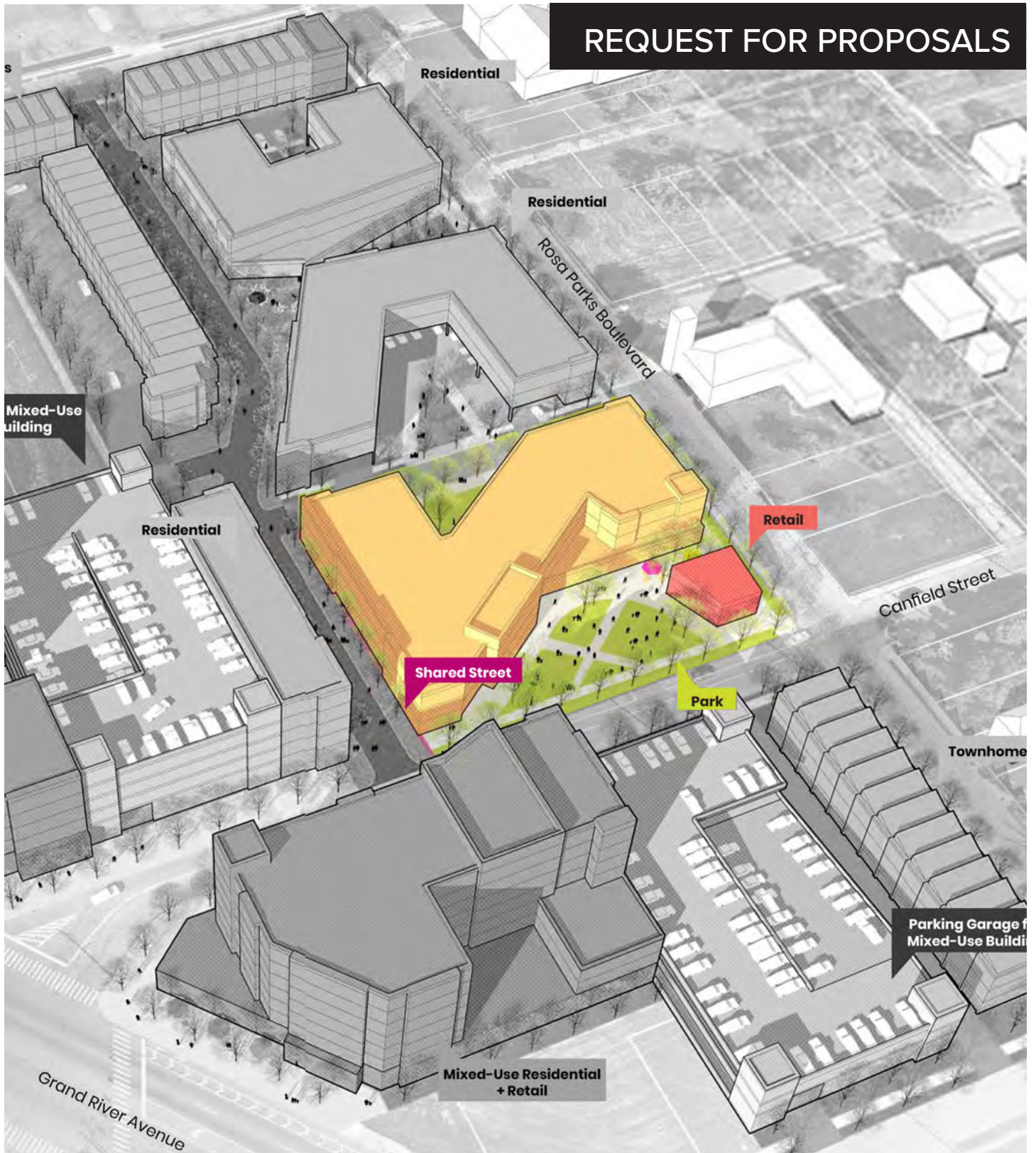


# REQUEST FOR PROPOSALS



## Expanding Housing Options in Woodbridge

### Block C3 - Multi-Family with Corner Retail

3.23.21



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# INTRODUCTION

Woodbridge Neighborhood Development (WND) and Cinnaire Solutions (CS) are seeking a qualified entity to develop a new mixed-income residential development (Block C3) with a stand alone commercial corner development that will be one of the first sites built in a larger development plan that includes Hancock School, a long-vacant former DPS middle school, and approximately 9 acres of vacant land that was once home to Wilbur Wright School/Detroit School of the Arts. An existing development agreement tied to the site requires a planned framework for redevelopment and prioritizes community-serving uses.

The site sits at the nexus of rapidly developing Corktown, Core City, Midtown, New Center, Northwest Goldberg and Southwest Detroit neighborhoods, and presents a unique opportunity for community-directed development and prioritization of local residents in contracts, housing, and other opportunities.

WND and CS worked with the design team of MKSK and Quinn Evans Architects, and engaged over 150 residents of Woodbridge and the surrounding neighborhoods, to create the Neighborhood Development and Design Guidelines for the site that were published in the spring of 2020. The entity awarded the site through this RFP process will work with CS and WND throughout the development process to ensure that it is in alignment with the needs of the community.

## **Vision: Prioritizing missing building types to maintain diversity**

Woodbridge was historically **ACCESSIBLE** to different kinds of people—students, DIYers, families, singles, everyone. The low-cost of entry and proximity to WSU, the cultural center, and downtown resulted in an eclecticism and diversity of residents that makes the neighborhood unique. The architecture of many homes—with spacious porches set close enough to the sidewalk to allow easy conversation with passersby—helps neighbors know one another.

Current new construction trends threaten this neighborhood character by offering one standard building type that does not meet the varied needs of a diverse

community at all stages of life, and does not facilitate community life.

