

Navigating Development



MICHIGAN
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CORPORATION

The path to development is never identical for two individuals. Be prepared to surpass steps that you may later fall back to along your journey. Look back to educational resources and conversations you may have had with mentors at the start of your journey, even as you progress into the grand opening of your space.



Technical Assistance

Take your time getting started with development. Start by seeking assistance to get an overview of what is to come and what different paths you can take to get there.

EDUCATION >

PARTNER SUPPORT >

Mentorship

Finding a mentor can help ease you into the world of development, especially if it's your first time. Identifying and connecting with mentors may seem daunting, but these resources are here to help you make crucial and meaningful connections.



GOAL SETTING >

NETWORKING >



Pre-Development

Pre-development poses a long line of tasks that must be complete before any groundbreaking occurs. Don't miss a step with the help of the Toolkit.

MARKET ANALYSIS >

Development

Congrats! You made it to the development phase. At this point your focus should be centered around zoning, building permits, and more. The Toolkit's resources will give you guidance on each of the necessary steps in this phase.



PROJECT MANAGEMENT >

SITE CONDITIONS >



Post-Development

The fun isn't over yet. Now that your development is complete, it's your responsibility to maintain the property and ensure its longevity. Use these resources to enhance the long-term success of your project.

EVENT PLANNING >



Technical Assistance and Mentorship resources remain available to be utilized throughout the entire development process



CLICK OR SCAN TO
OPEN RESOURCES

Development Resources

Pro-Forma 101

This useful tool, provided by the MEDC, outlines the major components of typical commercial/mixed-use projects. Use this resource to help predict the specifics of what your project may need. A pro forma will help predict the specific financing your project may need.

Talk to Me Webinars

These recordings will guide you through innovative work completed in Michigan communities via the Redevelopment Ready Communities framework. These informative sessions cover a variety of topics, from historic preservation to placemaking.

Where to Begin

Rate each item from 1–5

(1 = I have no knowledge/experience, 5 = I'm very confident)

SECTION A - DEVELOPMENT FUNDAMENTALS

I understand what a developer team is and the roles involved

I understand what a pro forma is and how it informs project feasibility

I understand the basics of financing a development project (equity, debt, incentives)

I am familiar with zoning, land use, and permitting processes

SECTION B - PROJECT EXPERIENCE & MANAGEMENT

I have led or completed a development project before

I understand how to coordinate architects, contractors, engineers, and consultants

I understand project costs, contingencies, and risk management

SECTION C - MARKET & OPERATIONS KNOWLEDGE

I understand how to read or conduct a market or housing study

I understand basic building operations and maintenance

0–20 Points → Technical Assistance

You're early in your development journey. Start with learning the building blocks.

Visit the Technical Assistance & Development 101 section of the Developer's Toolkit.

21–35 Points → Pre-Development

You have a foundation and are ready to explore site feasibility, zoning, early financing, and incentives.

Visit the Pre-Development Resources section of the Developer's Toolkit.

36–45 Points → Development / Post-Development

You're ready to move into financial modeling, construction, and long-term operations.

Visit the Development & Post-Development section of the Developer's Toolkit.

At any stage, please visit the mentorship section of the website. They can help you answer the questions above.

TOTAL SCORE



**CLICK OR SCAN TO
OPEN TOOLKIT**



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