



135 WEST MAIN STREET PINCKNEY, MICHIGAN

Request for Developer Qualifications



**MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION**



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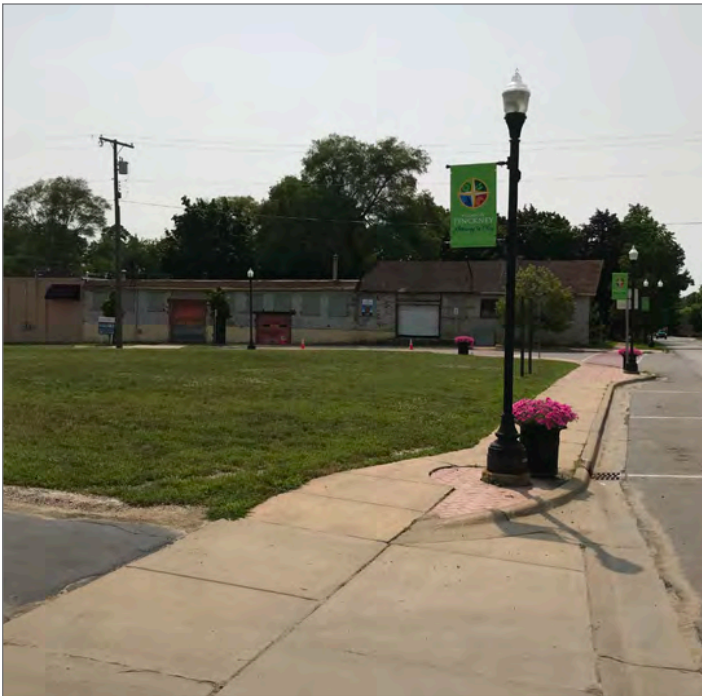
135 West Main Street, Pinckney

Village of Pinckney seeks a development partner for a 0.31-acre site at the western gateway to its historic downtown district. The site price is presented at \$79,900 and the village is eager to work with interested respondents deemed qualified on negotiating a mutually beneficial arrangement.



RFQ | Pinckney

135 West Main Street





DEVELOPMENT OPPORTUNITY

Village of Pinckney and its downtown development authority support the redevelopment of this site, the location of a former bowling alley. Utilities are available, streets have been recently reconstructed, and opportunities exist for shared parking arrangements in the adjacent municipal surface parking lot.

Pinckney, deemed the “Gateway to Play,” boasts miles of non-motorized trails, the 11,000-acre Pinckney State Recreation Area (complete with camping yurts), nine inland lakes, and year-round attractions for outdoor enthusiasts. This development opportunity can leverage the proximity to nature while providing needed mixed-use development to the area.

Village of Pinckney and participant stakeholders wish to see:

- Mixed-use development, with storefronts along Main Street, and upper story uses for office and/or residential
- Ground-level residential at the rear of the mixed-use building for ADA/barrier free access
- Townhouses or rowhouses, or other “missing middle” housing types along Marion Street that incorporate fee-simple or rental living opportunities
- Housing for families, accommodating multiple bedrooms and shared living spaces

- Building designs that are harmonious with the historic context in Pinckney
- Ground floor activation to encourage walkability
- On-site and shared parking with the adjacent municipal parking to help ensure constructability given the size of the lot

The village’s asking price is presented at \$79,900, and it is open to all reasonable offers in support of an optimal development plan. A range of incentives, at the local and state levels, may be leveraged as part of a negotiated predevelopment agreement. Preference will be given to projects with a mix of uses, and that creatively incorporate community goals for a mix of building types that front Main Street and Marion Street.

Interested development teams are encouraged to submit. The project time line will be determined in 2020.