We want to **CHALLENGE** this and **EXPAND** upon this historic accessibility to build new housing and commercial spaces that:

- Are more physically **ACCESSIBLE** than existing buildings, welcoming seniors and those with disabilities, and bringing people physically together in creative ways;
- Are **ATTAINABLE** to the largest number of people, thinking first about how people want to live (some without cars, some without lawns, some with more or less space) and priced accordingly;
- Are **SUSTAINABLE** environmentally, using the broadest possible thinking about green materials, site planning and layouts, and minimizing energy usage; and
- Are **FLEXIBLE**, providing larger or smaller commercial spaces that can quickly adapt to market demand and the evolving need for brick and mortar spaces.

We propose taking a cue from what has worked in this neighborhood for decades—its location and diversity—and adapt it to today.

## **Overall Strategy + Objectives**

The full 9 acres will be developed over the course of several years, with the construction of multiple sites occurring in each of three consecutive phases (refer to the Phasing Map on Page #6 of this RFP for more information). This site, Block C3, is part of Phase I which also includes Block B South. The WND and CS team reserves the right to alter the phases based on future circumstances and opportunities, City of Detroit initiatives, and other influencing factors.

The selected developer will work with WND, CS and the community to develop Block C3 as part of a new mixed-use, mixed-income development that: 1) serves as an example for future housing typologies including “missing middle” and a combination of for-sale and for-rent products; 2) integrates open space; 3) addresses multi-modal transit options and creative parking solutions; and 4) incorporates green storm water strategies.

## Scoring Criteria

WND and Cinnaire Solutions have a shared mission of creating inclusive and meaningful projects that support the neighborhood's vision. As such, scoring criteria will include:

### AFFORDABILITY

The ownership team prioritizes creation of the widest range of housing options in this new mixed-income development. As such affordability must be considered in all proposals, both as a percentage of rental units and intrinsic to the design of new smaller, more energy-efficient homes. Per the City of Detroit's Inclusionary Housing Guidelines for new development, 20% of new units shall be reserved for individuals or families earning at or below 80% of Area Median Income. Beyond this minimum threshold, preference will be given to proposals that:

- Target some units at 60% and below AMI (rental rates may be adjusted for market);
- Prioritize the goal of "affordable living" to include factors beyond rents, including energy use, flexible/adaptable space, and inclusion of amenities like bike infrastructure and common spaces; and/or
- Otherwise demonstrate innovation and focus around saving costs for the tenant/homebuyer.

Winning proposals will include goals articulated regarding the opportunities to be more accessible, more attainable, more sustainable, and/or more flexible and include strategies to achieve those goals.

### EQUITABLE DEVELOPMENT

The ownership team supports the inclusion of Detroit-based, minority, and traditionally underrepresented partners in all aspects of the development process - including architecture, engineering, construction, and investment. We particularly invite participation from those developers active in the immediate area and throughout the neighborhoods of Detroit. Scoring will consider the overall approach to equitable development in the proposal and demonstration to a shared vision recognizing Detroit's rich talent and opportunities for inclusion at all levels.

WND and Cinnaire Solutions embrace the principles of equitable and inclusive community development. Several Detroit market programs focus on building capacity and increasing access to capital for emerging developers of color and women led development companies. In 2020, Cinnaire launched its Women Developers Initiative. With this Initiative, Cinnaire has established mentoring relationships with 5 developers of the initial cohort and have increased access to resources to help cohort participants accelerate their companies' growth.

Similar programs seeking to advance equitable and inclusive community development include Capital Impact Partners Equitable Development Initiative and Building Community Value - Better Buildings, Better Blocks.

Interested responders are encouraged to consider joint-venture or mentor-venture opportunities with developers who have completed or are participating in these programs. To learn more about these programs and eligible companies, responders may contact:

Cinnnaire:

- <https://cinnnaire.com/partners/other-services/developer-solutions/>
- As this is a new initiative, please reach out to Lucius Vassar for more information: Lucius Vassar, Detroit Market Leader at lvassar@cinnnaire.com

Capital Impact Partners:

- <https://www.capitalimpact.org/what/capacity-building/equitable-development-initiative/>
- Elizabeth Luther, Detroit Program Director at eluther@capitalimpact.org

Building Community Value:

- <https://www.bcvdetroit.org/resources>
- Chase L. Cantrell, Executive Director at chase.cantrell@bcvdetroit.org

In furtherance of our shared mission and at our sole discretion, WND and CS reserve the opportunity to provide additional consideration for responding proposals that include participating developers of any of the aforementioned programs.

### COMMUNITY ENGAGEMENT

Bidders should describe how they plan to share and engage with nearby residents and other stakeholders as their plans move forward. Woodbridge Neighborhood Development is available to assist with stakeholder identification and resident communication/outreach as necessary.

### Team Information

Woodbridge Neighborhood Development (WND) is a community-based nonprofit development corporation serving the Woodbridge neighborhood since 2002. The majority of the Board of Directors and staff are residents of the neighborhood—many long-term—who share a deep commitment to and knowledge of community history and priorities and bring a range of professional skills to the table.

The WND was established to address housing and community development needs of the neighborhood, including home repair, renovation, and new construction; infrastructure and public safety; community organizing;



and parks programming. In 2017 the Board of Directors adopted a new vision and values statement to guide its work over the next three years. The values of Diversity, Equity, and Inclusion; Connectedness; Authenticity; Vibrancy; and Healthy Lifestyles were selected to guide all community development and engagement activities.

Cinnaire Solutions (CS) is the real estate development division at Cinnaire, a Community Development Financial Institution. We are a skilled and trusted partner that brings to the table the experience and capabilities to address the most challenging housing and economic development

opportunities. Our team of experienced professionals merge exceptional capacity, knowledge, and resources — including the full range of Cinnaire services, technical expertise, and financial tools— with our partners' vision and human context to bring transformative development projects to life. Whether it's design and planning, deal structuring, site selection, or any other aspect of the financing and development process, CS has the people and tools to solve the problems and surmount challenges. CS's areas of expertise include historic adaptive reuse; acquisition and rehabilitation; mixed-use development; non-profit facilities; technical consultation; market-rate development serving targeted populations; and others.

