additional parking spaces. Phase 1 and Phase 2 studies have been completed and the site qualifies as a facility under the Brownfield Act. Any new development should be coordinated with the City's Brownfield Authority to install a vapor intrusion barrier as the property is likely eligible for incentives.

Between the corner gateway lot and the triangular lot is a 20' slice of land owned by the adjacent Big Boy, which at this time, is not part of this project. The two remaining sides of the lot are surrounded by surface parking lots.

The adjacent Saginaw Street is a 5-lane thoroughfare, with a center turn lane to Reid Road. Reid Road and Saginaw is a signalized intersection, providing a convenient traffic flow.

The property is within a 2-minute walk of several community and regional park spaces, including Physicians Park. The adjacent streetspaces have seen design upgrades with decorative lighting and paving, new street trees, and colorful planters and banners. Within a close walk are national retailers and restaurants, as well as locally-owned cafes, shops, and offices.







## SITE UTILITIES

The site is surrounded by city-maintained streets, and on-street parking is available.

### Water/Sewer

- Site is fully served. The City of Grand Blanc
- has its own groundwater wells and treatment
- plants. Our water is tested daily to ensure
- its safety and is filtered in a reverse-osmosis
- system before it is sent to homes and
- businesses. Michelle Reeves-Richardson, Water
- Clerk, (810) 694-1118 and Matt Wurtz, DPW
- Director, (810) 694-5420

### Gas/Electric

- Site is fully served, contact Consumers Energy.
- Consumers Energy: (800) 477-5050

### Planning/Zoning/Economic Development

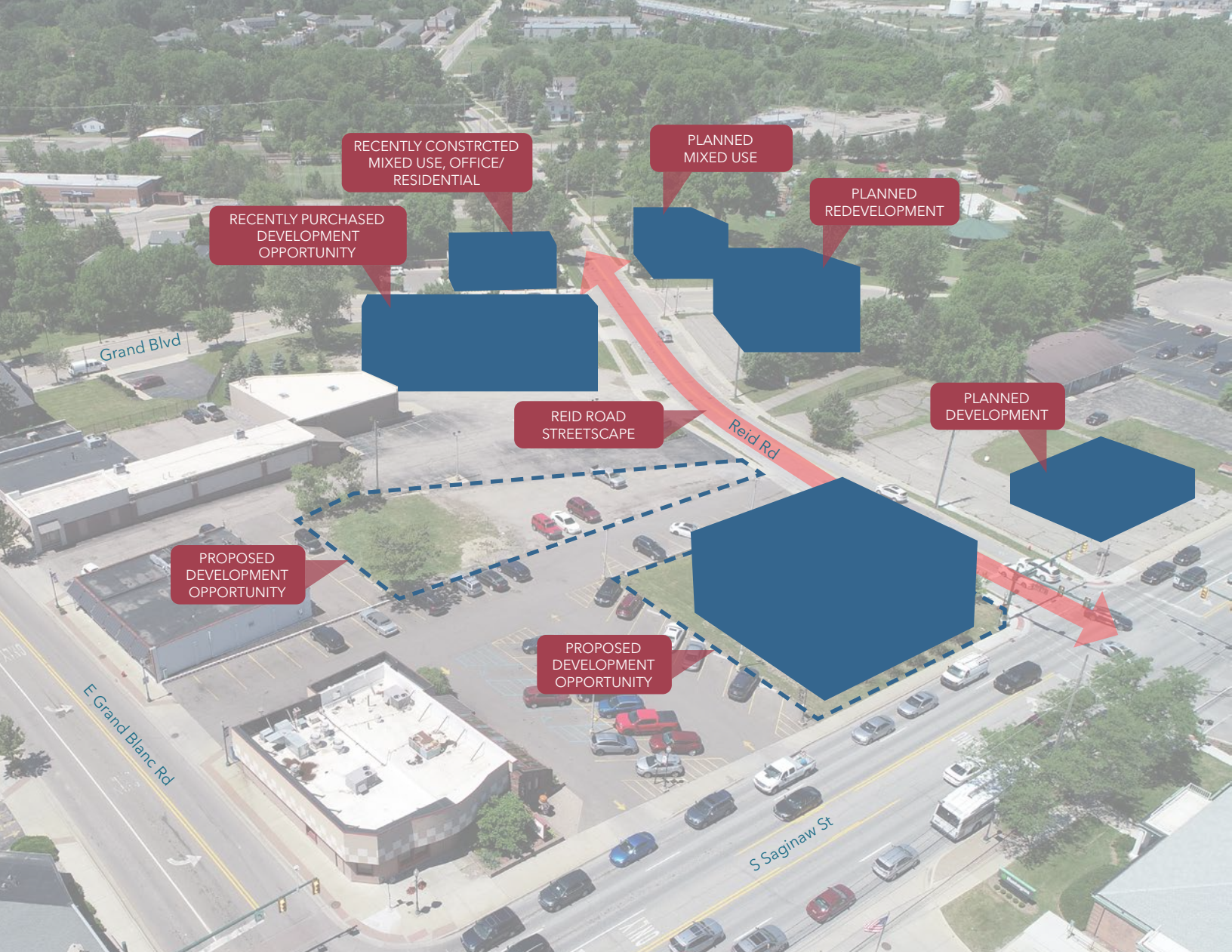
- The City contracts with SafeBuilt, Brian Borden,
- [bborden@safebuilt.com](mailto:bborden@safebuilt.com), or contact City
- Manager Wendy L. Jean-Buhrer, City Manager,
- (810) 694-1118

