

# Request for Developer Qualifications (RFQ)

The City of Ecorse offers approximately 63 acres of vacant land for development, easily accessed from West Jefferson Avenue and adjacent to Ecorse Creek

Mill Street Site  
Ecorse, Michigan  
July, 2020

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City of  
**Ecorse**



# Development Opportunity

The City of Ecorse, Michigan is offering developers a rare and valuable opportunity – approximately 63 acres of vacant industrial land near the Detroit River. The site has quick, convenient access to the I-94 and I-75 freeways, and is close to both the Ambassador and the new Gordie Howe international bridges to Canada. The site is only 15 minutes from Downtown Detroit and 20 minutes from Detroit Metropolitan Wayne County Airport.

Formerly the location of a steel plant, the site is well-served by public roads and utilities, abuts the Canadian National and Consolidated Rail Corporation railroad tracks, has frontage on the Ecorse Creek, is less than 1/3 mile from Southfield Road, and less than ¼ mile from the West Jefferson Avenue corridor and scenic Dingell Park along the Detroit River.

The City seeks developers for this land located on the south side of Mill Street, west of the railroad tracks and bounded by the Ecorse Creek on the south and west. The site can accommodate a variety of uses, including light industrial and other compatible uses.

Successful redevelopment of this major parcel is a very high priority for Ecorse. This City-controlled property is the beneficiary of an MEDC Site Readiness grant, positioning it as a priority development site for the State of Michigan. In partnership with a committed team of State, County, regional and local agency representatives, the City is able to offer significant incentives for the right project.

The City's preferred development would:

- Create new, taxable development consistent with the goals of the City's Master Plan. The City is flexible and open to well-designed and conceived projects that may consist of one or combinations of uses. The City's recent target market analysis found opportunities for logistics and trucking-related uses, along with various light manufacturing operations consistent with the site's zoning and City Master Plan. Other potential may be for technology-related production and office uses, motor vehicle component manufacturing, general warehousing and indoor storage, medical and diagnostic laboratories, and other uses that compliment or support the primary light industrial uses such as commercial/retail, commercial recreation, and/or other compatible uses.
- Incorporate green infrastructure as a means to enhance site design and reduce impervious surfaces on the site, or similar environmental sustainability components.
- Offer site layout, circulation and building design that respects both the adjacent residential neighborhood and the Ecorse Creek environment.
- Include public access to enjoy the Ecorse Creek environment across the southern edge of the property as part of a greenway system along the Creek. Watercraft access to the Ecorse Creek would be viewed as an added benefit.
- Protect and enhance the adjacent neighborhoods using techniques not limited to, landscape buffering, screening and land use transitions.
- Provide amenities and site enhancements that will significantly contribute to the overall quality of life for existing and future residents of the City.
- Address any environmental concerns and remediate to fulfill all due care obligations as part of the proposed development.

The City is willing to consider negotiating terms for purchase or development of this site with the selected highly qualified, experienced and skilled development team/ownership entity in exchange for development of the land as the City envisions.

Interested development teams are invited to submit their qualifications to the City by **Thursday, September 3, 2020, no later than 3:00 p.m.** Please refer to *Content and Selection Process* of this RFQ for submittal details.

