



City of Detroit Housing and Revitalization Request for Proposal:

12020, 12024 & 12066 Dexter Avenue

Release Date: 5/16/2025

Pre-Submission Conference: 5/30/2025

Proposal Submission Deadline: 6/10/2025



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I. PROJECT OVERVIEW

The City of Detroit's Housing and Revitalization Department (HRD) Public - Private Partnership (P3) seeks a qualified developer/development team to transform the vacant lots located at 12020, 12024 and 12066 Dexter Avenue into a mixed- use development encompassing thriving commercial space(s) and residential units contributing to the current Dexter-Linwood, Russell Woods, and Nardin Park communities' revitalization.



Constructed in the 1910's, Dexter Avenue, in its heyday, served as a destination for thousands of residents contributing to Detroit's rich legacy of commerce, entertainment and culture. As one of several major thoroughfares in the surrounding neighborhoods of Dexter-Linwood, Petoskey-Otsego, Russell Woods and Nardin Park, Dexter Avenue was constructed in a time of great growth for the City of Detroit. Serving as a vibrant corridor for businesses and a growing population of residents, Dexter Avenue was, and continues to be, an important community connector representing Black culture, religion, and activism in Detroit. It was here Malcolm X delivered his "Message to the Grassroots" in 1963 at King Solomon Baptist Church and later became a frequented area of his.

Dexter Avenue played a significant role in the civil rights movement, where the area and institutions along Dexter Avenue, including Dexter Avenue Baptist Church, became a focal point during the Civil Rights Movement. Many renowned visitors: Rosa Parks, Mayor Coleman Young, U.S. Rep. John Conyers and City Council member Maryann Mahaffey, and other local and national civil rights advocates have been drawn to the area. Throughout the years, Dexter Avenue has represented the spirit of local Black activism codified in 1997 when Dexter Avenue was renamed Malcolm X Boulevard.

Today, with more than three hundred units of new construction multi-family housing, streetscape improvements and retail activation coming to the Russell Woods/Nardin Park/Dexter Linwood area, Dexter Avenue's resurgence is close

at hand. The City of Detroit's current \$21 million dollars of public investment in these neighborhoods are rebuilding density and reducing blight as top priorities for the region.

The city of Detroit's Housing and Revitalization Department is seeking a developer to help invigorate the current vacant parcels into a vibrant low to mid-sized, mixed-use multi-family development incorporating neighborhood scale ground level commercial spaces with a focus on creating a mixed-income community with an emphasis on affordable residential units. Furthering HRD's mission to improve access to affordable housing and to create vibrant communities throughout the city, the development principles below speak to the expected tenets of the proposed development:

- #1: Mixed Income community development with a mix of affordable and market rate units.
- #2: Vibrant neighborhood with neighborhood scale commercial/retail amenities.
- #3: High Quality Design that reflects the historic nature of the area while building for the future.

The successful respondent will adhere to these guiding principles:

- **Community-Oriented Development Process:** The selected development team must be transparent with residents of the community and maintain an open dialogue with stakeholders throughout the development. This includes, but is not limited to, incorporating community members' values and desires in the developer selection process, construction issues, site plan/design decisions, and marketing any residential units during the lease up.
- **Neighborhood Scale Development:** The design, scale, and quality of the proposed residential units will enhance the existing housing typologies found within the surrounding neighborhood. The structures will allow observation of the street and provide pedestrians with a sense of walkability.
- **Growing Detroit's Development Talent:** The City of Detroit is committed to the development of emerging local developer, architect, and builder talent through the real estate projects in the Strategic Neighborhood Initiative. While not required for all participants, some partners participating in the project should be locally based and new emerging talent in the real estate sector.
- **Sustainable and Equitable Development:** The project will support neighborhood investment and job opportunities, while also incorporating design elements that promote environmental sustainability – both in the natural (i.e., natural plant species) and built environment (i.e. storm water management, LED lighting, renewable energies) and an array of alternatives that promote healthy design development.
- **Vibrant Commercial Corridor:** The project will contain, as a mixed-use development, the intent of the City of Detroit's "Vibrant Blocks Program." A street with businesses and other development that is designed to support local businesses, increase safety, and create a sense of community. It is about restoring corridors as the backbone of neighborhoods, where people take pride in their unique beauty, and where business owners and community members invest to create a better place.