## ADDITIONAL SITE INFORMATION

### Master Plan and Zoning

The land use category for the subject site and surrounding parcels is "Downtown." The goal of the downtown designation is to revitalize the area as a focal point in the community through diversity of complementary uses; compact design with buildings near the street edge; a unified streetscape; traditional appearance for both old and new buildings; and a transportation network equally friendly to both vehicles and pedestrians. Public input into Downtown planning identified the site as an area to transform: places or attributes within the project area that are in need of more dramatic change or complete redevelopment and should be transformed in use or physical form.

The Zoning Ordinance designates the subject site in the B-3, General Business District. This district is designed to provide for more intense and diversified business establishments. The site is within the with Central Business District Overlay as a way to implement the goals of the Grand Blanc Downtown Strategic Vision Plan. Among those goals are to eliminate single use zoning and promote development of a compact, walkable, mixed-use district. Recent amendments to the Zoning Ordinance allow for live-work development, with ground floor residential permitted when not facing a thoroughfare. For parking, the Planning Commission can waive 50% of the required parking. The gateway corner lot, with the adjacent surface parking lot, have sufficient parking for the proposed plan.



## ANTICIPATED FUTURE DEVELOPMENT

### Turning the Corner

While Saginaw may be a major arterial through Grand Blanc, it is the local city street network where placemaking happens. Committed to designing human-scale streets, these public realm areas lend themselves to buildings that are active, placed near the sidewalk, and provide porosity where a flow of goods and activity is accommodated. Reid Road lends itself to this dynamic.

With zoning in place for future mixed use, as well as plans in the works by others for redevelopment, this gateway property is an important building block. By turning the corner and establishing the pattern for the future, both sides of Reid Road will see new investment and a stronger connection to the core city and Physician's Park.

## PREFERRED DEVELOPMENT SCENARIO

The City of Grand Blanc is certified as a Redevelopment Ready Community (RRC) by the Michigan Economic Development Corporation. 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.

The City has undertaken an analysis of preferred uses for the site, which include a sit-down restaurant with outdoor seating, and residential above the restaurant in a mixed-use building. A companion building on the corner gateway site includes a ground floor live-work space, with a storefront facing Saginaw, and two townhouse units above. The buildings are proposed to be three stories.