# Site and Context

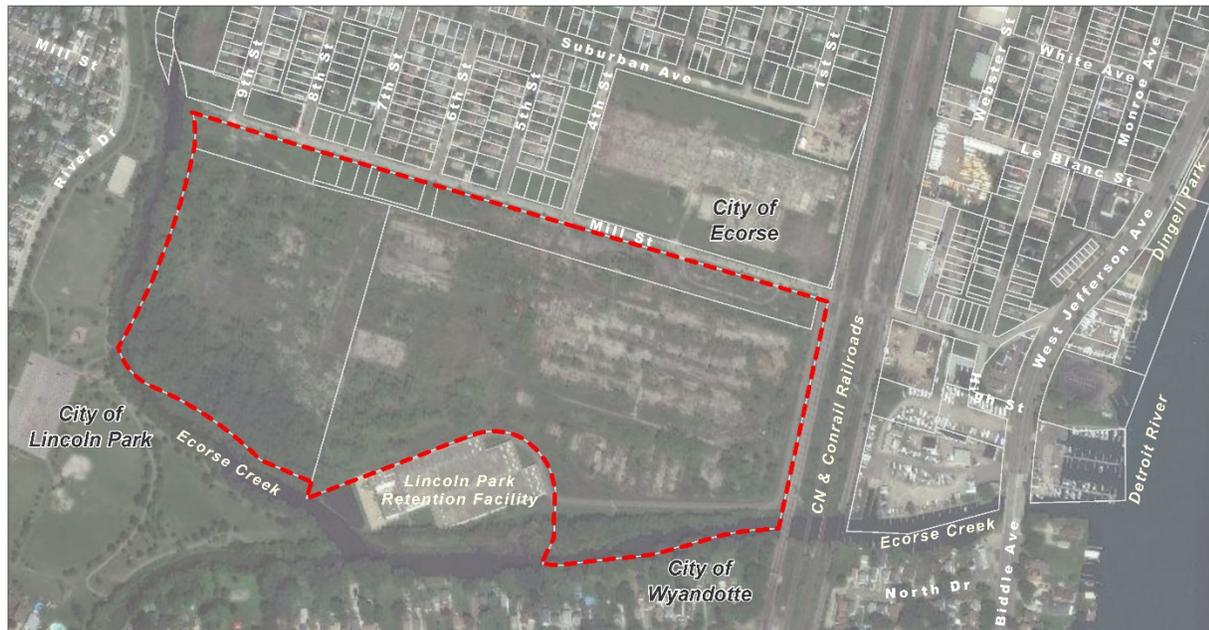
## SITE DESCRIPTION

The Mill Street site is located at the southern border of the City. The land lies northeast of the Ecorse Creek and immediately west of the Canadian National (CN) and Consolidated Rail Corporation (Conrail) rail lines. The site generally contains several Wayne County tax parcels: 34-014-99-0014-000, 34-014-01-0058-000; 34-014-01-0055-000; 34-014-01-0053-000; 34-014-01-0052-000; 34-014-01-0046-000; and 34-014-01-0001-000.



According to the City's 2012 *Mill Street Site Strategy*, from approximately 1924 until 1941 the site was used for a steel rolling mill and owned by Michigan Steel Corporation. The property changed hands several times over the years until it was acquired by the United Steel Corporation in May, 2003. Subsequently the site was acquired by the City. The City is the deed holder of record and able to sell the property.

Most structures on the site were demolished in the mid-2000's, leaving building pads, pavement, and a few remnant walls and accessory structures. Today the site is fenced, driveways are barricaded and the site is becoming overgrown.



Mill Street Redevelopment Site  
Ecorse, Michigan

■ Site Boundary  
□ Parcel Boundaries



## ADJACENT LAND USES

The site's surroundings are described below:

**North:** North of Mill Street and east of 4<sup>th</sup> Street are two unimproved parcels, totaling approximately 13.5 acres in area, zoned LI Light Industrial, and master planned Mill Street Study District like the Mill Street site. Although not part of this RFQ, these underutilized privately-owned parcels may be available for separate purchase.

West of 4<sup>th</sup> Street, most of the land north of Mill Street is single family residential, both vacant lots and occupied dwellings. However, the site's historic industrial use, current zoning and master plan classification recognize that the site has characteristics and features which help to isolate it and reduce nonresidential impacts on the residential neighborhoods.

**South:** Abutting the site's south-central border is the Lincoln Park Retention Facility, part of the Ecorse Creek Pollution Abatement Drain No. 1, and owned by Wayne County. Access to the retention facility is via a driveway from Mill Street that parallels the railroad and then crosses the Mill Street site to serve the buildings. Relocation of that driveway may be possible. To the east and west of the retention facility, the site fronts on the Ecorse Creek, a tributary of the Detroit River. Across the Ecorse Creek in Wyandotte are single family dwellings with water frontage.

**West:** The west boundary of the Mill Street site abuts the north branch of the Ecorse Creek. To the west, across the Creek is Lincoln Park's Council Point Park, a popular public park with two ball fields and two soccer fields.

**East:** On the east, the Mill Street site abuts railroad rights-of-way; east of the railroad are marina, boat storage, general commercial and several industrial uses.

