



DOWNTOWN DEVELOPMENT AUTHORITY

Park District Proposal Review Team

**Park District
Proposal Review Team**

William Mansfield
Douglas Jester
Julie Jones Fisk
Konrad Hittner
Tricia Foster
Ken Szymusiak
Steve Troost
Pat Wolf
George Lahanas
Mary Haskell
Todd Sneathen
Tim Dempsey
Tim McCaffrey
Darcy Schmitt
Tom Yeadon
Lori Mullins

Staff Support

Terri Soliday

City of East Lansing
DEPARTMENT OF
PLANNING &
COMMUNITY
DEVELOPMENT
410 Abbot Road
East Lansing, MI 48823

(517) 319-6930

www.cityofeastlansing.com

Agenda

March 7, 2013

3:30 PM

Court Room 2

54-B District Court

101 Linden Street

1. Welcome and Introductions
2. Appointment of Chairperson
3. Written Communications
4. Consideration of Proposed Review Process
5. Discussion of RFQP and Review Criteria
6. Discussion of questions to be asked of RFQP respondents
7. Discussion of future meeting dates and times
8. Public Comment
9. Adjournment

Proposed Park District Proposal Review Process – March 1, 2013

Draft for review by the Park District Proposal Review Team

1. Proposals received – February 8, 2013
2. Proposals posted on website – February 8, 2013
3. Review Committee appointed by the DDA – February 28, 2013
4. Request that Review Team submits questions to be posed to the RFQP respondents in order to fully understand the proposals and accurately evaluate them.
5. Review Team Meeting #1, March 7, 2013 at 3:30 PM, Court Room 2, 101 Linden Street
6. Staff forwards questions to the RFQP respondents and requests answers by second meeting
7. Review Team Meeting #2, March 27 at 4:00 PM, Court Room 2, 101 Linden Street
 - a. Review Qualifications using Qualifications Criteria Matrix
 - i. Are all elements of required proposal content included in proposal? Yes or No. The committee will discuss what omissions would result in being disqualified from further evaluation.
 - ii. *Has the development group had experience completing projects of the complexity and significance of what is envisioned for this site? Yes or No, and if yes, score the quality of the completed project and the development group's level of involvement on a scale of 1-10.*
 - iii. *Qualifications, financial capacity and track record of key personnel and development entity.* Every reviewer should give each proposal a score between 1-10 based upon the general information included in the proposal, but the proposals that appear to be most qualified will be included in a more thorough review of their financial history by a subcommittee of the review committee.
 - iv. *Access to sufficient capital to complete the project as conceptually proposed as well as reasonable estimates of project costs and sources and uses of funds.* The criteria will only be scored by the subcommittee that reviews the financial capacity of the most qualified proposals.
 - v. *Experience Implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.* Score from 1-10 based on demonstrated quality of experience.
 - vi. *Proven experience conducting community input/visioning sessions and/or design charrettes.* Score from 1-10 based on the demonstrated quality of experience.
 - vii. *History of utilizing high-quality design and materials in past projects.* Score from 1-10 based on the demonstrated quality of experience.
 - b. Determine development entities to be reviewed by financial review subcommittee.

8. Review Team Meeting #3 – Week of April 8, 2013
 - a. Report from financial review subcommittee
 - b. Determine the most qualified development groups to be further considered
 - c. Review of Proposal Criteria Matrix
 - i. *Proposal clearly integrates stated preferences of the community.* Score from 1-10 based on how well the reviewer believes the proposal responds to the community preferences.
 - ii. *Demonstration of a sustainable plan to bring new business into the project which will be assets in terms of providing jobs and services to our community.* Score from 1-10 based on how well the reviewer believes the proposal demonstrates a plan to attract or integrate complimentary businesses.
 - iii. *Provide a plan to expand green space into public areas including streetscape and plaza spaces.* Score from 1-10 based on how well the reviewer believes that the proposal demonstrates a plan to expand green space.
 - d. Discuss the potential need for additional information and/or interviews.
9. Review Team Meeting #4 – Week of April 15, 2013
 - a. Discuss additional information if requested.
 - b. Interview development groups if requested.
 - c. Discuss recommendation to City Council. It is anticipated that the review team will provide City Council with up to three development groups to consider. If the review team believes that there are no acceptable proposals then the review team may recommend a different process for moving forward.
10. Review Team Meeting #5 – If necessary
 - a. Finalize recommendation to City Council.

Please Note:

The Committee reserves the right to alter this process as deemed necessary, including additional meetings where needed. All meetings of the review committee will be open to the public and include an opportunity for public input.

The financial review team is anticipated to include the City Attorney and Director of the Finance Department.

Park District Proposal Review Team Members

Appointed by DDA on February 28, 2013

Bill Mansfield – Downtown Development Authority (DDA) Chair

Douglas Jester – Downtown Management Board Chair, DDA Vice Chair and Downtown Resident

Julie Jones Fisk – Planning Commission Member

Konrad Hittner – Transportation Commission Chair

TBD – Historic District Member

TBD – Council of Neighborhood Presidents Member

Tricia Foster – CBRE

Steve Troost – MSU

Ken Szymusiak - LEAP

George Lahanas – City Manager

Tim Dempsey – Director of Planning, Building and Development

Tim McCaffrey – Director of Parks, Recreation and Arts

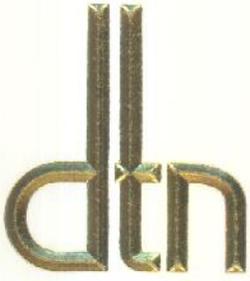
Mary Haskell – Director of Finance

Tom Yeadon – City Attorney

Darcy Schmitt – Planning and Zoning Administrator

Todd Sneathen – Director of Public Works and Environmental Services

Lori Mullins – Community and Economic Development Administrator



MANAGEMENT CO.
March 1, 2013

City of East Lansing
Lori Mullins, Community and Economic Development Administrator
Park District RFP Review Team
City of East Lansing
410 Abbot Road
East Lansing, MI 48823

Ms. Mullins and the Park District Review Team,

For the sake of timely disclosure, please be advised that after lengthy negotiations, DTN Management Co. has been unsuccessful in finalizing the terms with Strathmore to acquire their properties as part of the Park District RFQP. Even though these properties were outside of the scope of the East Lansing Park District RFQP, we had included these properties in our response as a potential grand plan with the assumption that we would be successful in acquiring the Strathmore properties.