## PROPERTY OVERVIEW

### 9-Acre Development Plan Overview

The overall development plan for the 9-acre vacant site North and South of Canfield Street is envisioned as a walkable and vibrant destination within Woodbridge. The concept creates a mixed-use edge along Grand River Avenue that steps down in height and transitions to residential uses as it approaches the neighborhood. A new north-south connection between Forest Avenue and Canfield Street has the potential to become a walkable shared street that fronts new development and serves as a public space amenity. New parks, plazas and linear greens are vital components that frame new buildings and become gathering areas for new and existing residents alike. Respondents to address solely Block B North, keeping in mind its integration into the overall scheme.

Market conditions are described in Section 3 (pages 28-31) of the Woodbridge Neighborhood Development & Design Guidelines document published April 2020. Please note that interested developers should pursue their own market study for updated information.

Please visit the following link to view the Woodbridge Neighborhood Development and Design Guidelines: <https://www.woodbridgendc.org/guidelines>

### Block C3

The development site is located at the intersection of Rosa Parks Boulevard and Forest Avenue. Property information below:

Location:	Rosa Parks Blvd. & Forest Ave.
County:	Wayne
Zoning:	The Property is currently zoned R3 and R2 and will require rezoning. WND and Cinnaire Solutions will be working with the city to rezone the property SD1.

Land Size:	Apprx. 66,653 sf
Expected Sales Price:	\$550,000

Parcel recombination and splits will be the responsibility of the requestor and are underway. They will be completed prior to closing.

#### Property Features:

- Property borders both Woodbridge and Core City
- Aligned along two emerging commercial corridors
- One mile from new Ford Corktown Campus, 1.5 miles from the center of the CBD, ¾ mile from the heart of Midtown, 1 mile from the expanded Henry Ford Health System campus
- 10 minute walk to Scripps Park
- Located along existing bus routes
- Less than 10 minute walk to MoGo station
- Please see pages 14 and 15 for additional investment and amenities map

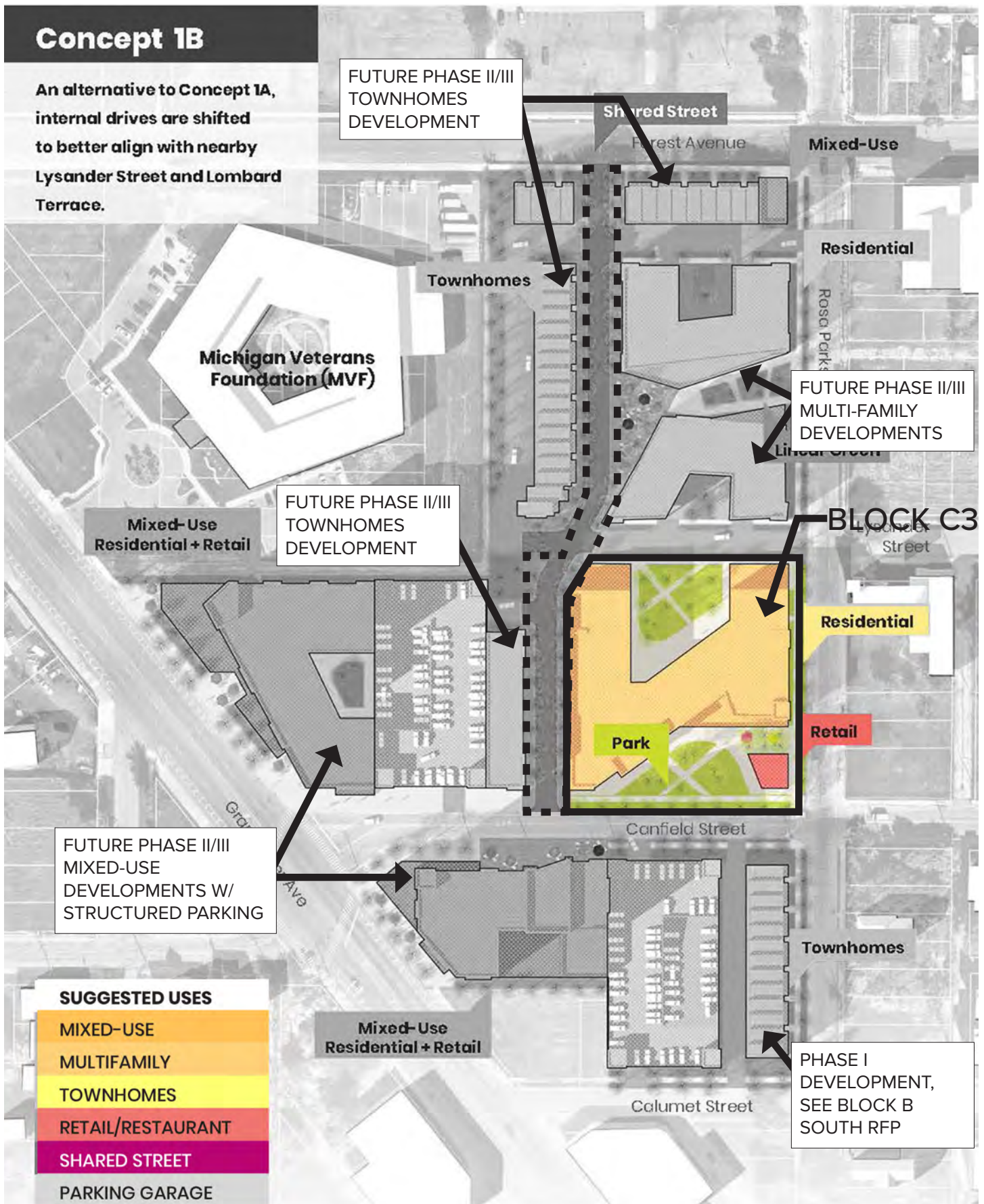
#### Housing Typology:

Block C3 is envisioned to be a multifamily development with a stand alone commercial development on Canfield Street and Rosa Parks Blvd. Please note that the proposed shared street adjacent to C3 and running along the entire development will be developed by others. The shared street will serve pedestrians, cyclists and vehicles. Winning developer will need to incorporate access to the shared street.