## CITY AND REGIONAL CONTEXT

Ecorse is a diverse community of approximately 9,500 people located in the Downriver region of Southeast Michigan along the Detroit River. Only 15 minutes by road from Downtown Detroit, and via Southfield Road only 6 minutes to I-75 and 10 minutes to I-94, Ecorse is well positioned for commerce and to attract a strong pool of potential employees.

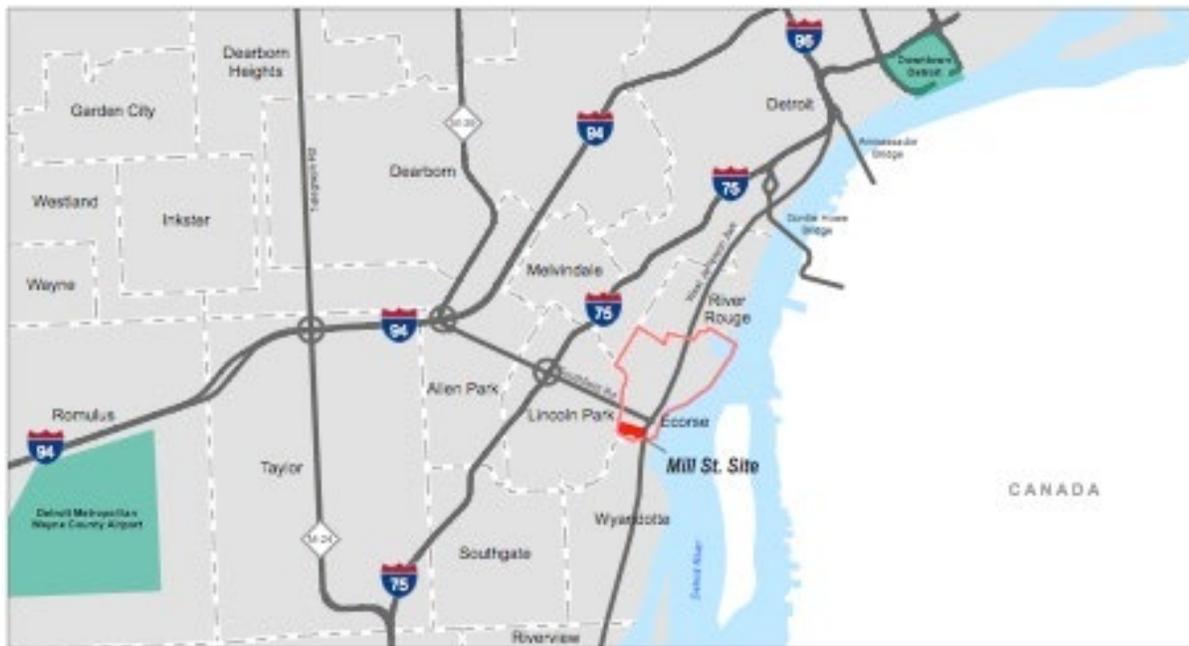
Ecorse and the region offer a variety of assets, including:

- **Ecorse Creek's** frontage is a valuable natural greenway that could benefit future site design and development. Greenways offer health and exercise benefits for employees of future developments and residents alike. The vicinity is under review for potential nonmotorized boat access and use, and could be the future route of a pathway connecting West Jefferson Avenue and Lincoln Park's greenway at Council Point Park.
- **Dingell Park**, a City-owned regional park, enhances West Jefferson Avenue just east of the Mill Street site, and offers scenic views, pathways, passive activities and fishing opportunities on the Detroit River waterfront. Off shore, Mud Island is part of the Detroit River International Wildlife Refuge, and although not open for public access, is habitat



for waterfowl and bird watching.

- **Marina Facilities and Boat Ramp.** Along West Jefferson Avenue, the Ecorse Creek and the Detroit River is dockage for recreational deep water and smaller watercraft, with boat storage, public and private boat launching, and support commercial operations.
- **Iron Belle Trail Connections.** The City is linked to the statewide nonmotorized hiking and biking trail system, the Iron Belle Trail that extends over 2,000 miles from the western tip of the Upper Peninsula to Belle Isle in Detroit.
- **Convenient Strategic Regional and International Access** is available via nearby connections (Southfield Road and Outer Drive) to interchanges for I-75, I-94, and the Ambassador Bridge, a major crossing point between the United States and Canada. Also, this regional road network will provide a convenient direct route to the new Gordie Howe International Bridge to Canada, planned to be in service in 2024. The Detroit Metropolitan Wayne County international airport (DTW), the largest airport in Michigan and one of the world's leading air transportation hubs is approximately 12 miles west of the site, 20 minutes away.