DTN Management Co. hereby modifies its RFQP response to only include the East Lansing-owned properties located within the original scope of the Park District RFQP. Although this will significantly alter the overall layout and design and some of the larger elements will be eliminated, we believe many elements from our original proposal can still be included. Since the RFQP Review Team process is already underway, we will submit our revised conceptual design plans and assumptions as soon as they are available.

As a major local developer, owner and operator of residential, commercial and professional properties with over forty years of positive history in the Greater Lansing area and numerous recent projects and acquisitions within East Lansing and the Greater Lansing area, we sincerely hope the Park District RFQP Review Team will select DTN Management Co. as East Lansing's preferred partner to pursue redevelopment of the Park District area.

Although DTN Management Co.'s RFQP scope has changed; our ability to design, work with various stakeholder groups, finance and build projects of this magnitude has not. Due to our unique local knowledge and interactions and national reach for design, financing and construction, DTN Management Co. is the best partner East Lansing could choose to pursue the redevelopment of the Park District area.

Thank you again for your consideration and we look forward to working with East Lansing residents and city staff to develop the best sustainable project for the Park District area.

Sincerely,

A handwritten signature in black ink, appearing to read 'Colin Cronin', written over a white background.

Colin Cronin
DTN Management Co.

--AN OPEN LETTER TO EAST LANSING "PARKSIDE DEVELOPERS"-- February 10, 2013

There are many in East Lansing that have spent the past five-plus years in opposition to the Project Formerly Known as City Center II. I am one of those who has been "in the opposition" during this time.

Quite frankly, the parameters of "Parkside District" project that the City is proposing does little to allay our opposition. That is, many of the serious problems with the former project are simply repeated in this "new" proposal.

Some of these problems were outlined in the City's "Project Constraints." But, the City, ever the premier obfuscators, left out some very important "constraints." Let me provide further clarification of some of these.

First, is the problem of "public financing." The needed clarification here is that *any* Bonding proposal is subject to petition and referendum before any bonds can be sold.

Second, the sale of each and every of the seven parcels of city-owned property in the District is subject to a vote of the people --in fact, each of the seven sales needs a *60% approval* of voters, as set out in the City Charter.

Third, the City does mention that the demolition of the Historic Properties needs approval from the Historic District Commission, but they fail to mention that such a "Notice to Proceed" with demolition of Historic Properties issued by the HDC is subject to a court challenge.

Also, *any* attempt by the City to subvert the Public's rights under #1 or #2, above, will certainly be met with a court challenge (a court challenge under #3 is more or less a given).

I've applied a little "statistics and probabilities" analysis to the "best-case scenario" related to all three of the above concerns ("best-case" means the City will do everything in its power to *accommodate* voters's concerns, not *subvert* them).

In that *best-case scenario*, the odds of getting citizen/voter approval for all three concerns is about 1-in-2500. In the alternative --that is, the City continues to subvert the legally-mandated process of garnering voter approval-- the odds of success for *any developer* pulling this off drop to *near zero*.

So, a word to the wise developer: the only proposal that has any chance of gaining voter approval (and avoiding a court challenge) will have to meet the following criteria.

- No public funding for any purpose
- No public parking ramp
- No demolition of Historic Properties

If anyone is interested in reading the sordid history of the Project Formerly Known as City Center II that underlies our concerns, please go to Publicresponse.com (a search for me under "By Author" will get you started). In the alternative, email me with your questions --I'd be happy to clarify any issues raised by this "open letter."

Sincerely,



Phil Bellfy
phil.bellfy@gmail.com

>>> Phil Bellfy <phil.bellfy@gmail.com> 3/7/2013 11:15 AM >>>

George,

Those of us who have been fighting for responsible development downtown are very serious about the following (any one of which, if ignored, will result in a lawsuit --maybe the "City Attorney" can explain why these lawsuits are inevitable, if you ignore this list. And please note that there may be other elements we can add to the list, depending on how this unfolds):

No full-faith-and-credit bonding.

No publicly-funded parking garage.

No demolition of Historic Properties.

No sale of City property without a vote of the people (60% approval required).

I trust you will share this list with the Review committee this evening.

Phil Bellfy



March 6, 2013

Ms. Lori Mullins
Community and Economic Development Administer
City of East Lansing
410 Abbott Road
East Lansing, MI 48823

RE: REQUEST FOR PROPOSAL RESPONSE
February 8, 2013 Core Campus, LLC
Park District Planning Area

Please be advised that Core Campus withdraws the above reference response. We appreciate the opportunity to submit but have not been successful in reaching an agreement with the adjacent property owner. We have no further negotiations planned therefore the project has contemplated in our proposal will not be possible.

Thank you,

A handwritten signature in black ink, appearing to read "T. Harrington", with a stylized flourish at the end.

Thomas E. Harrington, Jr.

Terri Soliday - Comments on the Park District Proposal Process: For Distribution to All Committee Members

From: Eliot Singer <picaresquescholar@gmail.com>
To: <lmullin@cityofeastlansing.com>, George Lahanas <glahana@cityofeastlansi...>
Date: 3/6/2013 10:48 AM
Subject: Comments on the Park District Proposal Process: For Distribution to All Committee Members
CC: "Council@cityofeastlansing.com" <council@cityofeastlansing.com>, James C...

