

MEMORANDUM

Office of the City Manager

DATE: June 4, 2018

TO: Joseph A. Valentine, City Manager

FROM: Tiffany J. Gunter, Assistant City Manager

Jana L. Ecker, Planning Director

SUBJECT: N. Old Woodward Avenue / Bates Street Project

A recommendation was made on the meeting of May 2, 2018 of the Ad Hoc Parking Development Committee (AHPDC) that would direct the City to continue discussion with Walbridge / Woodward Bates Partners LLC to advance their proposal for increased parking and Bates Street development in a combined and incremental development approach; and further, to consider the engagement of a development consultant to represent the City in future negotiations.

The following is a review of the relevant history and actions leading up to this recommendation.

BACKGROUND

In the summer of 2013 parking demand in the downtown began to exceed available capacity within the parking system. As a result, both long term and short term initiatives were enacted to address the new demand. Since 2013, the Advisory Parking Committee (APC) has been evaluating and enacting more immediate actions within the system to address the increased demand. In addition to the short term strategies that were implemented, there was also a long term initiative that was developed at that time.

In March of 2014, the City Commission authorized the creation of an Ad Hoc Parking Study Committee (AHPSC) to study the following:

- 1. The current demand for parking in both the Central Business District (CBD)* and the Triangle District;
- 2. The expected future demands for parking in both areas given current zoning regulations;
- 3. Development of a recommendation for future projects to address shortfalls, if appropriate.

^{*} For purposes of their study, the boundary used for the Central Business District replicated the boundary of the Downtown Parking Assessment District.

This committee was comprised of the following members:

- 1. Richard Astrein, Birmingham Shopping District
- 2. JC Cataldo, Corridor Improvement Authority
- 3. Gilian Lazar, Planning Board
- 4. Susan Peabody, Advisory Parking Committee
- 5. Johanna Slanga, Multi-Modal Transportation Board

In March of 2015, the AHPSC presented their findings to the City Commission in the form of a final report. The report identified the expected future demands for parking in the CBD to have a long term deficit of approximately 705 parking spaces. This number represented 278 spaces for the north portion of the CBD and 427 spaces for the south portion of the CBD.

The Ad Hoc Parking Study Committee provided the following recommendation:

To accept the report of the Ad Hoc Parking Study Committee estimating that a long term deficit of 278 parking spaces is expected in the long term for the north portion of the Central Business District. Further, to direct staff to conduct further planning studies for the North Old Woodward Avenue parking structure and lot that will maximize the creation of parking spaces while adhering to the original concepts presented in the Downtown Birmingham 2016 Plan.

And, as a secondary priority, to accept the report of the Ad Hoc Parking Study Committee estimating that a long term deficit of 427 parking spaces is expected in the long term for the south portion of the Central Business District. Further, to endorse the expansion of the Pierce Street parking structure by two levels, thereby creating an additional 280 public parking spaces in the parking system.

On March 16, 2015, the City Commission accepted the findings of the AHPSC, and further authorized the creation of an Ad Hoc Parking Development Committee (AHPDC) for the purpose of determining the next steps for addressing the parking shortfalls identified by the AHPSC. The purpose and goals of the AHPDC were to:

- Review previous Studies and Plans;
- Concentrate on Parking in Downtown;
- Review Costs and Finance Alternatives;
- Consider hiring an outside Consultant;
- Goal Provide a Recommendation;

The AHPDC began meeting in June 2015.

DEVELOPMENT OF CONCEPT PLANS

In September of 2015, at the recommendation of the AHPDC, the City issued a Request for Proposals (RFP) for a consultant team comprised of an architectural firm and a parking

consultant to provide conceptual drawings and cost estimates related to the expansion of two municipal parking facilities owned by the City. In working with the consultant team to evaluate alternatives and costs, the AHPDC concluded the primary focus for their efforts was to replace the North Old Woodward parking structure and maximize the total number of new spaces available at this site given the adjoining parking lot next to the existing structure. This study was completed in 2016.

The consulting team of Saroki Architecture and Carl Walker were selected to develop a concept plan and vision for the redevelopment of the N. Old Woodward parking structure and the surrounding area. The team presented numerous options to the AHPDC, and the committee eventually selected Option 1A as the preferred concept plan to be included in a future RFP to solicit development teams. The concept plans considered are attached as **Exhibit A.**

DEVELOPMENT OF THE REQUEST FOR QUALIFICATIONS

In 2016, the AHPDC completed a draft Request for Qualifications ("RFQ") seeking a developer or a development team to undertake the collective redevelopment the Bates Street property to include removal of the N. Old Woodward parking deck, construction of an expanded public parking facility, the extension of Bates Street and the private development of commercial and residential space. The City's objective was to solicit creative and innovative development plans, consistent with Option 1A, from qualified developers that would partner with the City to extend Bates Street from Willits to North Old Woodward and redevelop the remainder of the site by constructing a parking facility that provides a minimum of 1150 parking spaces to replace the 770 parking spaces currently on the N. Old Woodward / Bates Street site, introducing residential, commercial and/or mixed uses to create an activated, pedestrian-oriented urban streetscape and provide public access to the Rouge River and Booth Park to the north.

After reviewing the draft RFQ in 2016, the AHPDC requested that the Planning Division seek an independent review of the RFQ by a qualified consultant prior to its release to the general public. To this end, the City engaged Tim Kay of Jones Lang LaSalle (JLL), which is a national commercial real estate strategy, services and support firm. JLL provides a wide range of services related to commercial real estate throughout the United States, including project and development services. Tim Kay is the Managing Director of the Project and Development Services Division for the Detroit branch of JLL. Mr. Kay of JLL has completed his review of the RFQ, and provided a letter outlining his comments.

On January 6, 2017, the AHPDC reviewed the draft RFQ and the comments provided by JLL. The Committee requested that a note be added to the RFQ that there is construction currently underway adjacent to the project area for Brookside Terrace, and then voted unanimously to forward the RFQ to the City Commission for their review.

On March 13, 2017, the City Commission directed staff to issue the RFQ consistent with the terms and parameters defined in Option 1A. The approved RFQ is attached as **Exhibit B.** The RFQ was issued on March 16, 2017 seeking qualified developers interested in the N. Old Woodward Parking / Bates Street Extension project.

The City received submittals from the following four development teams:

- Morningside Group;
- Redico;
- TIR Equities; and
- Walbridge / Woodward Bates.

The four responses submitted to the RFQ are attached as **Exhibit C.**

STAFF EVALUATION: RFQ

All four responses were reviewed by City staff and all four met the qualifications contained in the RFQ. Accordingly, the City Attorney reviewed the financial documentation and determined that all four development teams were financially qualified to proceed to the next step and were thus invited to respond to the Request for Proposals. The letter from the City Attorney is attached as the last document in **Exhibit C.** The AHPDC concurred that all four development teams were qualified to proceed to the RFP stage.

DEVELOPMENT OF THE REQUEST FOR PROPOSALS

During the summer of 2017, the AHPDC worked with staff to finalize a draft RFP for review and approval by the City Commission. On September 11, 2017, the City Commission approved the issuance of the RFP recommended by the AHPDC consistent with the terms and parameters defined in Option 1A. The approved RFP is attached as **Exhibit D**.

The City received three proposals in response to the RFP from the following development teams:

- Redico;
- TIR Equities; and
- Walbridge / Woodward Bates Partners.

Although qualified to submit a proposal, the Morningside Group notified the City that they did not intend to submit a response to the RFP. The three responses that were submitted in response to the RFP in January 2018 are attached as **Exhibit E**.

STAFF EVALUATION: RFP

Each of the three development proposals received in response to the RFP were reviewed by City staff to determine if all of the requirements of the RFP were met. A summary review chart of

all responses is attached as **Exhibit F**, which compares each of the three proposals side by side. The AHPDC reviewed the chart and discussed each proposal at length. In order to perform a true comparison between each of the responses, the AHPDC requested staff to send letters to each of the three teams requesting additional information regarding the financials that supported each proposal. The letters sent by the City requesting additional information from each respondent are attached as **Exhibit G**.

Each of the three development teams responded to the City's request for additional information, although Redico responded by stating their desire to withdraw from consideration. Detailed responses were received from TIR Equities and Walbridge / Woodward Bates. The three responses submitted in response to the request for additional information letters are attached as **Exhibit H**.

On March 7, 2018, the AHPDC interviewed the two remaining development teams of TIR Equities and the Walbridge / Woodward Bates team. At the conclusion of the interviews, committee members scored the proposals. Score were as follows:

- TIR Equities 690 total points
- Walbridge / Woodward Bates 992 total points.

After the interviews were conducted, the AHPDC discussed at length the two different development concepts that were proposed, and conducted a detailed analysis of the two proposals. Staff evaluation involved the following five key categories:

- Compliance with the RFP, as issued;
- Assumptions regarding local property tax generation;
- Parking structure cost differentials;
- Financial obligations for the City; and
- Project build-out requirements.

Compliance with RFP

The RFP called for new construction that is compatible with the existing building fabric on page seven (7). The first paragraph of page eight (8) further emphasizes that the objectives of the RFP "should be a fundamental part of any development proposal" and references the Downtown Birmingham 2016 Report as the source for these objectives. Additionally, Attachment E of the RFP provides a Conceptual Illustration of the Development Area. The rendering outlines an above ground parking deck and mixed used buildings that do not exceed a height beyond five (5) stories. There was extensive discussion amongst the committee regarding the proposal that involves a potential fifteen (15) story building as proposed by TIR Equities. The RFP illustrated a conceptual plan to be used as the basis for future development.

The RFP, under the financial heading on page nine (9) states that no City subsidies will be made available for a potential development. The TIR Equities team indicated during their interview process that the proposal they submitted would be at no cost the City. Staff inquired further and learned that as part of the proposal, TIR Equities anticipated the use of a Tax Increment Finance district and revenues from the parking structure that the City could use to pay for the development. A TIF district is the equivalent of a subsidy. Additionally, the parking revenue assumed \$3.5 million in annual revenue to support this pay back. The current structure, with half of the proposed spaces is expected to generate \$1.2 million in revenue annually. At best, staff projects a doubling of revenue, approximately \$2.6 million, with the new development (taking the two hour free parking into consideration).

The spirit and intent of the RFP is to ensure an open and competitive environment that results in proposals that can be compared feature for feature. The two proposals under consideration cannot be compared feature to feature.

Assumptions Regarding Local Property Tax Generation

Staff met with the two development teams per the committee's request to further the understanding of the financials associated with each proposal. The area of taxable value calculations became the focus of this discussion. The Woodward Bates team suggested a possible \$203,000 in increased property tax generation, while the TIR Equities team indicated a possible increase of \$2,690,000. The Woodward Bates team indicated and provided email evidence of an email exchange with the Oakland County Assessor's office using comparable developments to arrive at their final number. The TIR Equities team indicated that they developed their calculations based on other comparable developments in areas outside of the Oakland County boundary and relied on a more straight line calculation.

A comparison of financial details reviewed for each of the proposals is attached as **Exhibit I**. The Old Woodward Total Cost Developer Comparison worksheet presents the total cost of the project and how long it will take to repay the City's public contribution based on the increase in property taxes and lease payments on the new development proposed by each respondent. The figures included in the worksheet were taken directly from each proposal.

Parking Structure Cost Differential

In 2016, a preliminary estimate determined that the cost of a new parking structure would be approximately \$28,299 per parking space. The Woodward Bates proposal presents a per space cost of approximately \$37,000, while the TIR Equities team proposed a cost per parking space of \$57,000. The primary difference in these costs is associated with the number of underground parking levels. The Woodward Bates team added an additional underground level for parking to limit the overall height of the garage. The TIR Equities team proposed the entire structure as an underground development. Both of the development teams' proposals required the City to pay for the entire cost of the parking structure.

Financial Obligations for the City

The total cost of the public elements for the Woodward Bates proposal was \$54 million. The total cost of the public elements for the TIR Equities proposal was \$70 million. Both of the teams expressed willingness and an interest to reduce the costs associated with the public elements, where possible. However, the ideas involved possible savings for the public elements independent of the parking structure.

Project Build-Out Requirements

Staff discussed the build out requirements with each of the development teams in greater detail since the date of the AHPDC interviews. The Woodward Bates proposal is constructed in a way that allows for independent construction of each building and the parking structure. The TIR Equities proposal has an interdependency that exists between the construction of the parking structure and the private elements. The project relies on leveraging a public investment to support a private development.

Staff also conducted a high level environmental scan to share potential risks with the committee associated with delayed decision making regarding a large scale development in a period of uncertainty with respect to trade policy, other existing and planned large scale developments in southeast Michigan, the level of economic activity in surrounding municipalities attracting development dollars, and our need to address the issue of rising demand on the parking system in the Central Business District.

On May 2, 2018, the AHPDC met and reviewed all of the analysis outlined above for the remaining two proposals. The committee considered three options for moving forward. The first option they considered recognized that of the two proposals under consideration only one of them is directly responsive to the RFP, and thus this option suggested moving forward only with the development team with the proposal that was responsive to the RFP. The second option that the committee considered was to reject both of the proposals and recommend that the Commission direct staff to reissue an RFP with expanded parameters. The third and final option considered was to proceed with the build out of the parking structure independent of any surrounding development and allow for additional development around the structure at a later time.

After much discussion, the AHPDC voted to recommend to the City Commission that the City continue discussion with the Walbridge / Woodward Bates team to advance their proposal for increased parking and the development of the extension of Bates Street to ensure that progress continues to be made to address a critical need for the City with respect to parking infrastructure and increased capacity.

All of the meeting minutes of the AHPDC regarding discussions on all matters outlined above are attached in chronological order as **Exhibit J**. All meeting minutes of the City Commission related to the above are also attached in chronological order as **Exhibit K**.

SUGGESTED RESOLUTION:

To approve the recommendation of the Ad Hoc Parking Development committee and direct the City to continue discussion with Walbridge / Woodward Bates Partners LLC to advance their proposal for increased parking and Bates Street development in a combined and incremental development approach; and further, to consider the engagement of a development consultant to represent the City in future negotiations.



20180604 - Bates Street Proposal Exhibits Table of Contents

EXHIBIT A: Concept Plans

EXHIBIT B: RFQ

EXHIBIT C: RFQ Responses

EXHIBIT D: RFP

EXHIBIT E: RFP Responses

EXHIBIT F: Summary Review Chart

EXHIBITS G & H: Request for Additional Information & Responses

EXHIBIT I: Financial Comparison

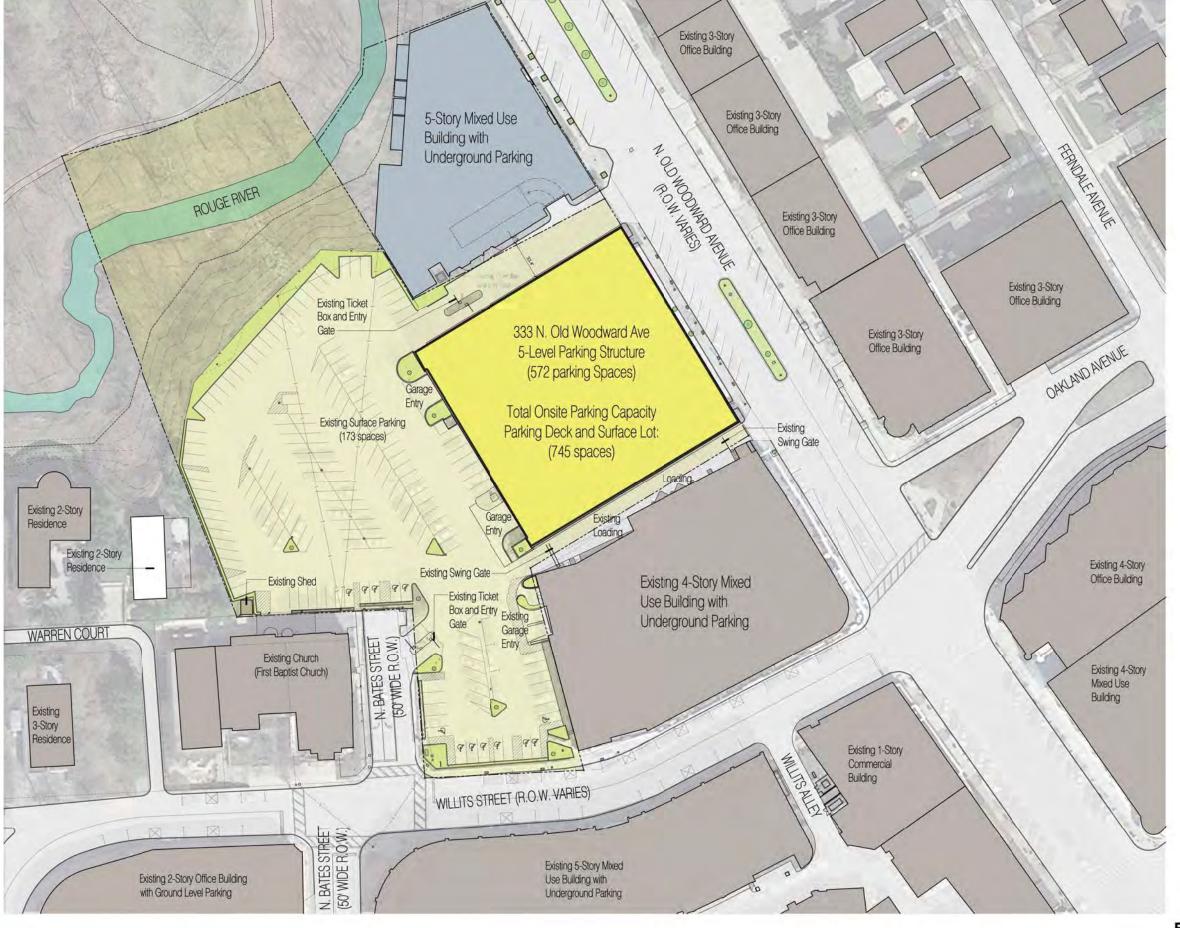
EXHIBIT J: AHPSC & AHPDC Minutes

EXHIBIT K: City Commission Minutes

DOWNTOWN PARKING SYSTEM EXPANSION PROJECT

WORKING COMMITEE MEETING #3 FEBRUARY 24, 2016





Existing Parking Summary:

Surface Total Spaces: 173 spaces

5 Level Structure

Total Spaces: 572 spaces

Existing Combined

Total Spaces: 745 spaces

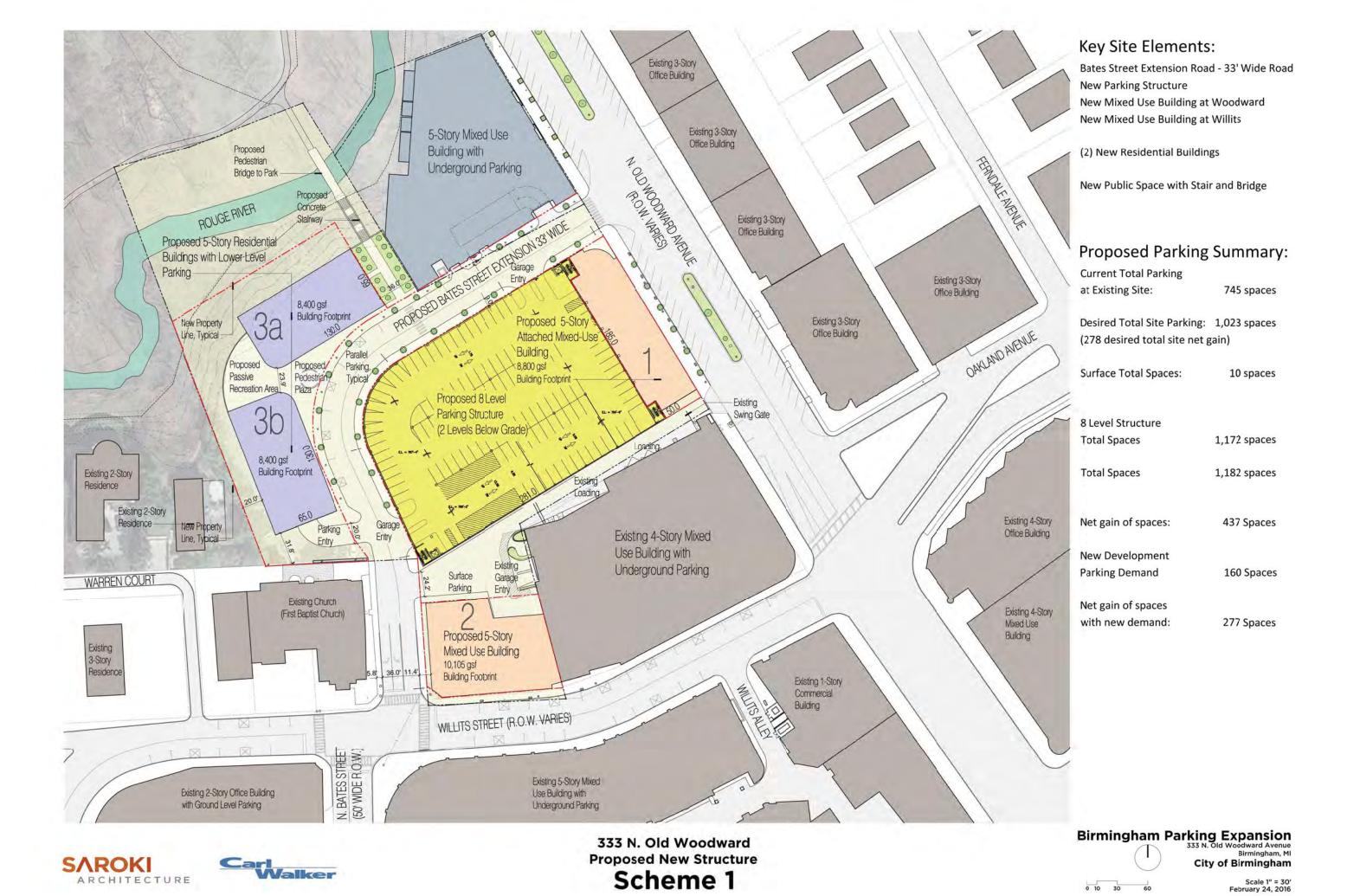
SAROKI ARCHITECTURE

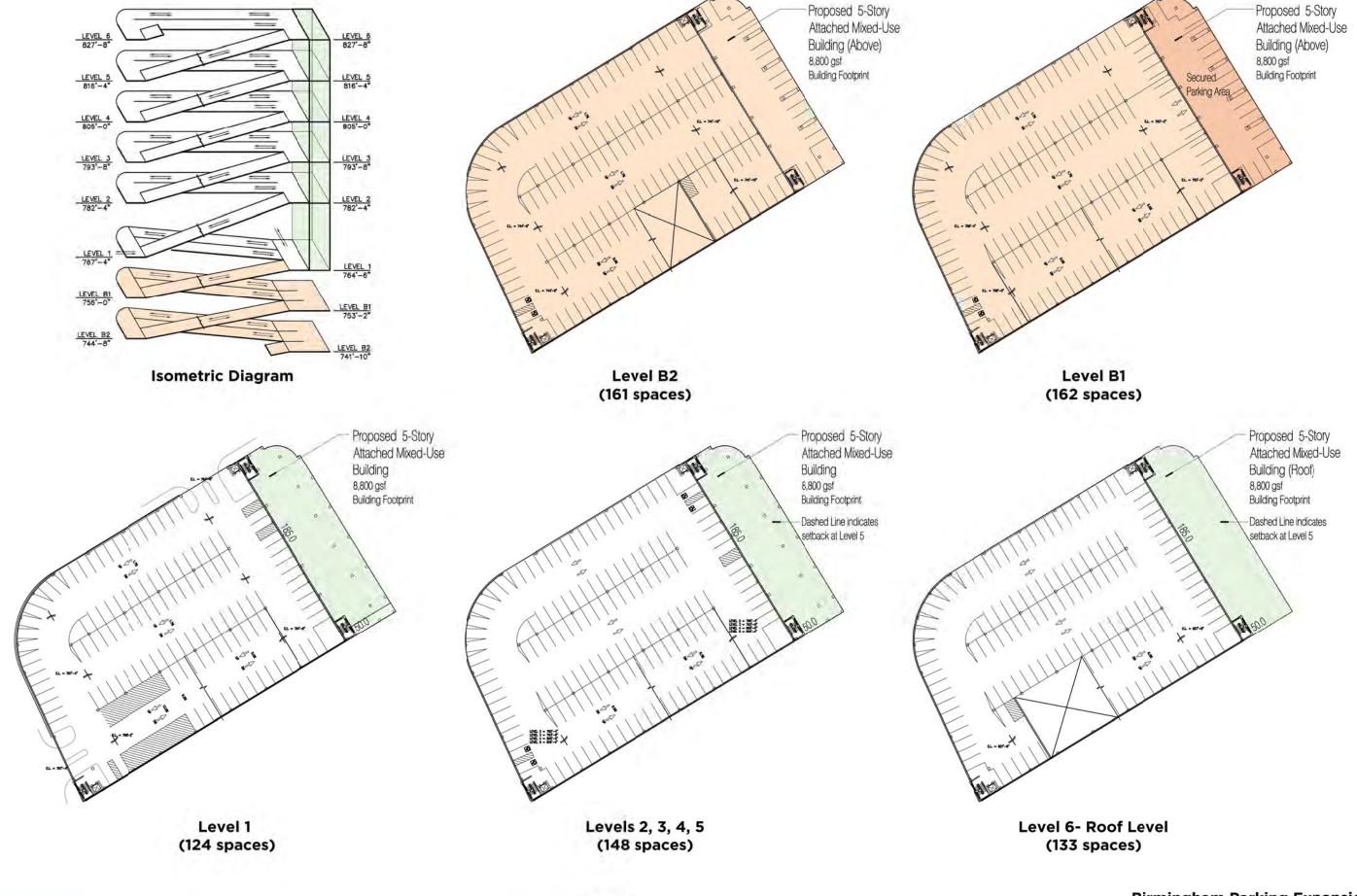


Existing Site Plan
(333 N. Old Woodward)

Birmingham Parking Expansion
333 N. Old Woodward Avenue
Birmingham, MI
City of Birmingham