# PHASE I DEVELOPMENTS

## Concept 1B

An alternative to Concept 1A, internal drives are shifted to better align with nearby Lysander Street and Lombard Terrace.

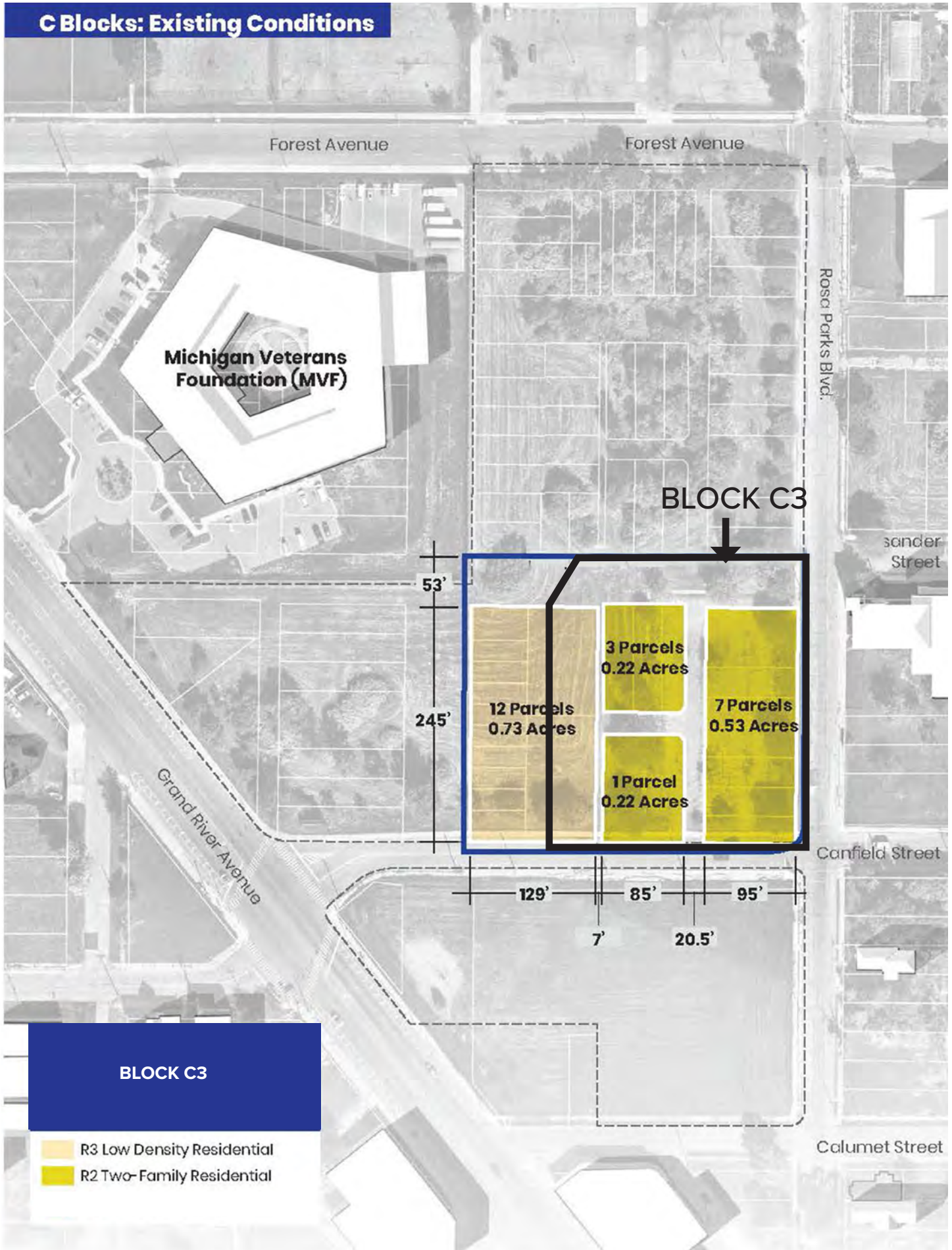




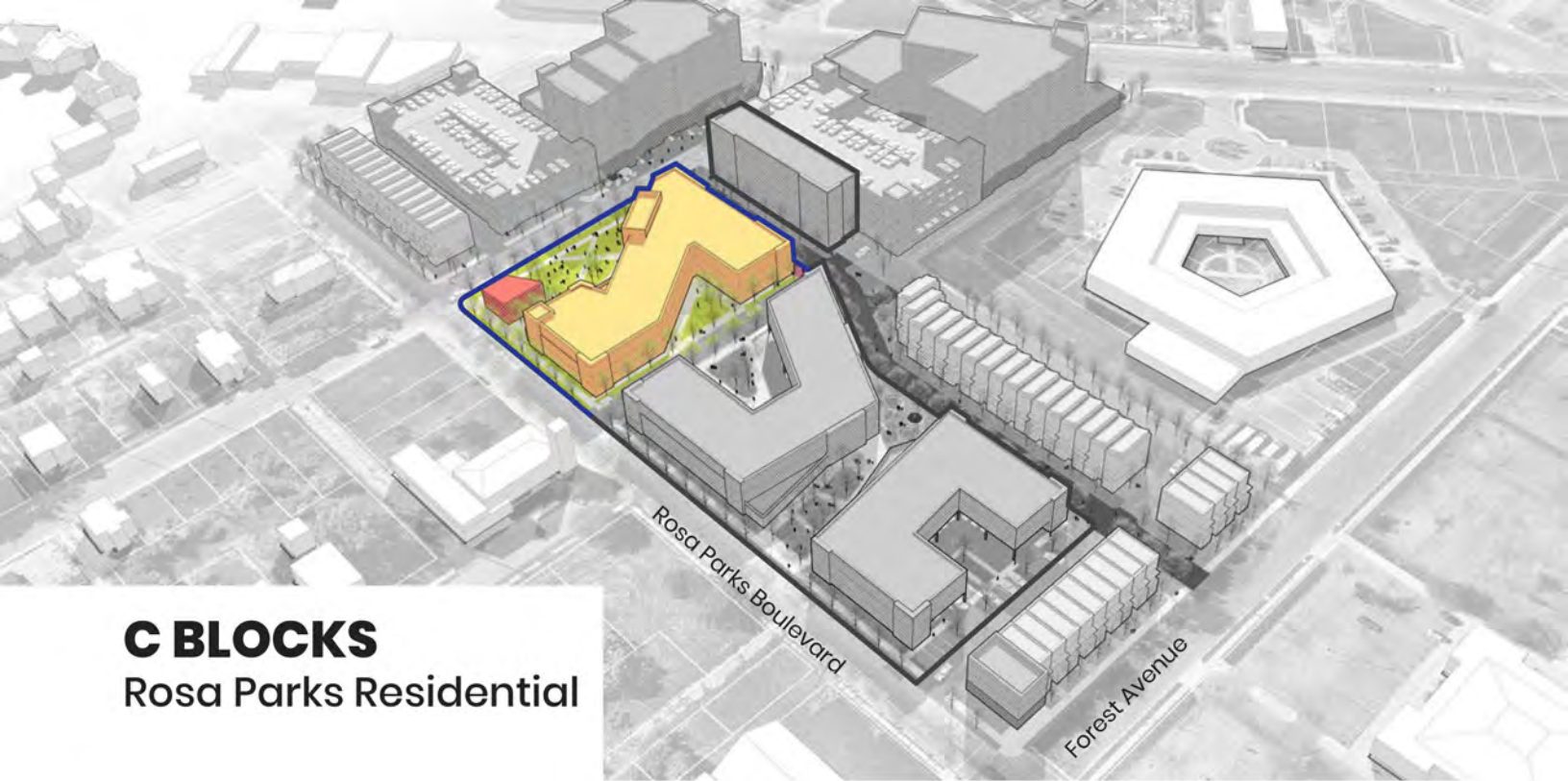
## Existing Conditions



## C Blocks: Existing Conditions







# C BLOCKS

## Rosa Parks Residential

### Placement

#### Building and Structure Setbacks

Front (Residential)	5' Min/20' Max
Front (Non-Residential)	0' Min/10' Max.
Side Street	5' Min./15' Max.
Side Interior	5' Min./15' Max.
Rear	10' Min.

*Note: Maximum setbacks for Front and Side Street when justified.*

### Height

#### Building Height

Residential Buildings on Rosa Parks Boulevard	45' Max.
Residential Buildings on Canfield Street	60' Max

**Note: Where the Development Standards may differ from the Detroit Zoning Ordinance, the stricter standards shall apply. Exemptions will be made on Development Standards on a case by case basis. Any exemption sought from the Zoning Ordinance would be reviewed by the City of Detroit.**

### Parking

#### Location of Parking

Front Yard	Not Permitted
Corner Yard	Not Permitted
Side Yard	Permitted
Rear Yard	Permitted

*Note 1: Access to parking should be located off of Canfield Street and alleyways from Rosa Parks Boulevard.*  
*Note 2: No more than 20% of the block length of the circulation network within the project is faced directly by garage and service bay openings. Alleys may be omitted from the calculations.*

### Landscape

#### Street Trees

Front	15' Min. Height 3" Min. Caliper
Side Street	15' Min. Height 3" Min. Caliper
Side Interior	Suggested
Rear	Suggested
Spacing	35' - 50' on center

*Note 1: Diversity of street tree species is encouraged and proper spacing of trees is dependent upon tree type selection.*  