Parking is accommodated on the corner gateway lot behind the building frontage, and under the 2nd and 3rd floors, as well as at the adjacent surface lot on Reid Road. There is ample available on-street parking along Grand Boulevard and

Grand Blanc Road, a short and pleasant walk to the site. The site has a walk score of 68.

Building A is a three story, mixed-use building with retail or restaurant space at the ground floor. Outdoor dining faces Reid Road and Saginaw. The upper floor residential includes for-rent spaces and a mix of unit types with balconies for each unit.

Building B is also three story and includes ground floor live-work, a garden space, and upper floor owner-occupied townhouse units.

Access to parking is from Reid Road, and the predominant building frontage is along Saginaw. This site is a gateway to the infill planned and imagined along Reid Road, with the expansive Physicians Park as its terminus. Building out this site is an essential part of the City's redevelopment vision and will provide the northern anchor to the existing walkable and vibrant downtown core.



VIEW FROM SAGINAW

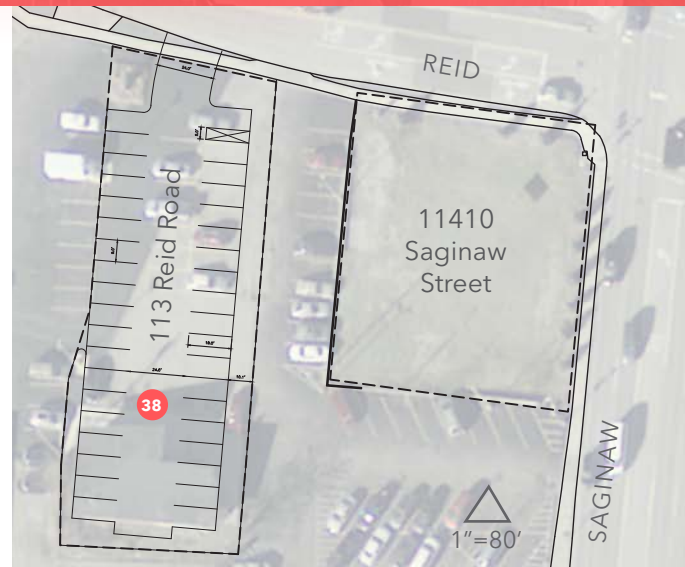


## CONCEPTUAL SITE PLAN

This conceptual site plan was prepared using available survey data and aerial imagery.

### Conceptual Site Plan Legend

- A** Building A: 3-story mixed-use commercial and residential, with at grade first floor covered parking in rear
- B** Building B: 3-story mixed-use with a live-work unit and townhouse units
- C** Point of entry
- D** Off-street parking for development
- #** Parking counts



The City owns 113 Reid Road and could accommodate 22 parking spaces on this property. If this lot were to be squared off, as depicted in the image to the bottom right, an additional 16 parking spaces could be added to the development.



## Building A | Corner Activation

Holding the corner of Saginaw and Reid, building A is a mixed-use building activated by a large wrap-around deck. Envisioned on the first floor is an up-scale restaurant or active commercial use that would spill out of the building onto the elevated deck. Residential units fill the upper floors, with each being provided a balcony as added urban outdoor space.