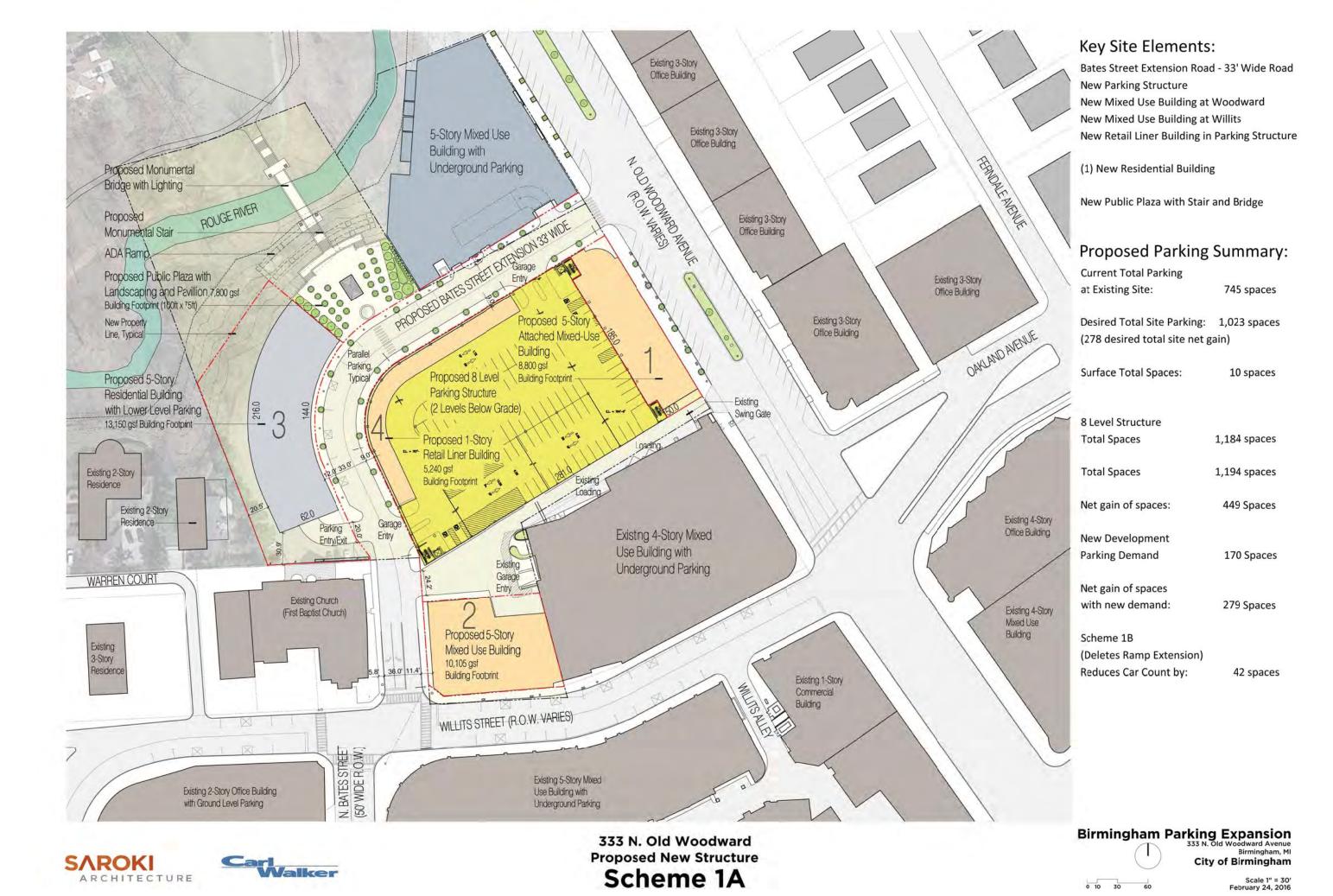


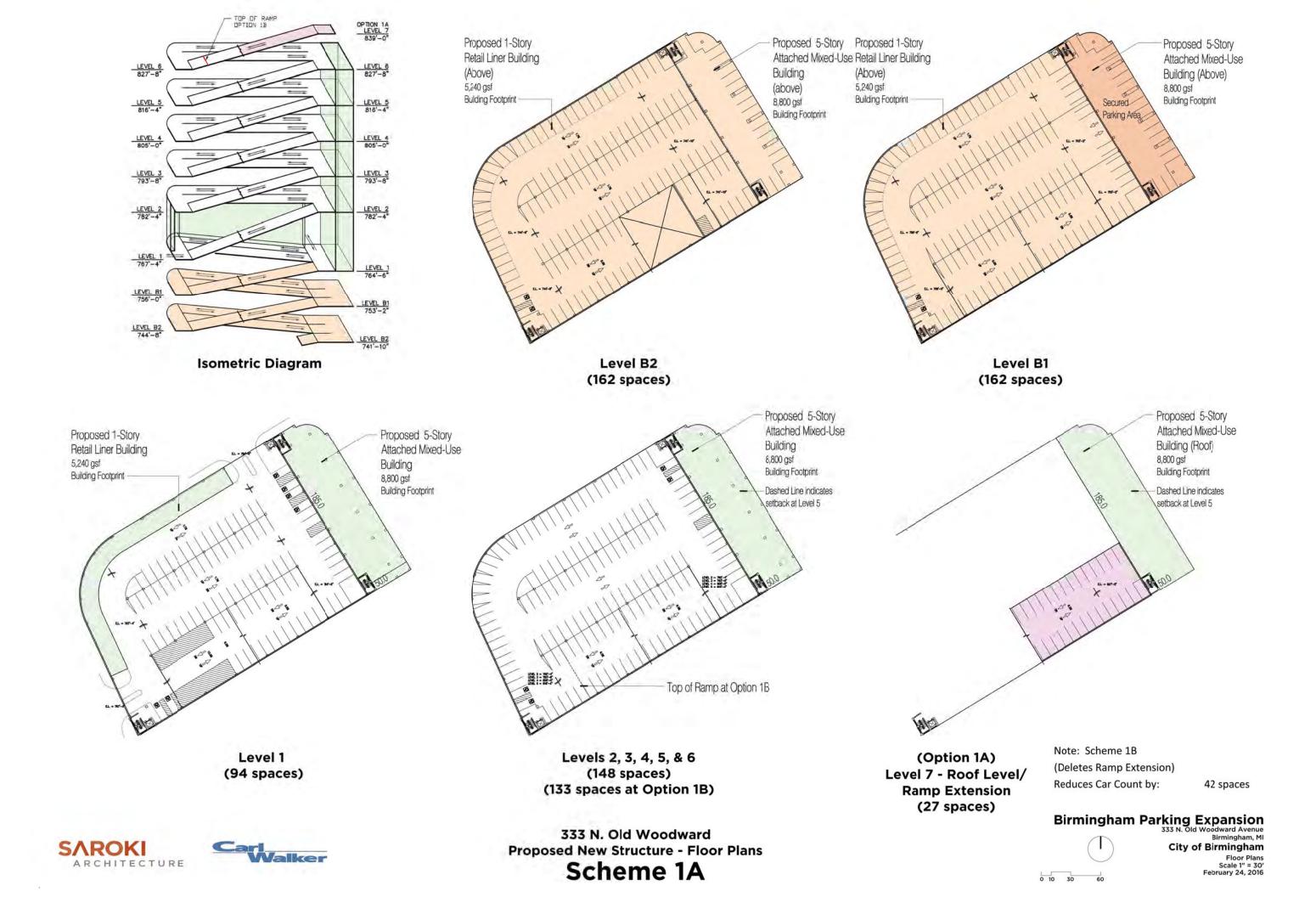
333 N. Old Woodward
Proposed New Structure - Floor Plans
Scheme 1

0 10 30 60

Birmingham Parking Expansion 333 N. Old Woodward Avenue Birmingham, MI

333 N. Old Woodward Avenue Birmingham, MI City of Birmingham Floor Plans Scale 1" = 30' February 24, 2016







SAROKI

Key Site Elements:

Bates Street Extension Road - 33' Wide Road

New Parking Structure

New 1- Story Commerical Building at

New Mixed Use Building at Willits

(2) New Residential Buildings

New Public Space with Stair and Bridge

Proposed Parking Summary:

Current Total Parking

at Existing Site: 745 spaces

Desired Total Site Parking: 1,023 spaces

(278 desired total site net gain)

Surface Total Spaces: 10 spaces

7 Level Structure

1,152 spaces

1,162 spaces

Net gain of spaces: 417 Spaces

New Development

Parking Demand 97 Spaces

Net gain of spaces

with new demand: 320 Spaces

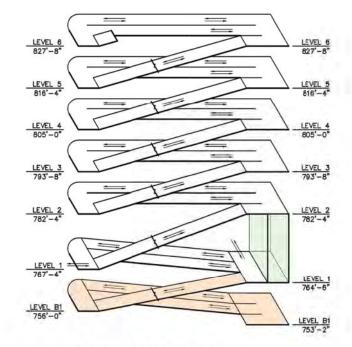
333 N. Old Woodward **Proposed New Structure**

Scheme 2



City of Birmingham

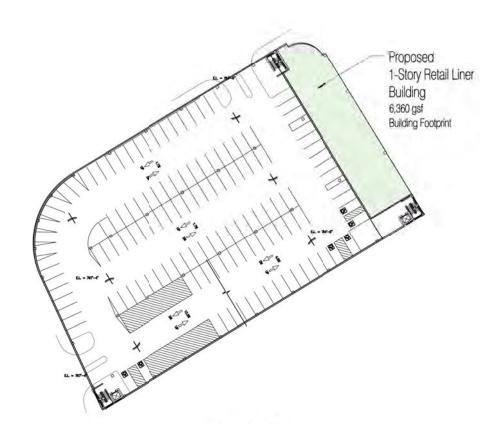
Scale 1" = 30'



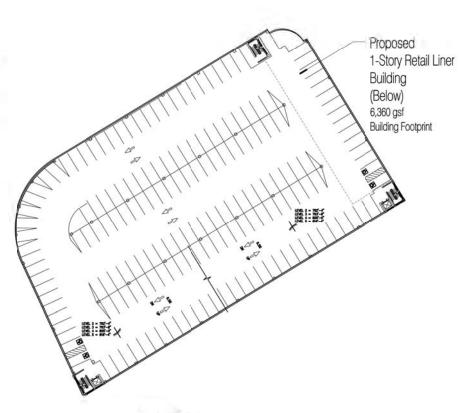
Proposed
1-Story Retail Liner
Building
(above)
6,360 gsf
Building Footprint

Isometric Diagram

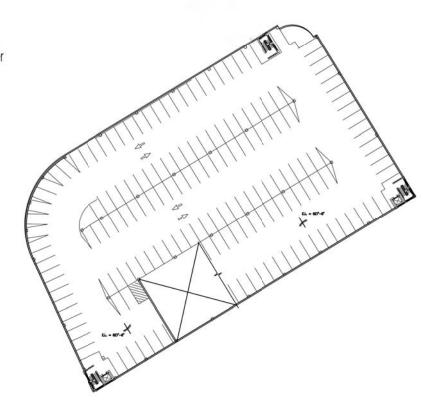
Level B1 (159 spaces)



Level 1 (128 spaces)



Levels 2, 3, 4, 5 (176 spaces)



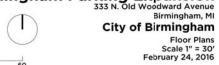
Level 6 - Roof Level (161 spaces)



333 N. Old Woodward
Proposed New Structure - Floor Plans

Scheme 2

Birmingham Parking Expansion 333 N. Old Woodward Avenue Birmingham, MI





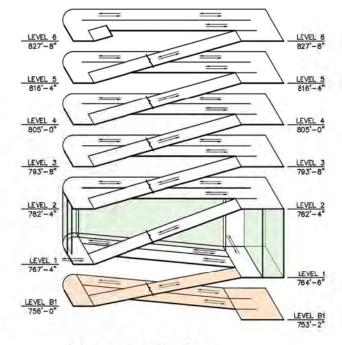
SAROKI



Proposed New Structure Scheme 2A

City of Birmingham

Scale 1" = 30'

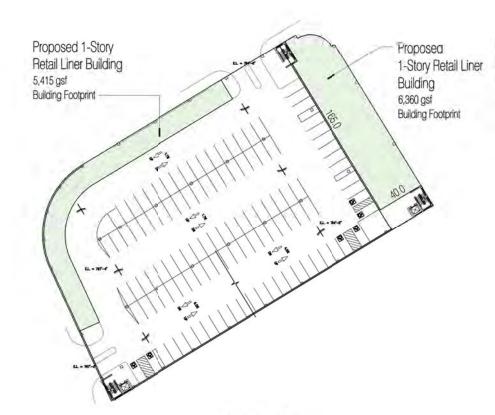


Proposed 1-Story
Retail Liner Building
(above)
5,415 gsf Building Footprint

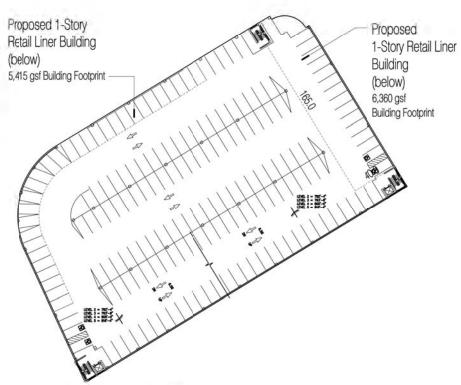
Proposed
1-Story Retail Liner
Building
(above)
6,380 gsf
Building Footprint

Isometric Diagram

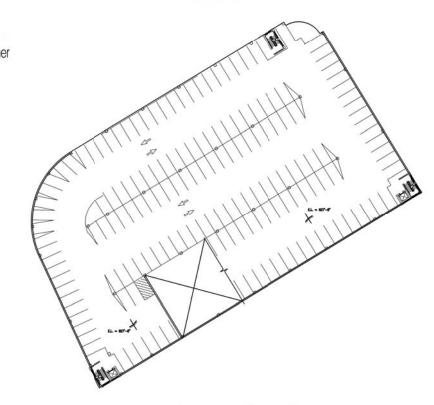
Level B1 (159 spaces)



Level 1 (112 spaces)



Levels, 2, 3, 4, & 5 (176 spaces)



Level 6 - Roof Level (161 spaces)

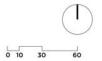




333 N. Old Woodward Proposed New Structure - Floor Plans

Scheme 2A





Birmingham, MI
City of Birmingham
Floor Plans
Scale 1" = 30'
February 24, 2016







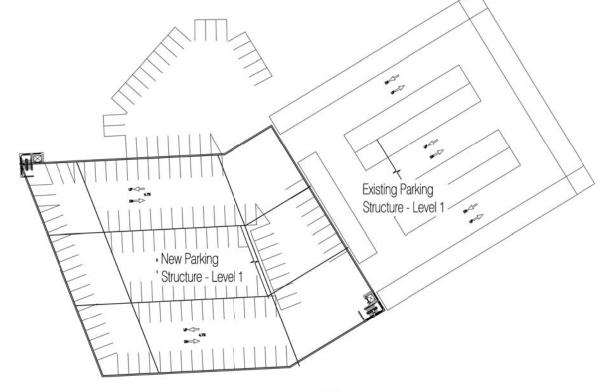
333 N. Old Woodward **Existing Structure With Horizontal Expansion Horizontal Expansion**

Birmingham Parking Expansion

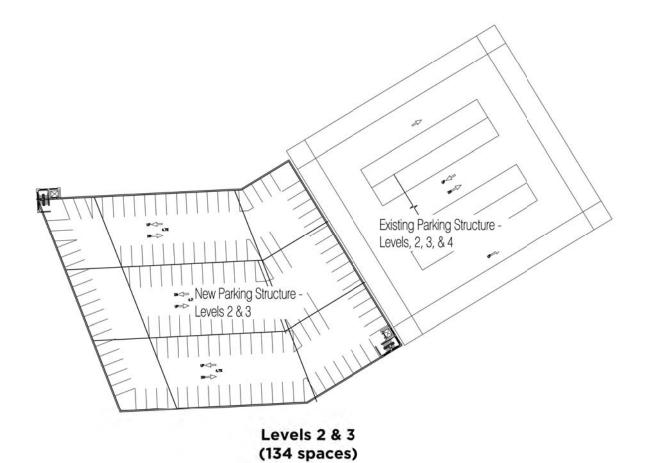


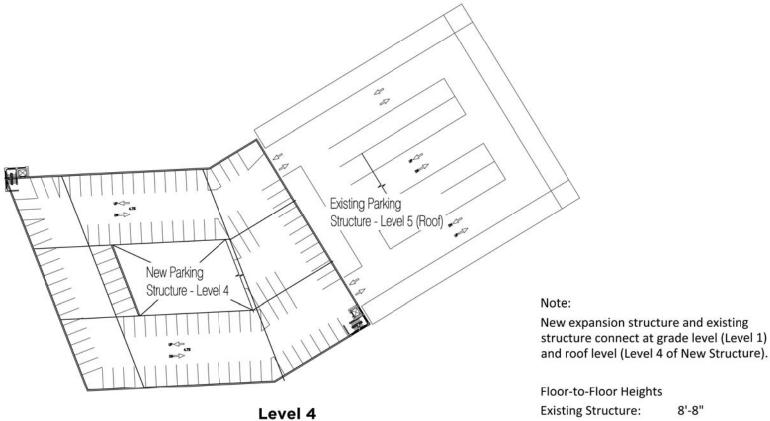
Scale 1" = 30'

City of Birmingham



Level 1 (116 spaces)



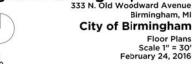


(111 spaces)

Existing Structure: 8'-8" 11'-4" New Structure:

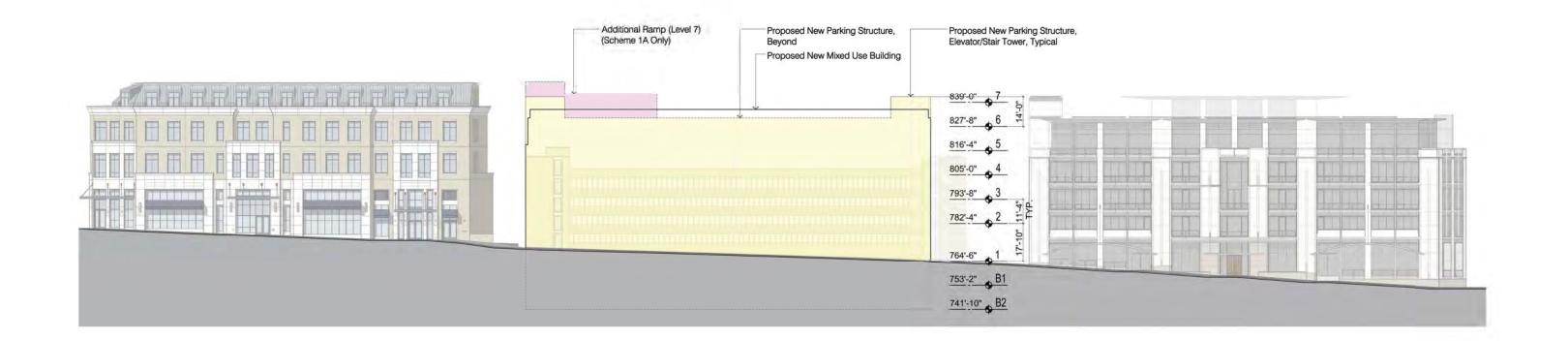
333 N. Old Woodward
Existing Structure With Horizontal Expansion
Horizontal Expansion

Birmingham Parking Expansion 333 N. Old Woodward Avenue Birmingham, MI













Birmingham Parking Expansion
333 N. Old Woodward Avenue
Birmingham, MI
City of Birmingham



Carl Walker, Inc. Project #: N1-2015-198 February 18, 2016







Parking Structure Option Comparison

333 N. Old Woodward Avenue

	333 N. Old Woodward Avenue					
	Scheme 1	Scheme 1A	Scheme 1B	Scheme 2	Scheme 2A	Horizontal Expansion
General Parking Structure Statistics						
3 Total Existing Parking Spaces	745	745	745	745	745	745
4 Desired Additional Parking Spaces	278	278	278	278	278	278
5 Desired Total Parking Spaces	1,023	1,023	1,023	1,023	1,023	1,023
6 Number of Parking Structure Spaces	1,172	1,184	1,142	1,152	1,136	495
7 Street Parking Spaces	10	10	10	10	10	0
8 Surface Lot Parking Spaces	0	0	0	0	0	27
9 Existing spaces lost at Expansion Tie-In	0	0	0	0	0	6
10 Total Number of Parking Spaces	1,182	1,194	1,152	1,162	1,146	1,088
11 Net Gain of Spaces =	437	449	407	417	401	343
12 Demand Generated by New Mixed-Use Buildings ¹ (1 Space/564 SF)	160	170	170	97	107	86
13 Net Gain of Spaces with New Demand =	277	279	237	320	294	257
14 Number of Spaces Difference from Goal =	-1	1	-41	42	16	-21
18 Number of Levels (grade level and above)	6	6	6	6	6	4
19 Number of Levels Below Grade	2	2	2	1	1	0
20 Total Number of Levels	8	8	8	7	7	4
Parking Efficiency						
22 Parking Structure Efficiency (Sq. Ft./Space)	334	336	338	330	330	346
Mixed-Use Space						
32 Mixed Use Building 1: Old Woodward Ave.	42,082	42,082	42,082	0	0	0
33 Mixed Use Building 2: Willits Street	48,428	48,428	48,428	48,428	48,428	48,428
34 Residential Building 3: Bates Street ¹	81,500	62,676	62,676	81,500	62,676	0
35 Retail: Parking Structure	0	5,240	5,240	6,250	11,665	0
36 Total Building Area (SF)	172,010	158,426	158,426	136,178	122,769	48,428
Public Open Space	·					
40 Public Space Area (SF)	2,658	7,835	7,835	2,658	7,835	0
41 Public Area Adjacent to Park (SF)	29,569	36,446	36,446	29,569	36,446	40,131
Conceptual Parking Structure Comparative Construction Cost		55,115	23,7.10			,
42 Base Parking Structure Comparative Unit Cost (\$/SF)	\$62.00	\$62.00	\$62.00	\$62.00	\$62.00	\$62.00
43 Base Parking Structure Cost	\$24,247,580	\$24,680,340	\$23,922,700	\$23,565,580	\$23,229,850	\$10,615,640
44 Premium Cost: 1st Level Below Grade (B1) (\$25/SF)	\$1,408,875	\$1,408,875	\$1,408,875	\$1,296,750	\$1,296,750	
45 Premium Cost: 2nd Level Below Grade (B2) (\$50/SF)	\$2,676,750	\$2,676,750	\$2,676,750	\$0	\$0	
46 Premium Cost: Retail Shell (Base Cost + \$25/SF)	\$0	\$455,880	\$455,880	\$0	\$471,105	
47 Premium Cost: Painted Ceilings (\$1.50/SF)						\$256,830
48 Demolition of Existing Parking Structure	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	
49 Upgrade Façade of Existing Parking Structure						\$400,000
50 Upgrade Lighting in Existing Parking Structure						\$600,000
51 Premium Cost: Connection to Existing						\$50,000
52 Premium Cost: Enhanced Façade - Stainless Steel Mesh (\$35 VSF)	\$637,793	\$637,793	\$637,793	\$986,041	\$986,041	\$0
53 SUBTOTAL	\$29,570,998	\$30,459,638	\$29,701,998	\$26,448,371	\$26,583,746	\$11,922,470
54 Concept Design Contingency (10%)	\$2,957,100	\$3,045,964	\$2,970,200	\$2,644,837	\$2,658,375	\$1,192,247
55 Parking Structure Preliminary Construction Cost =	\$32,528,098	\$33,505,602	\$32,672,198	\$29,093,208	\$29,242,120	\$13,114,717
56 Parking Structure Cost per SF =	\$83.17	\$84.17	\$84.68	\$76.54	\$78.05	\$76.60
57 Cost Per Structured Parking Space =	\$27,754	\$28,299	\$28,610	\$25,255	\$25,741	\$26,494
58 Cost Per Net Parking Space =	\$74,435	\$74,623	\$80,276	\$69,768	\$72,923	\$38,235
59 Soft Costs (25%)	\$8,132,000	\$8,376,400	\$8,168,000	\$7,273,300	\$7,310,500	\$3,278,700
60 Shuttle Service	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	
61 SUBTOTAL COSTS	\$41,260,098	\$42,482,002	\$41,440,198	\$36,966,508	\$37,152,620	\$16,393,417
Estimated Land Value						
62 *Mixed Use Development Estimated Land Value-Woodward (gsf x \$75)	\$3,156,150	\$3,156,150	\$3,156,150	\$0	\$0	\$0
63 *Mixed Use Development Estimated Land Value-Willits (gsf x \$75)	\$3,632,100	\$3,632,100	\$3,632,100	\$3,632,100	\$3,632,100	\$3,632,100
64 *Residential Development Estimated Land Value (gsf x \$75)	\$6,112,500	\$4,700,700	\$4,700,700	\$6,112,500	\$4,700,700	\$0
65 *Retail Development Estimated Land Value-Parking (gsf x \$75)	\$0	\$393,000	\$393,000	\$468,750	\$874,875	\$0
66 Total	\$12,900,750	\$11,881,950	\$11,881,950	\$10,213,350	\$9,207,675	\$3,632,100
67 NET COST	\$28,359,348	\$30,600,052	\$29,558,248	\$26,753,158	\$27,944,945	\$12,761,317

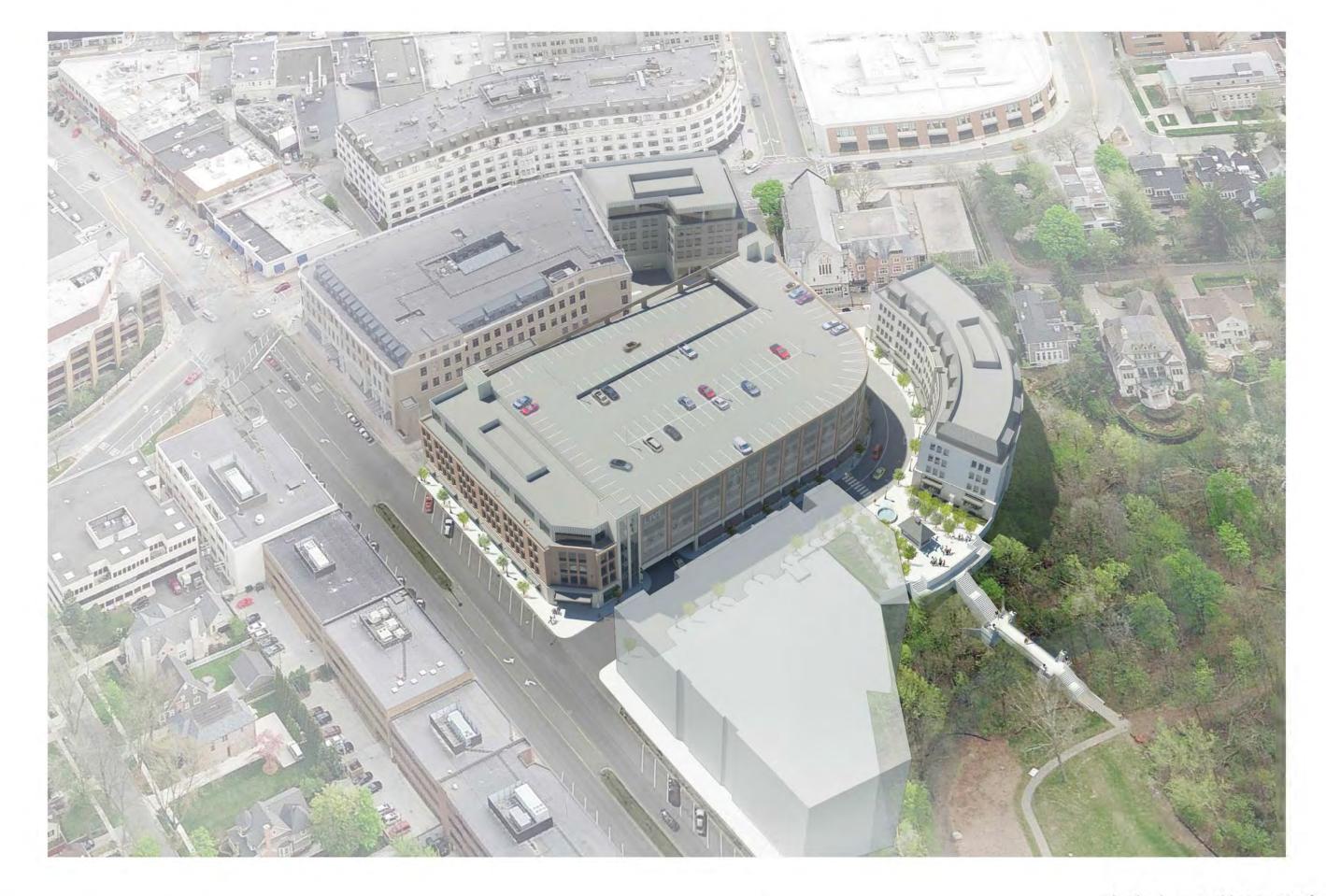
Shuttle Bus Operation

It is our understanding that the City wants to consider a Shuttle Bus Operation for the proposed development as a basis to satisfy parking demand from loss of existing parking during construction of the proposed mixed-use development. There are several factors that should be discussed and reviewed to determine the appropriate planning for this type of parking operation.

Referenced below are several items that should be reviewed and discussed with all stakeholders to develop an appropriate plan of action for a successful shuttle bus operation.

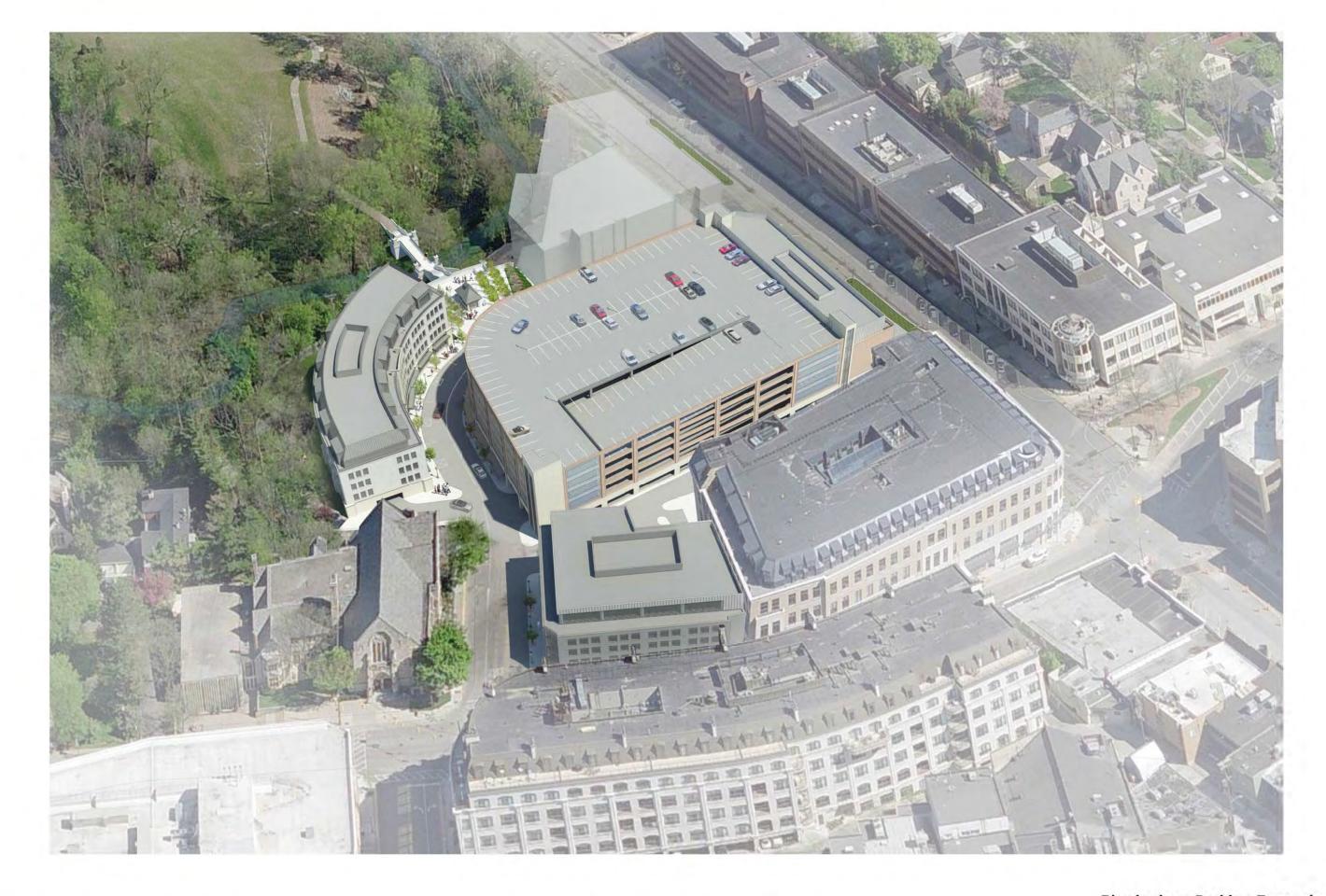
- **Design Capacity:** Based on the current parking supply of 745 spaces (572 existing garage + 173 surface lot), we have assumed that 70% (522) of these spaces are currently being used by monthly patrons. If feasible, this utilization rate should be verified and compared to our assumed analysis. It is this long term parking demand that should be considered for the shuttle bus operation. Transient patrons that will be displaced during construction will find other "close-in" parking opportunities such as "on-street" parking and other public facilities that are more convenient. The shuttle bus operation should primarily be established for monthly/tenant patrons.
- Location of the Shuttle Bus Surface Lot: A single "close-in" location for the shuttle bus operation is recommended. If one location is not available, then multiple facilities will have to be considered. Review of unoccupied parking facilities that have low weekday parking demand and utilization (ie. churches, nearby retail shopping malls, etc.) should be considered to establish a single shuttle bus operation. Multiple locations, to pick-up and drop-off patrons, will increase travel time, impact the shuttle bus operation and the level of service (LOS) this operation should provide.
- Travel and Schedule: Bus schedule for passenger pickup and drop off should not be more than 15 minute intervals to and from the existing garage during office peak times. Travel time beyond the 15-minute timeframe would be unwelcomed and impact the LOS.
- **Hours of Operation:** Service should start at 6:30am and terminate at 5:30pm to accommodate office conditions during weekday.
- **Service during Peak Time:** AM peak hours are from 6:30am to 9:30am. PM peak hours are from 2:30pm to 5:30pm. Three (3) shuttle buses with a minimum seating capacity of 25 passengers should be available to handle the estimated peak.
- Service during Off-Peak Time: One (1) shuttle bus should remain operational during off peak hours from 9:30am to 2:30pm to accommodate employee/monthly emergency calls, scheduled meetings out of the office, etc.
- **Shuttle Bus Routes:** Shuttle bus street routes should be well defined and established for the parking operation. The shuttle bus route should consider local traffic congestion to determine the quickest and safest route for pickup and drop off for the operation.