CONTACTS/QUESTIONS

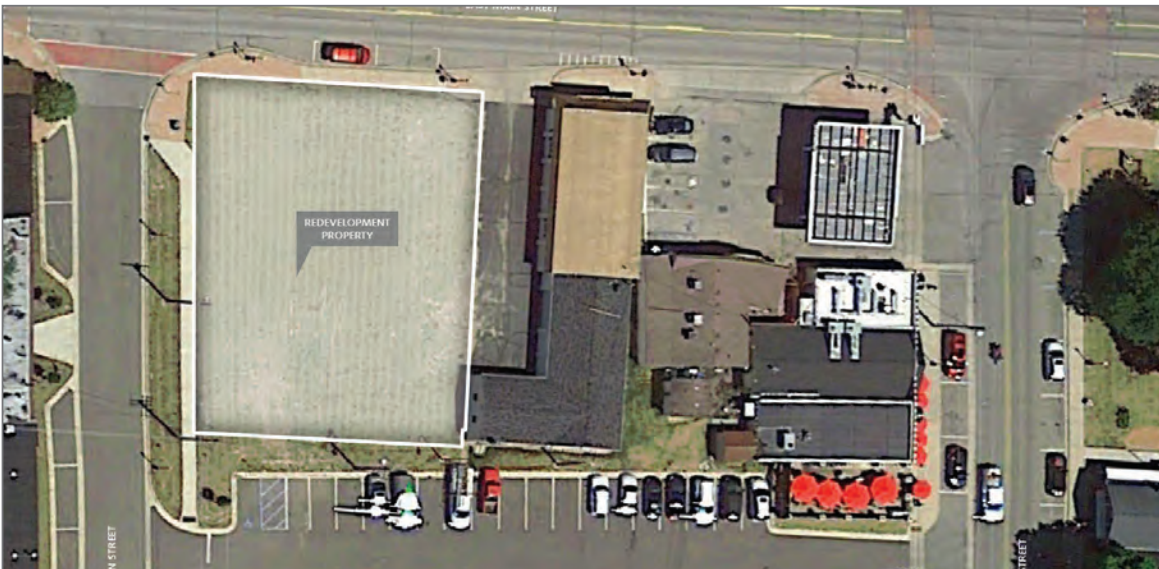
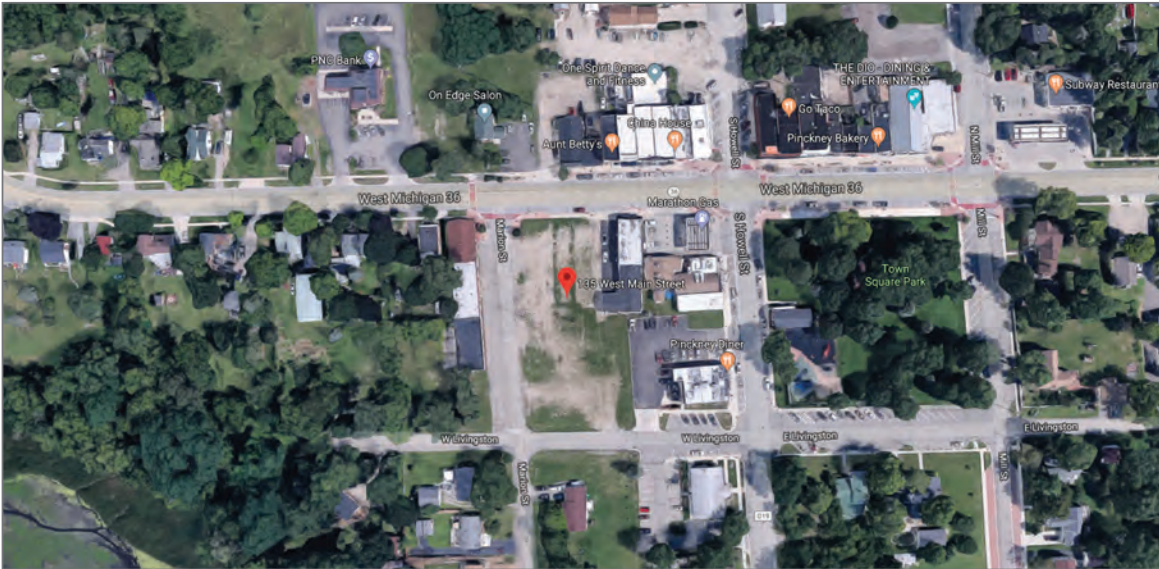
Michelle Brunner
Village Treasurer/Zoning Administrator
Village of Pinckney
220 South Howell Street
Pinckney, MI 48169
734.878.6206 | zoning@villageofpinckney.org



SITE OVERVIEW

The 0.31-acre site is at the western gateway to downtown Pinckney. Pinckney is a walkable community, following a traditional grid pattern of development. Several multi-story mixed use buildings line the street occupied by locally owned shops, restaurants, and offices. The site is zoned Central Business District, allowing for a mix of

uses and building types. Building heights in this zone are permitted at three stories or 40 feet, whichever is less. As a corner site, visibility is from Main Street a state roadway, and Marion Street, a local facility. The site is vacant and ready for redevelopment, with an adjacent municipal surface parking lot available for shared use.