The successful respondent will:

1. Demonstrate a strong record of delivering high quality projects on time.
2. Have considerable experience completing new construction multi-unit residential structures/spaces and/or constructing multi-unit residential infill development.

3. Demonstrate the desire to create a development that works to bridge various communities within the neighborhood.

Respondents are asked to submit the following:

1. **Project Description:** Letter of intent, which includes a narrative of the Respondent's approach to developing the site, scenario selection and programming, and anticipated outcome.
2. **Project Team Experience:** Detailed professional experience/history of the development team including current resumes and Bios, respective roles and responsibilities of team members, examples of similar completed projects, and references for a minimum of three (3) past projects of comparable size.
3. **Project Financing:** Developer equity, development budget, ten-year proforma (including operating budget), preliminary construction costs, market and financial assumptions, financial details, and detailed and vetted sources and uses for the proposed project clearly outlining any city and state funding/abatement opportunities.
4. **Project Design:** graphic representation and basic schematic design. (The applicant should provide graphic representation of the general massing and neighborhood context of the proposed project; however, the City prefers that applicants invest their time and resources in the development of detailed financial analysis for this project rather than upfront design work.)
5. **Project Timeline:** Preliminary project schedule, predevelopment timeline, construction timeline, lease-up timeline (if applicable), and strategy for developing the site should be clearly outlined.

NOTE: This RFP outlines the preferred programming and design that the City of Detroit envisions for the proposed site; however, respondents are encouraged to submit alternative plans they may determine to be appropriate and financially feasible.

II. RUSSELL WOODS & NARDIN-PARK STRATEGIC FRAMEWORK PLAN

12020-12066 Dexter Avenue is within the Dexter – Linwood and Russell Woods Sullivan neighborhoods, directly adjacent to the Russell Woods/ Nardin Park (RWNP) Strategic Neighborhood Framework Area (SNF) completed in 2018. The RWNP Framework Plan was an 18-month community planning and engagement plan with residents to create a neighborhood framework plan to leverage public and private investment, that have today resulted in comprehensive improvements to parks and open space, streetscapes, greenways, housing stabilization, and mixed-use developments across throughout the neighborhood.



The RWNP area has currently received:

- \$8,500,000 in streetscape improvements along Dexter Avenue (from Davison to Webb) including:
- \$850,000 in improvements which have been completed at Zussman Playground and Russell-Woods parks that include new walking paths, improved basketball court and new exercise equipment.
- \$12,000,000 design and improvements of the Dexter-Elmhurst Community Center n/k/a The Helen Moore Community Center.
- \$1,000,000 Commercial façade improvements along Dexter Avenue with a pop-up retail
- \$ 60,000.00 Russell Woods signage and Davison illuminated sign.

The cultural significance of these neighborhoods in the African American community has helped to define its importance and relevance in the revitalization of the City of Detroit as a crucial neighborhood hub for the city and current movement along the Dexter Avenue corridor seeks to reignite the iconic energy that this business corridor achieved historically, where in 1965, Ed Vaughn opened Detroit's first black-owned bookstore, the second in the nation as the community expanded its commerce.



Edward Vaughn, chairman of Forum '66 and owner of Vaughn's Book Shop, headquarters for the Convention, propagandizes for the program.

By combining infrastructure improvements with economic initiatives and cultural investments, the project is transforming the corridor into a safer, more vibrant, and inclusive space. This multifaceted approach not only enhances the physical landscape but also strengthens the social and economic fabric of the neighborhood, setting a benchmark for community renewal efforts across Detroit.

For more information on the Russell Woods/Nardin Park Framework Plan go here:

https://detroitmi.gov/sites/detroitmi.localhost/files/2020-04/RWNP%20Book_April17th-spreads_FINAL-compressed.pdf

III. City of Detroit Russell Woods Neighborhood Investments

Demonstrated on the investment chart herein, the City of Detroit has commenced investment of over \$21 million in public dollars in the Dexter Streetscape, several neighborhood parks, pop-up retail projects and additional infrastructure improvements as a part of the strategic neighborhood framework plan working collaboratively with residents to stabilize and strengthen the community. There are various components of the RWNP Plan that are currently in implementation or scheduled over the next 3 years.