To: Park District Proposal Review Committee
From: Eliot Singer, 29-year East Lansing Resident and Taxpayer
Re: Park District Proposal Review Process

1) *To ask for proposals, when the fix is in, is illegal.* East Lansing already has a terrible reputation for cronyism, and the city does not need to face a lawsuit for a rigged RFQ/P process. There is ample circumstantial evidence to rouse suspicion.

It is unacceptable for a DDA member to be awarded a DDA project, especially one involving properties for which the DDA, using taxpayer-backed bonds, paid far more than they were worth.

City reformers will soon use ballot initiative, if Council does not act, to extend, and strengthen, conflict of interest provisions in the city charter to authorities and commissions. The selection of a Park District proposal should be done as if this reform were already in place.

2) One of the reasons for East Lansing's disastrous track record with public-private development has been its preference for favored local developers who lack the experience and capital to take on projects of the size and scope being proposed, making them especially vulnerable to anything but the most optimistic economic projections and construction schedules, and leading to changes in approved site plans and uses that are not in the public interest, as in the replacement of an intended "restaurant incubator" with a high alcohol content beer joint or owner-occupied condos for "empty-nesters" and "young professionals" with taxpayer-subsidized, high-priced, student rentals.

The draft RFQ/P allowed for anyone who had a \$10 million project on the drawing board, which is obviously a grossly inadequate qualification and was presumed to be a way of letting a favored, unqualified, local developer be selected. However, under pressure, the qualification was changed to having completed a \$10 million project. *That means there is no choice but to disqualify anyone who has yet to complete a \$10 million project as the developer of record.*

This appears to disqualify DTN, because planning for future large projects is not the same as having completed one. Anyway, the list of large DTN projects on the drawing board suggests a developer, with no history of successful large projects (or tall buildings), biting off more than it can chew.

Obviously, the developer whose name had to be identified through state LLC records and who is being represented by an architect who worked on another developer's projects, needs to be disqualified. I will leave it to others to figure out whether Core Campus has actually ever built a \$10 million project of its own -- I doubt it. The only ones that have clearly built \$10 million projects fully under their own auspices are: Capstone (the kind of student housing conglomerate East Lansing has always said it does not want), Lurvey-White, and of course, Carpenter, a world-class developer.

We may still have been unable to get city hall to disqualify for public-private projects any developer who

has a record of tax delinquencies, breaches of contract, foreclosures, or felony convictions -- again, this will be done by ballot initiative, if Council fails to act soon. However, in the interim, I doubt it is worth the political risk to award the RFQ/P (or any brownfield) to someone who not only has a record of tax delinquencies but had the hubris to sue, unsuccessfully, City Pulse for naming him, instead of his shell companies.

3) The 2012 DDR 10-K is now available, and I have been consulting with experts to figure out, as best we can, the mysteries of the Mountain Vista mezzanine loan and mortgage on the private City Center II properties. I have already shared documents with Mary Haskell.

The upshot is that some of the default has been written down on the DDR books, but there is still more than \$5.5 million being carried, and there is still about \$20 million in personal guarantees on the mortgage. Neither DDR/Mountain Vista, which still wants to recover as much of its bad loans as possible, nor the signatory on the mortgage and subject of the personal guarantees, has any reason to hurry into a sale or accept anything but an exorbitant sale price, if they can get it.

An added complexity is that a \$2.5 million "prior lien" is indicated on the latest 10-K that was not there last year. Perhaps it has something to do with the mortgage under foreclosure on the Big Bank building, but that is for far less, and the replaced Comerica mortgage was not indicated as a "prior lien" on previous 10-Ks.

As to the ROB, LLC, mortgage under foreclosure, Mountain Vista has an Affidavit of Interest on that property that forbids CADA Investment Group from disposing of it, so whatever happens, if and when the redemption period, recently changed to March 18, is over, new ownership would likely come under dispute.

There are a whole host of other liens, possible liens, and restrictions, some of which I have gone over on Public Response. *The bottom line is that any of the would-be suitors for the private City Center II properties, who have or would like to incorporate those into its Park District proposal, even if it has a purchase agreement with someone who has been subject to numerous breach of contract suits, will have a long row to hoe before obtaining free and clear title.* As one of my consultants, conversant with the shady side of finance, put it: "If I were the City of East Lansing, I wouldn't take anything less than a banker's box of settlement agreements, sales agreements, etc. as the minimum amount of proof that any bidder had anything concrete with the private parcels."

4) It appear East Lansing is moving toward allowing developers to build their own parking downtown, and the state's brownfield act now allows parking built by developers, not just municipalities, as a qualified expense. Unlike Lansing Township, for its Eastwood expansion project, East Lansing no longer has any diverted revenue earmarked for development to draw on to pay for debt service on new parking structures or infrastructure. Moreover, it is now politically impossible to issue bonds for the Park District (and illegal to use the existing "intent to bond," since this is not the same project or developer). Citizens can petition to force bonds on the ballot and, if necessary, are well organized, motivated, and will do so.

Some of the Park District proposals are based on the assumption that the city will provide bond-funded parking and infrastructure. We warned against giving this impression in the RFQ/P.

Developers who pass the \$10 million completed project qualification, who have submitted proposals involving bond-financed parking and infrastructure, should be invited to submit modified proposals with developer-financed parking and infrastructure, allowing for TIF reimbursement, if available after existing city debt has been paid.

Since a major concern is inadequate parking leading to illegal use of the Peoples Church lot, having the

developer pay for a gated lot system for the church should be considered. But it is time to give up on the idea that downtown East Lansing (or Lansing) needs to compete with the extent of parking associated with outlying residential and commercial districts. Real cities do not do that, and what parking there is in real cities commands a very high price.

5) I do not believe the citizens of East Lansing want a downtown consisting of taxpayer subsidized, high-priced, student rentals and a bar crawl. History shows, in East Lansing and elsewhere, once a developer gets its foot in the door, claiming it will build something citizens might want, it is given free reign to change to what is most profitable: in the current college town market typically high-priced student rentals, with bars or junk food establishments in commercial space.