COMMUNITY CONTEXT: PINCKNEY

The village of Pinckney is located in southern Livingston County along M-36, a major east-west road corridor through the county. Pinckney’s location offers its residents convenient access to the major metropolitan centers of Lansing, Flint, Detroit, and Ann Arbor via the major expressways of I-96, US-23, and I-94. Interstate 96 is approximately 12 miles north of Pinckney, US-23 is 13 miles to the east, and I-94 is nine miles to the south. This convenient location is advantageous for the village’s economic prosperity and the general quality of life for its residents.

Downtown Pinckney is a walkable, mixed-use area with several business blocks surrounded by a town square. The development site is located at the western gateway of the downtown, within a five minute walk of the village hall, and adjacent to shops, offices, and restaurants.

Pinckney is home to approximately 2,427 residents, and is expected to grow by 15 percent over the next 20 years. A modest 30–40 minute drive to Ann Arbor makes this community a viable option for those desiring access to the extensive resources at the University of Michigan main campus and regional recreational assets. Resident stakeholders have shared a desire, and an unmet need, for more mixed-use buildings, townhouses, and rental units with one- to three-bedroom living arrangements.

Annual Events: The development site is on a parade route, and Pinckney is proud of their community spirit especially during Memorial Day, St. Patrick’s Day and Homecoming. The town square, located one block east of the site, is the location for several annual events including “Light Up the Park,” visits from Santa Claus,

horse drawn carriage rides, “Spooktacular Halloween Party” (complete with the 10 pound marshmallow), and the summertime “Art in the Park.”

Community Organizations: Pinckney is a member of the Pinckney, Putnam, Hamburg, and Hell Chamber of Commerce, which is part of the Greater Brighton Chamber of Commerce. The site is also within the boundaries of the local downtown development authority district, a supporter of this redevelopment project.

Recreation: Pinckney is known as the “Gateway to Play,” as it is the hub of several trail networks and recreational areas for all season, and all terrain biking, jogging, and camping. There are 37 lakes within a 10-minute drive of Pinckney. The site is a five-minute walk of the mill pond, and a five-minute bike ride to the Mike Levine Lakeland Trail, a state park that connects to the Great Lake to Lake trail. The village is working with Putnam and Hamburg townships towards a “Trail Town” designation through the Michigan Economic Development Corporation. Business opportunities tied to recreational use of water, parks, bike paths, running trails, and equestrian trails could be hugely successful.

Education: Pinckney is centrally located to any major interstate system in Michigan. The University of Michigan main campus is 17 miles east.

Streetscape: Streetscape improvements were completed in 2015 along Marion Street, and a municipal parking lot with 50 spaces is adjacent to the site. Shared parking is available.



SITE VISION AND PRELIMINARY COST ESTIMATE

To provide an example of the type of development Village of Pinckney would like to see on the site, a sample site concept has been prepared. This concept is based on feedback from community stakeholders during a stakeholder interview process with area real estate professionals, the development community, business-owners, residents, and elected and appointed officials in the spring of 2019. The concept plan and renderings are intended to be an illustrative example of the desired level of creativity in form and of the range of functional elements that may be included on the site. The village is open to receiving alternative approaches that fit the site and community context.