- **Staff:** At a minimum, at least one (1) full time and three (3) part-time employees should be considered for the shuttle bus operation. The cost of staffing the shuttle buses should be reviewed as part of the total cost associated with the shuttle bus operation. This requirement should be for a minimum of eighteen (18) months. Staffing cost is estimated at approximately \$150,000.00 to \$175,000.
- **Buses**: A twenty-five (25) seat capacity bus is estimated to cost in the range of \$80,000.00 to \$90,000.00. Three (3) buses would equate to approximately \$240,000 to \$270,000. In addition to the cost of the buses, fuel, routine maintenance, insurance, and other operational cost should be reviewed as part of the shuttle bus operation.
- **Shuttle Pick-Up and Drop Off Location(s):** Provide passenger pickup/drop-off shelters for inclement weather. Also, review lighting illumination levels for security at all locations.
- Other Operational Items for Management to Consider: Keep a daily log of activities and vehicular problems that may occur. Maintain routine maintenance program for each bus. To generate good ridership and loyalty to shuttle bus program, consider providing free local newspaper, bottle water, coffee, morning pastry, etc. to daily passengers periodically. One morning each month could be devoted to a customer appreciation day in support of the shuttle bus operation. Use the exterior and interior sides of the shuttle bus to generate revenue from local advertisements to promote the City, upcoming events, positive images, a major stakeholder, etc.
- In-house (City Operated) vs Privatization: An in-house (City Owned/Operated) shuttle bus operation is an expensive alternative to accommodate displaced monthly patrons. Total shuttle bus operation cost can range between \$550,000 and \$650,000 for a service period of 18 months. Alternate solutions to reduce this estimated cost are the following:
 - a) To reduce the initial cost of purchasing new shuttle buses, consider leasing the shuttle buses.
 - b) To reduce the initial cost of purchasing new shuttle buses, consider acquiring used shuttle buses that are still under warranty and less than three years old.
 - c) Consider procuring professional services from a local or national parking operator. A monthly management fee and the cost of the parking operation would be required. This service can be procured through a RFP basis.
 - d) Consider procuring professional services from a local tour bus company. This service can be obtained through a RFP basis and should be less costly than professional services provided by a parking operator.







































REQUEST FOR QUALIFICATIONS

North Old Woodward / Bates Street Parking and Site Development



Issued by:

City of Birmingham, 151 Martin Street P.O. Box 3001 Birmingham, MI 48012 (248) 530-1850 www.bhamgov.org



NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

REOUEST FOR OUALIFICATIONS

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INTRODUCTION

The City of Birmingham, Michigan (the "City") is seeking a developer or a development team (the "Developer") to undertake the collective redevelopment of a parcel of public property of approximately 4 acres located in the City's Central Business District. Figure 1 shows the location of the subject property being offered for redevelopment. This property currently contains a public parking structure and surface parking lot.

The City will be utilizing a two phase process to select a Developer to redevelop the subject site. First, the City will conduct a public selection process for qualified Developers to redevelop the N. Old Woodward/Bates Street site, with oversight and review to be provided by the Ad Hoc Parking Development Committee and the City Commission.

In evaluating Developer's qualifications, the City will consider past development success, experience in working or partnering with communities, financial capacity and the design quality of previous development projects. The details of the City's interests are outlined within this Request for Qualifications (RFQ).

Following a review of Developer qualifications, the City will establish a "short list" of Developers that will be extended an invitation to participate in an interview with the Ad Hoc Parking Development Committee and/or the City Commission to discuss their qualifications for the redevelopment of this site. Only pre-qualified Developers will be offered the opportunity to submit a development

proposal under a separate Request for Proposals.

WANTE ST

Subject Property

Subject Property

Subject Property

Building Footprint

Figure 1

The City's objective is to solicit creative and innovative development plans from qualified Developers that will extend Bates Street from Willits to North Old Woodward and redevelop the remainder of the site by constructing a parking facility that provides a minimum of 380 parking spaces in addition to replacing the 770 parking spaces currently on the N. Old Woodward / Bates Street site, introducing residential, commercial and/or mixed uses to create an activated, pedestrian-oriented urban streetscape and provide public access to the Rouge River and Booth Park to the north. (Note that if additional commercial space is provided by this project, parking spaces in addition to the 380 noted above shall be provided at the rate of 1 space for every 564 sq.ft. of new gross commercial space. Residential parking spaces are assumed to be provided and reserved outside of these numbers, at the rate of 1.5 spaces per unit.) The City owns the entire parcel and its parking structure as illustrated in Figure 1. Parcel dimensions are illustrated in Attachment A. The northern end of this parcel is planned for designation as park property along the Rouge River.

It should be noted that the parcel marked Brookside Townhomes of Birmingham on Attachment A to the northeast of the City's property is currently under construction. A new five story mixed use building with retail and residential on the first level, residential on floors two through five, and two levels of underground parking is being constructed.

A sample plan of what the City envisions can be done with this property, while accomplishing the parking goals listed, is provided in Attachment D. Important desirable amenities of the plan as provided by the City include:

- New parking structure(s) with a minimum of 1150 parking spaces.
- New mixed use building adjacent to parking structure facing N. Old Woodward Ave.
- Service drive access to the adjacent buildings both north and south of the parking structure.
- New mixed use building facing Willits St.
- Public park property and connection between a new City street and the existing Rouge River to the north.
- Residential building on the north end of the site taking advantage of the existing views present in this area.

The existing zoning of this parcel is Public Property. An illustration of the existing zoning for this parcel and the immediate area is contained in Attachment B. This parcel is included in the City's Overlay Zoning District as illustrated in Attachment C, which provides for certain development opportunities. Modifications to the zoning of this parcel may occur to conform to the selected development plan, if the creativity of development plan does not meet existing parameters of the Overlay Zoning District. Additional information concerning the zoning regulations can be obtained from the City's Planning Division.

The selected Developer will work with the Ad-Hoc Parking Development Committee to present and review their plan at public meetings to receive community input on

their development plan. This process may include presenting the plan to one or more of the following boards and commissions:

- a. The Ad-Hoc Parking Development Committee;
- b. The Birmingham Planning Board;
- c. The Historic District Commission;
- d. The Parks and Recreation Board;
- e. The Advisory Parking Committee;
- f. The Multi-Modal Transportation Board; and
- g. The City Commission.

The final approval of the development plans will be concluded by the Birmingham City Commission following the community review process.

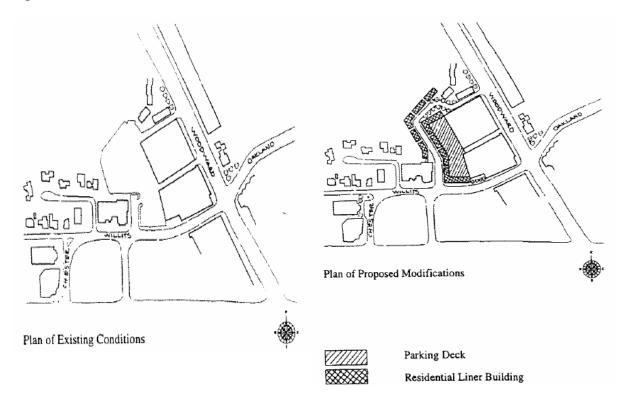
Based on the development plan selected, the City may lease or sell a portion or all of the property for development provided the development guidelines are met. The sale of public property would require the City to engage in placing the sale of property on the ballot for a vote in accordance with its City Charter. Once a development plan is accepted by the City, the process for the sale of property to the Developer may take from 4 to 12 months.

DEVELOPMENT OBJECTIVES AND GUIDELINES

The City's master planning document for the downtown, known as the *Downtown Birmingham 2016 Report* (DB2016 Report), identifies the N. Old Woodward / Bates Street site as a proposed location for redevelopment and provides conceptual illustrations of proposed modifications. The concept from the DB2016 Report referencing this area is provided herein for reference as Figure 2. Additional conceptual illustrations based on the DB2016 Report and incorporating various elements are provided as Attachment D.

Developers will be expected to present creative concepts for the site that incorporate these objectives and guidelines. The objectives and guidelines presented in this RFQ will be used in evaluating the submitted qualifications.

Figure 2.



Development Objectives

The City's overall objectives for redevelopment of the N. Old Woodward / N. Old Woodward / Bates Street site are as follows:

- To extend Bates Street from Willits and provide access to a location on North Old Woodward as envisioned in the Downtown Birmingham 2016 Plan.
- To accommodate current and future public parking needs with consideration for transient, employee permit parking, shoppers and faith-based community uses.
- To provide a form of residential, commercial and/or mixed use development along the extension to Bates Street to create an activated urban streetscape.

A number of primary objectives for the redevelopment of Bates Street as a whole are outlined below:

- To contribute to the improvement of the downtown as an active, pedestrian- oriented retail, residential and community environment.
- Ensure an adequate supply of conveniently located and attractively designed parking.
- To coordinate parking utilization in conjunction with public parking standards modified to accommodate mixed residential and business uses.
- To incorporate existing streetscape standards into proposed streetscape design and create an attractive streetscape that unifies, enhances and connects the N. Old Woodward / Bates Street site with the rest of the downtown.
- Enhance the N. Old Woodward / Bates Street site as a safe, convenient and hospitable pedestrian environment, while linking Willits to North Old Woodward.
- To ensure that new construction is compatible with the existing building fabric.
- Minimize conflicts between vehicles, pedestrians and cyclists.

These objectives should be a fundamental part of any development proposal for the N. Old Woodward / Bates Street site. The guidelines discussed below for the physical framework, mix and location of land uses, and design of buildings and public spaces are drawn directly from the *Downtown Birmingham 2016 Report* and/or have been developed with these objectives in mind.

Development Guidelines

- Pedestrian Circulation. Redevelopment of the N. Old Woodward / Bates Street site should include a pedestrian circulation system that links public parking, public open space and new developments to surrounding uses and activities. All pedestrian access routes must be compliant with Americans with Disabilities Act (ADA) requirements.
- 2. **Vehicular Connection.** Bates Street will be preserved as a public street to promote efficient access and circulation by vehicles, pedestrians, cyclists and transit riders. Bates Street will connect Willits to North Old Woodward.
- 3. Parking. The existing parking structure should be renovated and expanded to accommodate additional parking, if current location is maintained. Should a proposal involve the removal and reconstruction due to relocation of the parking structure, the developer is responsible for the demolition and reconstruction costs. It is expected the City will own and operate any parking structure and own the land underneath the structure. Parking lots or garages serving residential developments would be privately owned. During construction phasing, the Developer shall coordinate development with respect to the existing parking operation.
- 4. **Topography and Redevelopment.** Building designs that take advantage of the natural topography in the area should be utilized. Site designs that provide public access to or overlooks of the Rouge River and Booth Park to the north are encouraged.
- 5. **Storm Water Management** Special consideration for development on the Rouge River must be in accordance with best management practices permitted by the Environmental Protection Agency (EPA) and the Michigan Department of Environmental Quality (MDEQ).
- 6. **Infrastructure.** This project will require extending sewer and water utilities to any new developments. New water mains must be looped into the existing system. The addition of sewer or water services for this site must conform to the City's standards. Information on these standards can be obtained from the City's Engineering Division.
- 7. **Utilities.** All utilities within and leading to the site shall be underground. The adequacy of gas, electric, telephone and cable service availability to the site will need to be determined by those making a proposal by contacting the respective utility companies.

- 8. **Financial.** No City subsidies will be made available. Land will be sold or leased at market rates and all private property or private use of public property will be subject to property taxes.
- 9. **Required Easements.** All necessary easements must be provided in accordance with the Consolidating Easement and Restriction Agreement dated November 28, 2005 between the City and B/K/G Birmingham LLC, benefiting 325 N. Old Woodward (located at corner of Willits and Old Woodward). A copy of this easement is included as Attachment E.
- 10. **Booth Park Trail.** Booth Park is located to the immediate north of the N. Old Woodward / Bates Street site. A proposed bridge connection to Booth Park from the site is planned as part of a trail master plan. The bridge will provide access between the downtown and Booth Park. This proposed bridge will be a vital link in the overall trail system. A conceptual illustration is provided as Attachment F.

Design Issues

- **1. Building Height Considerations.** The portion of the site not used for public parking is zoned D-3 under the Downtown Birmingham Overlay Zoning, which allows a maximum of 4 stories, provided the 4th story is used for residential units and is set back 10' from the front building façade. Maximum overall height is 68'. Specific regulations also apply. These regulations are outlined in the City's Zoning Ordinance.
- **2. Residential Building Relationships.** Any proposed residential uses should be integrated into an overall mixed use development.
- 3. **Design of Buildings.** Specific design and architectural requirements are in place in the Downtown Birmingham Overlay Zoning District as outlined in the City's Zoning Ordinance.
- 4. **Design of Street.** The extension of Bates Street must conform to the City's street standards.

5. Streetscape and Landscaping.

- Streetscape designs must incorporate the City's Downtown Streetscape Design Standards.
- Landscaping designs should include innovative and aesthetically appealing plants and landscape features that enhance the pedestrian experience while enhancing the natural area along the Rouge River.

- 6. **Public Safety.** Fire and emergency access must be accommodated for all buildings in the development area. Hydrants must be placed where required by the City's Fire Department.
- 7. **Parking.** Most residential parking should be emphasized underground or within buildings, which would allow land areas to be used for buildings and open spaces. The change in elevation in the area should be used to facilitate underground parking.

REOUEST FOR OUALIFICATIONS PROCESS

The City will conduct a two phase public selection process for qualified Developers to redevelop the N. Old Woodward/Bates Street site, with oversight and review to be provided by the Ad Hoc Parking Development Committee and the City Commission.

In evaluating a Developer's qualifications in Phase 1 under this RFQ process the City will consider past development success, experience in working or partnering with communities, financial capacity and the design quality of previous development projects. The City may identify one or more of developers with qualifications that the City determines at their sole discretion, demonstrate the capability of the Developer(s) to successfully undertake and complete this redevelopment project.

All qualifications must be received by the City Clerk no later than May 15, 2017. Submission requirements and guidelines are detailed in the Submission Requirements and Guidelines section of this RFQ.

Mandatory Site Visit Meeting

Each prospective developer is required to attend a mandatory pre-bid meeting to visit the site and meet with City staff prior to submitting qualifications. The mandatory site visit meeting will be held on **April 17, 2017**. This meeting will begin in room 205 of the Birmingham Municipal Building located at 151 Martin Street and will conclude at the project site. Prospective developers are asked to pre-register by **April 12, 2017** by contacting Paul O'Meara at (248) 530-1836 or at pomeara@bhamgov.org.

Selection Process

Following a review of Developer qualifications, the City will establish a "short list" of Developers that will be extended an invitation to participate in an interview with the Ad Hoc Parking Development Committee and/or the City Commission to discuss their qualifications for the redevelopment of this site. Only pre-qualified Developers will be offered the opportunity to submit a development proposal in Phase 2 under a separate Request for Proposals (RFP).

During the evaluation process, the City reserves the right, where it may serve the City's best interest, to request additional information or clarification from Developers, or to allow corrections of errors or omissions. At the discretion of the City, firms submitting qualifications may be requested to make public presentations as part of the evaluation process.

The City will select a single developer or development team for the redevelopment of the parcel offered in this RFQ. The City may offer to sell or

lease the property it currently owns within the Bates Street Site, exclusive of land to be used for public parking and public roads, for private use to the selected developer or development team.

Anticipated Timetable of Selection Process

Submittal & Review Process	Target Date
Release of Request for Qualifications	March 16
Registration for Site Visit with staff	April 12
Mandatory site visit with staff	April 17
Qualifications Due Date	May 15
Extend invitation for Interviews	May 30
Interviews Conducted	June 5-10
Recommendation of Developers to City Commission	June 12
Request for Proposals Issued	June 30
Conduct community review process	July-August
City Commission approval of final development plan	Sept - October

Developer rights and responsibilities

The following outlines the rights and responsibilities of the developer and the City of Birmingham in the redevelopment of the North Old Woodward / Bates Street Parking and Site Development:

- Exclusive development rights and right to purchase or lease land for private uses (excludes purchase of any City owned land that will be used for public purposes, such as public parking.)
- To serve as developer or development team of the property for a mix of uses; all sub-developers must be identified if other firms will carry out portions of the project.
- Prepare all site plans and elevation drawings for approval by the City in accordance with the specifications and requirements of the City of Birmingham.
- Plan for and construct public parking as indicated in the development program.
- Work with the City during construction to accommodate temporary parking and minimize disruption to residents, tenants and the faith community in the surrounding area.
- Develop public infrastructure and utilities necessary for the site.
- Attend public meetings as necessary in order to present plans for review. It is expected that plans will need to be presented at up to ten (10) boards and committee meetings for review.

City's Role

Assist with necessary development review process and approvals.

- Cooperate with any land acquisition pursued by the developer in accordance with this RFQ.
- Assist with construction phasing and coordination with respect to temporary parking operation during construction.
- Provide existing information relating to the site such as 1) title search,
 site survey, 3) baseline environmental analysis, and 4) utility availability analysis.

SUBMISSION REQUIREMENTS AND GUIDELINES

The following outlines the submission requirements and guidelines for the North Old Woodward / Bates Street Parking and Site Development project.

- A. Cover sheet as provided in RFQ;
- B. Transmittal letter;
- C. Qualification Statement (see details below);
- D. Financial Information from Developer (Separate Sealed Envelope);
- E. Narrative description of what is proposed in detail and how proposal meets the development objectives; and
- F. Conceptual development plan for the entire site.

Qualification Statement Requirements

1. Firm/Team Description

A development team headed by an experienced developer should be identified including, as required, an architect, construction consultant, Developer, economic-financial consultant, and leasing/management company. Depending on the developer's capabilities, the team may include as few or as many firms as required. For all companies on the team, the following is required:

- Identification of all principal firms to be involved in the project including their roles, responsibilities and authorities.
- The size of each firm and the depth of experience of their personnel.
- Resumes of the persons who would be responsible for the day-to-day operation of the project and his/her back up in the event of this person's absence. Also, resumes of all other key persons directly involved with this project shall be included.

2. Organizational Structure and Workload

- Legal Name of development entity and managing entity which will be considered the developer.
- Business type (corporation, partnership, LLC, individual, joint venture, not for profit, etc.).
- Date established (for constituent firms if joint venture).
- If the developer is a subsidiary or affiliate of any other corporation, list such entity or entities including name, address, relationship to developer, and officers and directors.

- Names, addresses, title of position, and nature and extent of the interest of the officers and principals, shareholders and investors of both the developer and the development entity as follows:
 - For corporations, the officers, directors or trustees, and each stockholder owning more than 10% of any class of stock.
 - For partnerships or limited liability corporations, each partner or member, whether a general or limited partner or member, and either the percent of interest or a description of the character and extent of interest.
 - For joint ventures, each participant and either the percent of interest or a description of the character and extent of interest.
 If the joint venture partners are corporations or partnerships, then the information for such firms should be provided.
 - o For any other type of entity, the officers, members of governing body, and each person having an interest of more than 10 %.
 - No City of Birmingham elected or appointed City official or employee, and no person who serves on any City of Birmingham public board or commission may have a direct or material indirect interest in the development entity or any part of that entity.
- The number, location and magnitude of projects currently on the developer's work plan for 2016 2019.
- A proposed organizational structure for the development team showing roles of each member of the team.

3. Experience

- Description, illustrations, location and a brief summary of the performance of similar projects, especially as they relate to the project.
- A comprehensive list of all projects for which the firm has served as a developer over the past three years including size, construction costs, major tenants, uses involved, and the current occupancy and ownership of these projects.
- Minimum experience required:
 - Demonstrated experience in at least two completed projects of similar size and quality as proposed in this RFQ.
 - Demonstrated financial resources and commitments to both acquire and develop the property (provided in financial statements, evidence of equity and debt financing, etc.)
 - Demonstrated commitment to the overall goals of the City and specific land uses and evidence of substantial efforts to comply with the development guidelines stated in this RFQ.

4. References

A minimum of three references for similar projects is required. References reflecting experience working on public/private ventures with government officials and public bodies should be included, if applicable.

Financial Information

One copy of the following information should be submitted in a separate sealed envelope to be kept confidential:

- Audited financial statement or federal income tax forms for the developer from the last three years; personal financial statements may be required as supplemental information at the option of the City's development advisor.
- References from financial institutions with whom the developer has dealt as a borrower or as a joint venture partner.
- Proposed sources of financing and preliminary evidence of interest from financial institutions or partners if available.
- List of pending litigation or other disputes with which the developer, development entity, or joint venture partners are involved, indicate status, the potential of a financial settlement, and impact on your ability to execute this project.
- If the firm or any individual in the proposed project has ever filed for bankruptcy or has had projects that have been foreclosed (or return lenders via deed-in-lieu of foreclosure), list dates and circumstances.

All of the above information will be provided only to the City's legal counsel and is considered exempt from the Freedom of Information Act as private information. Only those firms who are short-listed and invited for an interview with the City will have their financial information reviewed. All other sealed packets will be returned unopened to their respective firms. Upon completion of the selection process all firms will have their financial information returned.

Submission Procedure

Ten (10) hard copies and one (1) PDF copy of each qualifications proposal and one (1) copy of the developer's financial information shall be submitted no later than **4:00 p.m., on May 15, 2017** to:

City of Birmingham
Attn: City Clerk
151 Martin Street
Birmingham, Michigan 48009

Submittals should be firmly sealed in an envelope, which shall be clearly marked on the outside, "Request for Qualifications – N. Old Woodward / Bates Street Parking and Site Development". Any proposal received after the due date cannot be accepted and will be rejected and returned, unopened, to the proposer. Proposer may submit more than one submittal provided each

proposal meets the functional requirements.

Each respondent shall include in their submittal the following information: Firm name, address, city, state, zip code, telephone number, fax number and website address. The company shall also provide the name, address, telephone number and e-mail address of an individual in their organization to whom notices and inquiries by the City should be directed as part of their proposal.

The City of Birmingham reserves the right, at its sole discretion, to reject any or all submittals when, in its opinion, it is determined to be in the public interest to do so; to waive minor irregularities and informalities of a submittal; or to cancel, revise, or extend this solicitation. The Request for Qualifications does not obligate the City of Birmingham to pay any costs incurred by any respondent in the submission of a proposal or in making necessary studies or designs for the preparation of that proposal, or for procuring or contracting for the services to be furnished under this Request for Qualifications.

Selection Criteria

Evaluation of qualifications will be based upon:

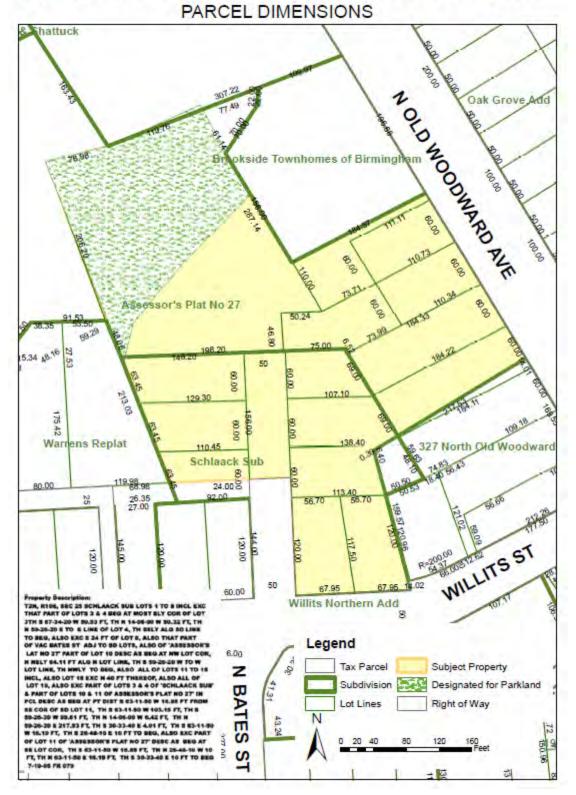
- Qualifications and experience of developer and team members with projects of similar scale and magnitude;
- Financial capability including resources available as equity for the project and strength of financial commitments;
- Design quality of previous development projects;
- Detailed description of conceptual development plan and how the proposal meets the City's objectives;
- Past performance of firms as verified by references of previous clients/projects including demonstrated ability to work with local government clients in similar relationships; and
- Offer price for sale or lease of City property with a description of the necessity to purchase or lease.

TERMS AND CONDITIONS

- 1. The City reserves the right to reject any or all qualifications received at any time during this process, waive informalities, or accept any qualifications in whole or in part, it deems best. The City reserves the right to award the contract to the next most qualified Developer if the successful Developer does not execute a development agreement within thirty (30) days after the award of the proposal under a future Request for Proposals.
- 2. The City reserves the right to request clarification of information submitted and to request additional information of one or more Developers.
- 3. The City reserves the right to terminate any contract at its discretion should it be determined that the services provided do not meet the specifications contained herein. The City may terminate this Agreement at any point in the process upon notice to Developer sufficient to indicate the City's desire to do so. In the case of such a stoppage, the City agrees to pay Developer for services rendered to the time of notice, subject to the contract maximum amount.
- 4. The successful bidder will be required to furnish a Performance Bond in an amount not less than 100% of the contract price in favor of the City of Birmingham, conditioned upon the faithful performance of the contract, and completion on or before the date specified.
- 5. Any qualifications proposal may be withdrawn up until the date and time set above for the opening of the qualifications. Any proposal not so withdrawn shall constitute an irrevocable offer, for a period of ninety (90) days, to provide the services set forth in accordance with the specifications outlined in this RFQ.
- 6. The cost of preparing and submitting qualifications and any future proposal is the responsibility of the Developer and shall not be chargeable in any manner to the City.
- 7. The Developer will not exceed the timelines established for the completion of this project.
- 8. Pre-qualified Developers will be offered the opportunity to submit a Development proposal under a future Request for Proposals. The successful Developer shall enter into and execute a development agreement with the City.

ATTACHMENT A

N. OLD WOODWARD / BATES PARKING SITE



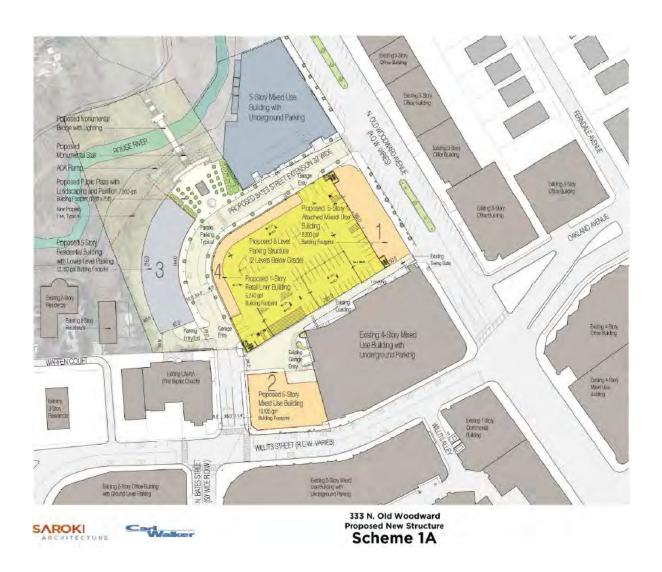
N. Old Woodward / Bates Parking Site Zoning Districts



N. Old Woodward / Bates Parking Site Overlay Zoning Districts



ATTACHMENT D Conceptual Illustrations of Development Area











South Bird's Eye View

Birmingham Parking Expansion
333 N. Old Woodward Avenue
333 N. Old Woodward Avenue
City of Birmingham
Block Eige View

ATTACHMENT E Easement Benefitting 325 N. Old Woodward

Vehicle Access Easement

Land located in the City of Birmingham, County of Oakland, State of Michigan, more particularly described as:

A parcel of land being a part of Lots 10 and 11 of "Assessor's Plat No. 27" in the SW quarter of Section 25, T2N, R10E, City of Birmingham, Oakland County, Michigan, according to the Plat thereof as recorded in Liber 6 of Plats, Page 46, Oakland County Records, and a part of Lots 3 and 4 of "Schlaack Subdivision of Lots 40, 41, 42 and part of Lot 53 of Willets Addition", City of Birmingham, Oakland County, Michigan, according to the Plat thereof as recorded in Liber 8 of Plats, Page 8, Oakland County Records, said parcel of land being described as follows: Commencing at the southeasterly corner of said Lot 11, said point also being on the westerly line of Woodward Avenue (100 feet wide); thence S 63°11'50" W 16.85 feet along the southerly line of said Lot 11 to the point of beginning of this description; thence continuing S 63°11'50" W 103.15 feet along said lot line to a point; thence S 59°26'20" W 99.61 feet to a point; thence N 30°33'40" W 19.16 feet to a point; thence N 59°26'20" E 219.35 feet to a point on the easterly line of said Lot 11; thence S 30°33'40" E 17.01 feet along said easterly line of said Lot 11 to a point; thence S 63°11'50" W 16.19 feet along a line 10.00 feet northerly of and parallel to the southerly line of said Lot 11 to a point; thence S 26°48'10" E 10.00 feet to the point of beginning of this description.