We have to assume those with proposals who are strongly identified with student rentals -- DTN, Capstone, Core Campus -- will end up constructing student rentals, whatever they may say to get chosen. Is the city willing, or able (finally) to build restrictive covenants into development or brownfield agreements to force developers to abide by their original plans and stated intents?

The way to gain community support, as with the Red Cedar Golf Course redevelopment in Lansing, is with true community involvement -- not just a one-and-out charette, going through the motions of citizen input that subsequently is, for all intents and purposes, ignored. There is more to redevelopment than putting up new buildings with occupants and commercial space that will only further alienate East Lansing taxpayers and voters in the neighborhoods from downtown.

From: <avanant@cityofeastlansing.com>
To: <tsolida@cityofeastlansing.com>, <lmullin@cityofeastlansing.com>, <tdemp...>
Date: 10/11/2012 11:09 AM
Subject: New Form

Results From: New FormSubmitted By: Unauthenticated User IP: 192.203.222.68

Name:
David Shane

Address:
338 W Saginaw St, Unit 7, East Lansing, 48823

Email:
me@davidshane.name

Phone:

Comments:

I generally liked the Request, and think I even personally learned more about the city by reading it! I have a couple specific comments, but first I wanted to make one general comment - and that is just to say that one of the dangers in doing this much planning is that we will reject any proposal that doesn't seem to offer exactly what we want. So I just want to say that we should keep in mind that something is almost always better than nothing when it comes to development, and nothing is what we've had in some of this area for too long. So "no reasonable proposal should be refused", even if it isn't our dream proposal.

As to specifics,

1. I found the idea of an urban grocery store especially intriguing. I would love that.
2. I was happy to see that the city is willing to sell the properties to the developer. I guess I'm not comfortable with the fact that we're "in this business" in the first place.
3. I personally would not restrict proposals to developers with experience - or at least, let's make that qualification worth fewer points. You can be the new guy and have a great idea. This might be my relative youth coming out - you know that one of the frustrations graduating college students have is that it seems like *every* job they want to apply for requires experience!
4. I don't think LEED Certification should be a requirement at all, unless it's an issue of the city infrastructure not being able to handle a traditional building. Otherwise the LEED status of the building(s) should be something entirely left up to the developer, and not relevant in the consideration of the city.

From: <avanant@cityofeastlansing.com>
To: <lmullin@cityofeastlansing.com>
Date: 12/10/2012 9:56 AM
Subject: New Form

Results From: New FormSubmitted By: Unauthenticated User IP: 99.30.89.54

Name: Firas Joseph
email: fjoseph@detroitcontracting.com
companyName: Detroit Contracting, Inc.
comments: Re: Business Opportunities

Greetings:

I'd like to thank you giving us this opportunity to introduce our company, Detroit Contracting, Inc. We are a Detroit-based general contractor company that was found in 2000. As a "Woman Business Enterprise" certified business, we constantly strive to provide quality services with a tireless commitment to our clients in Wayne County and Metropolitan Detroit area.

Our mission is to provide our clients with a strong, responsive construction team that knows how to work together to get the job done correctly, on time, within budget and with pride. Since the first day of establishment, we have been successfully providing a wide variety of construction services to clients from different industries in different and unique projects. Our clients range from school districts to commercial developers, and utility providers. We proudly provide general contracting, design/build, and construction management services to our clients according to their needs.

We understand performance expectations, schedules and deadlines. We set high standards for ourselves. These standards provide the foundation on which our clients build. As a general contractor, our company has more than a decade of project expertise in several market segments. These market segments are including but not limited to: commercial, institutional, industrial, and infrastructure. Commitment to our projects, our customers, and delivering the best product possible are the ideals that have built us into a recognized construction leader. The most important component of our business is our customers and our pledge of unyielding commitment to provide a superior quality project.

Our construction management services team offer a complete range of services; overall planning, coordination, budgeting and control of a project from beginning to completion aimed at meeting our client's requirements in order to deliver a functionally and financially viable project.

Our various in-house capabilities allow us to deliver highly competitive, quality construction work. Our well trained workforce has shown exceptional ability in providing customer satisfaction and superior construction services. Quality craftsmanship and attention to detail go into each and every project. Our projects are consistently completed on time and within budget. We are proud to deliver a top quality, cost efficient and functional final project to our clients. As a company, we promise to pursue our mission of integrity and getting the job done safely, right with commitment, energy, and vision. We believe our team has the expertise required to assist in completing any project in a timely and cost effective manner. Our combined construction staff has experience in every phase of the construction industry. Attached please find a brief overview of our capabilities and past experiences.

On behalf of Detroit Contracting, Inc. and its staff , I thank you for your time and I look forward to discuss in greater detail our services, quality, and how we can be a part of your team.

Best Regards,

Firas Joseph

From: <avanant@cityofeastlansing.com>
To: <lmullin@cityofeastlansing.com>
Date: 2/8/2013 8:16 PM
Subject: New Form

Results From: New FormSubmitted By: Unauthenticated User IP: 68.60.98.234

Name: Christine
email: Root
companyName: East Lansing resident
comments: Thanks for this opportunity to keep in touch.

From: <avanant@cityofeastlansing.com>
To: <lmullin@cityofeastlansing.com>
Date: 2/8/2013 8:07 PM
Subject: New Form

Results From: New FormSubmitted By: Unauthenticated User IP: 76.247.136.31

Name:
Betty Nocera

email:
bjnocera@gmail.com

companyName:

comments:
Whichever proposal is undertaken in the final analysis, it is hoped that adequate housing for alumni and 'baby boomers' will be addressed. With The Residences and the Lofts now under construction and geared towards students, both graduate and undergraduate, there does exist a need for rentals or condos available for the more mature market which would bring long term commitment and assets to be used at local businesses to the city of East Lansing, supported by the inherent devotion to MSU. It is hoped that the mixed use facilities will not ignore this valuable market segment.