- **West Jefferson Avenue** is a Class A principal arterial road that forms Ecorse's downtown core, including residential sections along with significant commercial and industrial land uses. Under the jurisdiction of Wayne County, West Jefferson Avenue generally follows the Detroit River and Lake Erie, from Monroe County to Detroit. Within the City, West Jefferson Avenue is an undivided five lane highway. Bike lanes and sidewalks will accommodate non-motorized travel. The City's West Jefferson Corridor Plan, a multi-city vision supported by the State of Michigan, is guiding actions to transform the corridor and riverfront into "the place to be" on the Detroit River.
- **Southfield Road** is a Class A principal arterial road. Southfield Road is the primary route connecting Ecorse to I-75 and I-94. Just east of I-75 at Fort Street, Southfield Road becomes M-39, a state highway. Within the City, Southfield Road is an undivided five lane highway; in Lincoln Park, west of Fort Street the roadway adds lanes and a median.
- **Mass Transportation Available.** Bus service is available via two SMART bus lines, the 125 Fort Street / Eureka Road and the 140 South Shore. The 125 connects West Jefferson Avenue to the Wayne County/Detroit Metropolitan Airport; the 140 connects Wyandotte to Fairlane Town Center in Dearborn.



# Market Conditions and Labor Force

The Mill Street site is well positioned for new investment, business and industry, particularly for uses that are spinoffs from traffic at the new Gordie Howe international bridge and other area transportation linkages. Not only is the Mill Street site one of the largest developable vacant parcels in the Detroit area near the Detroit River, but it is also in a zone where development interest has increased dramatically over the past several years. The region is a major international trade center, and trade activity is expected to grow.

Economic development professionals predict that the Gordie Howe international bridge will create 2,500 jobs at the bridge site, including direct hires, sub-contractors and other individuals, as well as generating significant regional economic benefits. The bridge will provide for redundancy at the busiest trade corridor between Canada and the United States with improved highway-to-highway international connectivity, all within a few miles of Ecorse. According to Site Selection Magazine, locations near border crossings are particularly attractive to international businesses, especially those headquartered in Europe or Asia, because they can serve large regions of both the United States and Canada by being near the border. Further, the trend for onshoring/nearshoring/reshoring of production capacity to reduce reliance on China and other international producers enhances the site's desirability.

While the COVID-19 crisis and its fallout are likely to result in a diminished industrial economy in the short to medium term, in contrast to previous economic downturns, the service sectors have been hit much harder than the manufacturing sectors which are the Detroit region's traditional strength. The dominance of the "Big Three" auto companies and robust subsectors in Metro Detroit, along with the existing basic industrial infrastructure and human resources lend themselves to innovation and branching into other manufacturing foci. An example of this adaptability is Ford and GM's move into ventilator production during the crisis. Also, increased demand for industrial capacity from the growth of e-commerce, increased inventory levels to maintain safety stock inventory, and increased reliance on third party logistics providers is expected.

Other areas of the Metro Detroit economy also have positive short- and medium-term outlooks. Major segments of the economy, including finance, medicine, education, communications and food/drink are expected to return to growth after the coronavirus crisis ends.

Although vacancies may increase in the aftermath of COVID-19, Metro Detroit's industrial market comes off the lowest vacancy rates in years. Industrial real estate demand soared in 2018 and remained strong in 2019. Demand is strong for logistics properties of all types, not just Class-A big bulk warehouses, but also for smaller, more local facilities, and infill sites are attracting greater interest. The City's recent Target Market Analysis identified potential at the site for light industrial manufacturing of products like medical equipment and supplies, navigational measuring electromedical and control instruments, communications equipment, and similar.