ATTACHMENT F Booth Park Trail Connection

Booth Park trail connection to Bates Street site.





NORTH OLD WOODWARD/BATES STREET PARKING AND DEVELOPMENT **BIRMINGHAM, MICHIGAN**

Proposal Presented To Mr. Joseph Valentine **City Manager** City of Birmingham **151 Martin Street** Birmingham, MI 48009

May 15, 2017

PRESENTED BY



223 West Erie Street Third Floor Chicago, Illinois 6M.0654 David M. Strosberg 312-280-7770 x114

Ronald S. Mucha

312-280-7770 x118

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In partnership with

HOBBS + BLACK ARCHITECTS



May 15, 2017

On behalf of Morningside Group, we thank you for the opportunity to submit our enclosed development team qualifications for the North Old Woodward / Bates Street Parking and Site Development.

Our objective is to work in partnership with the City of Birmingham to unlock the site's vast potential for mixed-use development, which will both contribute to Birmingham's vibrancy and serve as a catalyst for ongoing downtown investment.

For twenty-four years, Morningside has actively developed mixed-use projects in downtown locations, with a successful track record of public/private partnerships, earning a reputation as a leader in the design and construction of highly acclaimed urban buildings. In particular, our southeast Michigan portfolio boasts numerous transformative projects - the first of which, Main Place / SkyLofts, created 70,000 sf of retail and 70 condominium residences in the heart of downtown Royal Oak.

Expectations for the project's municipal infrastructure are substantial. Integrating this infrastructure with new mixed-use development is a highly complex undertaking. Consequently, we have assembled an experienced team comprised of Hobbs + Black Architects and Turner Construction – a team that possesses proven experience working within the City of Birmingham and understands the community's high expectations and exacting standards for architectural design and construction.

Please be assured that Morningside principals will lead as well as execute all aspects of our involvement in the project. The primary contact is Ronald Mucha, who both offices and resides in the greater Detroit area.

Our team looks forward to meeting you for an interview and the opportunity to submit a development proposal.

Sincerely,

David Strosberg President

DStrosberg@MorningsideUSA.com 312-280-7770 x114

WIM

Ron Mucha Senior Vice President RMucha@MorningsideUSA.com 312-280-7770 x118



SkyLofts Royal Oak, Royal Oak, MI



Elmburst 255, Elmburst, IL



NorthShore 770, Northbrook, IL

Cover Letter





David M. Strosberg

President - Managing Principal

Ronald S. Mucha

Senior Vice President - Principal

Joseph A. Valentine

City Manager

Jana Ecker

Planning Director

Paul O'Meara

City Engineer



David J. Kelly

Vice President and General Manager

Robert D. Bowen

Project Executive

HOBBS + BLACK ARCHITECTS

James Sharba

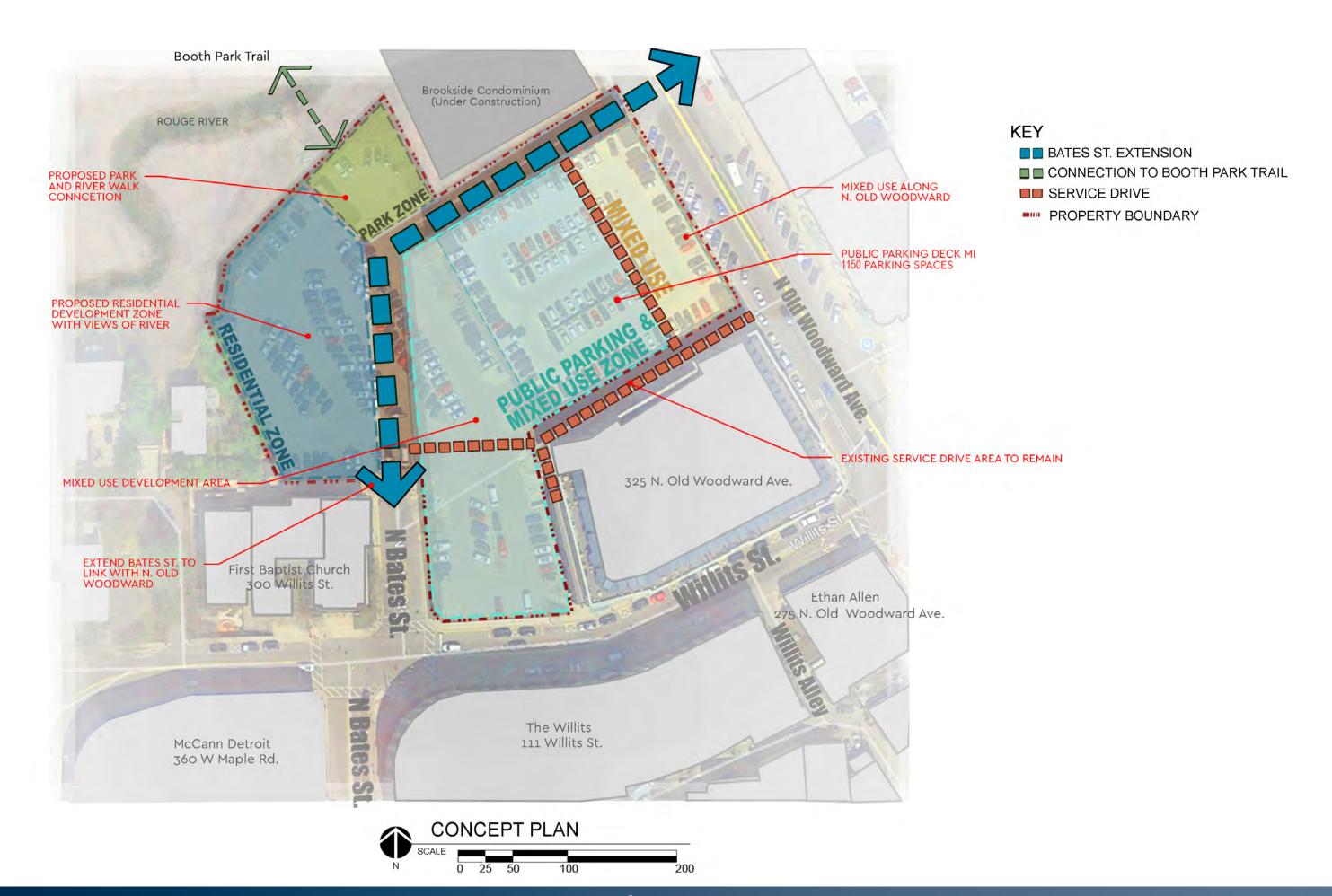
Vice President - Director of Design

Thom Phillips

Vice President - City Planning Liaison

Steve Dykstra

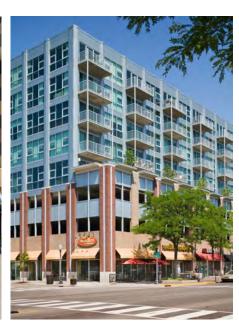
Vice President - Project Manager



Concept Plan







Company Profile: Morningside Group

Developer & Leasing/Management Company

Morningside Equities Group, Inc. creates premier residential retail and mixed-use developments in sought-after cities throughout the Midwest. The firm's renowned team of talented and experienced professionals adheres to the most exacting standards in creating every building. Their principles and commitment to excellence led to Morningside's reputation as a leader in the design and construction of highly acclaimed urban buildings.

David Strosberg, the firm's president and CEO, built a diverse career in real estate before founding Morningside in 1993. His passion for tapping the hidden potential of cities motivates and inspires a passion for excellence in his team. A licensed architect, David brings an urban planner's vision and an original, creative aesthetic to every Morningside project. He meticulously oversees all aspects of a community's design and construction, and is known for his for sight and ingenuity in resolving the multiple layers of a project's planning and development. As entitlements and financing become more complex, Mr. Strosberg sorts through the intricacies to deliver high-quality developments to broad markets—without compromising design, environmental, economic or place-making objectives.

The diversity of Morningside's mixed-use development portfolio has given the company broad experience in a wide variety of applications. The firm has developed residential communities, retail centers, office space, museums, public transportation facilities, parking structures and public plazas. As a vertically integrated organization, Morningside's staff of over 30 professionals provide in-house expertise ranging from planning and design through construction, marketing, leasing, property management and maintenance. Morningside successfully owns and operates all of their properties, and has won numerous awards in property management from the Chicagoland Apartment Association.



President & Managing Principal DStrosberg@MorningsideUSA.com

David Strosberg founded Morningside Group in 1993 as a real estate development and investment firm focused on mixed-use and multi-family properties located on urban infill sites. He oversees the acquisition, development, and operation of the firm's portfolio. These premier developments establish Morningside as a market leader in creating exceptional environments for living, work, shopping, and entertainment. The company maintains offices in the River North neighborhood of Chicago and Ann Arbor, Michigan.

Prior to founding the company, David was a senior executive with the Equity Group in Chicago, general partner of a national property investment firm, and a development and construction manager for projects in New York and Vermont.

He received an MBA in Real Estate from Columbia University in the City of New York and a BS in Architecture from the University of Michigan's College of Architecture & Urban Planning. He funds a merit scholarship at the college in memory of his mother.

David is a licensed architect in Michigan and an instrument-rated, private pilot. He flies missions for Veterans Airlift Command and Angel Flight Central. He is a recognized donor to Ogden International School and Latin School of Chicago.

For his pioneering work in the revitalization of its downtown, he was named Business Person of the Year by the Greater Royal Oak (Michigan) Chamber of Commerce. Morningside's Fort Sheridan Place and River 595 developments were awarded the Chicagoland Apartment Association's Property Excellence awards. Morningside's Wheaton 121 Luxury Rentals received a 2015 Vision Award from the Urban Land Institute. David's expertise in urban redevelopment was recognized through speakingengagements for the Urban Land Institute, Illinois City Management Association, and the Illinois Municipal League.

He is a dual citizen of the U.S. and Canada, and his wife, Jory, and their three children reside in an historic River North loft in Chicago. He is originally from Oak Park, Michigan.



RONALD S. Mucha
Senior Vice President & Principal
RMucha@MorningsideUSA.com

Ronald Mucha leads Morningside's Michigan office, which is based in Ann Arbor. Since joining the firm in 1999, he has played an instrumental role in its growth and success. He has overseen the development of many of Morningside's prestigious mixed-use projects, including the entire Michigan portfolio, which has served as a catalyst for downtown redevelopment throughout southeastern Michigan.

In Ann Arbor, Ron is most well-known for directing the effort to transform the former Eaton plant into the highly acclaimed Liberty Lofts. Other projects to which Ron points with pride include Crescent Court Condominium, in Elmhurst, Illinois, and SkyLofts Royal Oak, in Royal Oak, Michigan.

Over the last 20 years, Ron has earned a reputation for creative work in acquisition, entitlement, financing, design, and construction. In particular, he is well regarded for his expertise in historic preservation and adaptive reuse. Prior to joining Morningside, he worked as a land development specialist for a national home builder.

Ron received an MBA from Northwestern University's Kellogg School of Management and a BS in Civil Engineering from the University of Illinois at Urbana-Champaign. He is a licensed Residential Builder in the State of Michigan.

Ron actively supports local and national organizations, including the Juvenile Diabetes Research Foundation, and is a board member of the University of Michigan Natural History Museum. Ron, his wife Samantha, and their two children, reside in Ann Arbor.



Mary Ellen Martin

Executive Vice President & Chief Operating Officer

MEMartin@MorningsideUSA.com

Mary Ellen Martin oversees development and operations for Morningside's Chicago office. Mary Ellen's role includes site selection and acquisition, securing financing and entitlement, selection of the design team and overseeing design, construction, marketing, and asset management.

Prior to joining Morningside in 2005, Mary Ellen was a Project Manager with the Walsh Group where she specialized in multi-family and hi-rise construction building projects.

She received a BS in Civil Engineering from the McCormick School of Engineering with a minor in Art from Northwestern University. She is a member of Commercial Real Estate Executive Women of Chicago, CREW, and active with their Programs Committee. She is also a member of the Urban Land Institute and active with their Membership Committee and Women's Leadership Initiative.

Mary Ellen, her husband Bryan, and their three children reside in Chicago and all share a passion for sailing on Lake Michigan, and often travel to the Birmingham area to visit family.



BRIAN PAWLIK

Executive Vice President & Chief Development Officer

BPawlik@MorningsideUSA.com

Brian Pawlik leads development and construction in Morningside's Chicago office. Brian's responsibilities include entitlement; securing financing for new projects; selection of the design team; overseeing all aspects of construction including planning, bidding / awarding subcontracts, contract negotiations, site supervision and property turnover.

Prior to joining Morningside, Brian was a project manager with Pepper Construction Company. While at Pepper, Brian managed a wide range of projects including the Hard Rock Hotel – Chicago, and Tellabs Corporate Headquarters.

Brian received a BS in Civil Engineering from the McCormick School of Engineering at Northwestern University.



Eric Slavik

Vice President of Asset Management ESlavik@MorningsideUSA.com

Eric Slavik oversees property management and operations for Morningside's multi-family assets. Eric's responsibilities include the managing of leasing, marketing, maintenance, budgeting, staffing, contract management, loan maintenance, capital improvements, and the overall performance of the asset.

Eric is a member of the Chicagoland Apartment Association, and he is an active participant in the Chicagoland Apartment Marketing and Management Excellence Awards Committee, as well as the Professional Development Committee. Eric is a member of the National Apartment Association where he holds the designation of Certified Apartment Manager. He is also a Certified Property Manager Candidate via the Institute of Real Estate Management.

Prior to joining Morningside in 2007, Eric was the Manager of Customer Service and Warranty for residential home builder Neumann Homes, where he managed quality control and warranty claim resolution for multiple single family subdivisions.



ALISON SOLWAY

Marketing Manager

ASolway@MorningsideUSA.com

Alison Solway oversees the marketing efforts for all Morningside projects. In her role, Alison is responsible for developing, and implementing the marketing, advertising, public relations and community engagement strategies for the entire Morningside portfolio.

Prior to joining Morningside in 2015, Alison worked as a Senior Account Executive at Remedy. Alison has a BA in Advertising from Michigan State University and a Master's in Integrated Marketing Communications from Northwestern University.

Alison is a licensed real estate broker in the State of Illinois. She is a native of Birmingham, Michigan and a graduate of Seaholm High School.



RON WETZEL

Senior Project Manager

RWetzel@MorningsideUSA.com

Ron Wetzel oversees residential construction activity and his responsibilities include construction scheduling, bid solicitation/analysis, negotiating/awarding of subcontracts, value engineering, site supervision, and in-depth collaboration during the design process.

Prior to joining Morningside in 2004, Ron worked for Tishman Construction on the Chicago Public Schools project, managing multi-phase renovations at more than 50 high schools across the City of Chicago.

Ron received a BS in Architectural Studies and an MBA from the University of Illinois at Urbana-Champaign. He is a LEED Accredited Professional and a member of the Real Estate Investment Association.



Tom Cahill
Senior Project Manager
TCahill@MorningsideUSA.com

In his role as a senior project manager with Morningside, Tom oversees the construction scheduling, vendor negotiations and awards, site supervision and all project details from conception to completion.

Tom has worked in the construction market in Chicago for over 20 years. He has experience managing residential, mixed-use commercial, and healthcare construction projects. Prior to joining Morningside Tom completed mid-rise Projects at 922 W. Washington in Chicago and 1717 Ridge in Evanston, Illinois.

Tom received a BS in Structural Engineering from the University of Illinois.

SkyLofts Royal Oak

Royal Oak, MI

Project Type: Mixed-Use, Retail & Adaptive Re-use

Role: Developer - Construction Manager

PROJECT:

PHASE 1: Main Place

Two-story, 50,000 sf retail building with Barnes & Noble bookstore occupying 30,000 sf

Construction was completed in 2002

PHASE II: SkyLofts Royal Oak

Eight-story 70-unit loft condominium building

14,500 sf of ground floor retail

Retail tenants include Noodles & Company, Cold Stone Creamery, EB Games, Mongolian BBQ, among others

Project sold out in 8 months

Construction completed in 2003

PHASE III: 400 S. Main Street

6,500 sf of retail space. Renovation of a 1920's era Classic Revival style bank building and conversion of building into a boutique jewelry store

Construction completed in 2005

PROJECT ADDRESS:

Main Place: 500 S. Main Street SkyLofts Royal Oak: 100 W. Fifth Street 400 S. Main Street: 400 S. Main Street











Liberty Lofts

Location: Ann Arbor, Michigan

Project Type: New Construction, Mixed-Use & Adaptive Re-use Role: Developer-Construction Manager

PROJECT: Liberty Lofts

New construction condominium building as well as the adaptive reuse of existing structures

5-story, 68-unit urban loft building

23,000 sf of commercial space

PHASE II: 305 W. Liberty

19,000 sf of floor space and 54 dedicated parking spaces on-site Adaptive re-use of the former Eaton Corporation manufacturing plant

Features expansive restored glazing, high-bay ceilings, and a clear-spanning structure

U-M Taubman College of Architecture and Urban Planning is leasing the space for architectural research

PROJECT ADDRESS:

Residential: 315 Second Street, Ann Arbor, Michigan Commercial: 305 W. Liberty Street, Ann Arbor, Michigan

COMPLETION DATE:

January, 2006

**Hobbs + Black was the architect partner on this project



















NorthShore 770 Residential

Location: Northbrook, Illinois

Project Type: New Construction, Mixed-use, Retail &

Public/Private Partnership

Role: Developer-Builder, Owner and Property Manager

PROJECT:

Residential portion of a 16 acre mixed-unit development

9-story, 347-unit ultra-luxury apartment building

595 indoor parking spaces in a heated and enclosed 3-story parking deck and 13 external surface parking spaces

Building amenities include doorman and concierge service, virtual golf simulator, community room, theater with stadium seating, private dining room, business center, state of the art fitness center with yoga room

Two landscaped interior courtyards including pool, fire pit, bocce court, BBQ stations, dog run, and loggia lounging area

PROJECT ADDRESS:

770 Skokie Boulevard, Northbrook, Illinois

COMPLETION DATE:

December 2016







NorthShore 770 Theater Room





^{**}Adjacent to NorthShore 770 Retail

NorthShore 770 Retail

Location: Northbrook, Illinois

Project Type: New Construction, Mixed-use, Retail &

Public/Private Partnership

Role: Developer-Builder, Former Owner

PROJECT:

Residential portion of a 16 acre mixed-use development

101,501 sf of retail space

Tenants include Mariano's, Kriser's, Fuddruckers, Roti, Mattress Firm, Zengler's, Chipotle, PNC, and Panera Bread

PROJECT ADDRESS:

510 Dundee and 772-798 Skokie Boulevard, Northbrook, Illinois

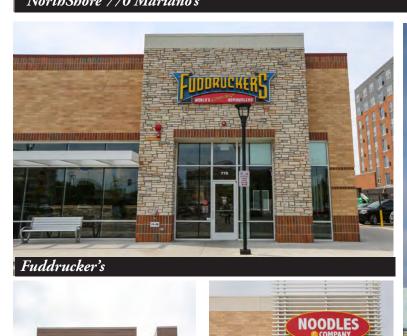
COMPLETION DATE:

August 2015

**Adjacent to NorthShore 770 Residential











Elmhurst 255

Location: Elmburst, Illinois

Project Type: New Construction, Mixed-use, Retail & Public/Private Partnership

Role: Developer-Builder, Owner and Property Manager

PROJECT:

6-story, 192-unit, ultra-luxury apartment building

150 public and 332 private parking spaces in heated and enclosed 2-story parking deck

Building amenities include community room, theater with stadium seating, private dining room, business center, state of the art fitness center, landscaped interior courtyard including pool, two fire pits, bocce court, BBQ stations, and loggia lounging area

12,000 sf of retail space 10,000 sf of public plaza with bandshell pavilion

PROJECT ADDRESS:

255 N Addison, Elmhurst, IL

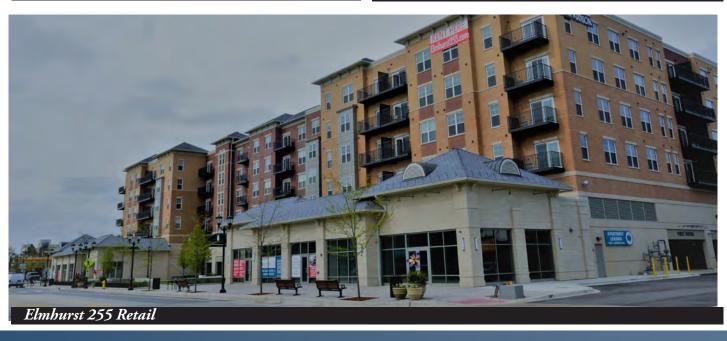
COMPLETION DATE:

Retail: August 2016 Residential: January 2017









Wheaton 121

Location: Wheaton, Illinois

Project Type: New Construction, Public/Private Partnership

Role: Developer-Builder, Owner, and Property Manager Sold May 2015

PROJECT:

7-story, 306-unit ultra-luxury apartment building

415 garage parking spaces in heated and-enclosed 2-story parking deck

Common amenities include community room, theater with stadium seating, media room, business center, state of the art fitness center with yoga room

Landscaped interior courtyard of over 2/3 acre including pool, fire pit, BBQ stations, dog run, and loggia lounging area

PROJECT ADDRESS:

121 North Cross Street, Wheaton, Illinois

COMPLETION DATE:

January, 2014











Skylofts MarketSquare

Royal Oak, MI

Project Type: New Construction

Role: Developer - Construction Manager

PROJECT:

Six-story, 88-unit loft condominium building

Heated parking with 94 spaces

Common amenities include storage lockers and a full equipped, on-site fitness facility on the ground floor

Replaced dilapidated motel and revitalized the adjacent residential neighborhood

Construction completed in 2006

PROJECT ADDRESS:

101 Curry Avenue, Royal Oak, MI

COMPLETION DATE:

2006







Oak Lawn Downtown Redevelopment

Location: Oak Lawn, Illinois

Project Type: New Construction, Mixed-use, Retail & Public/Private Partnership

Role: Program Manager for the Village for entire site Developer-Builder for retail space and condominium units

PROJECT:

Metra and retail transit station, including two retail developments, for a combined 42,000 sf

Tenants include Citibank, White Hen, Vino Tinto, Dunkin' Donuts and AT&T

5-story, municipal parking deck with 820 parking spaces

5-story, 84-unit residential condominium building

6-story, 70-unit residential condominium building

Village of Oak Lawn Children's Museum

Construction completed in 2006

PROJECT ADDRESS:

Metra Station: 9525 S. Tulley Avenue
Retail Centers: 5102-5116 W. Museum Drive

5251-5275 W. 95th Street

Arbor Court: 5100 W. 96th Street
Prairie Town Center: 9530 S. Cook Avenue
Museum: 5100 W. Museum Drive

COMPLETION DATE:

2006











Crescent Court

Location: Elmburst, Illinois

Project Type: New Construction, Mixed-use & Adaptive Re-use

Role: Developer-Builder

PROJECT: (3 buildings)

105 S. YORK BUILDING:

Adaptive re-use of an existing 40,000 sf single-tenant office building into a multi-tenant, mixed-use facility blending ground level retail with upper floor office space

Building is anchored by Fifth Third Bank

PHASE 1:

5-story, 66-unit residential condominium building

Phase I sold out in eight days

Construction was completed in 2005

PHASE II:

5-story, 56-unit residential condominium building

All Phase II residences were sold within one month

Construction began in mid-2004 and was completed in late 2005

PROJECT ADDRESS:

Fifth Third Bank Building: 105 S. York Street Crescent Court Phase I: 145 S. York Street 135 S. York Street 135 S. York Street

COMPLETION DATE:

January, 2006











1140 Broadway Street

Location: Ann Arbor, MI (in close proximity to University of Michigan Hospital)

Project Type: New Construction, Mixed-use & Public/Private Partnership

Role: Developer and Property Manager

PROJECT:

PHASE I:

525 rental apartments

500 space central parking structure

Up to 12,000 sf of retail

Public plaza and event space

PHASE II:

70 for sale condominiums

CHALLENGES:

Remediation - contaminated soil and groundwater

Mitigation - floodplain

Restoration - wetland adjoining Traver Creek

Zoning change

AMENITIES:

Fitness center, theater, pool, community room, bike storage/repair

EXPECTED COMPLETION DATE:

2019 through 2022









Stewart School Lofts

Location: Chicago, Illinois

Project Type: Adaptive Re-use

Role: Developer-Builder, Owner and Property Manager

PROJECT:

PHASE I:

5-story, 64-unit ultra-luxury apartment building

37 indoor, heated parking spots and 58 exterior parking spaces

Adaptive reuse of a former Elementary School

Granted landmark status

Construction scheduled to be completed in late 2017

PHASE II:

New construction high rise on Stewart School's south lot

8 stories, 91-unit ultra-luxury apartment building

Construction estimated to tart Spring 2018

PHASE III:

TBD

PROJECT ADDRESS:

4525 N. Kenmore, Chicago, IL

EXPECTED COMPLETION DATE:

Phase I: Late 2017 Phase II: Late 2019





Huron 365

Location: Chicago, Illinois

Project Type: New Construction

Role: Developer-Builder

PROJECT:

10 story, 45-unit ultra-luxury condominium building51 parking spaces in an enclosed, heated garage

PROJECT ADDRESS:

365 W. Huron, Chicago, IL 60654

EXPECTED COMPLETION DATE:

2019











COMPANY PROFILE: HOBBS + BLACK

ARCHITECT

Hobbs+Black Architects is a nationally recognized firm serving a diverse group of clients since 1965. Over 70 professionals provide architectural, engineering, design services and related consulting services from our offices in Ann Arbor, Lansing, and Phoenix.

As one of the top 500 largest design firms nationally as reported by ENR, our diversified practice meets design challenges that often require extensive research and innovation. Our diversity and flexibility make us uniquely qualified to solve complex problems with minimal resources and within stringent time lines. As a full service architecture firm we provide our clients with complete service from study to construction administration including:

- Facility Audit and Site Analysis
- Site Planning, Design, and Zoning
- Facility Programming
- Master Planning
- Architectural and Structural Engineering Design
- Space

- Mechanical and Electrical Engineering Design
- Contract Document Development
- Interior Design and Procurement
- Signage Design and Implementation
- Relocation Management
- Post Completion Evaluation

Project Experience

The Hobbs+Black team is a multi-disciplinary group of planners, designers and construction specialists committed to bringing innovative solutions to the needs encountered by our diverse group of clients. Our firm offers a solid background of experience, exceptional design ability, and dedication to excellence in resolving facilities issues. Our projects include multi use and mixed use projects experience includes new facility design as well as renovation and conversion of existing structures for facilities and campuses that Retail Space, Multi-Family Residential Units, Live-Work Units, Medical Facilities, Collegiate Settings and Office Space.



JOHN S. BARKER, AIA NCARB CERT.

Executive Vice President, Principal in Charge

[Barker@Hobbs-Black.com]

With over 33 years of professional experience, John has a deep understanding of developer driven projects and single user office buildings. He has planned and directed master planning, design efforts and programming for major office campuses and buildings. His objectives are to gain full insight of the clients needs and build the best solution through whole team collaboration.

John's professional and civic affiliations include the American Institute of Architects Detroit Chapter, AIA Michigan, the Academy of Architecture for Health, American Society for Healthcare Engineering/ AHA, the Urban Land Institute and the Michigan Housing Council.

John holds a BS in Architecture from Lawrence Tech University. He is a registered architect in both Michigan and Arizona.



Vice President, Project Manager SDykstra@Hobbs-Black.com

As Project Manager, Steve Dykstra is responsible for providing outstanding technical and architectural expertise to the project. Steve provides support for all project team members throughout the entire process. He uses his expertise to work with the Owner and Contractor/CM to develop and monitor budgets and schedules.

As a Vice President, Steve Dykstra manages the schematic, design development, contract documents, specification preparation, estimating and scheduling efforts of the project. Steve has over 20 years of experience with multi-family housing including senior living facilities, student housing and commercial residential developments

Steve has a BS in Architecture from the University of Wisconsin-Milwaukee.



THOMAS L. PHILLIPS, LEED AP

Vice President, City Planning Liaison

TPhillips@Hobbs-Black.com

As Project Manager, Thom provides leadership, organization and communication to the project team throughout the entire process. He uses his expertise to successfully work with the Owner and Contractor/CM to develop and monitor design development in the context of established budgets and schedules.

Thom Phillips is a Vice President at Hobbs+Black and since 2001, the director of the Office and Industrial Studios. His responsibilities include site planning, project management, programming and design. He has extensive experience managing projects from design development, working drawings, shop drawing review and field inspection. His wide range of design experience includes museums, office, institutional and retail facilities. He has lectured to the Detroit Institute of Arts Founders Society and Birmingham Bloomfield Art Association.