**Building Elements** = Restaurant or Retail, Residential, Parking

**Number of Stories** = 3

**Dwelling Units** = 10

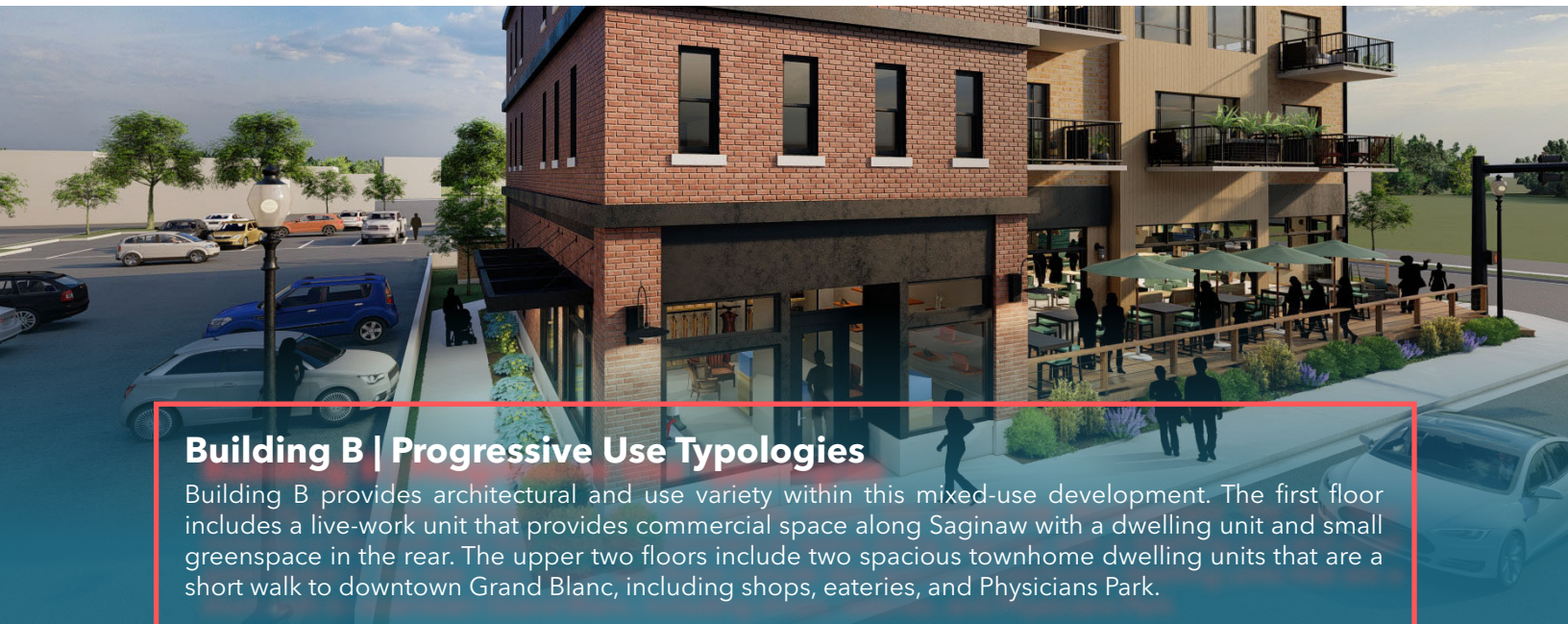
Apartment Units = 10

• 1 BR = 6

• 2 BR = 4

**Commercial Space** = 3,051 sf

**Garage Parking Spaces** = 7



## Building B | Progressive Use Typologies

Building B provides architectural and use variety within this mixed-use development. The first floor includes a live-work unit that provides commercial space along Saginaw with a dwelling unit and small greenspace in the rear. The upper two floors include two spacious townhome dwelling units that are a short walk to downtown Grand Blanc, including shops, eateries, and Physicians Park.

**Building Elements** = Live-Work, Townhomes

**Number of Stories** = 3

**Dwelling Units** = 3

Live-work Units 1 BR = 1

Townhome Units 2 BR = 2

**Commercial Space** = 1,604 sf (Live-Work Unit)

**Off-Street Parking** = 29 to 45 spaces

- 7 garage spaces in Building A
- 22 spaces on the existing 113 Reid Road parcel
- 38 spaces if the 113 Reid Road parcel is squared-off