From: <lmullin@cityofeastlansing.com>
To: <lmullin@cityofeastlansing.com>
Date: 2/26/2013 9:32 PM
Subject: New Form

Results From: New FormSubmitted By: Unauthenticated User IP: 68.43.116.68

Name:

Eldridge

email:

kklifman@hotmail.com

ReceiveEmail:

Yes

comments:

I am just writing to express my support for development of this area. And also to emphasize that, although I understand there is a long list of due diligence that must be done to do things right, many members of the local community are very anxious to see some action very soon. I have lived in East Lansing for 7 years and I have to drive past these run down buildings at least twice a day on my commute to work/daycare and etc. Everytime I look at the ugly intersection of Grand River and Abott I get discouraged by the eye sore. I see the potential of this project and hope it gets going soon. The community has waited long enough. With the new museum at one end of the corridor, it would be awesome to for tourists/guests/residents entering town from the West to see something very inviting. It is currently very uninviting & depicts a town that is run down and not vibrant; which is not the case. Please keep up the good work but please get things going!!

--AN OPEN LETTER TO EAST LANSING "PARKSIDE DEVELOPERS"-- February 10, 2013

There are many in East Lansing that have spent the past five-plus years in opposition to the Project Formerly Known as City Center II. I am one of those who has been "in the opposition" during this time.

Quite frankly, the parameters of "Parkside District" project that the City is proposing does little to allay our opposition. That is, many of the serious problems with the former project are simply repeated in this "new" proposal.

Some of these problems were outlined in the City's "Project Constraints." But, the City, ever the premier obfuscators, left out some very important "constraints." Let me provide further clarification of some of these.

First, is the problem of "public financing." The needed clarification here is that *any* Bonding proposal is subject to petition and referendum before any bonds can be sold.

Second, the sale of each and every of the seven parcels of city-owned property in the District is subject to a vote of the people --in fact, each of the seven sales needs a *60% approval* of voters, as set out in the City Charter.

Third, the City does mention that the demolition of the Historic Properties needs approval from the Historic District Commission, but they fail to mention that such a "Notice to Proceed" with demolition of Historic Properties issued by the HDC is subject to a court challenge.

Also, *any* attempt by the City to subvert the Public's rights under #1 or #2, above, will certainly be met with a court challenge (a court challenge under #3 is more or less a given).

I've applied a little "statistics and probabilities" analysis to the "best-case scenario" related to all three of the above concerns ("best-case" means the City will do everything in its power to *accommodate* voters's concerns, not *subvert* them).

In that *best-case scenario*, the odds of getting citizen/voter approval for all three concerns is about 1-in-2500. In the alternative --that is, the City continues to subvert the legally-mandated process of garnering voter approval-- the odds of success for *any developer* pulling this off drop to *near zero*.

So, a word to the wise developer: the only proposal that has any chance of gaining voter approval (and avoiding a court challenge) will have to meet the following criteria.

- No public funding for any purpose
- No public parking ramp
- No demolition of Historic Properties

If anyone is interested in reading the sordid history of the Project Formerly Known as City Center II that underlies our concerns, please go to Publicresponse.com (a search for me under "By Author" will get you started). In the alternative, email me with your questions --I'd be happy to clarify any issues raised by this "open letter."

Sincerely,



Phil Bellfy
phil.bellfy@gmail.com

>>> Phil Bellfy <phil.bellfy@gmail.com> 3/7/2013 11:15 AM >>>

George,

Those of us who have been fighting for responsible development downtown are very serious about the following (any one of which, if ignored, will result in a lawsuit --maybe the "City Attorney" can explain why these lawsuits are inevitable, if you ignore this list. And please note that there may be other elements we can add to the list, depending on how this unfolds):

No full-faith-and-credit bonding.

No publicly-funded parking garage.

No demolition of Historic Properties.

No sale of City property without a vote of the people (60% approval required).

I trust you will share this list with the Review committee this evening.

Phil Bellfy



Scoring Comparison for respondents of the RFQP for the Park District Planning Area East Lansing

		Capstone / Vlahakis		DTN		Lurvey White Ventures		MBT & Visser Brothers		The Parkside Project		Urban Cultural Arts & Studio Intrigue	
#	Qualifications Criteria	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score
1	Experience in completing projects of the complexity and significance of what is envisioned for this site.	20		20		20		20		20		20	
2	Qualifications, financial capacity and track record of key personnel and development entity.	15		15		15		15		15		15	
3	Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15		15		15		15		15		15	
4	Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5		5		5		5		5		5	
5	Proven experience conducting community input/visioning sessions and/or design charrettes.	5		5		5		5		5		5	
6	History of utilizing high-quality design and materials in past projects.	5		5		5		5		5		5	
Qualifications Criteria:		65		65		65		65		65		65	
#	Proposal Criteria	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score	Points Allowed	Score
1	Proposal clearly integrates the stated preferences of the community.	15		15		15		15		15		15	
2	Demonstration of a sustainable plan to bring new businesses into the project, which will be assets in terms of providing jobs and services to our community.	10		10		10		10		10		10	
3	Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10		10		10		10		10		10	
Proposal Criteria:		35		35		35		35		35		35	
Total Final Score:		100		100		100		100		100		100	



Proposal Scoring for respondents of the RFQP for the Park District Planning Area East Lansing

Development Entity	Capstone Collegiate Communities and Vlahakis Companies
Project History	\$3.3 billion over 22 years including East Lansing projects: The Lodges of East Lansing on Hannah Boulevard and University Commons of Abott Road
Financial Capacity	\$240 million in developments financed in 2013. Kayne Anderson Real Estate Advisors has served as an equity partner in many recent developments totaling over \$380 million.
Proposed Development	Combine the City's property of 2.6 acres with property owned by 327 Abbot Road, LLC of 0.75 acres which includes Dublin Square to create 30,000 SF of retail, 30,000 SF of office and 280 residential units. Also included in the overall development would be the 0.47 and 0.5 acre parcels south of the proposed site. Other considerations would potentially include a hotel and/or a public parking garage.
Vision Statement	Create a vibrant mixed use community in the heart of downtown East Lansing through a close working relationship with the City and the community; a plan which is financeable and which will break ground next spring