Thom has a BS in Architecture and Business Administration from Lawrence Tech University. He is a LEED-Accredited Professional.



JAMES SHARBA

Vice President, Director of Design JSharba@Hobbs-Black.com

James Sharba is a Vice President and Director of Design at Hobbs+Black. James brings to the firm a rich background in branding and hospitality design. This experience along with his creative problem solving and visioning for design has been credited to the success of many key Hobbs+Black projects. James also takes the design lead on many of the firm's signature projects, developing the master plan, landscape, structures and interiors. His architectural and master planning design experience informs the entire project which results in a quality, long lasting project experience creating a sense of place to be experienced for years to come.

James has a BS in Architecture from Lawrence Tech University.



Betsy Hobbs Wagner, IIDA

Vice President, Director of Interior Design BWagner@Hobbs-Black.com

Betsy Hobbs Wagner is the Vice President and Director of Interior Design at Hobbs+Black Architects. With over 20 years of interior design experience, she specializes in hospitality, housing, and commercial design, with experience in space planning, furniture specification, finish specification, color scheming, design development, and managing construction documentation. Her experience is focused on intense design which captures, intrigues, and moves the user.

Betsy has an Associate of Interior Design from Harrington College of Design Chicago and a BA in Art History from Kalamazoo College.

325 North Old Woodward

Location: Birmingham, MI

Project Type: New Construction, Mixed-use

Role: Architect and Planner

PROJECT:

184,000 sf, 4-story building with retail, office and residential16 residential condominiums with walk out terraces on the top floor

48 parking spaces in an underground structure

PROJECT ADDRESS:

325 N. Old Woodward Avenue

COMPLETION DATE:

2008













The Balmoral

Location: Birmingham, MI

Project Type: New Construction, Mixed-use

Role: Architect and Planner

PROJECT:

5-story building with retail, office and residential

1 residential condominium with walk out terrace on the top floor

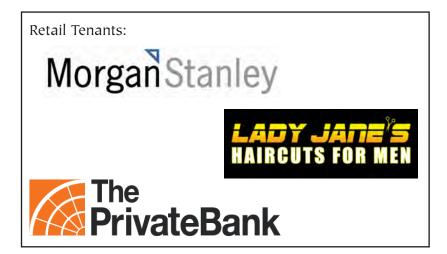
40 parking spaces in an underground structure

PROJECT ADDRESS:

34901 Woodward Avenue

COMPLETION DATE:

2016









City Creek

Location: Salt Lake City, UT

Project Type: New Construction, Mixed-use

Role: Architect and Planner

PROJECT:

New, 2-story shopping mall with three anchor stores, a food court, and a multi-level residential structure as part of a new 20-acre urban lifestyle center

111 rental apartments, common amenities include two landscaped courtyards, business center, fitness center, and community room

Anchor stores included Nordstrom and Macy's

Project includes a glass-enclosed skybridge connecting the two blocks and below grade parking garages

PROJECT ADDRESS:

50 Main Street

COMPLETION DATE:

March 2012















COMPANY PROFILE: TURNER CONSTRUCTION

CONSTRUCTION MANAGER

Turner is a North America-based, international construction services company and is a leading builder in diverse market segments. The company has earned recognition for undertaking large, complex projects, fostering innovation, embracing emerging technologies, and making a difference for their clients, employees and community.

With a staff of 5,200 employees, the company completes \$10 billion of construction on 1,500 projects each year. Turner offers clients the accessibility and support of a local firm with the stability and resources of a multi-national organization.

Turner's work in Michigan began over 100 years ago in 1913, with a contract from Millenbach Brothers Co. (American Agricultural Chemical Company) to build a new production facility in Ecorse. Following this experience were projects throughout Michigan for clients at the time such as Parke-Davis (Pfizer), the City of White Pine, Ford Motor Company, and many others.

To date, over \$6 Billion of innovative facilities have been built in Michigan by Turner. These projects have gained repeat clients such as Bedrock Real Estate Services, Haworth, Detroit Medical Center, GM, Wayne State University, The University of Michigan, Spectrum Health, and many others.



David J. Kelly, PH.D.., P.E.

Vice President and General Manager

DJKelly@TCCO.com

As Vice President and General Manager, David Kelly is the leader of Turner's operations in Michigan. He has been responsible for estimating over \$2.3 Billion of commercial space throughout his career. Dave will provide executive support of all pre-construction, estimating and construction activities. He will make sure that all of Turner's resources are directed toward achieving the building goals, ensuring satisfaction from clients.

David holds a BS in Civil Engineering from Lafayette University, a Masters in Engineering Management from Northwestern University and a Ph.D. in Construction Management with a concentration in Technology from Eastern Michigan University, David is a Professional Engineer in Michigan, a LEED Accredited Professional and dis OSHA 30-hour certified.



RONALD D. DAWSON, LEED GREEN

Project Executive

RDawson@TCCO.com

As Project Executive, Ron provides leadership and oversight of the Turner team. His thorough planning and direction ensures that all pre-construction and construction services are performed properly. He also leads project initiation, pre-construction planning, contract negotiations, resource support, performance monitoring, issue resolution, and maintains client communication.

With 40 years of experience, Ron has built over \$1.5 Billion of commercial space. He is accustomed to orchestrating complex construction activities on challenging site locations while maximizing safety for all.

Ron has a BS in Building Construction Management, Leed Green Associate and is OSHA 30-hour certified.



ROBERT D. BOWEN, LEED AP

Project Executive RBowen@TCCO.com

As Project Executive, Bob provides leadership and oversight of the Turner pre-construction and construction team. His planning and direction ensures that services are performed properly. His other responsibilities include project initiation, pre-construction planning, contract negotiations, resource support, performance monitoring, issue resolution, and client communication.

With 22 years of experience, Bob has built over \$900 Million of commercial facilities. He is a strong and proactive communicator who is trained to manage complex projects and leading trades to higher standards of timely performance.

Robert has a BS in Civil Engineering from the University of Southern California, is a LEED Accredited Professional and is OSHA 30-hour certified.

McCann Erickson Worldwide Detroit HQ

Location: Birmingham, MI

Project Type: Adaptive Re-use

Role: Construction Manager-at-Risk

PROJECT:

93,000 sf build out of the former Jacobson's building in downtown Birmingham

Three story office building with high end finishes such as glass panels, wood accents and a monumental staircase between floors

Connected parking garage with 55 spaces

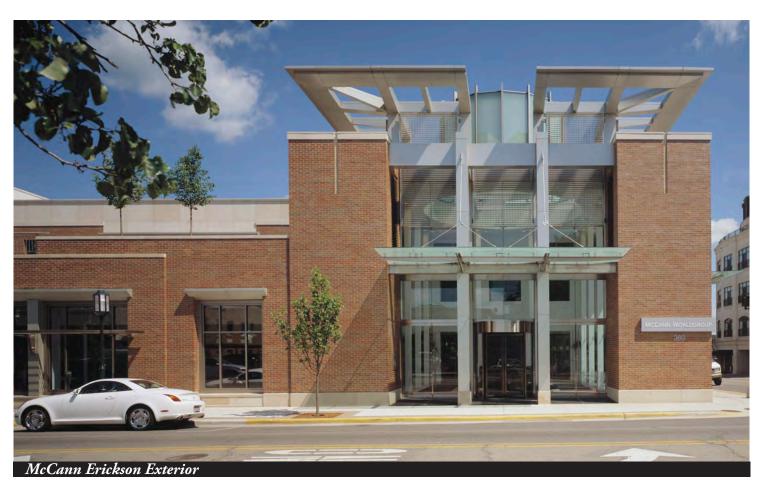
Included in the office space are 15 conference rooms, a broadcasting facility, focus group facilities, two-story glass atrium, outdoor terrace, open stairways, employee espresso/coffee bar, and employee work out and locker rooms.

PROJECT ADDRESS:

360 W. Maple Road

COMPLETION DATE:

December, 2004











The Fifth

Location: Royal Oak, MI

Project Type: New Construction, Mixed-use

Role: Construction Manager-at-Risk

PROJECT:

200,000 sf, 18-story tall condominium high rise, with 86-units, including two penthouse floors

Common amenities include full time doorman/personal valet; maple paneled lobby GEN2 elevators that go from ground floor to penthouses in 30-seconds; centralized automated building systems in each unit to control lighting, blinds and HVAC

6-story enclosed, climate-controlled garage

PROJECT ADDRESS:

432 S. Washington Avenue

COMPLETION DATE:

September, 2007











Main North Lofts

Location: Royal Oak, Michigan

Project Type: New Construction, Mixed-use

Role: Construction Manager-at-Risk

PROJECT:

300,000 sf 9-story mixed-use project in downtown Royal Oak with 94 loft-style condominiums

Project features 2-story enclosed climate control parking deck

Common amenities include heated indoor parking; fitness center; dual passenger elevators; individual, secured storage areas; bicycle storage; community room

PROJECT ADDRESS:

350 N. Main Street

COMPLETION DATE:

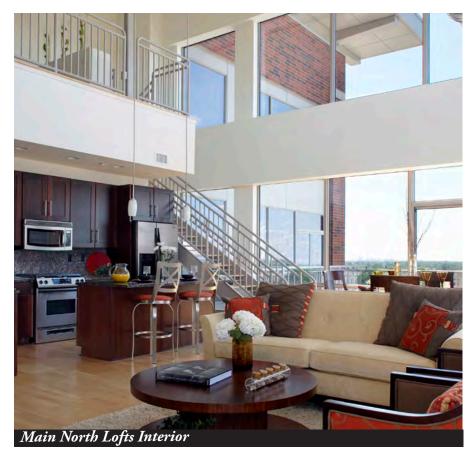
February, 2007













Municipal References: Morningside Group



Susan Pollay

Executive Director Ann Arbor Downtown Development Authority 150 S. Fifth Avenue, Suite 301 Ann Arbor, MI 48104 734-994-6697



James Grabowski

City Manager City of Elmhurst 209 N. York Elmhurst, IL 60126 630-530-3000



Richard Nahrstadt

Village Manager Village of Northbrook 1225 Cedar Lane Northbrook, IL 60062 847-664-4011



Tim Thwing

Director of Planning City of Royal Oak 211 S. Williams Street Royal Oak, MI 48067 248-246-3280



Jim Kozik

Director of Planning City of Wheaton 303 W. Wesley Street, 1st Floor Wheaton, IL 60187 630-260-2008



David M. Heilmann

Former Mayor of Oak Lawn (2006-2013) Clausen Miller 10 South LaSalle Street, Chicago, IL 60603 312-606-7705

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Financial References: Morningside Group



Robert E. Goeckel
Senior Vice President
135 S. LaSalle Street, Suite 630
Chicago, IL 60603
312-992-9753



Jake Noble

Managing Director 120 S. LaSalle Street Chicago, IL 60603 312-564-1249



Thomas Chan

Relationship Manager - Commercial Real Estate 800 Burr Ridge Parkway Burr Ridge, IL 60527 630-986-7084



Tim Podboy

Vice President, Real Estate Debt - North America 191 N. Wacker Drive, Suite 2500 Chicago, IL 60606 312-425-0307

The Davis Companies

Chris Chandor

Senior Vice President 125 High Street, 21st Floor Boston, MA 02110 617-986-6306



Jerry Rotunno

Senior Vice President, Team Lead 525 W. Monroe Street, 24th Floor Chicago, IL 60661 312-544-4633

References 32





Commercial Real Estate Banking

Mr. Joseph Valentine City Manager City of Birmingham 151 Martin Street Birmingham, MI 48009

May 10, 2017

Re: Bates Street Development

Dear Joseph:

Morningside Group ("Morningside") is looking to develop a mixed use project on Bates Street "Bates Street Development" in Birmingham, Michigan. Morningside intends to finance this project with traditional construction financing.

Our relationship with Morningside dates back over many years. We've successfully completed numerous credit transactions with this Company over the last decade, which include several secured real estate loans. Morningside has handled these transactions satisfactorily and all matured loans were repaid as agreed. The Bank made a loan on Morningside's Wheaton project, which was paid off as agreed, and currently has a loan on its Elmhurst project.

As you know, this letter is intended to be a letter of interest only, and does not constitute an agreement to extend credit or commit financing. This letter shall not constitute a binding agreement between Morningside, Bank of America, and / or any other entity involved in the construction of the Bates Street Development site.

We look forward to continuing both our discussions concerning the Bates Street Development site and our strategic relationship with Morningside and its principals.

Please note that the information set forth in this letter is subject to change without notice, and is provided in strict confidence, without any responsibility or liability on the part of Bank of America, N.A., its affiliates or any of its or its affiliates' directors, officers or employees. Bank of America, N.A. undertakes no responsibility to update the information set forth in this letter.

Sincerely.

Bank of America, N. A.

By:Robert E. Goeckel Its: Senior Vice President May 15, 2017

Mr. Joseph Valentine City Manager City of Birmingham 151 Martin Street Birmingham, MI 49009

Via Email

RE: Morningside Group

Mr. Valentine

Morningside Group has been a customer of Associated Bank since 2014. Since then we have done several large complicated transactions in which financial capability and development expertise where the keys to success.

Based on discussions I have had with Morningside about the Bates Street Development project, I can assure you that Morningside has the financial capability to follow through on the project. Also, the development disciplines (financial, architectural, construction) are all present on the Morningside team.

Associated Bank continues to lend on Morningside projects and hopes to be a part of their plans for any future development opportunities presented, including the Bates Street Development. We give Morningside our highest recommendation for performing as promised as well as for accurate reporting and timely communication. We look forward to working with them, as well as you, on this project.

Sincerely,

Gerard J. Rotunno Senior Vice President Commercial Real Estate

References 33



May 05, 2017

Mr. Joseph Valentine City Manager City of Birmingham 151 Martin Street Birmingham, MI 48009

REFERENCE: Bates Street Development

Dear Joseph:

This letter confirms our relationship with the Morningside Equities Group, Inc. (Morningside) and its Principals. We are very supportive of Morningside and its pursuit of dynamic and opportunistic commercial real estate investment and development, particularly in the multi-family, retail and parking garage arena. In fact, The PrivateBank most recently acted as Joint Lead Arranger on two construction loans totaling nearly \$120.0MM to a joint venture including Morningside. The loans were used to finance the construction of a 347-unit apartment complex and 100,000 SF Mariano's-anchored retail development project located at the NWC of Skokie Boulevard and Dundee Road in Northbrook, IL.

The PrivateBank has been directly involved with Morningside in the successful execution on projects of similar size and scope to the Bates Street Development and confident in Morningside's financial capacity to undertake the process with the various stakeholders.

The strong relationship between The PrivateBank and Morningside has been exceptional and professional. We hold Mr. Strosberg and the entire Morningside team in high regard here at The PrivateBank and look forward to a prosperous future.

If I may be of any further assistance, please do not hesitate to contact me directly at (312) 564-1249.

Sincerely,

Jacob Noble

Managing Director



May 11, 2017

RE:

Morningside Equities Group

Project Name:

Bates Street Development

TO:

Mr. Joseph Valentine

City Manager

City of Birmingham 151 Martin Street

Birmingham, MI 48009

David Strosberg of Morningside Equities Group is an existing client of TCF Bank and has always paid as agreed for any and all loan relationships. Through prior experience spanning nearly 20-years, members of the current TCF Bank lending team have successfully financed multifamily, for-sale residential, and retail developments for Mr. Strosberg.

We understand Morningside is responding to a RFP for the Bates Street Development. TCF Bank would be interested in considering financing the project when development plans are finalized.

Please let me know if you have any questions or comments.

Sincerely,

Thomas Chan

VP, Commercial Real Estate - Team Lead

800 Burr Ridge Parkway

Burr Ridge, IL 60527

(630) 986-7084

tchan@TCFBank.com



May 4, 2017

Mr. Joseph Valentine City Manager City of Birmingham 151 Martin Street Birmingham, MI 48009

Re: Morningside Group / Bates Street Development

Dear Mr. Valentine:

The purpose of this letter is to provide a reference on behalf of Morningside for the proposed Bates Street development.

Heitman has previously invested with Morningside on the Wheaton 121 apartment development. Morningside delivered the project on time and within budget. Morningside has demonstrated the capability to successfully manage large development projects. Heitman holds Morningside in high regard and intends to pursue additional investment opportunities with the company.

Regards,

Tim Podboy Senior Vice-President

Heitman

The Davis Companies

T 617.451.1300 F 617.451.3604 125 High Street, 21st Flo Boston, MA 02110

May 11, 2017

Mr. Joseph Valentine City Manager City of Birmingham 151 Martin Street Birmingham, MI 48009

RE: Morningside Group

Dear Mr. Valentine:

The Davis Companies provided mezzanine debt to Morningside Equities Group, Inc. ("Morningside") for Northshore 770, a 347-unit apartment building located in Northbrook, IL. Morningside delivered the project on time and within budget, having paid off the loan per the terms of the loan agreement.

The Davis Companies holds Morningside in high regards. We believe Morningside has the development expertise to follow through on a complicated project like the Bates Street Development. We look forward to working with Morningside on future opportunities such as the Bates Street Development.

If you have any questions, please feel free to contact me directly at (617) 451-1300.

11/1/18

Christopher B. Chandor, Jr. Senior Vice President

References 35

Thank you

Thank you for your time and consideration. We look forward to working with you.



Morningside Equities Group, LLC 223 W. Erie Street, Third Floor Chicago, IL 60654 www.MorningsideUSA.com

David M. Strosberg DStrosberg@MorningsideUSA.com 312-280-7770 x114

Ronald S. Mucha RMucha@MorningsideUSA.com 312-280-7770 x118 HOBBS + BLACK ARCHITECTS

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Thom Phillips
TPhillips@Hobbs-Black.com

Steve Dykstra SDykstra@Hobbs-Black.com



Turner Construction 535 Griswold Street, Suite 200 Detroit, MI 48226 www.TurnerConstruction.com

David J. Kelly
DJKelly@TCCO.com

Robert D. Bowen RBowen@TCCO.com

Thank You 36



REDICO QUALIFICATIONS

BATES STREET REDEVELOPMENT PROJECT

BIRMINGHAM, MICHIGAN

MAY 15, 2017





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Section B: Transmittal Letter

REDICO is pleased to submit the enclosed information detailing our qualifications to redevelop the 333 North Old Woodward Parking Structure site in downtown Birmingham. Our proposed development will substantially increase downtown's parking capacity, expand its attractive streetscapes and public amenities, compliment neighborhood aesthetics and character, and sustain its growth.

REDICO is extraordinarily well-qualified for this project. As the owners of 480 Pierce, a toptier office building in downtown Birmingham, we are established long-term investors in the city. REDICO has a high-capacity development team with an unmatched diversity and magnitude of project experience. In the past year we have developed a wide range of products, including a luxury American House assisted living community Coconut Point in Estero, Florida, the adaptive reuse of a historic hospital building in downtown Grosse Pointe Farms, and The Village at Bloomfield in nearby Bloomfield Township and Pontiac. Some of our most successful projects in our recent past, such as Dearborn Town Center and One Kennedy Square, have been public / private partnerships that involved the purchase of municipally owned land. We invite you to inquire of the public officials provided as references in the qualifications statement that follows. We also have extensive experience with developing and owning parking structures, and many of the assets in our portfolio integrate structured parking (Orchestra Place, Dearborn Town Center, One Kennedy Square, Oakland Towne Square, 480 Pierce, The Village at Bloomfield).

If we are selected as the developer, this project will be a tremendous strategic fit for our company. The site is in close proximity to our headquarters office in Southfield, and the intended program fits with our vision of developing mixed-use, walkable urban projects in vibrant downtowns such as Birmingham. I joined the REDICO development team in early 2016 to enhance our capacity in the pursuit of this strategy. My experience with projects of similar prominence in metro Washington, DC over the past decade qualifies me to lead this project on our company's behalf. I am currently spearheading our \$60 million mixed-use



development in Detroit's Arena District, which is expected to commence construction in

2018.

Our package contains some preliminary visioning documents, which build upon the concepts

put forth by the city of Birmingham in its RFQ, namely:

Completing Bates streetscape in a manner that's consistent with walkable downtown

Birmingham and its downtown plan

Developing several structures to complement the aesthetics and scale of the city's

existing urban fabric while increasing parking capacity and housing choices in downtown

Creating a public space that's more than just a development buffer, but an inviting

amenity that enhances the connection of the downtown neighborhood with

Birmingham's much-loved public parks

REDICO has determined that to satisfy the city's stated objectives, a new parking structure

must be developed on the site. If invited to propose, REDICO looks forward to elaborating on

its plans to limit short-term disruptions in downtown Birmingham during construction and to

create a long-term asset that fulfills and extends the city's vision of downtown.

If you have any questions about our qualifications, please do not hesitate to contact me.

Sincerely,

Kent Heckaman

Vice President of Development

REDICO



Section C: Qualification Statement

C.1: Firm / Team Description

About REDICO

REDICO is a full-service real estate company that will act as the developer, overseeing programming, entitlements, design, construction, leasing and operation. Led by Ken Till, the REDICO development team maintains a robust pipeline of commercial, residential, and mixed-use projects, and our affiliated senior housing company American House is expanding its industry-leading presence in Michigan and Florida. As we are celebrating our company's 50th anniversary, REDICO's development team can reflect on a long list of successes that anyone from southeast Michigan would recognize. In coordinating a team of architects, engineers, environmental consultants, attorneys and other project professionals, REDICO is committed to creating a vision and delivering a development that is creative, market-driven and financially successful for its investment partners. Knowing how to incorporate the various components so they work harmoniously with the surrounding community is the key to the success of any mixed-use project. REDICO is committed to making sure the needs of every stakeholder and representative is incorporated in each proposal.

REDICO Summary

- Full-service real estate company based in Southfield, Michigan
- Established in 1967, celebrating 50 years
- Developer of large mixed-use properties with a value of over \$2.2 billion
- National portfolio of over 6,000,000 square feet of retail, office, and mixed-use properties
- Over 50 corporate employees
- Affiliated with American House, headquartered in Bloomfield Hills, MI
 - 61 communities in Michigan, Illinois, and Florida
 - Over 7,000 units (16th largest senior housing company in US)
 - Staff of over 2,000 caregivers



Development Team Resumes



Dale Watchowski
Chief Executive Officer

Since joining REDICO in 2002, Dale Watchowski has overseen the growth of REDICO's portfolio to over \$2 billion in value, encompassing nearly 18 million square-feet of space. In addition to leading the development and execution of long-term strategy and investments, he plays a hands-on role in day-to-day operations.

Mr. Watchowski has more than 30 years of real estate expertise in both local and national platforms, with a diverse spectrum of experience in acquisitions, development, capital markets and operations.

Prior to joining REDICO, Mr. Watchowski was Chief Investment Officer at Kojaian Companies, where he was instrumental in growing the company into a national full-service real estate organization. He has also held senior management positions at some of the nation's largest financial institutions including Travelers/Citigroup, HSBC, and J.P. Morgan Chase.

In addition to his role at REDICO, Mr. Watchowski serves as President and CEO of American House Senior Living Communities, one of the nation's largest senior housing companies, and Continuum Services, a facilities maintenance and management company.

He currently serves on the board of The American House Foundation, AQUIS, the executive advisory board of Argentum (Assisted Living Federation of America), the advisory board of the Association, and as a trustee at the Community Foundation for Southeast Michigan.

He holds a Bachelor of Arts from Michigan State University, as well as a State of Michigan real estate broker license.

Mr. Watchowski has been the recipient of several awards and has appeared on a number of industry-related lists, including, the EY Entrepreneur of the Year award (2006 for REDICO



and 2016 for American House), Crain's Detroit Business' Newsmaker of the Year in 2015, and Crain's Detroit Business' 50 Names to Know in Real Estate in 2016.



Ken Till
Senior Vice President of Development

Specializing in project management, Ken has overseen development and redevelopment activities for REDICO for more than 11 years. He is at the forefront of several of REDICO's current projects, including Village at Bloomfield and 10 & Schoenherr. He has also managed several large past developments, such as Gateway Marketplace, the

largest retail development in the City of Detroit in over 25 years, and the mixed-use Dearborn Town Center project, which was named the Urban Land Institute Development of the Year. Ken also led the relocation of the Legal Aid Public Law Firm and the ground-up development of the Romeo Commons Retail Center.

Earlier in his career, he led the Superfund environmental restoration of the highly contaminated Otis Air National Guard Base site, the design of the 1.1 million square feet Union Pacific headquarters in Omaha, and he directed 10 construction managers to provide tenant improvements to a 10 million square foot office portfolio in southern California. Prior to joining REDICO, Ken held leadership positions at Hines Interests in Chicago, Illinois, Texas, and The Irvine Company, based in Newport Beach, California.

Ken has a Bachelor of Science in Architectural Engineering from the University of Texas at Austin, a Master of Civil and Environmental Engineering from the Massachusetts Institute of Technology, and a Master of Science in Real Estate Science and Urban Land Economics from the University of Wisconsin - Madison. He is a member of the Urban Land Institute (ULI), the International Council of Shopping Centers (ICSC), and the Wisconsin Real Estate Alumni Association.





Paul Stodulski Chief Financial Officer

Paul provides financial insight and direction for properties in REDICO's nationwide portfolio, including American House Senior Living Communities, REDICO's affiliated company. He is responsible for delivering cost-value optimization for our customers while maximizing returns for our investors. In addition, he is responsible for

overseeing the accounting, finance, risk management, and information technology functions at REDICO.

For more than 20 years, he has guided the financing of over \$2.8 billion in real estate transactions including the re-capitalization of the American House Senior Living assets. He specializes in underwriting capital markets, developing appropriate financing structures for projects, and in directing loan, contract, and operating agreement negotiations.

A Certified Public Accountant, Paul received his Bachelor of Science in Accounting from Oakland University. He is a member of the Michigan Association of Certified Public Accountants, the American Institute of Certified Public Accountants, and the CFO Forum – Metropolitan Detroit. He was named Crain's Detroit Business CFO of the year in 2011.



Tim McCafferty
Vice President of Construction

Mr. McCafferty joined REDICO in 2007, and is currently responsible for supporting the design, engineering and construction of new commercial development for the Company. Most recently, he led the renovation of 677 Ala Moana, a \$14 million office project in Hawaii. Mr. McCafferty's current focus is managing several mixed-use

developments in Bloomfield Township, Northville and Detroit. Immediately prior to joining REDICO, Mr. McCafferty served in senior construction roles at the Staubach Company and



Hines, Inc. He hold a Bachelor's of General Studies from the University of Michigan. He is also a State of Michigan licensed broker and builder.



Kent Heckaman
Vice President of Development

Kent is responsible for sourcing new development opportunities and the financial performance of commercial development and multifamily projects, as well as managing the development, planning, design and construction process for new and existing properties. Kent will serve as the development team lead for this project.



C.2: Organizational Structure and Workload

Structure

A limited liability company will be formed as the development entity. REDICO Management, Inc, a corporation formed in Michigan, will be its manager. REDICO Management, Inc is structured as follows:

REDICO LLC: Sosnick Management Corporation 70%

Watchowski Management 30%

(both are Michigan domiciled entities)

No City of Birmingham official, employee, public board member, or commissioner has or will have a material interest, directly or indirectly, in any portion of the development entity.

Current Pipeline

REDICO has a robust development pipeline with a diversity of assets that demonstrate our wide-ranging experiences and capabilities. Current examples include:

- 1. American House Cottage Hospital. Grosse Pointe Farms, Michigan
 - 84 unit independent living, assisted living, and memory care community in downtown Grosse Pointe Farms
 - \$18 million total development cost
 - Adaptive reuse of historic hospital building
 - Maintained hospital services on ground floor, redeveloped community on upper floors through a condominium structure
 - Completed in 2016
 - Majority pre-leased
- 2. Coconut Point. Estero, Florida
 - 194 unit independent living, assisted living, and memory care community
 - \$43 million total development cost
 - Completed in 2016
 - Stabilized in 2017



- 3. CW Bearing. Northville Township, Michigan
 - 50,000 square foot R&D HQ for foreign manufacturer (Phase I)
 - \$11 million total development cost
 - Completed in 2017
- 4. Ten Mile and Schoenherr. Warren, MI
 - 157,000 square foot Meijer store and 13,000 square foot retail outlot
 - \$30 million total development cost
 - Closed purchase and demolished former Bi-County Hospital in 2016
 - Construction commenced in 2017
 - Opening 2018
- 5. The Village at Bloomfield
 - 900,000 square foot mixed-use center
 - o 240,000 square foot Menards
 - o 160,000 square foot office retail, theater, and grocery
 - 432 unit market-rate apartment community
 - o 100 unit hotel
 - o 100 unit senior living community
 - \$180 million total development cost
 - Construction commencing 2017
 - Opening 2019
- 6. District Detroit mixed-use development project
 - Closing anticipated 2017
 - \$60 million development cost
 - Mixed-use urban development in emerging Arena District
 - o 20,000 square feet retail
 - o 254 market rate multifamily units
 - 380 space parking deck
 - Construction commencing 2018



7. R&D / Office Build-to-Suit in Northville Township

115,000 square foot R&D HQ for foreign manufacturer

\$25 million development cost

Construction commencing in 2017

Expected Advisors

REDICO is collaborating with Birmingham-based McIntosh Poris Architects for the conceptual

design of this project. McIntosh Poris has extensive multifamily experience, and has

designed spaces of a number of first-class restaurants and retailers (e.g. Townhouse Detroit,

Foundation Hotel). McIntosh Poris is designing 750 Forest in Birmingham's Triangle District.

Additional information about McIntosh Poris is enclosed as Attachment A.

The balance of the project consulting team will be constituted during the proposal and

subsequent phases as applicable. REDICO has extensive relationships with industry-leading

practitioners in all relevant disciplines.