RWNP STRATEGIC FRAMEWORK(SNF) PUBLIC FUNDED PROJECTS

Dexter Streetscape - \$8.5M:

The City of Detroit is investing in bond funding to improve streetscapes and commercial corridors across the city. These streetscape improvements support the City's neighborhood planning efforts to improve safety and quality of life for Detroit residents. Streetscape improvements include a variety of amenities including sidewalks, bicycle lanes, improved lighting, landscaping, neighborhood branding, and more. The Dexter Streetscape stretches from W. Davison to Webb. Construction began May 2024 and is set to complete Fall/Late 2025.

Helen Moore Community Center & Park- \$12M

Dexter – Elmhurst Community Center

Shuttered since 2019, the City of Detroit purchased the center and renovations began summer of 2024 with an investment total of \$8.5M for the recreation center and an additional \$3.5M for new park amenities.

Park & Open Space Improvements - \$1.5M

Since 2021, Zussman Park and Russell Woods Parks have been revamped through the SNF improvements. A community led process of engagement led to new walk paths, landscape, and playground equipment.

Façade Improvement Projects - \$350,000.00

Eight businesses along the Dexter commercial corridor received upgrades and redesigned facades as of Summer 2024. Business owners partnered with locally based Detroit architectural and design firms to conceptualize and implement more up to date and modern facade designs creating a more unified main street style frontage along Dexter.

Dexter Mural Program - \$85,000.00

In conjunction with the City of Detroit's partnership, City Walls completed six art murals enlivening the aesthetics along the Dexter Commercial Corridor in the summer of 2024.

Dexter Retail Pop Up - \$628,000.00

Opened in the Spring of 2024, the retail pop-up is now home to four Detroit small businesses: Neicey's Creations, Detroit Smoothie Cafe, B'Jeweled and Pop's Place. The temporary pop-up seeks to attract local entrepreneurs and provide them with a neighborhood-based commercial opportunity.

IV. Dexter Linwood – A Stabilizing Community

Successful stabilization in the Russell Woods/Nardin Park Framework Plan has created increased interest in redeveloping in the Dexter – Linwood neighborhood. Public investments in the Dexter Commercial Corridor have resulted in residential stabilization in the Dexter Linwood Area.

Dexter Linwood is home to approximately 9,000 residents living in the area bounded between Dexter (west), John C Lodge (east), Davison Freeway (north), and Glynn Court and Calvert (south). Due to moderate home pricing, the area has seen an influx of private investment throughout the neighborhood with a focus on rehabilitation of large duplex, quadruplex, and multifamily housing.



With significant housing rehabilitation coming from the purchase of Detroit Land Bank Authority property, 206 structures have been purchased with 83% of structures currently having achieved compliance or currently under compliance. These homes have helped to not only stabilize the neighborhood from increasing the number of homeowners as well as neighbors, also provide further impetus for private investment.

Linwood, sharing a long history of black culture, faith, and activism has seen some significant investments from non-profit entities such as Life Remodeled and the Durfee Innovation Society, a \$4.8 million renovation of a community hub and community center offering non-profit and residents' community and event space as well as office space to grow and expand their services. Several private investments have also been completed on Linwood such as the Linwood Fresh Market, looking to solve the food dessert problem that still plagues neighborhoods in the City of Detroit.

This continued growth in planned private investment makes the Dexter Linwood area comparatively attractive as the Dexter Commercial Corridor and the RW/NP and with continued focus on housing stability and rehabilitation, this area will grow to compliment the efforts of the RWNP SNF Plan.