#	Qualifications Criteria	Points Allowed	Score
1	Experience in completing projects of the complexity and significance of what is envisioned for this site.	20	
2	Qualifications, financial capacity and track record of key personnel and development entity.	15	
3	Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15	
4	Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5	
5	Proven experience conducting community input/visioning sessions and/or design charrettes.	5	
6	History of utilizing high-quality design and materials in past projects.	5	
Qualifications Criteria:		65	
#	Proposal Criteria	Points Allowed	Score
1	Proposal clearly integrates the stated preferences of the community.	15	
2	Demonstration of a sustainable plan to bring new businesses into the project, which will be assets in terms of providing jobs and services to our community.	10	
3	Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10	
Proposal Criteria:		35	
Total Final Score:		100	



Proposal Scoring for respondents of the RFQP for the Park District Planning Area East Lansing

Development Entity	Legal Entity TBD and related to DTN Management Company
Project History	Local investor, developer and owner-operator with considerable experience with similar developments in this market and the Greater Lansing Area: The Vista at the Heights in Lansing (2013), Aspen Lakes in Holt, Waterbury Place in Okemos, The Hamptons of Meridian in Okemos, The Quarry in DeWitt and 300 Grand River in East Lansing (2013).
Financial Capacity	Through various partnerships, DTN owns/manages properties valued in excess of \$400 million. DTN's financial partners provided over \$112 million in financing for DTN's various projects over the past few years. Recently, DTN was provided financing from Wells Fargo for the construction of the Waterbury Place mixed-use development at the corner of Hagadorn and Mount Hope Roads and within 3 months of project completion acquired permanent financing from Fannie Mae. DTN's proposal includes letters of intent for financing for the Park District Planning Area project from Wells Fargo, Arbor Commercial Mortgage and Key Bank.
Proposed Development	There are four areas of conceptual development within the Park District and around Valley Court Park. The first two areas are directly related to the RFQP while the third is outside the scope of the RFQP and the fourth is conceptual. All four components combine to form DTN's vision of a 10-story mixed-use building, a five-story mixed-use building, a central parking structure, a skywalk, a year round farmers market (City), and an outdoor performing arts stage (City) to revitalize the Park District and the entirety of Valley Court Park. DTN is currently negotiating a Letter of Intent with Strathmore Development Co. for the purchase of 3 parcels of land within the project scope. DTN has agreements to develop the Biggby coffee location east of Delta Street with the vacant land west of Delta Street as part of a separately proposed development.
Vision Statement	Create a walkable, LEED certified, sustainable, residential, commercial and lifestyle "anchor" for the west end of downtown East Lansing; a mixture of residential, commercial, retail and new park amenities will leverage each other to create an environment residents want to live and businesses want to be.

# Qualifications Criteria	Points Allowed	Score
1 Experience in completing projects of the complexity and significance of what is envisioned for this site.	20	
2 Qualifications, financial capacity and track record of key personnel and development entity.	15	
3 Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15	
4 Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5	
5 Proven experience conducting community input/visioning sessions and/or design charrettes.	5	
6 History of utilizing high-quality design and materials in past projects.	5	
Qualifications Criteria:	65	
# Proposal Criteria	Points Allowed	Score
1 Proposal clearly integrates the stated preferences of the community.	15	
2 Demonstration of a sustainable plan to bring new businesses into the project, which will be assets in terms of providing jobs and services to our community.	10	
3 Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10	
Proposal Criteria:	35	
Total Final Score:	100	



Proposal Scoring for respondents of the RFQP for the Park District Planning Area East Lansing

Development Entity	Lurvey White Ventures
Project History	LWV has successfully overseen the completion of a wide range of institutional, high-tech, commercial, retail, restaurant, housing and mixed-use development projects in Flint, MI such as: Michigan School for the Deaf, Luke M. Powers Catholic High School Campus, Blackstone's Pub & Grill, The Community Foundation, Wade Trim Engineering and Riverfront Center.
Financial Capacity	LWV developed \$36 million in projects in 2012. The principals have also completed multiple tax credit and mixed use projects totaling over \$100 million while overseeing over \$400 million in construction for third parties. Included in the proposal is a letter of reference from JPMorgan Chase Bank.
Proposed Development	Version One: Four mixed-use buildings, a year round farmers market and market district park extending the footprint of Valley Court Park, a 120 room hotel with 200 person banquet center, 5,000 SF of office space with 9 potential retail options, 14 upscale lofts/condos with 100 residential housing units, and 350 parking spaces. Version Two: A traditional brick paved pedestrian Main Street with six mixed-use buildings, 16 new ground-floor shops, a year round farmers market, a 120 room hotel with 200 person banquet center, 20,000 SF of office space, 32 loft condominiums, 75 apartments, 120 student housing beds and 350 parking spaces.
Vision Statement	Create a new Main Street adjacent to a year-round farmers market with a combination of historic and modern features to create a tree-lined, pedestrian-friendly area with multiple activities; Valley Court Park will provide for community members to stroll, relax, eat, dine and be entertained.