Designated Representative

The point of contact for this RFQ will be:

Kent Heckaman

Vice President of Development

REDICO

One Towne Square Suite 1600

Southfield, MI 48076

Direct Work Line: 248-286-5229

Cell: 248-497-3959

Email: kheckaman@redico.com



C.3: Experience

General

REDICO has experience working in public/ private partnerships, including working closely with municipalities and other public entities to help meet their strategic development needs.

For example, REDICO worked with the city of Dearborn, located in Southeastern Michigan, on a development project on five-acres of city-owned land. The result was Dearborn Town Center, a 162,000 square-foot, \$40 million mixed-use project across from Dearborn City Hall. The building includes medical office, as well as a 530-space parking garage. The development created over 500 new jobs, and alleviated long-term blight on what used to be an abandoned Montgomery Ward department store. Capital sources for Dearborn Town Center included Michigan Business Tax credits, recovery zone bonds, as well as tax increment financing from the City of Dearborn.

REDICO has experience working with difficult to develop sites, including brownfields and sites with various infrastructure challenges. The Village at Bloomfield, a mixed-use development on the border of Michigan's Bloomfield Township and City of Pontiac, is an example of a complex project with these types of challenges. The 88 acre, \$180 million mixed-use project will include retail, multifamily, senior living, hospitality, office and entertainment uses. The development will create over 1,150 permanent jobs. As a brownfield site, and in order to make the project feasible, the Oakland County Brownfield Redevelopment Authority approved one of the largest tax increment financing plans in Michigan history.



Summary of Similar Projects

The several recent development projects that follow are of a magnitude and character that demonstrate our capacity to perform on this project:

- 1. American House Grosse Pointe Farms. Located in downtown Grosse Pointe Farms, we adaptively reused the upper floors of a historic hospital building for a high-end 80 unit assisted and independent living community that maintains Henry Ford Health System's emergency health care services on the ground floor. This first of its kind development demonstrates our ingenuity in approaching design challenges and our sensitivity to local contexts.
- 2. One Kennedy Square, located at Campus Martius in the Detroit CBD, the only multitenant high-rise office building developed in Detroit in over 25 years. The project was built atop a public parking deck which REDICO now owns and manages. Anchor tenants include Ernst & Young and Walbridge Construction. The project includes an attractive mix of retailers in the ground floor space including Potbelly Sandwiches and Starbucks.
- 3. Dearborn Town Center, a \$57 million-dollar project, is a redevelopment of a Montgomery Ward department store into a mixed-use, public private partnership that was developed on land originally owned by the City of Dearborn. The first phase included a medical office building that helped create and maintain approximately 500 new jobs within the City's urban core. Subsequent phases to be developed, beginning in 2017, include retail and a senior affordable housing project. Collectively, this project includes a variety of financing incentives, including Brownfield TIF, MBT Tax Credits, LIHTC (for the senior housing project), and DDA financing. REDICO was recipient of the Urban Land Institute's "Project of the Year" in 2009 for Dearborn Town Center, which also carries a LEED Silver certification on the medical office building.



4. The Village of Bloomfield, \$180 million mixed-use development including retail, multifamily, hotel, senior, and office on 88 acres, will break ground in 2017 and will be financed with the assistance of a Brownfield TIF. This project includes the restoration of protected wetlands and the adaptive reuse of a large parking structure.

Over the past ten years, REDICO has undertaken various forms of public partnerships in developing nearly three million square feet of mixed-use developments with a value exceeding \$300 million. Some examples are as follows:



DEARBORN TOWN CENTER

DEARBORN, MI



Development Team

REDICO Ken Till, Tim McCafferty

Architect Hobbs + Black Architects

Civil Engineer PEA, Inc

General Contractor Dailey

Lender CTL financing

Equity REDICO, Private Partnership

Development Scope

Land Area (AC) 4.90

Square Footage 143,000 / 250,000 (including future phase)

Product Type(s) Medical, Office, Retail, 77 unit senior living (future phase)

Parking deck

Construction Type(s) Urban infill

Development Costs

Construction Loan - \$31.5 million



Equity (REDICO & JV Partner) - \$9 million

Permanent Financing Takeout - \$47 million CTL loan

Planned 77 unit senior living community (Assisted Living, Independent Living, Memory Care) - \$16,000,000 to be financed by construction loan and owner equity, opening 2018.

Planned 10,000 sf of Retail / Office - \$1,000,000 to be financed by construction loan and owner equity, opening 2018.

Development Incentives Brownfield, MBT Credit, DDA financing

Key Tenants Oakwood Healthcare

Timeline 2008-2009, 2017-2018

Design Excellence / Urban Land Institute (ULI) Development of the Year 2009,

Sustainability LEED Silver



Project Vision

REDICO developed the Dearborn Town Center over a two year period and completed the project in 2009, and we have managed the property ever since. The 162,000 square foot, \$40 million development was the first mixed-use, urban infill project of its kind in Dearborn. Located directly across the street from Dearborn City Hall, the project helped create and maintain 500 jobs and kept vital medical services within the City's dense urban core, while alleviating what had been a long-term blight on five acres in the heart of downtown. Prior to REDICO's involvement, the City of Dearborn had owned the land since the 2001 closure of the Montgomery Ward department store. For this project REDICO partnered with Michigan-based Hobbs + Black and Dailey Co as the Architect and General Contractor, respectively. REDICO's capital sources included MBT credits and tax increment financing, while the East Dearborn DDA helped to finance a 530 space parking deck through the use of recovery zone bonds. Furthermore, REDICO and Oakwood Healthcare, the anchor tenant, entered into a Credit Tenant Lease (CTL) that afforded a capital-efficient financing structure. The project has had a catalytic effect in the revival of downtown Dearborn.

REDICO is planning a future project phase of senior living, expected to be developed between 2017 and 2019.



THE VILLAGE AT BLOOMFIELD

BLOOMFIELD TOWNSHIP AND PONTIAC, MI





Development Team

REDICO Ken Till, Tim McCafferty, John Drain

Architect Rogvoy

Civil Engineer Nowak & Fraus

General Contractor Clark
Lender N/A

Equity Private fund, REDICO

Development Scope

Land Area (AC) 88.00

Square Footage 900,000

Product Type(s) Retail, Multifamily, Hospitality, Seniors, Office, Entertainment

Parking deck (1,050 spaces)

Construction Type(s) New construction, adaptive reuse



Development Costs

Total \$180,000,000

Development Incentives

Brownfield TIF

Key Tenants

Menards

Timeline

2015-2019

Design Excellence /

Sustainability

Project entails the restoration of protected wetlands and the adaptive reuse of a structure; developed consistent master-planned architectural design theme. Developing a two-story Menards--the first of its kind in Michigan--to maximize density on the site and promote walkability

Project Vision

REDICO is developing The Village at Bloomfield. This 900,000 square foot, \$180 million development on 88 acres will be among the largest private developments in Michigan in the past decade. The mixed-use development includes retail, multifamily, senior living, hospitality, office, and entertainment uses. The project will create nearly 1,250 full-time equivalent (FTE) construction jobs and 1,150 permanent FTE jobs.

In this uniquely complex transaction REDICO purchased the senior note on the property and along with it the rights to foreclose and develop the asset. Because the massive project straddles both the City of Pontiac and Bloomfield Township, REDICO reconstituted an interjurisdictional agreement that enables Joint Development Council (JDC) oversight. The JDC is headed and staffed by both communities.



In January 2017 the Oakland County Brownfield Redevelopment Authority approved one of the largest taxincrement financing plans in Michigan history, authorizing up to \$60 million in eligible cost recapture, which paved the way for major demolition activities to commence in the spring of 2017. Within two years the majority of the commercial development will be completed, and one of Oakland County's largest market-rate residential apartment communities will take shape. This highly visible project will do much to strengthen the vital Telegraph Road corridor in the heart of Oakland County.



GREEN OAK VILLAGE PLACE

BRIGHTON, MI



Development Team

REDICO Ken Till, Tim McCafferty

Architect Rogvoy

Civil Engineer Nowak & Fraus

General Contractor Quadrants

Lender CMBS lender(s)

Equity REDICO, Lormax Stern

Development Scope

Land Area (AC) 68.00

Square Footage 550,000

Product Type(s) Shopping Center, Lifestyle Center

Construction Type(s) New construction



Development Costs

Total \$95,000,000

Development Incentives None (Conventional)

Key Tenants TJ Maxx, DSW, Dicks, Barnes & Noble, JCPenney

Timeline 2005-2006

Design Excellence /

Sustainability

\$5mm modified diamond interchange w/ roundabouts planned in coordination with Local Technical Assistance Program (LTAP), considered a "best practice" in traffic

management.

Project Vision Green Oak Village place is an upscale regional shopping

destination in Livingston County, Michigan. This Planned Urban Development (PUD) project entailed extensive local collaboration. The modified triple roundabout interchange that REDICO developed in conjunction with the municipality

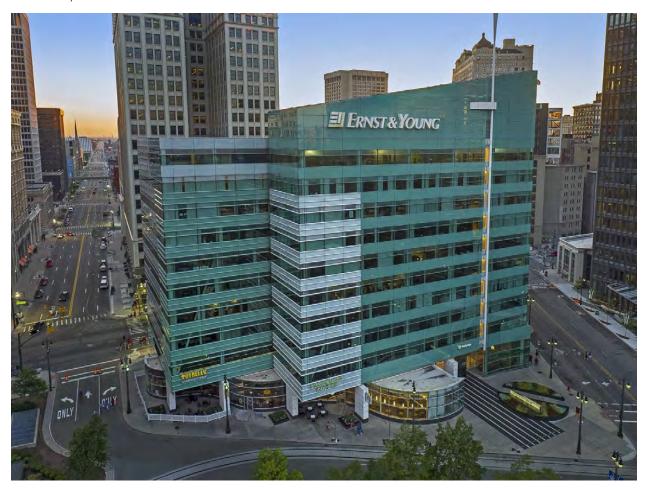
has been lauded as a "best practice" example in traffic

planning.



ONE KENNEDY SQUARE

DETROIT, MI



Development Team

REDICO Ken Till, Tim McCafferty

Architect Neumann / Smith

Civil Engineer Desai / Nasr

General Contractor Spencer Dailey

Lender Conventional

Equity REDICO Partnership

Development Scope

Land Area (AC) 0.75

Square Footage 259,000



Product Type(s) Office, Retail

Construction Type(s) Urban infill tower atop underground garage (473 spaces)

Development Costs

Total \$51,700,000

Construction Loan - \$27.5 million

Mezzanine Loan - \$6 million

Loan - \$3.2 million - From the Downtown Development Authority

(DDA)

Equity - \$15 million

Refinancing Info: Permanent Loan Amount -\$27.3 million

Development Incentives Brownfield, Renaissance Zone

Key Tenants Ernst & Young, Walbridge, Marketing Associates

Timeline 2005-2006

Design Excellence /

Sustainability

LEED Silver, EnergyStar

Project Vision One Kennedy Square was the first Class A multi-tenant office

development in the Detroit CBD in 15 years when completed, and only one in the decade that has transpired since. Urban infill project built above existing underground parking garage. Project development and planning coincided with Detroit hosting the Super Bowl and the revitalization of Campus Martius Park as the

city's showcase public space in the heart of downtown.



GATEWAY MARKETPLACE

DETROIT, MI



Development Team

REDICO Ken Till, Tim McCafferty

Architect Rogvoy

Civil Engineer AEW

General Contractor Dailey Jenkins JV

Lender GRS Detroit Pension Fund

Equity Private Partnership

Development Scope

Land Area (AC) 36.00

Square Footage 360,000

Product Type(s) Retail Shopping Center

Construction Type(s) New construction

Development Costs

Total \$72,000,000

Conventional Financing - \$18.8 million

TIF Financing - \$8 million



New Market Tax Credit Net Proceeds - \$14.7 million

Grants - \$1.5 million

Owner(s) Equity - \$23.5 million

MBT Credit - \$5.5 million

Development Incentives CIA TIF, NMTC, MBT

Key Tenants Meijer, Marshall's, Petco, Five Below, Starbucks

Timeline 2011-2013

Design Excellence /

Sustainability

CREW Detroit 2014 Impact Award Winner

Project Vision Gateway Marketplace, one of the first major retail development

in the City of Detroit in decades, introduced numerous tenants to a market that hitherto had been underserved. REDICO introduced a first-class, full-service grocer to relieve a documented "food desert." The project entailed extensive collaboration with stakeholders including the City, State, quasi-public agencies, and a local CDC, among others. REDICO

overcame the stigma of Detroit's financial emergency to deliver

the project in 2013, over 90% leased.



10 MILE AND SCHOENHERR ROAD

WARREN, MI



Development Team

REDICO Ken Till, Tim McCafferty, John Drain

Architect Bergmann, Rogvoy

Civil Engineer AEW

General Contractor Rockford

Lender N/A

Equity REDICO

Development Scope

Land Area (AC) 21.50

Square Footage 175,000

Product Type(s) Retail Shopping Center

Demolition of 300,000 sf obsolete hospital

Construction Type(s) New construction

Development Costs

Total \$30,000,000

Development Incentives Brownfield TIF

Key Tenants Meijer



Timeline 2015-2018

Design Excellence / Pursuing green initiatives such as innovative storm water

Sustainability management practices. Voluntarily protected a grove of

heritage trees at the main intersection.

Project Vision Infill project bringing a grocery and general merchandise

anchor to an under-served, "food desert" location. Restored a

blighted and environmentally contaminated 50 year old

hospital to a productive use.



Comprehensive List of Projects

IXED -USE (OFFICE, MEDICAL, RETAIL, RESIDENTIAL, TRANSIT CON The Village at Bloomfield (on-going) (D*)	900,000 SF	\$180,000,000		
10 Mile & Schoenherr (on-going) (D*)	200,000 SF	\$40,000,000		
CW-Bearing Phase I (on-going) (D*)	50.000 SF	\$11,000,000		
Dearborn Town Center (2009 / 2017)	280,000 SF	\$59,000,000	Total	\$290,000,000
· · · · · · · · · · · · · · · · · · ·				Ψ230,000,000
ETAIL				
Gateway Marketplace (2013)	360,000 SF	\$72,000,000		
University Marketplace (2012)	315,000 SF	\$45,200,000		
Mill River (2009)	11,400 SF	\$2,100,000		
Green Oak Village Place, I & II (2008)	505,000 SF	\$78,000,000		
Waterside Marketplace (2008)	440,000 SF	\$75,200,000		
Romeo Commons (2007)	84,000 SF	\$18,700,000	Takal	* 0.40.000.000
Independence Marketplace (2003)	345,000 SF	\$55,000,000 	Total	\$346,200,000
FFICE / MEDICAL OFFICE				
CityPlace (2014)	900,000 SF	\$141,000,000		
10 N. Dearborn (2013)	80,288 SF	\$10,500,000		
677 Ala Moana (2013) (Acquisition and Redevelopment)	293,000 SF	\$59,000,000		
One Kennedy Square (2006)	250,000 SF	\$51,700,000		
Munder Building (2012)	42,619 SF	\$8,600,000		
College Park Office Center (2012)	174,550 SF	\$4,900,000		
Meadowbrook Medical Center (2011)	144,338 SF	\$5,200,000		
Compuware (2002)	1,500,000 SF	\$350,000,000		
Oakland Square II (2002)	200,000 SF	\$36,000,000	Total	\$666,900,000
ENIORS HOUSING / RESIDENTIAL / HOSPITALITY				
American House Bonita Springs III (2015) (D*)	88 Units	\$20,500,000		
American House Coconut Point (2015) (D*)	194 Units	\$42,000,000		
American House Fort Myers (2015) (D*)	120 Units	\$27,000,000		
American House Roseville (2014) (D*)	40 Units	\$8,500,000		
American House Rochester Hills (2014) (D*)	40 Units	\$8,500,000		
American House Grosse Pointe Farms at Cottage (2013)	84 Units	\$18,000,000		
American House Bonita Springs, 1 & II (2013)	212 Units	\$24,000,000		
American House Cedarlake (2015)	179 Units	\$19,000,000		
American House Boller Meadows (2015)	150 Units	\$9,900,000		
American House Oakcrest (2014)	532 Units	\$65,500,000		
American House Sterling Woods (2013)	78 Units	\$7,700,000		
American House Southgate (2013)	79 Units	\$9,500,000		
American House Park Place (2012)	136 Units	\$20,800,000		
American House Petoskey (2012)	44 Units	\$2,000,000		
American House Charlevoix (2012)	49 Units	\$4,600,000		
American House Milford (2012)	131 Units	\$16,000,000		
American House Properties (2008)	1,387 Units	\$142,000,000		
The Atrium at Aventura (2008)	192 Units	\$95,000,000		
Inn at the Springs (2007)	106 Keys	\$4,500,000		
	====	.,,,,,,,,,,,	Total	

^{*} Under Development Total \$1,858,300,000



C.4: References

Entity: Oakland County

Contact Name: Matthew Gibb

Title: Deputy County Executive

Telephone Number: (248) 975-9636

Email Address: gibbm@oakgov.com

Name of Project: Village at Bloomfield

Entity: City of Dearborn

Contact Name: Barry Murray

Title: Director of Economic & Community Development

Telephone Number: (313) 943-2195

Email Address: <u>bmurray@ci.dearborn.mi.us</u>

Name of Project: Dearborn Town Center

Entity: Grosse Pointe Farms

Contact Name: Shane Reeside
Title: City Manager

Telephone Number: (313) 640-1600

Email Address: sreeside@grossepointefarms.org

Name of Project: American House Grosse Pointe Cottage at Cottage



Section D: Financial Information

Please see the enclosed envelope per the requirements of this RFQ. Additional information is available on request.



Section E: Project Narrative

Design Objectives

REDICO and McIntosh Poris envision continuing the downtown uses and streetscape at a scale that's harmonious with surroundings. The design guidelines we establish will be consistent with the objectives of the RFQ, which are further communicated in the conceptual plans in Section F. Our vision is as follows:

- Creating an inviting public space in downtown and enhancing pedestrian connections to Booth Park and its trails
- Completing Bates Street in a manner that's consistent with the Downtown
 Birmingham 2016 plan documents and established design standards for downtown
 - Bates will be a public street consistent with the design, scale, and form of Downtown Birmingham
 - Liner buildings will be included along North Old Woodward and the extended Bates Street. Ground floor retail and amenities will promote an active streetscape
- Developing a contemporary parking deck to replaces a deteriorating and obsolete structure, increasing downtown's parking capacity by over 400 spaces
 - REDICO will coordinate parking operations during construction phasing to minimize disruptions
 - REDICO envisions a prefabricated deck that's highly functional, sustainable, and attractive. The deck will be lined with residential and retail uses, and where its façade is exposed we envision contemporary architectural screening
- Developing mix of for-sale condominium units and multifamily rental units that optimize density and compliment the downtown residential market

Development Program

- Four mixed-use buildings that comprise approximately 27,000 square feet of boutique retail and amenities
- Up to 112 apartment units
 - o 73 one bedroom units, typically 900 square feet
 - o 39 two bedroom units



Section F: Conceptual Development Plan





A 8 LEVEL PARKING STRUCTURE

1,150 PARKING SPACES 5,500 SF RETAIL LINER

B 5 STORY MIXED-USE BUILDING

10,000 SF PER FLOOR 10,000 SF AMENITY/RETAIL 38,000 SF RESIDENTIAL **26 PARKING SPACES**

UNIT MIX:

1 BEDROOM 12 900 SF 2 BEDROOM 1,350 SF 16 TOTAL 28 UNITS

C 5 STORY MIXED-USE BUILDING

15,700 SF PER FLOOR 5,800 SF AMENITY/RETAIL 70,000 SF RESIDENTIAL **40 PARKING SPACES**

UNIT MIX:

1 BEDROOM 900 SF 31 2 BEDROOM 1,350 SF 25 56 UNITS TOTAL

D 5 STORY MIXED-USE BUILDING

6,800 SF PER FLOOR 6,800 SF AMENITY/RETAIL 27,200 SF RESIDENTIAL

UNIT MIX:

1 BEDROOM 900 SF 12 2 BEDROOM 1,3500 SF 8 TOTAL 20 UNITS

TOTAL 104 UNITS

SCALE: 1:80

MCINTOSH PORIS ASSOCIATES

SEDICO®

SITE PLAN OPTION A



A 8 LEVEL PARKING STRUCTURE

1,150 PARKING SPACES 5,500 SF RETAIL LINER

B 5 STORY MIXED-USE BUILDING

9,150 SF PER FLOOR 9,150 SF AMENITY/RETAIL 34,700 SF RESIDENTIAL **24 PARKING SPACES**

UNIT MIX:

1 BEDROOM 900 SF 16 2 BEDROOM 1,350 SF 12 TOTAL 28 UNITS

C 5 STORY MIXED-USE BUILDING

15,000 SF PER FLOOR 5,600 SF AMENITY/RETAIL 66,900 SF RESIDENTIAL **40 PARKING SPACES**

UNIT MIX:

1 BEDROOM 800 SF 45 2 BEDROOM 1,350 SF 19 TOTAL 64 UNITS

D 5 STORY MIXED-USE BUILDING

6,800 SF PER FLOOR 6,800 SF AMENITY/RETAIL 27,200 SF RESIDENTIAL

UNIT MIX:

1 BEDROOM 900 SF 12 2 BEDROOM 1,3500 SF 8 TOTAL

20 UNITS

TOTAL

112 UNITS



SCALE: 1:80

MCINTOSH

SEDICO®



MASSING AERIAL VIEW





MASSING STREET VIEW - FROM BATES LOOKING NORTH

N. OLD WOODWARD / BATES PARKING & SITE DEVELOPMENT RFQ RESPONSE | 05.15.2017



MCINTOSH PORIS ASSOCIATES

NORTH OLD WOODWARD | BATES STREET PARKING AND SITE DEVELOPMENT

RFQ RESPONSE

Birmingham, Michigan May 10, 2017



May 15, 2017

City of Birmingham 151 Martin Street P.O. Box 3001 Birmingham, MI 48012

RE: Request for Qualifications
North Old Woodward / Bates Street Parking and Site Development

Dear Ad Hoc Parking Development Committee and City Commission:

Thank you for the opportunity to respond to the North Old Woodward / Bates Street Parking and Site Development request for qualifications. We are excited to see another part of the 2016 Plan taken forward and would be delighted to be a part of it.

McIntosh Poris Associates has been working in Birmingham since we founded our architectural practice here in 1994. We are confident in our strong understanding and connection to the region and local community and are deeply familiar with the changes Birmingham has gone through over the years. We are currently beginning construction on two multifamily projects in Birmingham: the 22-unit 750 Forest condo development in the Triangle District and the 8-unit Floyd Lofts apartments at Lincoln Road. We have also designed numerous single family homes in Birmingham. We have extensive experience in mixed-use residential in urban settings and have several projects in Detroit recently completed or under construction: 185-unit DuCharme Place Apartments, 33-unit Corktown Lofts, and 61-unit 3909 Woodward Garden Apartments. Additionally, we recently completed the East Riverfront masterplan for 2 miles of the Detroit Riverfront, and the 100-key Foundation Hotel also just opened today.

McIntosh Poris sees the North Old Woodward / Bates Street Parking and Site Development as an opportunity to expand the downtown. The extension of Bates Street will attract pedestrians to a new walkable neighborhood that also serves to connect the northern neighborhoods with the downtown. Our vision for the site plan would create a vista down Bates from Willits, with an outdoor space at the terminus of the vista. Two 5-story residential mixed-use buildings are proposed, with at-grade units facing the single-family area to the west. We have also faced the parking structure with residential units on Woodward, and all of the buildings have retail and amenities at their bases.

We see tremendous value in transforming a surface parking lot into dense urban space. This project would create opportunities for more people to live downtown and also provide additional much-needed parking. We look forward to further discussion of our vision for the site.

Best Regards,

Michael Poris Principal

McIntosh Poris Associates



PROJECT VISION CREATED THROUGH DIALOGUE

McIntosh Poris Associates has been providing architecture, interior and urban design services for residential, commercial, and institutional clients since 1994. MPA creates interactive buildings and communities with architecture arrived at through dialogue. Engaging in dialogue with our clients and project stakeholders is the best way to craft places relevant to the people and communities we serve.

APPROACH

McIntosh Poris Associates approach to design is collaboration. We bring no pre-conceived ideas to our work. Each project evolves through the dialogue we foster between team members and stakeholders, site and programming. Our design solutions respond specifically to our clients' needs. Oftentimes, stakeholders' needs are not clear at the outset. Designs go through stages of adjustment and refinement, always tested against the needs and aspirations of a project. Through this inclusive process, MPA reaches a heightened understanding of the role projects have in the lives of their constituents. We thrive on the challenge of transforming buildings, sites, neighborhoods, and cities through the interaction we foster. The end results become greater and more complex than if they had been designed by us alone. This dialogue challenges our team to creatively respond with an architecture that transforms place, building, and context, as well as the people and communities who inhabit them.

RECOGNITION

McIntosh Poris' work has received over 100 design awards, including 24 American Institute of Architecture Honor Awards, 2014 CREW Special Impact Award, 2013 ULI Global Award for excellence, 70 Detroit Home Awards, 4 ASID Awards, and 3 Historic Preservation Awards. MPA has been published in over 100 publications worldwide including, Dwell, Urban Land, Architect, Architectural Record and Interior Design. MPA is one of only 100 firms in the United States named in Interior Design Homes 2015 debut edition as Residential Leaders. MPA was named in Dwell's 2015 Definitive List of architects and designers worldwide, and the only firm in Michigan.

RECENT NEWS



PERSPECTIVES ON THE BOARDS- MICHAEL PORIS



DETROIT EAST RIVERFRONT-THE DETROIT NEWS



MAPPING DETROITS CONSTRUCTION BOOM - CURBED DETROIT



COMMITTED TO THE MOTOR CITY ENGINEERING NEWS RECORD (ENR) MIDWEST



MPA WON 2016 DETROIT HOME DESIGN AWARDS - INTERIOR DESIGN



TOWHOUSE RESTAURANT IN DETROIT - HOSPITALITY DESIGN



RECENT BUILT + UNBUILT PROJECTS IN DETROIT - DEAF MAGAZINE



MPA RESIDENTIAL LEADERS - INTERIOR DESIGN HOMES DEBUT EDITION



MICHAEL PORIS INTERVIEW: MOVERS + SHAKERS - DETROIT BY DESIGN





ARCHITECTURAL FIRM KEEPS THE FAITH - COMMERCIAL ARCHITECTURE



CONSTRUCTION BEGINS ON DUCHARME PLACE - DETROIT FREE PRESS



MI RESEARCH STUDIO AIA DETROIT HONOR AWARD - ARCHITECT MAGAZINE



MPA LISTED IN DIFINITIVE LIST OFARCHITECTS + DESIGNERS WORLDWIDE - DWELL 2015 SPECIAL ISSUE



WOODWARD GARDEN THEATER BLOCK - COMMERCIAL ARCHITECT





PROJECT ROLE

Principal-in-Charge

EDUCATION

M.A. in Architecture SCI-ARC

B.S. in Architecture University of Michigan

PROFESSIONAL MEMBERSHIPS

AIA Detroit Board Member 2012-2016

AIA Michigan Board Member 2012-2016

Michigan Architectural Foundation Board Member 2012-2016

SCI-ARC Board of Trustees 2001-2011

Detroit Design Festival Advisor 2012-2016

Cranbrook Art Museum Committe Board Member 2008-2017

Art Members of Cranbook Chair 2002-2007

Heidelberg Project Board of Directors 1998-2012

ASWD (Architectural Salvage Warehouse of Detroit) Board Member 2005-2017

ULI (Urban Land Institute)

MICHAEL PORIS, AIA

PRINCIPAL MCINTOSH PORIS ASSOCIATES

Michael Poris, AIA, has been on a mission throughout his professional career to implement change in his hometown of Detroit. Under his design leadership, McIntosh Poris Associates has transformed buildings, communities, and urban centers through interaction and dialogue. The firm has evolved into a full-service practice focusing on architecture, interior design, and urban planning in diverse typologies and environments.

Michael established the firm in 1994 with the late Douglas McIntosh, a childhood friend and fellow graduate of the University of Michigan's Taubman College of Architecture and Urban Planning. Throughout the years, the firm has been sought out for its adaptive re-use practice to help save many of Detroit's 20th-century landmark buildings, historic districts, iconic neighborhoods, and cultural treasures. Michael's background in contemporary architecture has contributed to the city's upswing by delivering exciting environments for tech titans, hot restauranteurs, and hip homeowners.

Michael's firm has received more than 100 awards from the American Institute of Architects, Global ULI, and a CREW Special Impact Award, as well as other professional groups, preservation organizations, and notable publications. The readers of Detroit Home named Michael "The Best Architect" in Metro Detroit. McIntosh Poris Associates is one - of only 100 firms in the United States named in Interior Design Homes 2015 debut edition as Residential Leaders working on new construction projects. McIntosh Poris Associates was named in Dwell's 2015 Special Edition definitive list of architects and designers worldwide, and one - of only two firms in Michigan.

Michael received his Bachelor of Architecture degree from the University of Michigan's Taubman College of Architecture and Urban Planning in Ann Arbor, studied modern history at Yale University, and received his Masters of Architecture from the Southern California Institute of Architecture (SCI-Arc) in Los Angeles where he was a trustee from 2001-2011. From 1985 to 1994, he worked with some of today's leading architects, including Frank Gehry, FAIA, Morphosis, Richard Meier, FAIA, and Cesar Pelli, FAIA, Frank Israel among others.

Michael is currently a member of Architectural Salvage Warehouse Detroit board of directors, and Cranbrook Art Museum Committee. He has served on various educational, cultural, and professional boards and committees in the past including, both AIA Detroit and AIA Michigan.

SELECTED PROJECTS AND EXPERIENCE

Adaptive reuses for the Madison Theater, Woodward Garden Theater, Park Shelton, Parent Street Lofts, Eureka Building, Foundation Hotel, HopCat and Will Leather Goods.