## **Labor Force**

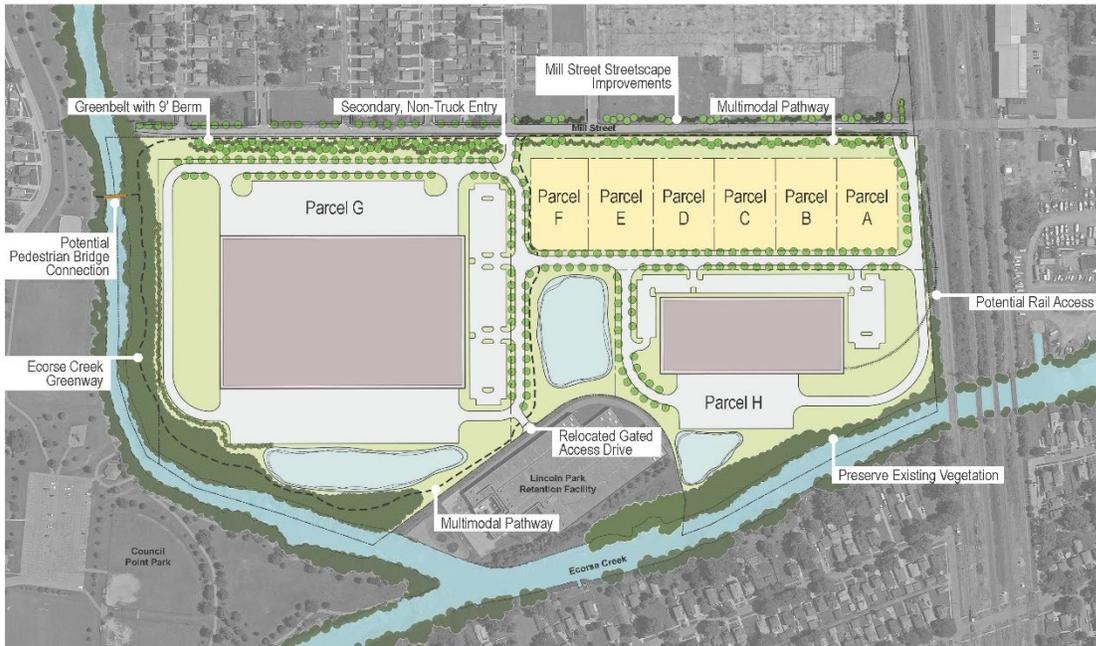
Ecorse is part of the greater Detroit labor market. The largest employment sectors in Ecorse are in the fields of wholesale trade, transportation, warehousing and utilities, and education and healthcare. In general, the labor force is skilled and affordable. A variety of training resources are available through technical educational facilities and nine post-secondary educational institutions in Wayne County.

The cost of living in Ecorse (and Metro Detroit generally) is lower than the national average for metropolitan areas. The rate of increase in cost of living is also slower than many other areas. This means that although wages are lower, buying power is higher, an asset for both employees and employers.

The City's recently completed Target Market Analysis and Regional Talent Profile is available upon request.

# Site Vision

The City of Ecorse will work closely with the selected developer to ensure a project that is the best use and highest quality for the site, and to assist in leveraging resources to facilitate that development. As such, the City is willing to consider a variety of uses and development concepts that fit the site, that meet the preferences listed on page 1 of this RFQ, are consistent with the goals of the Ecorse Master Plan, and that enhance the adjacent area and City overall. The concept below is included in this RFQ as one possibility, but is not intended to limit responses or visions to a single approach. The City encourages your best plan for the property.



## Potential Site Concept Mill Street Redevelopment

City of Ecorse, Michigan

July 9, 2020

	Parcel Dimensions	Est. Building Sq. Ft.	Land Use
Parcels A-F	±200' x 300'	±40,000 SF	Light Industrial
Parcel G	±1,150' x 950'	±400,000 SF	Logistics / Trucking
Parcel H	±1,000' x 560'	±100,000 SF	Light Industrial



Base data provided by AEW.



The site history and the accompanying need for environmental remediation are significant factors influencing future development. In addition, the large site size is a fundamental asset which allows the City to be flexible in the development options and mix of uses. An example of a preferred development could include a logistics facility(s) that is well screened and with its vehicle circulation focused on the interior of the site, along with light industrial users focusing on technology-related companies. Additional lots within the site could also accommodate potential flex space. Complementary uses such as service or retail uses that support the needs of the employees could also increase the desirability of the site. The City's willingness to flexibly accommodate potential uses reflects its desire to work with the future developer for high quality development with quick and efficient site absorption.