V. Residential Housing & Multi-Family Area Investment

Detroit Land Bank Authority (DLBA) Rehabilitation and Sales

Rehabbed & Ready Program: In an attempt to stabilize the neighborhood, the city of Detroit and the Detroit Land Bank Authority (DLBA) have implemented its Rehabbed & Ready program in the Russell Woods Nardin Park neighborhood. The DLBA's Rehabbed & Ready is a one-of-a-kind program designed to create opportunities for homeownership in Detroit's neighborhoods, reduce residential blight, and restore home values. To date, the **DLBA has invested approximately \$2.1 million into single-family rehabilitation in Russell Woods** Nardin Park, working to help stabilize the single-family residential market in the area.

Rehabbed and Ready has also identified four multi-structure properties in the footprint that are currently being prepped for rehabilitation and sale.

**DETROIT LAND BANK AUTHORITY
REHABBED & READY**



- Rehabbed & Ready stabilizes Detroit neighborhoods by replacing vacant properties with homes ready for purchase on the traditional real estate market.
- These purchases strengthen neighborhood housing markets, restore home equity, and make it easier for future home buyers to access financing.
- There are 9 homes within the Russell Woods and Nardin Park neighborhoods slated for this program.
- 4021 Cortland is the first completed and now available for purchase!

The Detroit Land Bank has actively monitored private investment through Own It Now (OIN) and Auction sales in the region and has seen an 83% compliance or under compliance status of 206 sales transactions.

MULTI-FAMILY & MIXED-USE RESIDENTIAL DEVELOPMENTS

The Housing and Revitalization (HRD) is monitoring and assisting several affordable housing rehabilitations projects in the region that are currently under construction.

These developments, paired with other developments, are slated to bring **over 300 housing units** into the Russell Woods and Nardin Park (RWNP) areas garnering **total investments at approximately \$140M to date**:



Dexter Senior Assisted Living: a 77-unit restricted income senior assisted living residential project. The total development cost for the project is \$28M.

Cabot Apartments: a \$16.8M 84-unit permanent supportive housing development. This project is estimated to begin construction in spring/summer 2025.

Dexter Corner a/k/a El Morda Apartments: a \$8M 25-unit affordable mixed-use development with four ground-level commercial spaces. Construction is set to begin in fall 2025.

The City of Detroit has also actively marketed and Request for Proposals for the following sites:

4094 Duane St (Alice Birney Elementary School Site Redevelopment) - The City of Detroit's Public Private Partnership (P3) Team recently concluded the marketing of 4094 Duane St., a 5.5 acres vacant former school site. The site was recently marketed for the construction of multiple structures and multiple typologies to stitch together the surrounding neighborhoods and reconnect to the Dexter Commercial Corridor. Project began pre-development early Q1 2025. Estimated unit count is 100 units with a construction cost of ~\$32M with a construction date planned for late 2026/early 2027.

5180-5200 & 5260 West Chicago (Former Stan Hope Apartments) - The Housing and Revitalization Department and the Detroit Land Bank Authority recently concluded the marketing of the West Chicago vacant land sites. The site(s) were marketed for two multi-family mixed-income developments with small scale commercial space. The proposals are currently under review with a contribution of approximately 80 units and total development cost of \$37M. Estimated construction planned for late 2026/early 2027.

3707 Richton/12161 Dexter – Housing and Revitalization and the Detroit Building Authority marketing of the two vacant Dexter frontage and Richton parcels awarded May 2025. The proposed site will develop a multi-family mixed use on Dexter Avenue with dedicated green space, and townhomes at an estimated total development cost of \$20M. Estimated construction planned for end of 2026/early 2027.

COMMERCIAL/NON-RESIDENTIAL PLACES AND INSTITUTIONS

Alongside the residential investments are a number of planned commercial/non-residential developments that stand to reenergize Russell Woods/Nardin Park and the Dexter – Linwood Area.

Detroit Horsepower: A \$11.4M Urban Equestrian Center



Detroit Horsepower (DHP) is a nonprofit established in 2015 to operate an Equestrian Center that will address the shortage of opportunities for Detroit's children and youth to gain valuable emotional and mental courage and self-confidence. Through riding and caring for horses in a safe and enriching space, program participants learn valuable skills that set them up for future success. DHP broke ground in October 2024 and is looking to have a grand opening in 2026.