*Note 2: Ensure that planting details are not considered invasive to the project. Provide trees along at least 60% of the total planned block length within the project.*

### Activation

#### Primary Facade Transparency: Residential

Ground Story	25% Min.
Upper Story	25% Min.

#### Primary Facade Transparency: Non-Residential

Ground Story	60% Min.
Upper Story*	30% Min.

*Note: If a façade extends along a sidewalk, no more than 40% of its length or 50 feet, whichever is less, is blank (without doors or windows).*

#### Pedestrian Access

Front	Required
Side Street	Required
Side Interior	Required
Rear	Not Required

*Note: Continuous sidewalks are provided along both sides of the block length. New sidewalks must be at least 8 feet wide on retail or mixed-use blocks and at least 4 feet wide on all other blocks*

# NEIGHBORHOOD OVERVIEW

## Our History: Old settlement patterns worked and can be adapted for the future

The history of development in Woodbridge followed a familiar arc of rapid early 20th century growth, mid-century decline/disinvestment, and more recent redevelopment. Along the way, particular elements—like proximity to the university and downtown and the ability to transform large homes into income properties—created the unique neighborhood we know and appreciate today.

Most of the neighborhood's single-family homes were constructed between the 1870's and 1920. Various housing typologies were built for the wealthy, middle class and working class residents; everything from large, ornate brick Italianate houses to small wooden workers' cottages. Churches, schools and social clubs were constructed to serve the growing population, along with the commercial corridor along Grand River and the industrial buildings in the north of the neighborhood.