Features to benefit the future employees and local residents are also envisioned. Possible amenities could include a greenway with a non-motorized trail along Ecorse Creek, along with potential direct water access to the Creek. Streetscape and other aesthetic, pedestrian and functional improvements to Mill Street would enhance the area's environment. By providing healthy lifestyle alternatives for new businesses, employees and residents, well executed site amenities can positively influence the marketability and value of the site and the new development.

# Development Considerations

## MASTER PLAN

The City of Ecorse's 2015 Master Plan designates the site and approximately 13.5 acres north of Mill Street, as part of a special Mill Street Study Area. The Plan states in part, that the Mill Street Mixed Use District is distinctly different from all other areas of the City and is the largest redevelopment site in the City. Because of the site's history as a major industrial facility, remediation will be required. Light industrial uses are master planned, and could benefit from the flexibility of a Planned District (PD).

The City of Ecorse Master Plan can be found at: <https://www.ecorsemi.gov/Departments/Community-Development/Proposed-Master-Plan/ECORSE-MasterPlan-Maps.aspx>

## ZONING

The Mill Street site is zoned LI Light Industrial. This zoning reflects the historic use of the property for a steel plant, as well as the relationship of the site to the Ecorse Creek, the industrial and railroad to the east and the single family neighborhood to the north. As noted in the Master Plan above, the City is receptive to the possibility of using a planned development to support the successful development proposal, favoring uses and combinations of uses that are less impactful to the environment and surrounding neighborhood than the prior use.

The updated City Zoning Ordinance is available from the City and on the City website. <https://www.ecorsemi.gov>

## ACCESS

The site is served by several city streets. Mill Street connects with West Jefferson Avenue to the east and currently is the main road access for the site. Between the site and West Jefferson Avenue is a railroad grade crossing with multiple tracks active with freight rail. Traffic delays on Mill Street can be lengthy when the tracks are in use. Several local residential streets run between Mill Street and Southfield Road, but are mostly limited to one-way traffic and not suitable for typical industrial truck traffic.

The City is working with its Mill Street team to create direct, appropriate industrial access between the Mill Street site and Southfield Road. The City team has evaluated alternatives, prepared preliminary cost estimates and is pursuing an improved route to ensure good access while minimizing impacts on the neighborhood.

The railroad right-of-way east of the site is owned by Conrail and the Canadian National Railway (CN). According to a CN representative, there is potential for rail access from the Canadian National tracks, and the company stands ready to work with potential users.

## UTILITIES

Utility jurisdictions are listed below. Engineering reviews are performed by Anderson, Eckstein and Westrick, Inc. (AEW) on behalf of the City.

- Water: City of Ecorse, supply from Great Lakes Water Authority
- Sanitary Sewer: City of Ecorse/Downriver Utility Wastewater Authority
- Gas/Electric: DTE Energy
- Storm Sewer: Wayne County Division of Public Services

The Mill Street team has completed a general assessment of utility infrastructure improvements necessary to support the range of preferred target industrial uses. Those infrastructure improvements will be prioritized to ensure efficient re-use of the Mill Street site without negatively impacting nearby residents.

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# Environmental Conditions

The site's past use as a steel plant has created environmental contamination that must be addressed before the land may be redeveloped. The scope of the clean-up will depend on the actual reuse(s) planned, but contaminant removal, containment and mitigation will undoubtedly be significant. While some preliminary environmental testing has been conducted over the years, it is out of date. A comprehensive environmental site investigation process and review will be required before development, including compliance with all Michigan Department of Environment, Great Lakes and Energy (EGLE), US EPA and other applicable environmental regulations.



EGLE is working closely with the City to support clean-up and productive reuse of the Mill Street site, which is a facility as defined in Part 201 of the NREPA, Michigan PA 451, 1994, as amended. The Wayne County Brownfield Redevelopment Authority (WCBRA), Downriver Community Conference (DCC) and EGLE are potential sources of environmental remediation funding assistance. The city's recent Environmental Conditions Summary, prepared by AKT Peerless reviews past environmental test results and reports in comparison to current regulations and standards. That summary is available from the City.