Dexter Pop-Up Retail: A \$600,000.00 Retail Pop-Up Space



Dexter Retail Pop-Up located at 13200 Dexter is a 2023 City Planning initiative to activate four temporary retail spaces using a broad range of diverse pop-up retailers, art ventures, business enterprises, entrepreneurs, gallerists, and other vendors as part of a dynamic neighborhood retail activation strategy. The goal of the Dexter Pop-Up Retail

is to elevate the aesthetic value of vacant, publicly owned commercial parcels through a shipping container facility, beautification, and maintenance strategies. The pop-up officially opened November 1st, 2023, and is currently 100% occupied with local entrepreneurs.

In Harmony Café - 12041 Dexter Ave - “A cozy urban coffee shop "Living Life in Harmony.”

In Harmony Cafe Sweets and More is one of the few local coffee shops recently opened in the Russell Woods/Nardin Park Framework area. Café owners, Keyona, and Tahlil Barnes are the driving force behind the family business looking to create a local neighborhood amenity to service the long-term residents in the neighborhood. At the center of the Dexter Commercial Corridor, In Harmony Café is a pivotal commercial amenity in the rebound on this great neighborhood. In Harmony Cafe, a place of family-friendly entertainment, delectable food, and delightful coffee.



VI. DEXTER LINWOOD PLACES AND INSTITUTIONS



Durfee Innovation Center - 2470 Collingwood St.

The Durfee Innovation Center, the former Durfee Elementary School, has been repurposed by Life Remodeled, a local non-profit organization providing office and event space to smaller local non-profits serving as a non-profit incubator in the heart of the Dexter-Linwood neighborhood (minutes from RWNP). This space is occupied by 35 nonprofit businesses/organizations offering needed community resources to approximately 22,000 Detroiters annually.

Dexter Hardware Store - 10456 Dexter Ave

Serving the community since 1940, Dexter Hardware has been reimagining their commercial presence amid the City's investment in the area. In their 80 years of doing business and supporting local investors and homeowners, the entity looks to invest approximately \$1.5M in remodeling its location and potentially add 8 to 10 residential units on the second level. This transformation will allow the business to diversify and reinvent itself for the future of RWNP neighborhoods.



Dexter – Elmhurst Rec Center n/k/a Helen Moore Center - 11825 Dexter Ave.

The city's purchase of the Dexter Elmhurst Center (DEC) is one of the key reinvigorated recreation centers on Detroit's westside. With over \$80M being invested in recreation centers across the city, DEC's modernization to this crucial neighborhood amenity into a central location for community, arts, extracurricular activities and more. The reimagined center, park and parking area begins construction in the Spring of 2024 with the City's investment of over \$12M for the project.

Announced at the 2024 State of the City address, Mayor Mike Duggan announced the name change of the Dexter Elmhurst Center to the Helen Moore Community Center named after local Dexter Elmhurst community activist, Helen Moore, who advocated for the center to be saved as opposed to its demolition. The renovated center will ensure that youth and residents for decades to come will have an active place to support their community.



Linwood Fresh Market – 12737 Linwood

Opened in Linwood Fresh Market (LFM) is a local convenience store established by Sonya Greene, a nurse and local resident in the Dexter-Linwood neighborhood, to combat the healthy food options disparity in the neighborhood. Offering healthy food options located on the Linwood Corridor, LFM is the neighborhood greengrocer. Residents can purchase fresh fruits and vegetables and high-quality prepared foods.

Future phases of the development include a barbershop, hair salon, and four residential units on the second floor of the building along with nonprofit office space.

The Congregation - 9321 Rosa Parks Blvd.

The Congregation Detroit is a hallmark of the Boston Edison Community. It brings together Coffee, Cafe, Cocktails, and Community, all located in a former church just outside of the Historic Boston Edison Area of Detroit. This Detroit coffee shop serves as one of the first new commercial retail developments in the Dexter-Linwood area for quite some time. Its location on Rosa Parks Boulevard is just one block north from the site of the infamous 1967 riots. The church remained intact and was home to civil rights warriors and activism.