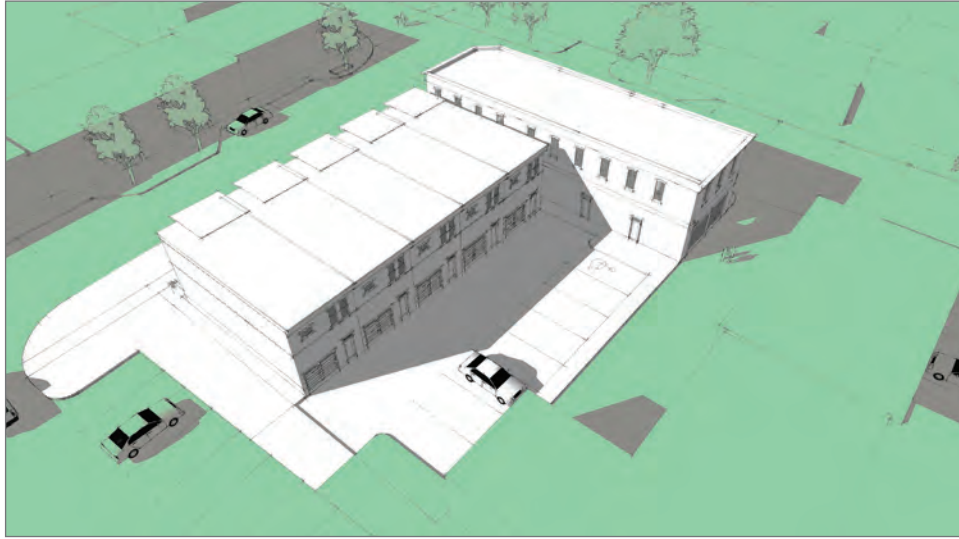
In addition, several other potential site layout and massing diagrams are provided. These concepts were also vetted by community stakeholders and while they are also possible given the site configuration, the preferred rendering and layout garnered the most support. Following the images, a preliminary cost estimate has been prepared by Indigo, based in Grand Rapids. The cost estimate is included as a preliminary reference for a project similar in scope to the site vision. Again, all of these images are intended to be illustrative, and the village welcomes alternative approaches that advance the goals for the site and fit the community context.



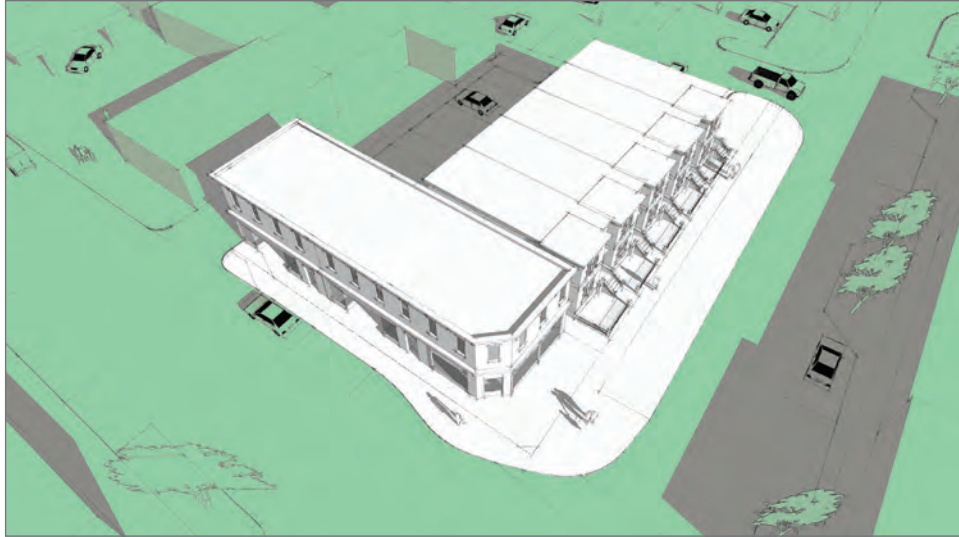
Two-story mixed-use liner building along Main Street, designed with small retail space on the first floor and three residential units above. Two-story townhomes front Marion Street, creating an alley/pedestrian connection through the block and to parking in the rear.



SITE VISION AND PRELIMINARY COST ESTIMATE



Aerial (back)



Aerial (front)