In response to Detroit's population growth in the 1920's, large apartment buildings were built along Lincoln and Commonwealth to house middle and working class; in some cases single family homes were demolished to make way for these new buildings. Some of the neighborhood's wealthier residents moved out and into larger, newer houses in Boston-Edison and Indian Village. They were quickly replaced by middle class residents, attracted by the neighborhood's good housing stock and proximity to downtown.

Auto industry growth and the explosive growth of the defense industry led to increased density and population diversity in Detroit and in Woodbridge during World War II. Homeowners responded to the influx of residents by taking in boarders, and some of the housing stock was converted to multi-family apartments and boarding houses.

From the 1950's – 1970's, disinvestment and urban renewal projects had a devastating impact on the neighborhood's housing stock. Portions of the neighborhood were demolished to make way for Wayne State University expansion, construction of the Lodge Freeway, the Jeffries Homes public housing complex and other projects. Notably, the Detroit Public Schools cleared all of the land located between Rosa Parks Boulevard to the east, West Forest Avenue to the north, Grand River Avenue to the west and Canfield Street to the south in the 1970's to form a superblock intended to be the site of a regional facility for high school sports serving a large portion of the City's

near west side. That land sits vacant today. During this same time, a rapid demographic change occurred as white residents moved out and Black residents began to move into the neighborhood in greater numbers.

During the 1980's and 1990's, the aging housing stock's condition deteriorated and some homes were abandoned. This created opportunity for middle class residents to buy homes for very low prices and renovate them, or potentially buy an additional home as a rental property. Student rentals were in demand; rental income from students were important to the stability of the neighborhood's housing stock, which continues to be the case today.

The neighborhood has seen an uptick in investment over the past 10 – 15 years. The construction of Woodbridge Estates on the site of the Jeffries housing project was a transformational development in terms of adding significant new housing stock. People moving back to Detroit or into Detroit for the first time are buying homes and improving them; Woodbridge is a major beneficiary due to its desirable location and attractive housing stock. Most recently, Woodbridge is experiencing new infill construction and some larger 1 -2 acre new townhome/condo developments on formerly vacant sites. At the same time, housing prices and rentals are moving away from attainability for the middle class.

Instead of extending the trend toward unaffordability, a project like this creates the opportunity to stem this tide. Neighborhood history shows that for generations, Woodbridge has been accessible to many people, at different stages of life, and at different income levels. Any new development in the neighborhood should respond to this history. It should provide a wide variety of housing that is attainable to individuals at various income levels. It should be available to renters, homeowners and the hybrid owner/landlord. New development should also provide modern amenities that are difficult to find in 100 year old housing stock; addressing accessibility for disabled and senior residents, reflecting the efficiencies of modern materials and appliances, and the environmental impact of materials and landscape. The new part of Woodbridge should retain the essence of the existing neighborhood in an updated, thoughtful way. Connecting the new to the old is what current residents desire, and is what will attract new residents to Woodbridge.



# SUBMISSION REQUIREMENTS

Development teams may submit separate proposals for the two Phase One RFPs released.

Successful respondents will:

- 1) Demonstrate ability to deliver quality projects on time as well as significant residential and mixed-use experience in the completion of quality projects.
- 2) Provide clear understanding of the Team's vision for the site.
- 3) Provide a mixed-income proposal that incorporates affordability beyond the minimum requirements set by the City.

Please note that WND and CS reserve the opportunity to participate in a partnership with a responding developer in order to support emerging developers and under-represented groups to further their shared vision.

Proposals shall not exceed twenty (20) double-sided pages in length (not including cover page). Resumes may be included at the end of the document and not subject to the twenty page limitation. Each section of the proposal should include the appropriate headings. To be considered responsive to this RFP, submittals must include the following sections:

## Section 1: Project Description

Provide a narrative approach to project understanding, including unit mix breakdown and proposed affordability. Address how the proposal meets the RFPs objectives on sustainable, attainable, accessible and flexible development, and is inclusive of community engagement.

## Section 2: Site Plans

Provide a conceptual site plan that incorporates any open space and parking. The conceptual designs included in this RFP are to be used as a guiding tool in the submission process.

## Section 3: Timeline

Provide an anticipated timeline including planning, community engagement, design, approvals, financing, construction and operations. Assume a start date for initial planning of July 2021.

## Section 4: Project Financials

Describe your and/or project sponsors financial capacity and experience doing this type of development.

Provide preliminary project financials including a development budget, and a ten-year pro forma (operating budget). Include types of financing expected and anticipated timeline to assemble the financial commitments.

Winning proposal will be contingent upon the winning developer/development entity's capability to secure assumed financing.

## Section 5: Local Hiring

WND and Cinnaire Solutions are committed to growing local talent in Detroit. Provide a strategy that addresses local hiring and any past experience in meeting this objective. Engaging local talent includes but is not limited to: professional services, trades, and developers.

## Section 6: Relevant Experience

Provide project descriptions of other similar residential and mixed-use projects. Include completion dates, project highlights and supporting documentation.

## Section 7: Team Members

Describe the role of all key individuals and third-party service providers and their responsibilities including relevant experiences. Include an organizational chart of the development team with individual who is responsible for day-to-day development activities for the project.

# SUBMISSION EVALUATION, PROCESS AND TIMELINE

All proposals must be submitted via email by 5 pm EST on May 7, 2021.

A single person of contact for the proposal should also be specified by name, title, and phone number. The successful respondent will be notified within a reasonable time after review of all timely submitted proposals. Respondents who are not chosen will receive a notification of the same.

Selection of the winning entity will occur on or around the week of June 15, 2021.