The Congregation Detroit operates in the historic structure of the Unity English Lutheran Church. Unity English Church was built in 1924, after the small chapel of St. Luke's Evangelical Church burned to the ground in 1917. After the fire, the property fell into the hands of the Church Extension Society of the United Lutheran Church of America and was renamed the Unity English Lutheran Church.

In 1951, Unity English Church became home to the New St. James African Methodist Episcopal Church a modest, red-brick church that would find new life in 70 years later as a reborn popular coffee house, bar, and restaurant. Repurposing the original pews, stained glass, and an organ, it attracts a clientele from the neighborhood as well as across southeast Detroit.

Its caffeine-fueled vibrancy today obscures a century-long past, one that is deeply entwined with Black Detroit's long struggle for civil rights and economic justice. That's because, unbeknownst to most customers, the church long ago was the home of two of the city's most dynamic preachers, the Rev. Albert Cleage Jr. and the Rev. James Wadsworth Jr., both of whom became legends for their fights for Black self-determination and for starting other churches that live on today as bulwarks of the city's spiritual and activist landscape



VII. PROPOSED DEVELOPMENT STRATEGY

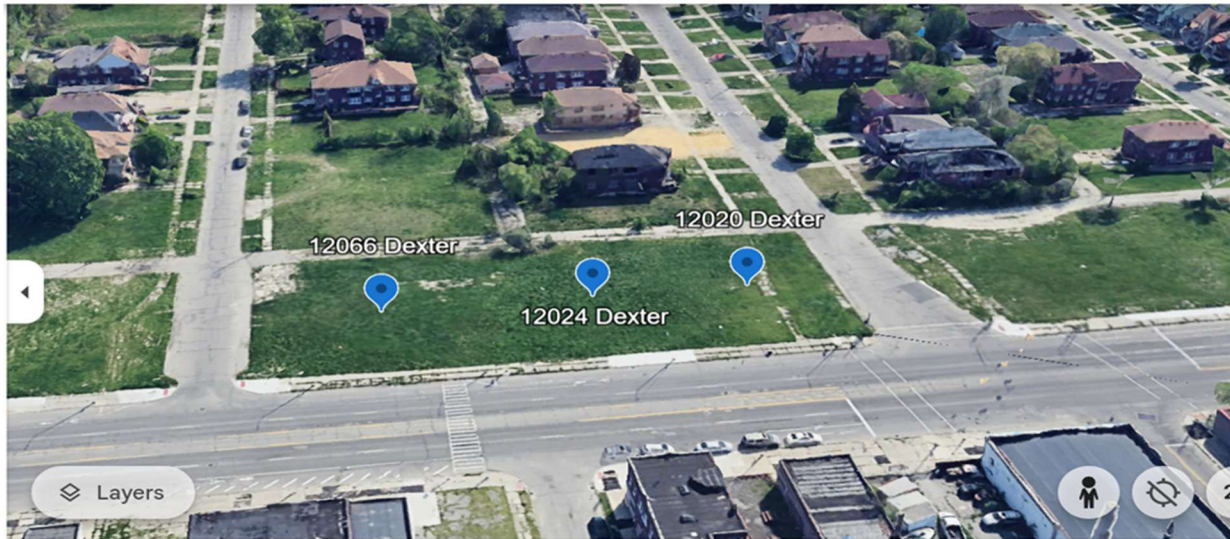
The City of Detroit's Housing and Revitalization Department/Public Private Partnership (P3) Team seeks successful and timely development for the city-owned land 12020, 12024 and 12066 Dexter Avenue:

Site Details

Location	12020, 12024, 12066 Dexter Avenue		
Ownership:	Detroit Land Bank Authority (12020 Dexter)		
	City of Detroit c/o Planning & Development Department Detroit Building Authority (12024 & 12066 Dexter)		
City/County:	Detroit/Wayne		
Land size:	.11 acre; 4,786 sf (12020 Dexter)		
	.11 acre, 4,835 sf (12024 Dexter)		
	.44 acre, 19,206 sf (12066 Dexter)		
Lot Dimensions:	120ft x 40ft	(12020 Dexter)	
	120ft x 40ft	(12024 Dexter)	
	120ft x160ft	(12066 Dexter)	
Zoning:	B4 (all lots)		
	*Note: B4 allows for mixed-use development, while certain uses are permitted by-right, additional uses, which may be successfully blended with permitted-by-right-uses, are conditional		
Asking Price:	\$50,000.00 (Total reflects all three lots)		