SITE VISION AND PRELIMINARY COST ESTIMATE



Mixed-use



Townhomes

PRELIMINARY COST ESTIMATE

MIXED-USE BUILDING
Total building size: approx. 5,640 square feet
Floor plate: approx. 2,820 square feet
Floor 1: Retail + apartment lobby
Floor 2: Three apartments
Preliminary construction cost @ \$150/square feet
Preliminary estimated construction cost: \$846,000
TOWNHOMES
Total townhome size (per unit): approx. 1,800 square feet, including single stall garage
Floor plate: approx. 900 square feet
Floors 1–2: Residential only
Preliminary construction cost @ \$100/square feet = \$180,000/unit X 5 <i>townhome units</i>
Preliminary estimated construction cost: \$900,000
PARKING
7 surface parking spots in new lot behind mixed-use building
5 garage spaces in the rear of the townhomes
Possible shared-use of the publicly owned parking lot behind the site
Preliminary Estimated Construction Cost: Parking costs included in budgets above
TOTAL PRELIMINARY CONSTRUCTION COST ESTIMATE: \$1,774,200
<i>Note: These costs have been provided only as a guide for future construction costs. Actual construction costs can vary widely based on many factors, including size, scope, level of finish, contractor, requirements, etc. Williams & Works does not make any warranty or guarantee as to the accuracy, correctness, sufficiency, or completeness of the data or resulting project cost estimates. Williams & Works shall have no liability for any loss, expense, or damage arising out of or in connection with the information contained herein.</i>



POTENTIAL LAND USES



Main Street in Ann Arbor, Michigan, is an example of a highly active streetspace, filled with outdoor seating, shade elements such as trees and umbrellas, and vegetation to soften the urban landscape.

photo credit: www.med.umich.edu



POTENTIAL LAND USES



The Belt in Detroit, Michigan, is an example of an activated alleyway that has been transformed into an inviting space through simple improvements such as lighting and art.

photo credit: www.modeldmedia.com



POTENTIAL LAND USES



Berkshire Communities in Muskegon, Michigan, is an example of a mixed-use urban infill development which utilizes commercial building space to hold street corners while offering a recessed building interior to provide courtyards for first floor residents.

photo credit: www.berkshireseniorcommunities.com



POTENTIAL LAND USES



These attached residential homes feature small dense gardens enclosed with decorative fencing. This treatment provides separation for the residents while enhancing the public realm.

photo credit: Mark Miller



These attached residential homes are examples of modern townhome architecture.

photo credit: Mark Miller



MARKET CONDITIONS

A preliminary market assessment was conducted by SB Friedman. The full report is available through Village of Pinckney. Redevelopment envisioned by the community would introduce new development typologies to the local market area. While limited new multi-tenant commercial development has occurred in recent years, the market area experiences very low vacancy. Furthermore, a preliminary demand analysis identified market potential for a variety of commercial uses, including restaurants, professional office, health and personal care stores, and other miscellaneous retailers.

Projected residential growth over the next five years is strong at 4.4 percent, particularly in the age and income cohorts that can afford new construction residential product. SB Friedman identified demand for new for-sale and rental housing, including small-lot single-family/townhomes and multi-family apartments.

Likely capture rates for the site which are specific to each retail category and indicate the percentage of new sales that could potentially be captured by new retail development, given site characteristics and consumer spending patterns. The potential unmet demand is 11,600 square feet of retail, in the categories of food services, health and personal care stores, florist/gift shop/general merchandise and professional office. Per CoStar, the market area is currently experiencing a low

vacancy rate (2.5 percent). Average triple-net rents in the market area are \$13.00 per square foot, with some rents approaching \$19.00 per square foot (CoStar, May 2019). It would be expected that new space would generate a premium over the existing market.

Residential market conditions indicate the market area gaining 252 net new households, with the potential to afford monthly housing costs of \$1,875. Of the projected household growth, 240 net new households are anticipated to prefer for-sale product, while 13 are projected to prefer rental product during the next five-year time horizon.

New multi-family development in the market area has been very limited. Per CoStar, the market area is currently experiencing an 8.8 percent vacancy rate (May 2019). However, much of the product is older, garden-type product. Both mixed-use multi-family rental and for-sale townhome development would be a new residential typology within the local market area. Therefore, a phased approach to development could be considered. Development of a small number of units would allow the market to respond to the new product. If absorption occurs at a market-reasonable pace and acceptable rents or sale prices are achieved, this may signify demand for further residential development of this type.



DEVELOPMENT PROCESS

Upon selection of a qualified developer, the village anticipates entering into a letter of intent/predevelopment agreement to allow for due diligence activities and completion of a final development agreement. The village expects this predevelopment agreement to be in effect for six months or until a final development agreement is reached.

Current Property Ownership

The property is owned by Village of Pinckney and is parcel number 4714-22-404-003. The property is bounded by Main Street to the north, a municipal surface parking lot to the south, Marion Street to the west, and the Lavey Insurance Company to the east.