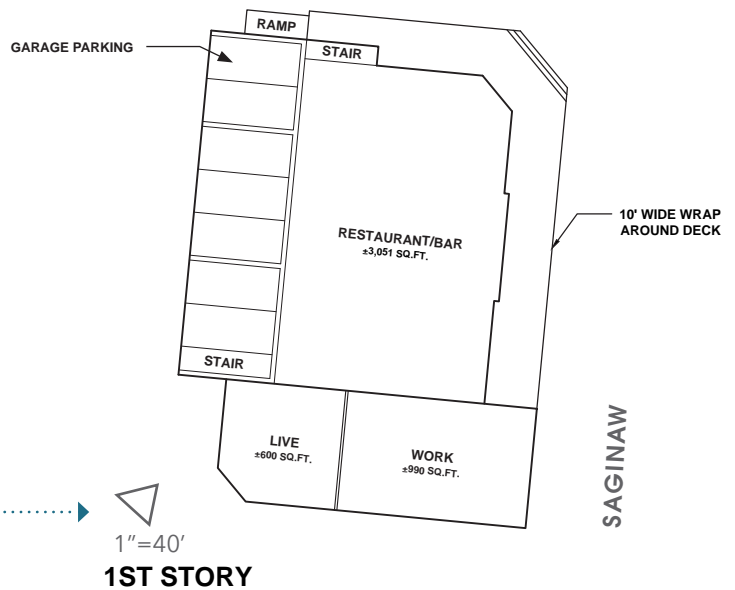
**On-Street Parking** = 66 spaces within a 500' radius of development parcels

**Required Parking** = 74 spaces

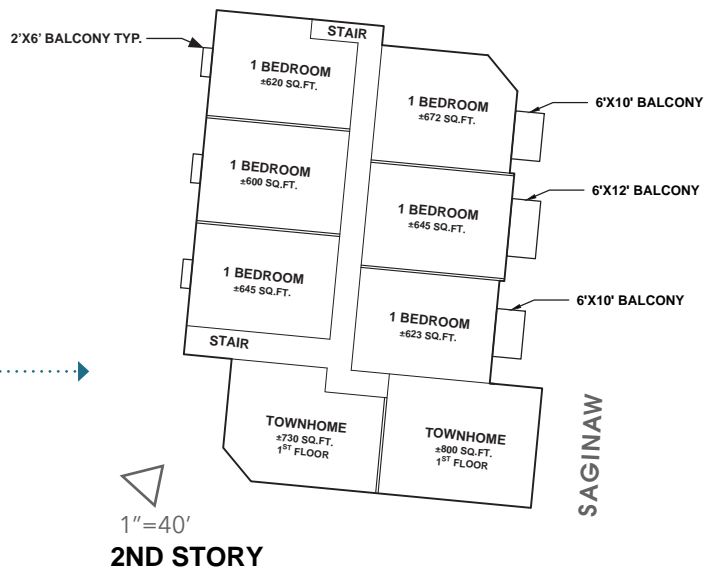
# MIXED-USE BUILDING BREAK-DOWN

Conceptual floorplans of the proposed mixed-use building for 11410 Saginaw Street are illustrated on this page. These show approximate square footages and the intended use mix for each floor.

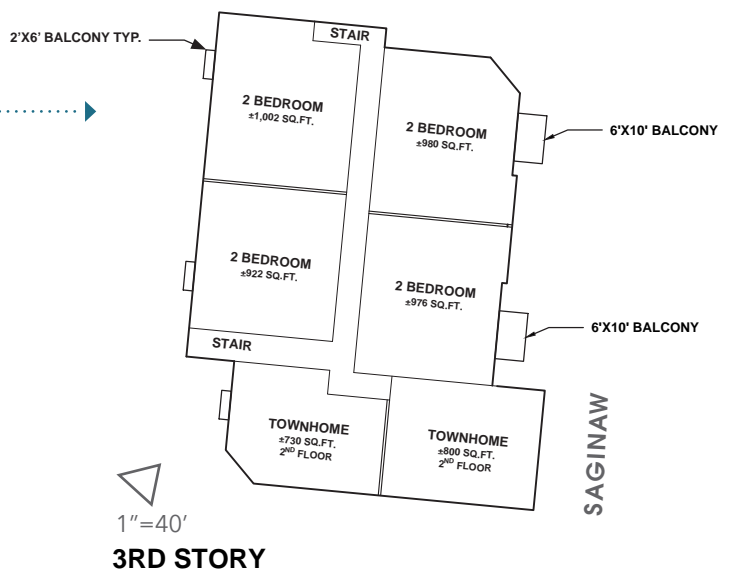
The first story is imagined as primarily a commercial space (restaurant or retail) with garage parking in the rear and a live-work unit to the east.