VIII. LOCATION MAP & AERIAL PHOTOGRAPHS

Proposed Site Location and Aerial Site Photograph



Current Site Photo



Total Lot Dimensions: 120 ft x 240 ft (28,827sf)

IX: Re-Imagining Dexter Avenue

The P3 Team in conjunction with the Planning Department have provided the conceptual renderings below to provide an example of a mixed-use affordable development along with thoughtfully considered commercial spaces to increase area foot traffic and commerce.



Note: All renderings are conceptual and do not provide any descriptive approach to the proposed RFP request. There are, however, general aspects within the renderings that can be integral to the scoring, intention and feasibility of the project.



X. AVAILABLE DEVELOPMENT INCENTIVES & AFFORDABILITY REQUIREMENTS

The City of Detroit will favor and show preference to proposals that programmatically enhance affordable housing diversity and create stronger connections within the Russell Woods Nardin Park SNF and Dexter - Linwood neighborhood plan.

Potential Incentives

The City of Detroit and the Housing and Revitalization Department have several programs and abatements that may be of use for the development at 12020-12066 Dexter:

- Michigan Economic Development Corporation - CRP
<https://www.michiganbusiness.org/49a841/globalassets/documents/reports/fact-sheets/communityrevitalizationprogram.pdf>
- Michigan Economic Development Corporation – Revitalization And Placemaking (RAP)
 - <https://www.michiganbusiness.org/rap/2/>
- MSHDA MI Neighborhood
 - <https://www.michigan.gov/mshda/neighborhoods/mi-neighborhood>
- Strategic Neighborhood Fund
 - <https://investdetroit.com/strategic-neighborhood-fund/>
- LISC
 - <https://www.lisc.org/our-model/lending/loan-products/>
- Detroit Housing for the Future Fund
 - <https://dhff.org/>
- Federal Home Loan Bank Affordable Housing Program (AHP)
 - <https://www.fhlbi.com/services/community-programs/affordable-housing-program/>
- City of Detroit Housing and Revitalization Notice of Funding Availability (NOFA)
 - <https://detroitmi.gov/document/nofa-and-application-package-july-2024>

For interest in the City of Detroit PILOT FastTrack, developers can place interest here:

<https://detroitmi.gov/departments/housing-and-revitalization-department/housing-development/payment-lieu-taxes-pilot>

The Detroit Economic Growth Corporation (DEGC) offers tax abatement programs and incentives. More information can be found here: <https://www.degc.org/tax-incentives>

Utilizing City of Detroit Tax abatements and financing will require adherence to the City of Detroit's Inclusionary Housing Ordinance. Please review this ordinance here. <https://detroitmi.gov/document/inclusionary-housing-ordinance-0>

XI. EVALUATION CRITERIA AND SELECTION PROCESS

EVALUATION CRITERIA

Respondent's submission will be evaluated based on the following:

Respondent and Proposed Team Experience

1. Successful experience in the redevelopment, construction, and management of development projects of comparable size and complexity
2. Cohesion of the team, as demonstrated by previous experience working together
3. Demonstrate a strong record in delivering quality projects on time
4. Have significant multi-family rehabilitation development expertise
5. The degree to which the team demonstrates successful experience with ownership and management of multifamily developments of comparable size.
6. The quality and comprehensiveness of the proposed commercial space marketing strategy, including their approach to pricing, advertising, and other key components of the process.
7. The team's overall responsiveness and compatibility with the City's goals, including their ability to communicate effectively and work collaboratively with City staff and other stakeholders for marketing and lease of community based commercial spaces.

Local Hiring and Participation

- Detroit-based project team, minority or women owned business, and/or significant partnerships with local firms and community organizations, and evidence of previous local hiring experience.