## FLOODPLAIN AND WETLANDS

A small area along the site's Ecorse Creek frontage is located within a Special Flood Hazard Area and in the 100-year floodplain as shown on the FEMA Flood Map 26163C0407E, effective 2/2/12. This portion of the site is vegetated and has potential as the future location of a greenway trail, as well as buffering for uses south and west of the Creek.

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# Available Incentives

The State of Michigan, Downriver Community Conference (DCC), Wayne County and other government entities have pledged their support to work with the City to achieve a productive, viable, beneficial redevelopment of the site. Along with the City, they will bring wide range of public incentives to the table and opportunities for potential leveraging by the developer. Among these are the following potential incentives:

- **Purchase price and terms to be determined.** The City may be willing to negotiate the purchase price for the site in exchange for an outstanding project that accomplishes the City's objectives.
- **Brownfield assessment grants** may be available to the City through the DCC, and may provide some funding towards preparation of a BEA or Phase II ESA.
- **Brownfield TIF** may be available through the Wayne County Brownfield Redevelopment Authority (WCBRA) or Ecorse Brownfield Redevelopment Authority (EBRA) to support remediation, due care, and other activities for any environmental conditions found on the site.
- **US Environmental Protection Agency (EPA)** grants may be available to assist site assessment and remediation of contamination. The City is in good standing with EPA.
- **Michigan Department of Environment, Great Lakes and Energy** grants, loans and technical assistance.
- **Michigan Community Revitalization Program** grants or loans may be applicable to the site, and the City will support an application to MEDC.
- **Recreation Grants** may be available to support public access and greenspace along rail right-of- way; the City will work collaboratively to identify and apply for these opportunities.

- **DTE Energy** offers energy efficiency discounts and cost-sharing for construction of electric infrastructure for new or expanding businesses that are large energy users.
- **Other grants, loans and technical assistance to be determined** through MDEC and other agencies.

## Content and Selection Process

### REQUIRED RFQ CONTENT

The City of Ecorse will review and evaluate all complete submissions in response to this RFQ to identify and engage with qualified developers for the Mill Street site. A response to this RFQ must include the following information:

1. **RFQ Response Summary Form:** Complete the form on the last page of this RFQ, and include it as a cover sheet.
2. **Letter of Interest:** Provide a letter (up to 3 pages) that describes the team's vision and plan for the site, including how it satisfies the City's goals, preferred uses and preferred development criteria. Address why you should be selected and any other information you may believe important to the process. Also, identify all members of the development team.
3. **Concept plans, renderings or examples** of the proposed uses and development concepts.
4. **Development experience / portfolio:** Provide a description of past projects of a similar nature completed by the development team (up to 10 pages). For each project, include a description, its location, cost, completion date, and references. Emphasis should be on public/private projects commensurate with the Mill Street development opportunity, including demonstrated success working with multiple public entities, addressing environmental and other development issues, and obtaining approvals and funding/financing.
5. **Outline of anticipated project costs, financing and sources**, and preliminary proposed terms/requirements. Include the preliminary public/private finance plan (estimated project hard and soft costs, amount and sources of private investment and expected public participation).
6. **Proposed timeline for development**
7. **Resumes** of firm and lead team members, including description of the role each would have in the project.

The City of Ecorse may seek additional information upon receipt of a submission. This RFQ and responses should not be considered a legally binding agreement. Upon selection of a qualified development team, the City will enter into negotiations with the goal of entering into a mutually acceptable, legal development agreement.

### PROPOSAL FORMAT

A total of eight (8) hard copies plus one electronic pdf copy must be received no later than **Thursday, September 3, 2020 by 3:00 p.m.**

Proposals received after this deadline may not be considered. All costs incurred for RFQ proposal preparation, in-person interviews or negotiations shall be the responsibility of the proposing development team. Questions regarding specifications or handling of proposals shall be directed to Richard Marsh, City Administrator at (313) 386-2410, ext. 7047.