#	Qualifications Criteria	Points Allowed	Score
1	Experience in completing projects of the complexity and significance of what is envisioned for this site.	20	
2	Qualifications, financial capacity and track record of key personnel and development entity.	15	
3	Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15	
4	Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5	
5	Proven experience conducting community input/visioning sessions and/or design charrettes.	5	
6	History of utilizing high-quality design and materials in past projects.	5	
Qualifications Criteria:		65	
#	Proposal Criteria	Points Allowed	Score
1	Proposal clearly integrates the stated preferences of the community.	15	
2	Demonstration of a sustainable plan to bring new businesses into the project, which will be assets in terms of providing jobs and services to our community.	10	
3	Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10	
Proposal Criteria:		35	
Total Final Score:		100	



Proposal Scoring for respondents of the RFQP for the Park District Planning Area East Lansing

Development Entity	Legal Entity TBD and related to MTB Partners and Visser Brothers
Project History	With a focus on income producing properties, MTB Partners has completed a wide range of commercial development projects including retail, office, industrial and mixed use projects such as: CVS/City Center Retail/Condos in East Lansing, Barnes & Noble/CCII in East Lansing and City Center Parking Structure (700 cars) in East Lansing. Visser Brothers has historically been one of the largest property owners in west Michigan and has a diversified commercial real estate portfolio of over 4 million SF (retail, industrial, office and residential) as well as ownership of 4 hotel properties in western Michigan. The company is currently constructing a fifth hotel in Grand Rapids.
Financial Capacity	MTB Partners is/was a 50% ownership partner in the initial City Center mixed-use buildings at MAC and Albert Street, and has been a principal owner/developer in \$100 million worth of commercial projects over the past 12 years. The partnership is well capitalized and capable of meeting the financial needs of the project and included in the proposal references from Fifth Third Bank, Talmer Bank & Trust and American National Insurance Company.
Proposed Development	The proposed development in the Park District includes: 1) 100 room limited service hotel, 2) 15,000 SF retail space targeting an urban grocer, 3) 360 space, publicly owned and operated, parking deck, 4) 80-100 units of mixed-market rental housing to be situated above the parking structure, 5) 60-80 units of "senior" rental housing (predicated on demand), 6) Approximately ¼ acre of open green space nearest the existing park for public gatherings (i.e. farmers market, concert in the park grandstand), 7) A Wharton Center affiliated theater component if viable, 8) Pedestrian friendly elements will be incorporated into the site plan to promote walking traffic to and from the park district area, 9) extension and realignment of the section of Albert Avenue, west of Abbot Road or relocating the main entrance to the park district area to the public parking lot.
Vision Statement	"Park Village" a Class A mixed-use urban development with particular attention to the needs of the residents of the community to further promote a symbiotic relationship with Michigan State University. The developer will attempt to minimize the environmental impact of the project while keeping "green" practices in mind. The project will anchor the west end of the downtown and broaden the appeal of the CBD.

#	Qualifications Criteria	Points Allowed	Score
1	Experience in completing projects of the complexity and significance of what is envisioned for this site.	20	
2	Qualifications, financial capacity and track record of key personnel and development entity.	15	
3	Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15	
4	Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5	
5	Proven experience conducting community input/visioning sessions and/or design charrettes.	5	
6	History of utilizing high-quality design and materials in past projects.	5	
Qualifications Criteria:		65	
#	Proposal Criteria	Points Allowed	Score
1	Proposal clearly integrates the stated preferences of the community.	15	
2	Demonstration of a sustainable plan to bring new businesses into the project, which will be assets in terms of providing jobs and services to our community.	10	
3	Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10	
Proposal Criteria:		35	
Total Final Score:		100	



Proposal Scoring for respondents of the RFQP for the Park District Planning Area East Lansing

Development Entity	The Parkside Project LLC a part of Carpenter & Company
Project History	Carpenter & Company has devoted its resources to the development of hotels, mixed-use projects and retail properties including: developed the five-star St. Regis Hotel at the corner of Third and Mission Streets in San Francisco, CA; Charles Square, a mixed-use project located between the Charles River and Harvard Square in Cambridge, MA; and the redevelopment of 240,000 SF Princeton MarketFair specialty retail center in Princeton, NJ.
Financial Capacity	In the past 10 years Carpenter & Company has successfully developed projects valued today at more than \$1 billion.
Proposed Development	Create an ongoing process of rebuilding trust, building consensus and community support and leverage the expertise and financial capabilities of this world-class developer with extensive experience in complex mixed-use projects—often in academic settings: 1) continue the process of seeking community input and support begun in creating the RFQP; 2) engage owners of adjacent private parcels; 3) create conceptual rendering and project pro forma; 4) coordinate process with City for public vote on sale of properties (per charter); 5) negotiate a Development Agreement between City & Developer; 6) seek formal approval by East Lansing City Council AND design a mid-rise or high-rise mixed use development with a distinguished design that respects community businesses and neighborhoods.
Vision Statement	Combine strong community input with world-class development credentials to transform the Park District into a source of pride and desirable use. Such a collaboration is the logical approach to not only address the financial issues that now face East Lansing residents, but also the best way to develop something meaningful from the present collection of empty and underutilized buildings scattered across multiple parcels.

#	Qualifications Criteria	Points Allowed	Score
1	Experience in completing projects of the complexity and significance of what is envisioned for this site.	20	
2	Qualifications, financial capacity and track record of key personnel and development entity.	15	
3	Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15	
4	Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5	
5	Proven experience conducting community input/visioning sessions and/or design charrettes.	5	
6	History of utilizing high-quality design and materials in past projects.	5	
Qualifications Criteria:		65	

#	Proposal Criteria	Points Allowed	Score
1	Proposal clearly integrates the stated preferences of the community.	15	
2	Demonstration of a sustainable plan to bring new businesses into the project, which will be assets in terms of providing jobs and services to our community.	10	
3	Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10	
Proposal Criteria:		35	
Total Final Score:		100	



Proposal Scoring for respondents of the RFQP for the Park District Planning Area East Lansing

Development Entity	Urban Cultural and Arts District, LLC with authorized representative: Studio Intrigue Architects, LLC
Project History	The entity's Architect has a long history of coordinating and leading project development discussion with groups at all levels—neighborhood, general public and faculty including: Lansing City Market in Lansing, Midtown Mixed-use Center in Lansing, Spine Center in East Lansing, 3515 N. Coolidge in East Lansing and The Residences in East Lansing.
Financial Capacity	"The members of the entity have the financial capability to deliver a project of this scope and complexity"
Proposed Development	Two, 10-story towers, one hotel and one apartment/condominium structure; a 3-story commercial/office structure; a six-level parking deck; a 3-story apartment building and an open air structure with a farmers market all connected by a pedway.
Vision Statement	Overcome underutilization and redevelop into a vibrant, mixed use center while achieving common goals by strengthening the neighborhood; providing housing opportunities for people of all ages; improving the quality and vitality of the City's commercial/downtown district; promoting a growing economy, and sustaining greater density and integration of uses. Reinforce of 'sense-of-place' with a unique blend of comfort, opportunity and energy. This public/private partnership opportunity will increase the city's tax base while providing a reasonable return-on-investment. The project will create several hundred short-term construction jobs while securing several dozen part and full time jobs.