Preliminary Program Strategy

- The proposed development and methodology provided by the Respondent is logical, feasible, and clearly understandable, and indicates an understanding of realistic sources and uses of funds required for the project.
- Preliminary programming strategy of commercial space, parking, and amenities reflects an understanding of local market conditions
- The extent to which the developer intends to engage the community within their development timeline
- The budgets provided indicate the Respondent's commitment to ensuring the pricing proposed is reasonable
- The proposed timeline and phasing ensures timely completion of the project

Financial and Leverage Capacity

- Ability to obtain, structure, and implement financing for the Project, including demonstrated ability to procure financing and complete projects on schedule and within budgetary assumptions
- Depth and credibility of financial pro forma, ability to deliver identified financial sources, and capacity of development principles
- Consider the percentage of equity the developer intends to put towards this project

Project Design Standards

- Any work that was done in the preparation for submission by the Respondent will be taken into consideration
- Extent to which preliminary site plan proposed and design adheres to the Guiding Development Principles
- The degree to which the proposed construction budget is realistic and implementable

SELECTION PROCESS

A Selection Committee (the “Committee”) will be established to review submissions. Committees typically consist of representatives from HRD, P&DD, NED, DLBA, and community stakeholders. Additionally, the Committee may seek assistance from selected consultants. The Committee reserves the right to contact references and verify material submitted in any proposal.

The Submission of a proposal with all the requested information does not guarantee the Respondent will be a candidate for an interview.

SUBMISSION PROCESS AND TIMELINE

<u>SCHEDULE</u>	<u>DATE</u>
Release Date:	5/16/2025
→ Pre-Submission Conference:	5/30/2025
Proposal Submission Deadline:	6/10/2025
Selection of Preferred Developer List:	6/24/2025
Shortlist Interviews:	7/07/2025

Direction for Submissions

To be considered, all RFP responses must be received by **5:00 P.M. on June 10th, 2025.** The responsibility of submitting the RFP response rests entirely with the Respondent to the RFP.

Submissions shall be limited to 20 pages and must be made electronically with a 8.5x11 page size (plans/renderings may be up to 11x17) PDF via email to WestP3RFP@detroitmi.gov or by USB thumb drive delivered to the City of Detroit Housing and Revitalization Department, located in Suite 908 (9th Floor), CAYMC, 2 Woodward, Detroit, Michigan 48226.

Proposals sent by overnight delivery service will be considered timely if the delivery date stamped is at least one (1) day before the due date set for receipt of the RFP. The burden of proof to establish timely filing of a proposal by overnight delivery service shall be solely upon the entity or person submitting the proposal. It is the Respondent's obligation to ensure the required submission arrives in a timely manner at the specified location. Any submission that is not properly marked, addressed, or delivered to the submission location, in the required form, by the required submission time will be ineligible for consideration. **Hard copies and faxed submissions will not be accepted.**

Once received by HRD, submission will not be returned. Formal communication, such as requests for clarification and/or information concerning this solicitation shall be submitted by email to WestP3RFP@detroitmi.gov. Response

will be provided to all inquiries and answers to frequently asked questions will be available. No information concerning this solicitation or request for clarification will be provided in response to telephone calls.

All expenses involved in the preparation and submission of the RFP to the City of Detroit and any work performed in connection therewith shall be assumed by the Respondent. No payment will be made by the City of Detroit for any responses received, nor for any other effort required of or made by the Respondent prior to the commencement of work.

All information in the Respondent's proposal is subject to disclosure under the provisions of Public Act No. 442 of 1976, as amended (commonly known as the Freedom of Information Act FOIA).

Pre-Submission Conference & Timeline

On TBD, HRD will conduct a Pre-Submission Conference through Microsoft Teams starting at 12:00 p.m. (Virtual) Additional questions can be directed to WestP3RFP@detroitmi.gov

Join meeting here: [12020 Dexter Pre-Submission Conference](#)

Microsoft Teams

Join the meeting now

Meeting ID: 246 387 281 060

Passcode: TM7zv3AE

Dial in by phone

[+1 469-998-6602,,177599835#](#) United States, Dallas

[Find a local number](#)

Phone conference ID: 177 599 835#