Please submit all questions and proposals to:  
[rfp@cinnaire.com](mailto:rfp@cinnaire.com)

Woodbridge Neighborhood Development and Cinnaire Solutions reserve the right to reject any and all proposals and to select the proposal they deem is in the best interest of the organizations.

## Process and Timeline

Release Date:	March 23, 2021
RFI's/Questions Deadline	April 9, 2021
RFI/s/Questions Answered	April 16, 2021
Proposal Submission Deadline:	May 7, 2021
Shortlist Interviews:	May 17-28, 2021
Final Selection:	No later than June 15, 2021

Submissions must be made electronically in an 8.5x11 (no larger than 11 x 17) PDF format via email to:  
[rfp@cinnaire.com](mailto:rfp@cinnaire.com)

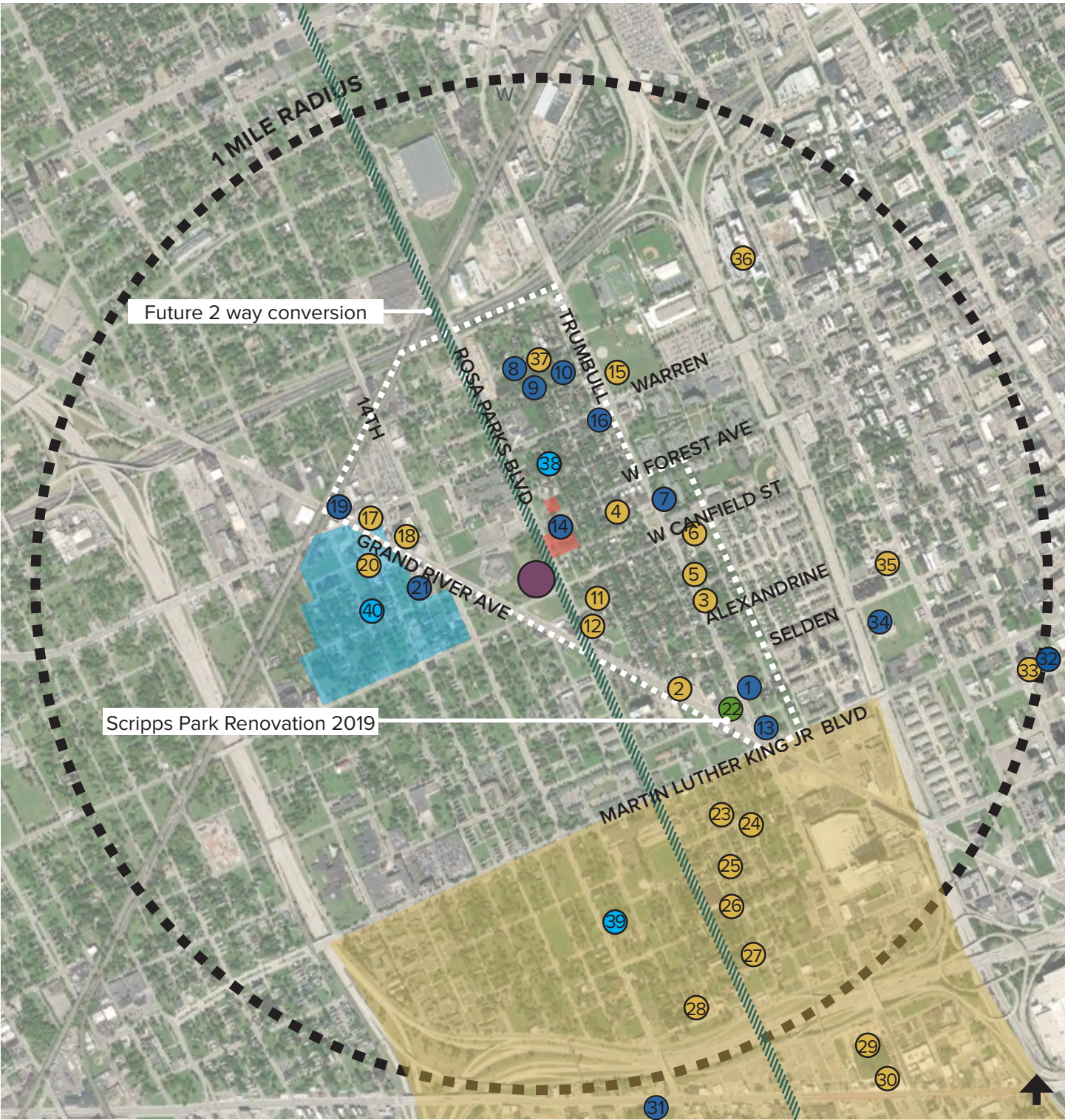






# INVESTMENT MAP

- Current Private Investment
- Future Private Investment
- City Investment
- Block C3