Main Street is designated M-36, and includes parallel on-street parking. Streetscape improvements on Main and Marion streets include decorative pavers, pedestrian-scaled lighting, and street trees.

Master Plan and Zoning

The 2015 Pinckney master plan designates the site as central business district. Desirable land uses in the Central Business District include high density residential uses, retail, and commercial uses, restaurants, lodging, offices, municipal uses, institutional uses, open space, and conservation areas. Site zoning corresponds to the

master plan and is designated Central Business District, which allows for the uses consistent with the master plan.

Utilities

Public water and sewer are available to the site, which has service on Main Street and Marion Street.

- **Water/Sewer:** Village of Pinckney, Department of Public Works, Scott Mills, Director, dpw@villageofpinckney.org
- **Electric:** Provided by DTE Energy
- **Gas:** Consumers Energy
- **Streets/storm water/rights-of-way:** Village of Pinckney, Director of Public Works, Scott Mills

Redevelopment Ready Community®



Village of Pinckney has been certified in the Redevelopment Ready Communities® program by the Michigan Economic Development Corporation. The RRC certification recognizes the village's development regulations and processes as up-to-date, clear, and predictable, as determined by a rigorous external assessment.



AVAILABLE INCENTIVES

The previous building on this site has been demolished and initial environmental investigations have been completed.

Village of Pinckney is willing to consider appropriate land use approvals and/or zoning text amendments necessary to achieve a development similar to the mixed-use concept presented in this RFQ.

Additionally, the following incentives may be leveraged by the developer:

- Reductions in land purchase price, permit fees and/or utility fees by Village of Pinckney may be considered in support of an excellent development proposal.
- Michigan Community Revitalization Program grants or low interest loans may be applicable to the subject site, and the village will support an application to MEDC for such funds.
- Ann Arbor SPARK, an economic development agency serving the greater Ann Arbor region, is willing to assist in entrepreneurial services and business development activities is support of this development.
- Village of Pinckney is willing to consider proposals that utilize a portion of the shared parking lot built and owned by the village at the rear of the site, either through a use agreement or long-term lease, with exact terms to be determined at a later date.
- Brownfield TIF is possibly available through the Pinckney Brownfield Redevelopment Authority to support remediation, due care, and other activities for any environmental conditions found on the site, although this is not likely necessary due to the current condition of the land.
- The site is within Village of Pinckney DDA and development/façade support, as well as coordination and collaboration around shared parking, may be considered.



SELECTION PROCESS AND CRITERIA

Village of Pinckney will review and evaluate all complete qualifications packages in response to this request for qualifications to identify and engage with a qualified development team for 135 West Main Street. An initial response to this RFQ must include the following:

- 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 any needs or expectations of the village to help implement the vision
- Concept plans or renderings of a vision for the site development
- Development experience/portfolio: Provide a short description of past projects of a similar nature completed by the development team/or experience living and working in the village or Livingston County (up to 10 pages). Include a description of the project, cost, completion date, and references.
- An outline of anticipated project financing
- Evidence of fiscal capacity
- Preliminary development budget and any evidence of financial commitments from lenders (if applicable)
- Résumés of firm and/or lead team members
- The property is currently presented at \$79,900 and the village is open to reasonable offers in support of an optimal development plan

Village of Pinckney staff may seek additional information upon receipt of a development proposal per this request for qualifications. Additionally, the village reserves the right to refuse or reject any or all proposals or to abstain from selecting any proposal.

The RFQ and responses should not be considered a legally binding agreement. Upon selection of a qualified development team, Village of Pinckney will enter into a predevelopment agreement including purchase price, due diligence period, and other terms.

Proposal Format

All proposals shall be submitted by email in a PDF format to zoning@villageofpinckney.org. Additionally, either a paper copy or digital copy shall be sent to the address below.

Contact/Questions

Michelle Brunner, Treasurer and Zoning Administrator
220 South Howell Street
Pinckney, MI 48169
734.878.6206 | zoning@villageofpinckney.org



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Dedicated to shared economic success, the MEDC promotes the state's assets and opportunities that support business investment and community vitality. The MEDC's business assistance programs and services connect companies with people, resources, partners, and access to capital. www.michiganbusiness.org



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