Master plans for East Riverfront, Downtown Detroit's Broadway District, Casino District, Lafayette Park, and the Park Avenue Historic District.

Neighborhood plans for North Corktown, Lafayette Village, Michigan State fairgrounds, Michigan Central Depot and Corktown's Greenlinks plan.

Ground-up multi-tenant housing for Genesis Villas at Medbury Park, Utica Housing, Woodward Garden Apartments and DuCharme Place, and 750 Forest.

Public and cultural spaces for Detroit Athletic Club, YMCA, Museum of New Art, Michigan Opera Theatre, the Urban Institute for Contemporary Art, the Heidelberg Project, 4731 Grand River, Country Club Detroit and U of M Taubman College Research Studio, and Franklin Hills Country Club.

Custom homes throughout Metropolitan Detroit, Michigan and New York, California and Florida.

Offices for Crypton, Campbell Ewald, US Medical Management, Visiting Physicians, T.M. Shea Products, Keith Pomeroy Development, Union AdWorks, McCutchen Doyle Law Office and Coolhouse Labs.

Hospitality work including Vinsetta Garage, Prism Steakhouse, Small Plates, Ronin, Club Panacea, Hyatt Hotel, Union Woodshop, Fenton Firehall, Townhouse Detroit, HopCat, Foundation Hotel and Prime+Proper.





PROJECT ROLE

Project Manager

EDUCATION

B.A. in Architecture University of Detroit Mercy

PROFESSIONAL MEMBERSHIPS

NCARB

Associate AIA

GBCI - LEED AP

UDM-School of Architecture Alumni Council, Treasurer

Former Board of Zoning Appeals, City of Ferndale

Phi Kappa Theta Fraternity Board of Directors

JOHN SKOK, LEED AP

SENIOR ASSOCIATE MCINTOSH PORIS ASSOCIATES

John is responsible for the design, production and management of projects from the early schematic phases of design through construction administration. His specialties are in commercial architecture, historic preservation, adaptive reuse, and interiors. He excels at projects that require multidisciplinary coordination, accelerated schedules, creative use of budgets and community input.

John will lead the effort in all matters related to City of Birmingham processes and public/community engagement and presentations. John has developed a systematic approach to evaluating existing/historic buildings and creating unique design solutions that successfully implement current Rehabilitation Codes, Accessibility Standards and Historic Preservation Briefs.

Since joining McIntosh Poris Associates in 2001, John has led and completed numerous projects involving adaptive reuse, historic preservation, multi-family housing, public and cultural spaces, as well as many residences and offices throughout Metropolitan Detroit.

John is currently project manager for the Bedrock project Corktown Lofts currently under construction. He is also involved in the Foundation Hotel, the Country Club of Detroit renovations, and The Woodward Grand. on 6568. He is also currently managing the design teams for Floyd Lofts in Birmingham. John assisted the team working on Coolhouse Labs in Ann Arbor for Rehab Code Compliance and recently received Historic District Commission approval.

John's prior experience includes working as a Millwork Designer and Project Manager for StudiozONE + ConstrucTWO, as well as working as a Designer, Foreman and Manager for the Detroit Collaborative Design Center at the University of Detroit Mercy. John graduated Magna Cum Laude from UDM with a Bachelor of Architecture degree and Business Certificate, as Treasurer and on the Dean's Advisory Committee.

SELECTED PROJECTS AND EXPERIENCE

The Woodward Grand Detroit, MI

Corktown Lofts Detroit, MI

Foundation Hotel Detroit, MI

Country Club of Detroit Grosse Pointe Farms, MI

Woodward Garden Theater Detroit, MI

Woodward Garden Apartments Detroit, MI

Parent Street Lofts Royal Oak, MI

Will Leather Goods Detroit, MI

Broderick Tower Loft Planning Detroit, MI

Metropolitan Building Facade Stabilization and Loft Planning Detroit, MI Franklin Hills Country Club Franklin Hills, MI

Vinsetta Garage Restaurant Berkley, MI

Union Woodshop Second Floor Bar Clawson, MI

HopCat Detroit, MI

Greektown Casino Prism Restaurant and Pantheon Lounge

Detroit, MI

Greektown Casino Trappers Terrace Detroit, MI

Currents by the River Detroit, MI

Hyatt Regency Dearborn, MI

Renaissance Center Fitness Detroit, MI Steamworks Toronto, CA

Detroit Athletic Club Suite 612

Detroit Media Partnership

UNICA Home in Las Vegas Z

Club Panacea Detroit

Small Plates Restaurant Detroit/Royal Oak, MI

Union AdWorks Clarkston, MI

T.M. Shea Offices Troy, MI

USMM Corporate Headquarters Trov. MI

Homescripts.com Automated Pharmacy

Visiting Physicians Hematology Lab





PROJECT ROLE

Project Architect

EDUCATION

M.A. in Architecture with High Distinction University of Michigan

B.S. in Architecture University of Michigan

PROFESSIONAL MEMBERSHIPS

Registered Architect State of Michigan

AIA-American Institute of Architects

LEED AP BD + C

CREW Detroit Impact Awards Liaison Board of Directors

NCARB Certificate

LAURIE HUGHET-HILLER, AIA, LEED AP BC+C

ASSOCIATE MCINTOSH PORIS ASSOCIATES

Laurie Hughet-Hiller is experienced in planning, design, and production of projects of multiple types and scales, both nationally and internationally. Her prior work includes a focus on sustainability, creative workplace, and sports-related projects. As Project Architect she is responsible for design and project coordination, working closely with the client and all members of the project team to ensure that the design vision is maintained from concept to completion.

Prior to joining McIntosh Poris Associates in 2012, Laurie began her career in Los Angeles with both Clive Wilkinson Architects and Rossetti. She worked on cutting-edge creative workplace and educational projects such as the Fashion Institute of Design and Merchandising (FIDM) campuses, Santa Monica College's Academy of Entertainment and Technology, and KCRW Radio Station.

After moving back to her home state of Michigan, Laurie worked as a consultant for both Clive Wilkinson Architects and Rossetti. Laurie was LEED coordinator for the goal-LEED Silver Santa Monica College and KCRW Radio Station project with Clive Wilkinson Architects and was also a workplace design specialist on Quicken Loans offices in Detroit with Rossetti. With McIntosh Poris Associates, Laurie has lead creative workplace and adaptive reuse projects for Crypton Fabrics, UM Taubman College Research Studio, Campbell Ewald, and Townhouse restaurant, as well as multifamily residential project DuCharme Place Apartments in Detroit. Laurie is project architect for the Bedrock project Corktown Lofts currently under construction and also Prime+Proper steakhouse in Detroit. Laurie was awarded the AIA MI Young Architect Award in 2017.

SELECTED PROJECTS AND EXPERIENCE

Corktown Lofts Detroit, MI	With Clive Wilkinson Architects:	With Rossetti:
Campbell Ewald at Ford Field Detroit, MI	Santa Monica College Academy of Entertainment Technology Santa Monica, CA	Quicken Loans Chase Tower Detroit, MI
Crypton Fabrics Bloomfield Hills, MI U of M Taubman College Research Studio	KCRW Radio Station Santa Monica, CA Macquarie Bank,	Quicken Loans One Detroit Center Detroit, MI
Detroit, MI Towhouse Detroit Detroit, MI	Sydney, Australia Culver City Creative Office	LA Clippers Training Center Detroit, MI
Fenton Fire Hall Fenton, MI	Culver City, CA Fashion Institute of Design & Merchandising (FIDM)	Citizens Business Bank Arena Detroit, MI
DuCharme Place Apartments Detroit, MI	Los Angeles, CA	Real Salt Lake Soccer Stadium
Coolhouse Office Ann Arbor, MI	Fashion Institute of Design & Merchandising (FIDM) San Diego, CA	Detroit, MI Red Bull Park
Downtown Synagogue Detroit, MI	Fashion Institute of Design &	Detroit, MI
Hyatt Regency Dearborn, MI	Merchandising (FIDM) San Francisco San Francisco, CA	Sung-Ui Arena Park Korea





PROJECT ROLE

Designer

EDUCATION

M.Sc. Design Research University of Michigan

M.Arch University of Michigan

B.A, History with Honors Calvin College

ROSS HOEKSTRA

DESIGNER MCINTOSH PORIS ASSOCIATES

Ross Hoekstra is responsible for project planning, design, and production from the early schematic phase through construction administration, including consultant coordination and agency processes. His experience primarily focuses on single-family to multi-family residential, as well as commercial and institutional interiors and adaptive reuse.

Prior to joining McIntosh Poris Associates, Ross worked at BLU Homes Inc., PLY Architecture, and G.H. Forbes Associates. At BLU Homes, an environmentally-focused prefabricated house manufacturer, Ross worked on design of prefabricated models in conjunction with custom site-built additions. At both PLY Architecture and G.H. Forbes, Ross worked on tenant improvements at Detroit Metro Airport, Terumo Heart, and the McNamara Federal building. Since joining McIntosh Poris Associates, he has been part of the multi-family design teams working on Cass & York Mixed Use Development, 750 Forest, DuCharme Place, District Detroit, and Floyd Lofts, as well as the transformation of a former natatorium into a bowling alley and fitness center in the historical clubhouse at Country Club of Detroit.

Ross Hoekstra earned dual Master's degrees in Architecture and Design Research from the University of Michigan, where he was a Wallenberg Scholar. Post graduation, Ross was the recipient of the George G. Booth Traveling Fellowship, which gave him the opportunity to study living history museums in Sweden and Denmark. In addition to his work at McIntosh Poris, he is also an adjunct member of the faculty of Lawrence Technological University.

SELECTED PROJECTS AND EXPERIENCE

Cass & York Mixed Use Detroit, MI

750 Forest Birmingham, MI

Country Club of Detroit Grosse Pointe Farms, MI

Floyd Lofts Birmingham, MI

District Detroit Detroit, MI

University of Michigan Research Studio Detroit, MI

DuCharme Place Apartments Detroit, MI

Private Residence Ann Arbor, MI

Tocco Peppard Residence Plymouth, MI





Project Architect

EDUCATION

M.Arch University of California

B.A. in Architecture University of Illinois

PROFESSIONAL MEMBERSHIPS

Registered Architect State of Michigan

AIA-American Institute of Architects

CHARLIE HEID

ARCHITECT MCINTOSH PORIS ASSOCIATES

Charlie Heid is responsible for project design, and production from the early schematic phase through discipline coordination and construction administration. His experience focuses on single-family to multi-family residential, as well as commercial and institutional interiors and adaptive reuse.

Prior to joining McIntosh Poris Associates, Charlie worked at Gehry Partners, LLP (Los Angeles, CA), and Montalba Architects (Los Angeles, CA). As a member of the technical staff at Montalba Architects, he assisted with presentation packages, SD and DD sets for aviation amenities and high end retail boutiques in Los Angeles and New Jersey. At Gehry Partners, LLP, he gained experience in initial programming and concept imagery, through SD, DD, CD and CA for projects including office spaces, residential developments, museum renovations, naval design, and private residences. Since joining McIntosh Poris Associates, Charlie has gained experience in hospitality development of Little Ceasers Arena and Market Bar in Detroit.

Charlie received his Bachelor of Science in Architecture from University of Illinois. He completed his Master of Architecture at University California, where he was an Undegraduate Studio Instructor in the matt urbanism studio exploring its application on a large parcel of land in the Venice, CA area. He instructed and guided 16 students twice a week for the Spring semester with concept development, model making processes, drawing technique and presentation boards.

SELECTED PROJECTS AND EXPERIENCE

Little Ceasars Arena and Market/Bar Detroit, MI

1700 Fort St Lofts Detroit, MI

With Gehry Partners, LLP:

San Vicente Office Building Los Angeles, CA

Guggenheim, Bilbao (library renovations) Bilbao, Spain

Battersea Power Station Apartments London, UK

Ohr O'Keefe Museum Beluxie, Mississippi

Alexander Platz Competition (1st place Berlin, Germany

Adelaid Residence Santa Monica, California

Facebook Seattle, WA Dublin, London New York, NY Menlo Park (HQ), CA

With Behnisch Arkitekten:

City of Santa Monica Public Parking Structure #6 Santa Monica, CA



2017

DETROIT EAST RIVERFRONT

2017 AIA Michigan Honor Award Unbuilt Project

MICHIGAN RESEARCH STUDIO

2017 AIA Michigan Honor Award Low Budget/Small Project

2016

TOWNHOUSE RESTAURANT

2016 AIA Detroit Honor Award Interiors

TOWNHOUSE RESTAURANT

2016 Detroit Home Awards Retail Interior Design

MICHIGAN RESEARCH STUDIO

2016 Detroit Home Awards
Commercial Building Architecture

2015

MICHIGAN RESEARCH STUDIO

2015 AIA Detroit Honor Award Small Project

CAMPBELL EWALD

2015 AIA Michigan Honor Award Interiors

CRYPTON OFFICE

2015 Detroit Home Awards Office Interior Design

WOODWARD GARDEN THEATER

2015 AIA Michigan Honor Award Building

2015 Detroit Home Awards
Commercial Building/Architecture

2015 CAM Design Award

PRISM

2015 Hour Detroit Best Steakhouse

2014

BIRMINGHAM RESIDENCE

2014 Detroit Home Awards

1st Place: Contemporary Interior Design

2014 AIA Detroit Honor Award Interior Design

PRISM

2014 AIA Detroit Honor Award Interior Architecture

2014 Detroit Home Awards 2nd Place: Retail Interior Design

SLATCHER RESIDENCE

2014 Detroit Home Awards
1st Place: Contemporary Living Room

VINSETTA GARAGE

2014 Detroit Home Awards 1st Place: Commercial Building/Architecture

3909 WOODWARD GARDEN APARTMENTS

2014 CREW Detroit Impact Award Special Impact

WOODWARD GARDEN THEATER

2014 AIA Detroit Honor Award Building

2014 CREW Detroit Impact Award Special Impact

2013

ORCHARD LAKE RESIDENCE

2013 Detroit Home Awards Best Traditional Design Best Interior Use of Stone Best Stair and Railing

SHUTTER RESIDENCE

2013 AIA Michigan Honor Award

2013 AIA Detroit Honor Award

SLATCHER RESIDENCE

2013 Detroit Home Awards
Best Contemporary Interior Design
Best Use of a Collection, Antiques, or Art
Large Remodel Over 1,000 SF

3909 WOODWARD GARDEN APARTMENTS

2013 Urban Land Institute Global Award for Excellence

WOODWARD GARDEN THEATER

2013 Urban Land Institute Global Award for Excellence

2012

DDA BUILDING FACADE & LIGHTING IMPROVEMENTS

2012 AIA Michigan Honor Award Sustainable Design

ORCHARD LAKE RESIDENCE

2012 Detroit Home Awards
Master Suite
Powder Room
Specialty Room
Interior Use of Stone
Residential Landscape Water Feature
Use of Stone/Tile/Concrete

SHUTTER RESIDENCE

2012 Detroit Home Awards Master Suite Deck/Patio/Porch

2011

BRECK RESIDENCE

2011 American Society of Interior Designers

MORTENS RESIDENCE

2011 American Society of Interior Designers 1st place for Best Residence Under 2,500 SF

ROSS RESIDENCE

2011 Detroit Home Awards Kitchen Master Suite Bath Under 150 SF Small Remodel Under 1,000 SF

2011 American Society of Interior Designers

SHUTTER RESIDENCE

2011 Detroit Home Awards
Large Remodel Over 1,000 SF
Addition Project
Contemporary Architecture Under 4,000 SF



2009

MORTENS RESIDENCE

2009 Detroit Home Awards

PARENT STREET LOFTS

2009 AIA Michigan Honor Award Building

2009 AIA Detroit Honor Award Building

RUBIN RESIDENCE

2009 Detroit Home Awards Residential Architecture Over 4,000 SF Living Room/Great Room Deck/Patio/Porch Conservatory/Sun Room/Screen Room

YMCA RENAISSANCE CENTER

2009 AIA Michigan Honor Award Interiors

2008

RUBIN RESIDENCE

2008 Detroit Home Design Awards Residential Architecture Over 4,000 SF Living Room/Great Room Deck/ Patio/Porch Conservatory/Sun Room/Screen Room

BRECK RESIDENCE

2008 Detroit Home Design Awards Best Contemporary Interior Design Master Suite Small Bath

2008 DETROIT HOME BEST ARCHITECT

2007

JULIUS MELCHERS RESIDENCE AND CARRIAGE HOUSE

2007 AIA Michigan Honor Award Building

2006

JULIUS MELCHERS RESIDENCE AND CARRIAGE HOUSE

2006 AIA Detroit Honor Award Building 2006 Detroit Home Design Awards
Dining Room
Playhouse/Outdoor Building

Playhouse/Outdoor Building
Best Traditional Interior Design

PARENT STREET LOFTS

2006 Detroit Home Design Award

STEINHARDT RESIDENCE

2006 Detroit Home Design Awards Small Bath Stair & Railing Installation Specialty Room/Gym Kitchen Master Suite

SLOAN RESIDENCE

2006 Detroit Home Design Awards Library/Home Office Window Installation

2005

LAKE SHORE RESIDENCE

2005 Detroit Home Design Awards Best Traditional Interior Design Large Remodel/Addition Over 1,000 SF Best Overall Residence Over 4,000 SF

STEAMWORKS

2005 AIA Michigan Honor Award Interiors

GENESIS VILLAS AT MEDBURY PARK

2005 AIA Detroit Honor Award Urban Design

2004

STEINHARDT RESIDENCE

2004 Detroit Home Design Awards Best Overall Residence 2,500 - 5,000 SF New Custom Home 2,500 - 5,000 SF Residential Architecture 2,500 - 5,000 SF

SLOAN RESIDENCE

2004 Detroit Home Design Awards Best Overall Residence Over 5,000 SF New Custom Home Over 5,000 SF Residential Architecture Over 5,000 SF

EUREKA BUILDING

2004 Michigan Historic Preservation Award

2003

CLUB PANACEA

2003 AIA Detroit Honor Award Interiors

2003 IESNA Illuminating Engineering Society of North America Award

LAKE SHORE RESIDENCE

2003 Best Custom Kitchen

Custom Home, March, 2003

2002

STEINHARDT RESIDENCE

2002 AIA Michigan Honor Award Building

2002 Masonry Institute Award of Honor

2002 Home Book Design Excellence Awards & Gold Awards

CLUB PANACEA

2002 AIA Michigan Honor Award Interiors

SLOAN RESIDENCE

2002 Home Book Design Excellence Awards & Gold Awards

2001

UICA (URBAN INSTITUTE FOR CONTEMPORARY ARTS)

2001 AIA Michigan Honor Award Interiors

1999

UICA (URBAN INSTITUTE FOR CONTEMPORARY ARTS)

1999 Historic Preservation Award

1999 Michigan Governor's Arts Award

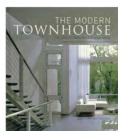
MCINTOSH PORIS ASSOCIATES













































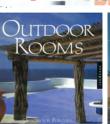
















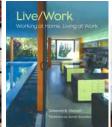




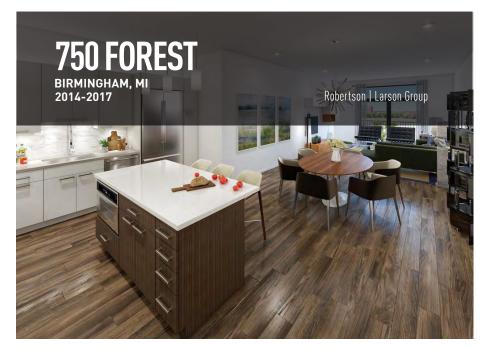


Detroit Home













COST: \$7,500,000

SIZE: 42,400 SF - 22 Condominiums



- A five story midrise on the sites of 748 & 750 Forest in Birmingham's Triangle District which fulfills the city's desire for denser development and a walkable neighborhood east of Woodward Ave.
- The site straddles two zoning classifications, creating the two volumes: one three stories high and one five stories high.
- Unit sizes range from 800 SF to 2,300 SF all with 10'-0" ceilings, and each unit has its own balcony or terrace.
- Using wood as the building structure keeps the building affordable in comparison to other products in downtown Birmingham.
- Modern, open floor plans and finishes provide an alternative to existing Birmingham condo market.
- Amenities include secured, enclosed parking on the ground floor, a small fitness area, a common rooftop terrace for all residents, which will include an outdoor kitchen, fire pit, social space, and a dog run.
- There will also be a small basement under the residential lobby for individual unit storage.









- A redevelopment property located on Floyd Street and Grant Street adjacent to St. James Park, which captures a scenic view with several parks and the Birmingham Golf and Country Club at walking distance.
- The existing one story building will be demolished and the site will be redesigned into a multifamily apartments residence.
- The new building will be developed as a three story loft that maximizes site area without the need for any special approvals or variances.
- The 12 one-bedroom units have a loft-like feel with a shared entrance to the stairs.
- The apartments will have a private entry into each one-bedroom units ranging from 600 SF to 800 SF
- The balconies are facing south with a view of the park with high ceilings and large windows facing South
- An open living floor plan with kitchen, bathroom and in-unit laundry.
- Projected living area over the north sidewalk and a new 18 space parking lot.

















COST: \$32,000,000

SIZE: 188,500 SF - 185 Condominiums - 4 Floors

- The contemporary and energy efficient design of these three mid-rise buildings will use an exterior insulated open joint rainscreen, insulated glazing, and live roof.
- Design of this high-density development includes unique and careful consideration of outdoor space similar to the park space created between Mies' townhomes.
- The program brief required a range of 185 units from studios to two-bedroom, while maintaining enough secured parking for every unit - 267 spaces.
- This new development stands out from the demanding Detroit apartment market by offering upgraded unit options, a private park plaza with pool, secure parking and direct access to the Dequindre Cut and Lafayette Park.
- The project, financed under the HUD 221 (d)
 (4) program, is under construction and will be completed in 2016.





COST: \$10,250,000

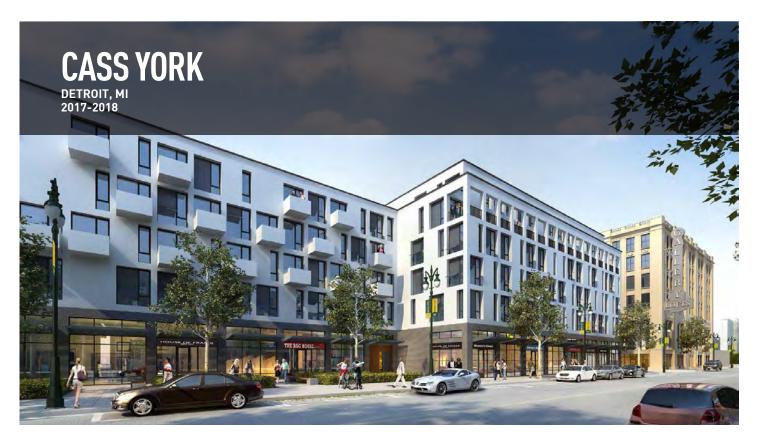
SIZE: 78,200 SF - 61 Apartments

- The new ground-up Woodward Garden Apartment mixed-use building is the fourth phase of work in the development of the last blighted block on Woodward Avenue in Midtown Detroit.
- The new ground-up Woodward Garden Apartment mixed-use building is the fourth phase of work in the development of the last blighted block on Woodward Avenue in Midtown Detroit.
- The contemporary designed building utilizes a highly efficient fiber cement panel rainscreen system.
- The rainscreen wall assembly also features walls with high R value cellulose insulation, a natural recycled newspaper product. The tightly constructed, energy efficient exterior keeps residents comfortable with less energy use.
- Extensive energy modelling was performed to understand the impact of nine different HVAC systems, weighing upfront costs against maintenance and consumption costs.
- The project includes 11,000 SF of ground floor retail and 61 market-rate one and two bedroom apartment units.
- Amenities include a private rooftop terrace, secured parking via a bridge to the nearby garage and private entrance.









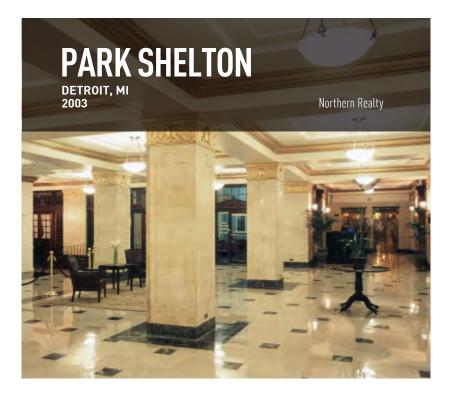
McIntosh Poris is partnering with VolumeOne for 125 dwelling units in two new buildings with an attached shared parking garage.

- This development will combine high-end condos, student housing, commercial space, communal space and roof gardens, filling in existing surface parking lots with new urban fabric in the New Amsterdam Historic District in Midtown, Detroit.
- The relationship to the historic context, especially the Cadillac Sales and Service building, offers the opportunity to re-densify the urban fabric with medium rise residential and mixed use typologies in the form of a perimeter block.
- The street frontages reference the existing buildings and generate a dense, yet interactive urban space. In conjunction with the Firestone Service Station, former Wayne State University Book Store, the new buildings form an urban plaza in the northern extent of the University district.
- The project aims at the 'missing middle' of mid-rise of medium density housing, continuing the effort to generate walkable urban spaces with a critical density to support a neighborhood identity, the opportunity to offer amenities, and generate sustainable social networks and financial viability.
- The 150,600 square feet development will be completed in late October 2018.

















COST: \$15,000,000

SIZE: 332,815 SF - 220 Condominiums

- McIntosh Poris renovated the 12-story building owned by Arco and managed The Berger Group.
- The project included 220 condominums new retail storefronts, redesign of a rooftop recreation and exercise room and connection to the new parking garage.
- As the Interior Designer, MPA reconfigured and designed the common lobbies and corridors, condo fixtures and buildings sales office and marketing center.
- The construction of an adjacent, four-level parking garage to replace the current three-story facility was designed alongside Rich Associates.
- The units include studio, one-bedroom, and twobedroom condominiums.
- Modern amenities have been integrated with the historic fixtures, moldings, and new window treatments to meet Federal Tax Credit guidelines.

MCINTOSH PORIS ASSOCIATES







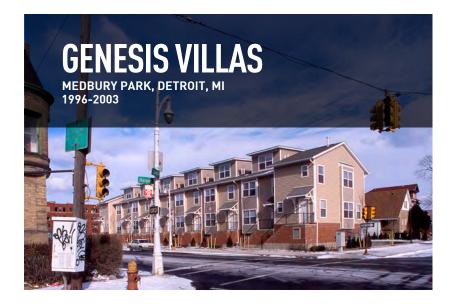


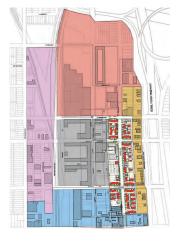


2009 AIA DETROIT HONOR AWARDS 2009 AIA MICHIGAN HONOR AWARD

- Parent Avenue Lofts is the city's first adaptive-reuse loft project, which paved the way for multi-family development in the emerging Warehouse District.
- McIntosh Poris Associates transformed this former lumber warehouse into eight, two-level condominium lofts.
- The units were designed to provide privacy and space, while also maintaining the integrity of a traditional urban loft.
- Created as flexible volumes, the one-bedroom, forsale lofts range from 1,264 to 2,225 SF on two floors.
- The front of each unit has a private entry way, attached garage, powder room, and an elongated hallway that leads deeper into the interior to the custom-designed kitchen and open living space organized in the rear.
- Under a soaring, 21-foot-high ceiling and pyramidal skylight, the rear is filled with natural light.
- A custom-designed metal-and-wood staircase connects to the second level, which features mezzanine loft space overlooking the first-floor.
- A master bedroom and adjacent bathroom are located toward the front of the second-floor.
- Simple, sustainable design strategies were employed to reduce energy consumption. including: upgraded insulation, tankless water heaters, an abundance of windows to increase natural light, Energy Star-certified appliances and generous green space.









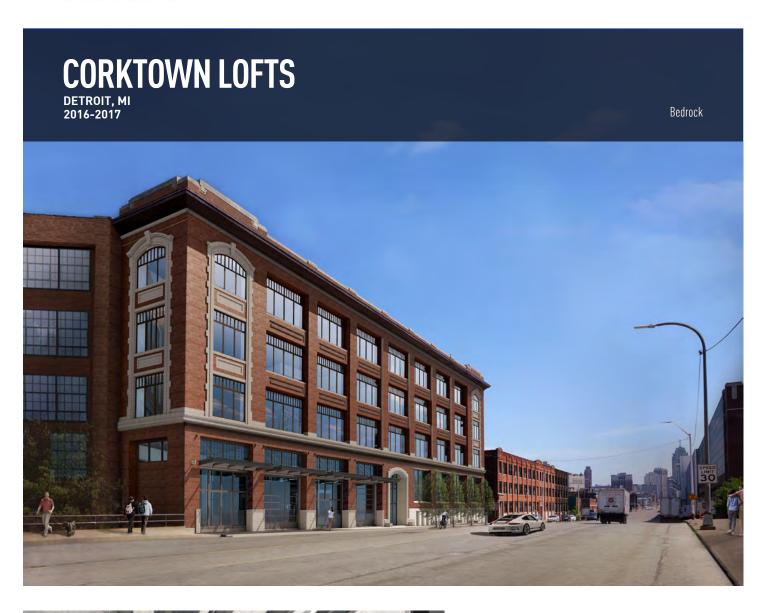




2005 AIA DETROIT HONOR AWARD URBAN DESIGN

- Genesis Villas at Medbury Park provides an innovative model of a low-income, subsidized-housing development.
- With the 89-units of Phase One now complete, the townhouse development has leveraged public interest and support for the preservation of a neglected historic district to create much needed multi-family residences.
- The Genesis Villas project has brought a new sense of community pride and empowerment to a once vibrant part of the city's historic legacy.
- The master plan for the Genesis Villas townhouses brought the neighborhood to public attention, allowing the community to regain its original mixeduse designation and to save the Ford and Studebaker factories from demolition.
- This respect for the past is evidenced throughout the Genesis Villas design, from the preservation of the street grid and adaptation of the townhouse typology to the material choices of cladding and brick.
- The design of the units directly responds to the specific needs of the users and the community.
- A strong street edge, front porches, and large windows in firstfloor living spaces activate the street as a part of the shared communal space, providing both safety and community life for residents and their families.