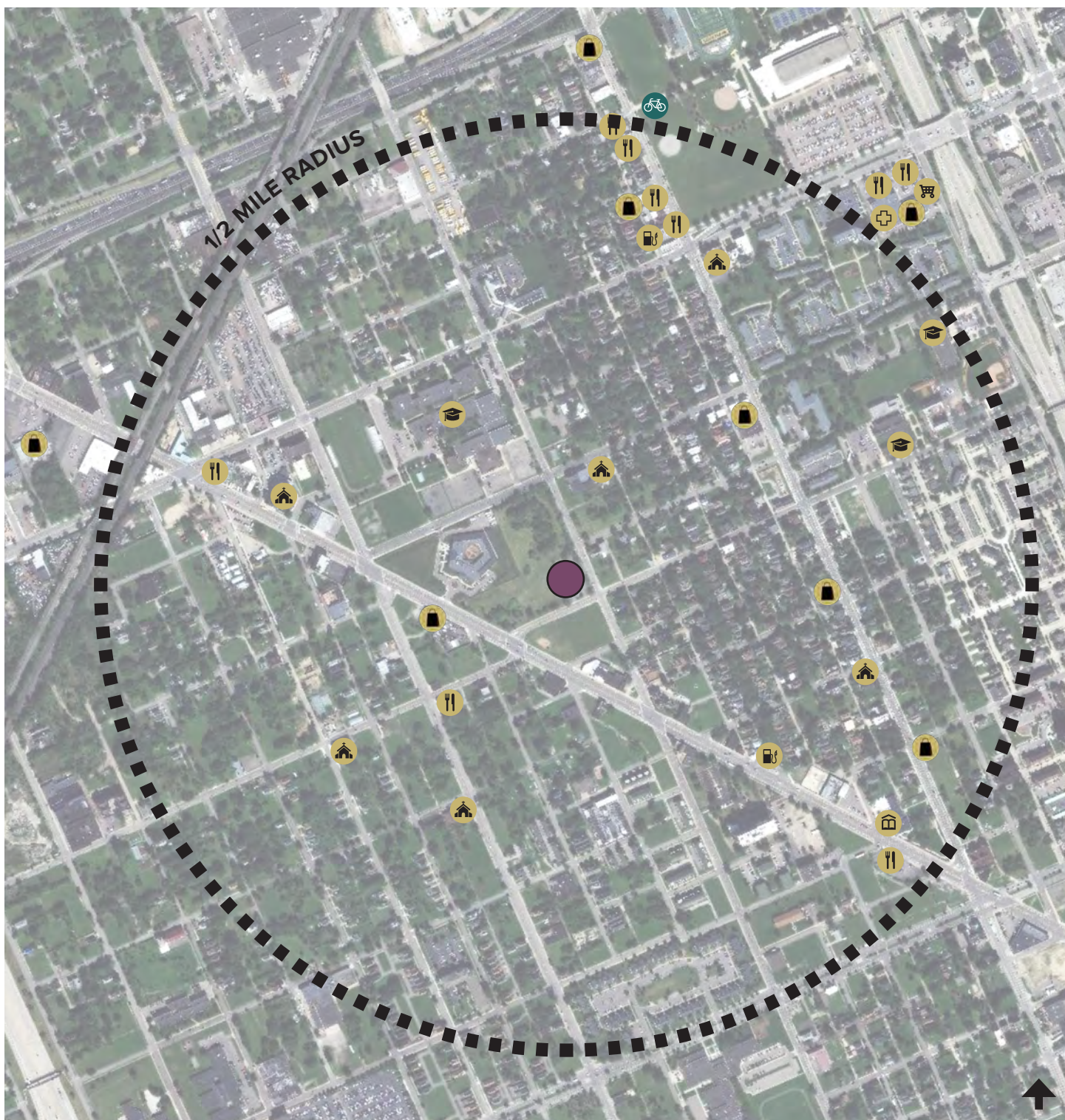




	Address	Description
1	3700 Trumbull	New construction of 64 for-sale townhomes
2	3820 Grand River	New construction of a mixed-use development with 30 rental units and 5,000 sq ft of commercial space
3	4114 - 4116 Trumbull	Rehab/conversion to three for-sale condominiums
4	4530 Commonwealth	New construction of three for-sale condominiums
5	4130 Trumbull	New construction of six for-sale condominiums
6	Lincoln & Canfield	New construction of twelve for-sale townhomes
7	4500 Trumbull	Rehab of 53-unit low-income senior apartments plus new construction of mixed-income, mixed-use buildings with 80 rental units and 7,500 sq ft of commercial space
8	1727 Merrick	New construction of 23 for-sale townhomes
9	1704 Putnam	New construction of a four unit rental building
10	1546 - 1552 Putnam	New construction of a six unit rental building
11	4301 Avery	Rehab/conversion to two for-sale condominiums
12	1786 West Willis	New construction of six for-sale condominiums
13	3530 Grand River	Rehab of commercial property
14	1775 West Forest	Rehab of mixed use event space
15	1302 West Warren	New construction of Wayne State University basketball arena
16	4843 - 4867 Trumbull	New construction of 34 unit rental building
17	4884 Grand River Ave	Rehab of commercial property
18	4842 Grand River Ave	Rehab of commercial property
19	5000 Grand River Ave	Rehab of commercial property
20	4711 16th St	New residential construction
21	4731 Grand River Ave	Rehab of commercial property
22	Scripps Park	City of Detroit \$650,000 park investment
23	3303 Cochrane St	New construction of 11 townhomes
24	North Corktown	New single family home
25	North Corktown	New single family home
26	North Corktown	New single family home
27	North Corktown	New single family home
28	2606 Huron St	New construction of 14 townhomes
29	1507 W Fisher Fwy	New construction of 34 townhomes
30	1620 Michigan Ave	New construction mixed use
31	2001 15th St	Rehab mixed use
32	444 Peterboro St	New construction mixed use
33	474 Peterboro St	New construction- food court, art gallery
34	4118 John C Lodge Service Dr	New construction mixed use
35	3920 4th St	New construction of 14 ecohomes
36	5235 Anthony Wayne Dr	New construction of student housing
37	1633 Merrick	Rehab of a two unit rental building
38	Rosa Parks and Forest	Detroit Land Bank Development Opportunity
39	North Corktown Choice Neighborhoods	City of Detroit Choice Neighborhoods Initiative
40	Warren and Grand River	Prince Concepts has a development agreement with DLBA for many of the properties in this area

# AMENITIES MAP

- |                          |                                  |
|--------------------------|----------------------------------|
| Restaurants/Coffee shops | Commercial                       |
| Pharmacy                 | Religious Institutions           |
| Grocery Store            | Gas Station or Convenience Store |
| Schools                  | Block C3                         |
| Library                  | MoGo Station                     |





# SITE PHOTOGRAPHS



Corner of Canfield and Rosa Parks Blvd



Canfield Street facing Block C3