The second story features six, one bedroom units, all with balcony access. Two, two bedroom, multi-story townhome units sit above the first story live-work unit.



The third story provides four spacious two bedroom units with balconies and the second level of the two townhome units.



# PREFERRED DEVELOPMENT SCENARIO PROJECT COSTS

The preferred development scenario has been validated against local market conditions and typical development costs. A pro forma report for the 11410 Saginaw Street and 113 Reid Road properties has been created. Assumed necessary incentives for this pro forma include MEDC CRP Grant, MEDC CRP Loan, and Brownfield Tax Increment Financing. Highlights from this report are represented below in the *Project Costs & Income* section.

The construction, development, and operating costs for a future project may differ greatly from this estimate and pro forma depending on a number of factors. This pro forma should not be considered as final or approved by MEDC in any way. It has been created as a representative sample for a project similar to the size and shape of the preferred development scenario featured in the RFO.

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## Project Costs & Income

Contains residential and commercial rental income and income calculated from dedicated parking.

- Construction Hard Cost = \$181 / sf
- Total Development Cost = \$240 / sf
- IRR = 7.31%
- COCR = 9.95%
- DSCR = 1.55
- Initial NOI = \$201,569
- Year 20 NOI = \$263,746
- Cap Rate at Sale = 8.0%

..... **Real Estate Valuation after 20 years = \$3,296,820**

..... **Proceeds available upon sale = \$1,665,275**

.....

## AVAILABLE INCENTIVES

The following incentives may be leveraged by the developer:

- MEDC Community Revitalization Grants & Loans - up to 50% of site improvement and construction costs.
- Brownfield Tax Increment Financing - reimbursement through paid taxes of 100% of demolition, site preparation, public infrastructure, and lead and asbestos abatement, as well as environmental remediation.
- Community Rehabilitation and Redevelopment Act
- Downtown Development Authority development assistance support
- Low connection fees at \$500 per tap in.







## SELECTION PROCESS AND CRITERIA

The City of Grand Blanc will review and evaluate all complete proposals in response to this Request for Qualifications (RFQ) to identify and engage with qualified developers. An initial response to this RFQ must include the following information:

- Letter of Interest: Provide a letter (up to 3 pages) identifying the development team and providing a brief description of the team's vision for the site and timeline.
- Concept plans or renderings.
- Development Experience / Portfolio: Provide a short description of past projects of a similar nature completed by the development team (up to 10 pages). Include a description of the projects, cost, completion date, and references.
- Evidence of development team's fiscal capacity to undertake the proposed project.
- Resume of firm and lead team members.

City of Grand Blanc 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, City of Grand Blanc will enter into a pre-development agreement including purchase price, due diligence period, and other terms.

### Proposal Format

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

Wendy L. Jean-Buhrer,  
City Manager  
City of Grand Blanc  
203 E. Grand Blanc Road  
Grand Blanc, MI 49439

(810) 694-1118  
citymanager@cityofgrandblanc.com  
www.cityofgrandblanc.com

## CONTACT / QUESTIONS

Questions may be directed to:  
Wendy L. Jean-Buhrer, City Manager  
City of Grand Blanc  
203 E . Grand Blanc Road  
Grand Blanc, MI 49439  
(810) 694-1118  
[citymanager@cityofgrandblanc.com](mailto:citymanager@cityofgrandblanc.com)  
[www.cityofgrandblanc.com](http://www.cityofgrandblanc.com)





# 11410 SOUTH SAGINAW GRAND BLANC, MI

DEVELOPMENT REQUEST FOR QUALIFICATIONS