Proposals shall be delivered in a sealed envelope, to the City Clerk's office at the following address:

**City Clerk's Office: Mill Street RFQ**  
**City of Ecorse**  
**3869 West Jefferson Ave.**  
**Ecorse, MI 48229**

The electronic copy shall be sent to: [dhughes@ecorsemi.gov](mailto:dhughes@ecorsemi.gov)

## SELECTION CRITERIA

The City Selection Committee will evaluate each response to this RFQ on the basis of the development team's experience with an emphasis on success with similar projects, project concept and vision, demonstrated project and management success, economic benefits to and impact on the City, level of financial commitment and financial capability, the ability to bring the project to mutually beneficial completion, and other related factors that the City may determine.

The preferred team and project will excel in satisfying the preferred development elements described in this RFQ, create the best value and tax base for the City, will responsibly develop the site in a short timeframe, and which in the sole determination of the City is in the City's best interest and this RFQ.

## DEVELOPMENT AGREEMENT

Upon selection of a preferred developer, the City anticipates entering into negotiations with the goal of executing a development agreement. The legal development agreement will formalize the terms of the relationship between the public and private project participants; address time to allow for completion of due diligence activities; describe and refine the building and capital improvements program, the total development budget, the project timeline/phasing and projects approvals required to start construction, and public and private financial commitments; determine the responsibilities and obligations of each partner; and other aspects necessary to a successful endeavor.

## SCHEDULE FOR REVIEW AND SELECTION

The timeline for receipt and evaluation of proposals is anticipated to be as follows:

- **RFQ posted, questions period:** August 3 – September 2, 2020
- **Deadline for proposals:** September 3, 2020; 3:00 p.m.
- **Selection Committee evaluation and developer interviews:** September 9 – September 23, 2020
- **Finalist team notified:** September 25, 2020
- **Finalist presentation to Ecorse City Council:** October 6, 2020
- **City Council selects preferred developer for negotiations:** October 20, 2020
- **Negotiations to achieve development agreement:** October - December, 2020
- **Tentative date for City Council approval of development agreement:** December, 2020

The dates above are targets, and not intended to be legally binding. This RFQ does not obligate the City to select a development team if the responses, proposals, terms or other aspects aren't found to be acceptable, or for any other reason in the sole determination of the City. The City reserves the right to refuse consideration of any RFQ response which fails to include all the information required herein. The City shall not be responsible for reimbursement of any cost or damage incurred by an applicant in preparation of a response to this RFQ. An applicant may withdraw its proposal at any time by submitting a written request to the City, addressed to the Ecorse City Clerk and identifying the Mill Street RFQ.

## CONTACT / QUESTIONS

Questions may be directed to: Richard Marsh, City Administrator  
City of Ecorse  
3869 West Jefferson Ave.  
Ecorse, MI 48229  
[rmarsh@ecorsemi.gov](mailto:rmarsh@ecorsemi.gov) (313) 386-2410, ext. 7047

# RFQ Response Summary

## SUBMITTED BY:

Lead Contact Name: \_\_\_\_\_  
Formal Name of the Company or Team,  
& Form of Legal Organization: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_

## SUMMARY OF PROPOSED DEVELOPMENT

The RFQ and responses shall not be considered a legally binding document; the City of Ecorse anticipates that a selected development team will refine its proposal during the process of creating a development agreement between the parties. This summary is intended to be a starting point for comparison of each development team's fit to the site and City goals.

Proposed use(s) & development of the site: \_\_\_\_\_  
Sq. ft. of buildings (by use): \_\_\_\_\_  
Proposed purchase price: \_\_\_\_\_  
Estimated total development cost & dollars to  
be invested: \_\_\_\_\_  
Estimated number of jobs to be created or  
retained and average wage: \_\_\_\_\_  
Anticipated incentives required: \_\_\_\_\_  
Guarantees for completion: \_\_\_\_\_  
Due diligence period required (days): \_\_\_\_\_

## RESPONSE CONTENTS ATTACHED (SEE RFQ REQUIRED CONTENT ITEMS)

- 2. Letter of Interest (up to three pages)
- 3. Concept plans, renderings or examples of the development planned.
- 4. Development experience / portfolio (up to ten pages)
- 5. Outline of anticipated project costs, financing and sources of financing
- 6. Proposed timeline for development
- 7. Resumes

## SIGNATURE

Signature of Authorized Signer: \_\_\_\_\_  
Name and Title: \_\_\_\_\_  
Date submitted: \_\_\_\_\_