#	Qualifications Criteria	Points Allowed	Score
1	Experience in completing projects of the complexity and significance of what is envisioned for this site.	20	
2	Qualifications, financial capacity and track record of key personnel and development entity.	15	
3	Access to sufficient capital to complete the project as conceptually proposed, as well as reasonable estimates of project costs and sources and uses of funds.	15	
4	Experience in implementing green building practices such as those required for LEED certification and low-impact development such as innovative storm water management systems.	5	
5	Proven experience conducting community input/visioning sessions and/or design charrettes.	5	
6	History of utilizing high-quality design and materials in past projects.	5	
Qualifications Criteria:		65	
#	Proposal Criteria	Points Allowed	Score
1	Proposal clearly integrates the stated preferences of the community.	15	
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3	Provides a plan to expand green space into public areas, including streetscaping and plaza spaces.	10	
Proposal Criteria:		35	
Total Final Score:		100	

Park District – Request for Qualifications/Proposals
Developer Questions

GENERAL

1. For those submitting an LLC, please provide a list of all members and ownership percentages.
2. If not clearly stated, please clarify what components you expect to be financed with public funds vs. privately financed and reimbursed with public funds (TIF).

Captstone/Vlahakis:

1. Does Captstone have any experience developing residential units for markets other than students?
2. Does Capstone have any experience developing retail or office space? If not, how do you plan to successfully market this space?
3. Site plan sketches?
4. What is their overall design/site plan of the area?
5. Are they planning to include a Farmer's Market? Outdoor entertainment area (Such as an outdoor performing arts stage?)
6. They mentioned they are in "talks with a Hotel Operator as an independent parcel". Where would this parcel be?
7. Page 4 - They note the "retail space would include the Dublin Square". So are they redeveloping the Dublin Square site as well?
8. Need more info on the "idea" they have/ the overall concept. I don't have a good grasp as what/where would be developed.

DTN:

1. The incentives are not quantified well, clarity on this would be helpful.
2. In DTN's March 1st letter they mentioned they could not secure the "Strathmore Properties" and that will significantly alter the revised plan they are going to submit. What parcels are "Strathmore"--the Corner Abbot/Grand River?
3. "Improved drop-off to People's Church? The Site Plan sketch they provided does not give a clear picture of street parking/drop off for church. Area 7.) -extending Albert Avenue.
4. "All Weather Farmer's Market"--They did not include any size of that building site. How much space would be taken out of Valley Court park? They state that the Farmer's Market could "be used for parking" at non-market times. How can you park in a building?...does this not discourage year-round use and getting more people into our downtown?
5. No sketches/concept renderings of buildings. More detailed Perspective Rendering of 300 Grand River/Biggby Coffee redevelopment. The sketch included in proposal is not high resolution and rather dark--hard to see the details of the building going over the opening to Delta Street. How are they incorporating a drive through- and the overall feel of the proposed architecture.

6. When DTN states that the Farmer's Market and outdoor performing arts stage is "created by the city"--does that mean City Funded?
7. They note they are "expanding green space into public areas by "Expanding the Valley Court Park with land taken from the RFQP area. Where is the "expansion" of green space" (Point 3.) on page 48).
8. Skywalk to MSU. What would this attach to on the other side/the MSU side? There is Campbell Hall--located directly across from "Building A". How do they plan on incorporating this walk to the campus/to the design and layout of campus?

Lurvey-White:

1. The New Market Tax Credits criteria is changing for deals after June 30, 2013, how will this impact your potential use of this incentive?
2. If you cannot use New Market Tax Credits, how will your project change?
3. Page 13: Sources & Uses: "Payment for these bonds will be made through the capture of property taxes". Would this be using current property tax amounts--or would there be a mileage necessary/taken to the ballot.
4. They note that DDA financing is "programmed as a tax exempt bond". (Lori, could someone briefly touch on what that type of sourcing is/means.)
5. 20,000 Square foot Farmer's Market Building F. The Market is the Building itself?--as shown in the renderings-- is it the Ground floor? Not just the tents around the outside of the building--as shown in the rendering.

MBT & Visser Borthers:

1. Page 27: The area identified as "Green Space" should "be reviewed to assess community desires". "Exhibit B of the RFQ clearly demonstrates the "diverse" conflicting desires of citizens"?...what does this refer to?
2. Funding: Page 30: They show "Less Cost of Parking Structure" so that means that the City is funding this structure? Is this the only item? Or do they plan on the City funding the "future green space" of Farmer's Market / Senior Community Center they have shown in their plans?

Parkside Project LLC:

1. Will there be someone from the Carpenter Group dedicated to the project and located here?
2. What is Chris Jerome's direct development experience?
3. Site plans? Sketches? Project Details?
4. Funding/Sourcing?
5. In the "Project Detail pdf" I only see past projects...I did not see any details of the East Lansing Project.

Urban & Cultural Arts District:

1. Please see question #1 under GENERAL
2. Farmer's Market area is 3000 Square Feet in their proposal--what is the square footage of the Basketball Court at Valley Court that is used now for the EL Farmer's Market?

CORE:

-Performance Capability Page: Do they plan on having the city fund some of this venture? I found this to be unclear.

-Farmer's Market? Outdoor Concert Area?