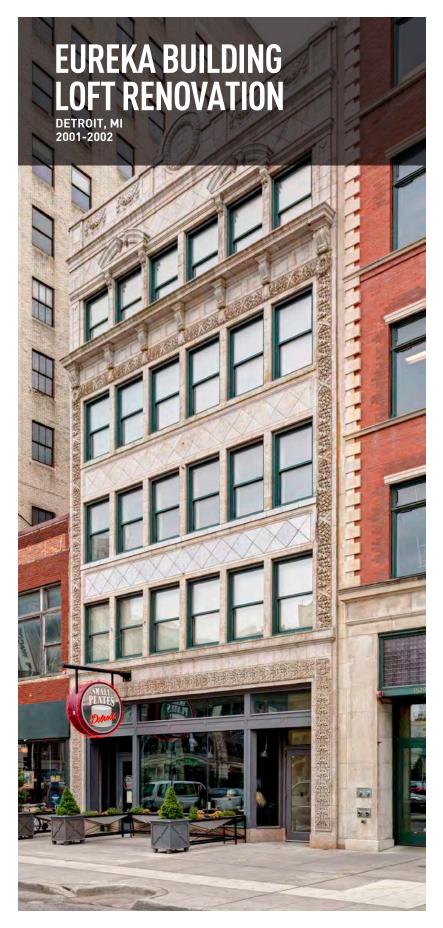




COST: Under construction

SIZE: 162,681 SF total, 147,376 SF existing, 15,505 SF new addition - 61 Apartments

- Mixed-use adaptive reuse project with an additional story of residential lofts is being added on the existing 5-story concrete warehouse building in the "Corktown Shores".
- Existing building is 70' tall, 5 stories with basement and an additional new story will be added to transform the building into a high rise of 162,681 SF, 80' tall, 6 stories with basement.
- The building will include residential lofts, office, light industrial, restaurant, common lobby/event space, and parking.









2004 MICHIGAN HISTORIC PRESERVATION AWARD

- Located near the corner of Broadway and John R Street in the Broadway district.
- The building, a 10,000 SF five-story building, the first world headquarters for the Eureka vacuum cleaner company, was renovated and converted into residential lofts.
- Utilizing historic tax credits, the units are whole floor units with direct elevator access.
- The ground floor was transformed into Small Plates restaurant, one of the first of many to follow in the years since.







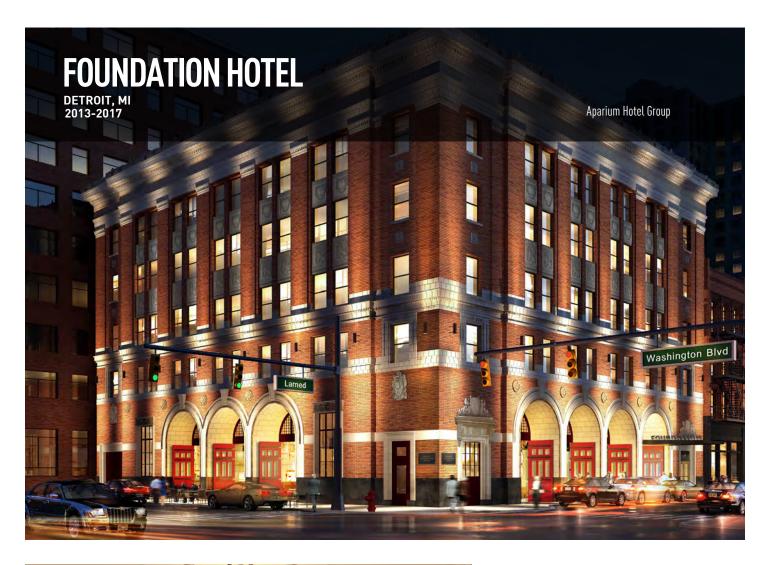


2016 AIA DETROIT HOME HONOR AWARDS

McIntosh Poris Associates designed a tenant improvement and addition to the 43-story One Detroit Center tower on Woodward and Congress in downtown Detroit.

- The ground floor restaurant covers nearly 5,500 SF and features multiple experiences: a U-shaped bar, a new steel-and-glass atrium structure with operable roof and walls, and a traditional outdoor patio dining area enclosed by verdant planters.
- Interior spaces feature luxurious textures, including distressed leathers and rich woods, along with playful wall graphics for a distinctive environment.
- The interiors, as well as server uniforms, reflect a color palette of black, red, and white for a cohesive brand identity.
- 3,660 SF of ground floor interior space is decked out in a mixture of wood tables and chairs and well as comfortable upholstered couches and barstools.
- New French doors replace former high windows to open up the view to the street and access to outdoor seating.
- The U-shaped bar area overlooks the "whiskey wall" and an open kitchen.
- A mural declaring "This town ain't for weenies!" acts as a backdrop to the sushi bar.
- The restaurant's highlight is an 1,800 SF indoor/ outdoor greenhouse-like, glass-enclosed structure with operable roof and walls to house an all-season dining space and bar with indoor-style furnishings and finishes, and lush greenery.
- The roof panels quickly open, allowing the interior space to merge with the cityscape giving guests the feeling of dining outdoors in the city year-round.







COST: \$24,000,000

SIZE: 94,000 SF - 100 Rooms

- McIntosh Poris is working with Arco
 Development and Aparium Hotel Group
 to repurpose the former Detroit Fire
 Department Headquarters and adjacent
 building, previously Pontchartrain Wine
 Cellars, into a boutique hotel and ground
 level restaurant/lounge utilizing Federal
 Historic Tax Credits.
- Together the 90 year old, historically registered, buildings will accommodate 100 hotel rooms, office/conference spaces and a fitness center.
- The hotel programming also includes a banquet space which will be housed in a new rooftop addition.



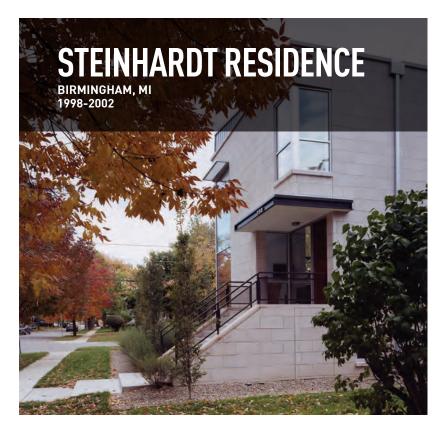


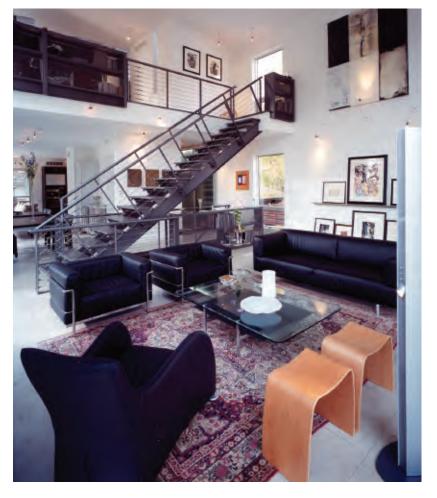




2013 AIA MICHIGAN HONOR AWARD 2013 AIA DETROIT HONOR AWARD 2012 DETROIT HOME AWARDS 2011 DETROIT HOME AWARDS

- Mix of woods and nods to classic Japanese architecture create a "Zen boathouse" feel.
- 250-foot addition above garage completes a newly unified exterior.
- Street-facing façade incorporates cedar plank shiplap siding, aluminum-framed glass garage panels on ground floor seperated by rough hewn Douglas fir beams.
- Shuttered porch separates exterior space and private master suite.
- Mix of woods, horizontal orientation, and custom shutters creates boathouse look.
- This aesthetic extends into the landscape with carefully placed boulders within a trimmed and lush setting.









2002 AIA MICHIGAN HONOR AWARD PROJECT DETAILS

- Ground up, three-level, 3,500 SF house with two porches (one screened-in) and private terrace.
- Second floor: master bedroom, master bath, home office.
- Lower level: two guest bedrooms, guest bathroom, exercise room, lower outdoor terrace.
- An urban townhouse, is very open with minimal intervention in the space.
- Storage areas are either hidden or used as room dividers.
- There is much more light than would normally be available in a multi-tenant loft building.
- The steel-framed house has concrete floors with radiant heat (maple on the second floor), exposed metal deck, steel trusses, limestone fireplaces, soapstone counters, aluminum-framed commercial windows, and exterior of simulated stone blocks.



After asking our current and past clients what sets McIntosh Poris Associates firm apart from the others, we have found that our collaborative design process is truly differentiating. This includes a heightened listening and respect of client needs, high quality results, all while being responsible with budgets and schedules. We would ask that you reach out and ask this question of our references:

Mark Wallace President & CEO Detroit Riverfront Conservancy

(313) 566-8200

Walter Cohen President ARCO Development (248) 353-7981

Paul Robertson Principal Robertson Brothers Homes

(248) 282-1432

Kevin Robinson Co-Founder | Chief Operating Officer Aparium Hotel Group (312) 275 1074 Eric Larson President & CEO Larson Realty Group (248) 593-8010

Sue Mosey Executive Director Midtown Detroit Inc (313) 420-6000

Craig Cutler General Manager Country Club of Detroit (313) 881-8000

TIR EQUITIES



Response to Request for Qualifications North Old Woodward / Bates Street Parking and Site Development

lssued by:
City of Birmingham
151 Martin Street
Birmingham, MI 48012

INTRODUCTION

Developer TIR Equities, led by Ara Darakjian, is pleased to respectfully submit this response to the 2017 Request for Qualifications for the North Old Woodward / Bates Street Parking and Site Development.

Mr. Darakjian hand selected the team members and received their commitment based on long term local and professional relationships as well as a regional and national examination of consultants whose experience is best suited for this specific project, in scale, scope and style.

Selection of a team is the most important first step in ensuring the city will find the narrow path of feasibility and execution for this large scale and complex public/private venture. It is the sincere hope that the city will find the TIR Equities Team qualified to take the leadership role as Developer for the North Old Woodward / Bates Street Parking and Site Development.

HOW WE FORMED THE TEAM

The TIR team is comprised of the professionals best suited to successfully execute The North Old Woodward / Bates Street Parking and Site Development. The selection process for the team was based on capacity to perform, willingness to engage and a track record of experience honed by past projects precisely matched to this task at hand. As stated by administration, this project is the largest public/private venture undertaken to date by the City of Birmingham. With that in mind, hedging against poor performance caused by a lack of talent, relevance or experience is the most critical first step.

Our consultants for Design and Construction were selected through a process of analyzing not just local markets, but also national, in an effort to fit the team to the project, as opposed to fitting the project to the team. Considering the sheer size of the project and its intertwining of urban planning, recreational space, municipal parking, commercial activity and residential living, the architect options, even nationally, are limited. A final selection was made, and an invitation extended, after contemplating the "character" of the context; the genius loci. This fundamental aesthetic consideration led the team to invite one of, if not the most appropriate Architecture Firm in the country, insofar as there is an undeniable and direct correlation in terms of scale, design style and broadness of project parameters between the strengths of Robert A.M. Stern Architects, LLP and the North Old Woodward / Bates Development. New York City-based Robert A.M. Stern Architects, LLP (RAMSA as they are known) have a rich history successfully stewarding projects such as this worldwide. The firm profile in this response manual will demonstrate confirmation of this and represents the rationale RAMSA reviewed the RFQ, met with the team and has fully for the invitation. committed to leading the design of this very significant undertaking. RAMSA's design leadership on this project will be the driving force in obtaining the "buy-in" of the citizens of Birmingham.

After studying the likely physical attributes of this project for several months, our team has developed a thorough understanding that the majority of the efforts, and likely the greatest expense will be in above and below grade parking structures. The City of Birmingham is requiring 1,150 spaces alone, which leads one to assume, quality construction of, and deep expertise regarding parking structures will be at the top of their priorities. The selection of a Construction Services firm, must therefore, have an organization which reflects the needs, in type, technology and scale, of this particular project. For these reasons, Colasanti Construction Services, Inc. of Macomb Township was solicited to join us. Colasanti is by far, the region's leader in cast-in-place concrete, precast concrete parking structures, integrated parking structures, below grade parking

and simultaneously have a well-rounded portfolio of commercial construction; much of which is above, below or wrapped around parking. The Colasanti project history is precisely commensurate with the North Old Woodward/Bates Development. Most of their recent work has been on very tight urban sites with complex existing conditions, and many of the parking projects have as many, or more, parking spaces than we anticipate for this project. Past relationships and experience with other members of the team, along with a thorough review of the feasibility of this venture led to their enthusiasm to join us.

The supporting team members, along with the financial and managerial force of TIR Equities, are comprised of the region's most successful and capable. These support roles have been likewise chosen for their particularly appropriate experience as it regards the North Old Woodward / Bates Development. Among these are advisors and consultants which will conduct planning, legal, entitlement, marketing and accounting support to ensure the difficulties and challenges of the process are met with professionalism, timeliness and thoroughness while maintaining a cohesion of objectives and ideas that allows for a project to exceed the sum of its parts. Profiles and roles are clearly laid out in the ensuing pages of this response.

The TIR Equities team has been uniformly and individually selected, among a group of peers and firms with mutual experience, for the specific needs of this venture. It is a group of professionals unified around the objectives of the City of Birmingham. It is in the best interest of the city to demand from a developer that the consultant group fits the project. TIR Equities team does just that.

INDEX

PART 1: QUALIFICATIONS

THE TEAM

TIR Equities

Developer

• Robert A. M. Stern Architects, LLP

Architect

Colasanti Construction Services

Construction Manager

Gibbs Planning Group

Urban Retail Planning

• Designhaus, PLLC

Local Consultant Coordinator & Process Manager

Bieri Real Estate

Specialty Leasing Professional

• Jackier Gould, PC

Legal Counsel

UHY Advisors

Accounting & Auditing

PART 2: NARRATIVE & CONCEPT

A description of a project strategy in detail and how the future proposal will meet the needs of the development objectives along with a conceptual diagram of one possible approach

TIR EQUITIES

Developer

Mr. Ara J. Darakjian has over 25 years of executive management experience in ownership, acquisition, development and management of real estate and manufactured home communities. Mr. Darakjian started in the business in 1987 as property manager for Investment Management Associates (IMA) and Darakjian Properties based in Michigan and Ohio.

In 1988, he became president of the company, and over the next 13 years grew the portfolio to 12 communities with over 2,000 sites. His role as president involved management and operations of the communities, development of new communities, repositioning, leasing, and sales of homes.

In 2000, Mr. Darakjian and related entities sold 8 communities while maintaining 5 communities with 612 sites in their portfolio. After selling several hundred manufactured housing units, he returned to the place where he nurtured his retail management skills - working in the family's retail jewelry business - where he consolidated the operations of the company, creating Southeastern Michigan's first retail jewelry superstore, which drove an increase in revenue of 20% per year.

Simultaneously, he completed the \$10.5M refinance of MHC's portfolio of properties. During this process, he acquired Active Homes, a distressed modular home manufacturer for \$3.1M. Post acquisition Mr. Darakjian increased revenues to \$12M annually.

Mr. Darakjian also serves as president of Darakjian Jewelers, a company founded by his father in 1964. He was responsible for consolidating the operations of the company, which created Southeastern Michigan's first retail jewelry superstore. During this process, he managed to increase revenues by 20% per year. Mr. Darakjian attended and graduated from Detroit Country Day School in 1982. Mr. Darakjian attended Albion College from 1982 through 1984. He currently resides in Birmingham, Michigan.

History:

- 1994 through 1998 Developed approximately 2,500 manufactured housing units in multiple communities in multiple states with a total development value of more than \$50,000,000.
- 1995 Completed the development of a 285 lot subdivision in Washington Township, Michigan.
- 1999 to 2003 With the participation of various non-profit and for-profit organizations, was involved in more than 30 single-family home development projects within the city of Detroit.

- 2001-2002 Through other affiliated companies, was instrumental in the optimization of modular housing at the Woodbridge redevelopment in Detroit. The development currently has a value of more than \$100,000,000.
- 2010-2012 Organized a joint venture with a major New York hedge fund to purchase existing rental communities around the United States with a stated goal of building a portfolio with a net asset value of \$250,000,000 within 5 years of inception.
- 2015 Organized a joint venture with a family office to purchase a \$300,000,000 rental community portfolio with assets entirely located in Michigan.
- Currently, manages the family's real estate portfolio which includes more than 600 units across 5 communities in the State of Michigan with a value of more than \$20,000,000.

Current projects:

- 2017, Novi, MI
 - Land owned since 1990' s
 - Class A Quality
 - o 350-400 Units
 - o 1,100 sq ft average size
 - \$40MM Construction Budget
 - o Conventional construction financing
- 2017, Keego Harbor, MI
 - o Land owned since 1990's
 - o Class A Quality
 - o 200-250 Units
 - o 15,000 sqft retail
 - o 1,100 sq ft average size
 - o \$30MM Construction Budget

- o Conventional construction financing
- 2018, Detroit, MI
 - Class A Quality
 - o 400-500 Units
 - o 1,100 sq ft average size
 - o \$55MM Construction Budget
 - o Conventional construction financing
- 2019, Troy, MI
 - o Land owned since 1990s
 - Class A Quality
 - o 250-300 Units
 - o 1,100 sq ft average size
 - o \$35MM Construction Budget
 - o Conventional construction financing

DEVELOPER REFERENCES

- References from financial institutions with whom the developer has dealt as a borrower or as a joint venture partner.
 - o Bank of America, New York, NY, Quentin Fogan
 - o Och-Ziff, New York
 - o Oberon Securities, New York
 - o Deutsche Bank, New York
 - o Merrill Lynch, New York

(contact names and information available)

• Proposed sources of financing and preliminary evidence of interest from financial institutions or partners if available.

Not available at this point since the size and scope of the project has yet to be determined

ROBERT A. M. STERN ARCHITECTS, LLP

Architect

Designer

ROBERT A.M. STERN ARCHITECTS, LLP

Robert A.M. Stern Architects, LLP (RAMSA), is a 275-person firm of architects, interior designers, landscape designers, and supporting staff. Over its forty-eight-year history, the firm has established an international reputation as a leading design firm with wide experience in residential, commercial, and institutional work. As the firm's practice has diversified, its geographical scope has widened to include projects in Europe, Asia, South America, and throughout the United States. The firm maintains an attention to detail and commitment to design quality which has earned international recognition, numerous awards and citations for design excellence, including National Honor Awards of the American Institute of Architects, and a lengthening list of repeat clients.

We have extensive experience with urban, town, and campus planning projects, including two of the most important and influential planning projects of our time: the new town of Celebration, Florida, and the revitalization of the theater block of New York's 42nd Street, which won a 1999 Honor Award from the American Institute of Architects. Our current and recent planning projects in the U.S. and abroad include the Space Utilization Study and Physical Master Plan project at Rutgers University, embodying 26 million square feet of existing buildings in multiple cities; the redevelopment of the 550-acre Philadelphia Navy Yard; Musiskwartier, a 42,000-square-meter mixed-use urban infill project in historic Arnhem, the Netherlands, winner of a Charter Award of Excellence from the Congress for the New Urbanism in 2006; Heart of Lake, a 2,000,000-square-foot high-rise garden suburb on Huxindao Island in Xiamen, China, which won the 2014 Charter Award of Merit for Best Neighborhood Plan from the Congress for the New Urbanism.

The firm's multifamily residential buildings include the game-changing 15 Central Park West, a project that achieved the highest sales prices in New York City and serves as a model for top-of-the-market residential development around the world. Our current work includes 30 Park Place in New York City, which includes a Four Seasons hotel and condominium apartments under construction; 520 Park Avenue in New York City's Upper East Side neighborhood; and an exclusive condominium building in the Taipingqiao Area of the Huangpu District in Shanghai in design. Each of these buildings is expecting record sales prices in their respective markets. Our residential work also includes apartment houses in New York City, Boston, Greenwich, Philadelphia, Washington DC, Charleston, Los Angeles, and San Francisco, and internationally in Lima, Moscow, London, and Hong Kong.

The firm's work in Michigan includes Joan and Sanford Weill Hall for the Gerald R. Ford School of Public Policy and the North Quad Residential and Academic Complex, both at the University of Michigan, and the Seidman College of Business at Grand Valley State University.

Graham S. Wyatt, aia

PARTNER

Graham Wyatt, Partner, has been with Robert A.M. Stern Architects since 1983. His responsibilities have included both the design and administration of a broad range of projects including both master planning and building design for commercial, institutional, recreational, and residential clients throughout the United States and in the Netherlands, Germany, Hungary, Spain, France, Brazil, Canada, Mexico, India, South Korea, and the Czech Republic.

Mr. Wyatt's major corporate headquarters buildings include the Mexx International World Headquarters in Voorschoten, the Netherlands; the Gap Inc. Offices at Two Folsom Street in San Francisco, California; Comcast Center in Philadelphia, Pennsylvania; the Plaza at PPL Center in Allentown, Pennsylvania; and the Sixth District Headquarters for the U.S. Federal Reserve Bank in Atlanta, Georgia. His work also includes major office, retail and mixed use projects in Connecticut, Illinois, California, and internationally in Mexico City, Rio de Janeiro, and Barcelona.

Mr. Wyatt has directed the firm's master planning efforts for the campuses of Georgetown University, the Harvard Law School, the College of Notre Dame of Maryland, and Acadia University in Nova Scotia; for the Fine Arts Village of the University of California, Irvine; for the campus of the Columbus Regional Hospital in Columbus, Indiana; for the Aspen Highlands ski resort in Colorado; and for the mixed-use redevelopment of the Philadelphia Navy Yard. During 2001 and 2002 he served as Architect for Downtown Columbus, Indiana, helping to oversee that city's reputation as an internationally-recognized exemplar of the positive relationship that can develop between a community and an enlightened corporate patron of architecture.

Mr. Wyatt's major buildings for institutional clients include a library for the St. Paul's School in Concord, New Hampshire; the LEED Gold Bavaro Hall for the Curry School of Education and the five-building Darden Graduate School of Business Administration, both at the University of Virginia; the Moore Psychology Building at Dartmouth College; the Smith Campus Center for Pomona College in Claremont, California; the William Gates Computer Science Building at Stanford University; a residence hall and dining hall at Georgetown University; Janice and Robert McNair Hall for the Jesse H. Jones Graduate School of Business at Rice University; the Smeal College of Business Administration at the Pennsylvania State University; the Spangler Campus Center and Baker Library | Bloomberg Center at the Harvard Business School; the LEED Gold Wasserstein Hall, Caspersen Student Center, and Clinical Wing at Harvard Law School; Joan and Sanford Weill Hall for the Gerald R. Ford School of Public Policy at the University of Michigan; the McNeil Center for Early American Studies at the University of Pennsylvania; the LEED Gold Alan B. Miller Hall for the Mason School of Business at the College of William and Mary; the Hancock Center at Marist College; and the U.S. Department of Justice's National Advocacy Center and a four hundred-bed residence hall quadrangle, both at the University of South Carolina.

Mr. Wyatt's work has been published in *Progressive Architecture*, *Architectural Record*, *Architecture*, *A+U*, *Baumeister*, *The New York Times*, *Time*, and *The Chronicle of Higher Education*. He has written on the design of academic buildings, professional schools, and specifically classrooms in the multi-authored survey *Building Type Basics for College and University Facilities*, published by John Wiley & Sons (2003, second edition 2013) and he is a co-author of *Designs for Learning: College and University Buildings by Robert A.M. Stern Architects* (New York: Monacelli, 2016).

Prior to joining Robert A.M. Stern Architects Mr. Wyatt worked for Skidmore, Owings & Merrill Architects of New York. Mr. Wyatt is a graduate of Princeton University, (A.B. Summa), Columbia University (M. Arch.), and the London School of Economics (Dipl. Econ.) where he was a Marshall Scholar. Mr. Wyatt is NCARB certified and registered as an architect in the State of New York and other jurisdictions. Mr. Wyatt, a LEED Accredited Professional (LEED AP), is a recognized leader in the field of environmentally sustainable design and has both written and presented on the topic, including at the annual National Greenbuild Conferences of 2005 and 2008. He is a member of the Architectural League of New York, the Municipal Art Society, the Council on Tall Buildings and Urban Habitat, the Society for College and University Planning, the U.S. Green Building Council, the Nature Conservancy, and the American Institute of Architects.



MEGHAN L. MCDERMOTT, AIA

Meghan McDermott has been with Robert A.M. Stern Architects since 1997 and has been a Partner in the firm since 2008. She was responsible for the design and management of the 57-story, 1.2-million-square-foot Comcast Center for Liberty Property Trust, the tallest LEED Gold building in the U.S. at the time of its certification. Internationally, her work includes Torre Almirante, a 36-story, 640,000-square-foot office tower for Hines in downtown Rio de Janeiro; a 14-acre master plan and the design of the 25-story, 650,000-square-foot One Horizon Center for Hines and DLF in Gurgaon, India; the Torre del Ángel office building on the Reforma in Mexico City; and the first building to both achieve LEED Platinum certification and exceed French Haute Qualité Environnementale regulations, the 35-story, 485,000-square-foot Tour Carpe Diem in Courbevoie, France. Ms. McDermott's experience also includes the LEED Gold Plaza at PPL Center in Allentown, Pennsylvania, the first LEED-certified Gold corporate headquarters; One Crescent Drive, the first LEED-CS certified Platinum speculative and multitenant office building, and the LEED double-Platinum Five Crescent Drive, an office building for GlaxoSmithKline, both at the Philadelphia Navy Yard. Ms. McDermott is currently at work on the design of the Camden Waterfront Project, a development that will create up to 1.7 million square feet of office space, including the corporate headquarters for American Water, as well as a hotel, retail and a residential component.

Ms. McDermott has presented at Harvard Business School; the Wharton School of the University of Pennsylvania; Columbia University's Graduate School of Architecture, Planning and Preservation; the Center for Architecture; the 2014 AIA Europe International Conference; the Greenbuild 2013 International Summit; the Urban Land Institute's 2013 National Place Making Conference; and the 2010 panel Reshaping Demand at Scale: Issues and Opportunities at Harvard Business School. Ms. McDermott's work has been published in Architectural Record, Architect, Metropolis, Interior Design, World Architecture News, The Architect's Newspaper, New York, and The New York Times.

Before joining Robert A.M. Stern Architects, Ms. McDermott was an Associate Project Designer at Shalom Baranes Associates in Washington, DC, and at Ellerbe Becket, also in Washington, DC. She was a guest instructor and teaching assistant in the Pre-Architecture Design Studio at Syracuse University's program in Florence, Italy.

Ms. McDermott received her Bachelor of Architecture degree from the University of Minnesota and her Master of Architecture degree from Syracuse University. Ms. McDermott is a registered architect in the State of New York and other jurisdictions.



SCIOTO PENINSULA MASTER PLAN

Columbus, Ohio 2017



Aerial view looking west from downtown

Our plan for 21 acres of land between a riverside park and the rapidly changing Franklinton neighborhood proposes 3.1 million square feet of mixed-use development across the Scioto River from downtown Columbus, to the west of a new formal park that will be home to two major civic destinations: the Center of Science and Industry (Arata Isozaki, 1999) and the future National Veterans Memorial & Museum (Allied Works Architecture, completion anticipated in 2018). Our sixteen-block urban plan, bounded by Starling Street, Belle Street, and the Scioto River, extends existing streets connecting to downtown Columbus and weaves them into a walkable grid. Office buildings facing Franklinton and apartment buildings overlooking the park wrap parking structures topped by accessible landscaped courtyards. Thirty-story residential towers visually anchor the plan north and south. A proposed pedestrian-oriented Main Street lined with shops and restaurants, centered on a two-story retail pavilion set behind a plaza, bisects the site, encouraging tourists and Columbus residents alike to explore the new neighborhood when visiting the evolving museum district.

Our master plan was the basis of the Columbus Downtown Development Corporation's request for proposals issued to real estate developers to build out our concept.



Looking East from Franklinton



MASTER PLAN





View looking south from the Veteran's Memorial



Looking south down Main Street

CAMDEN WATERFRONT MASTER PLAN

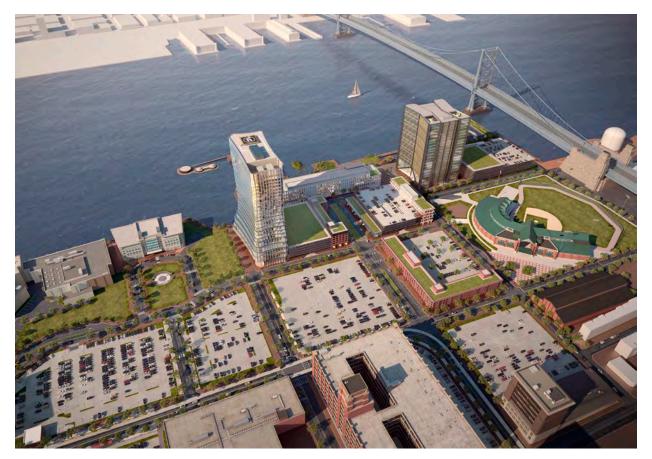
Camden, New Jersey 2016



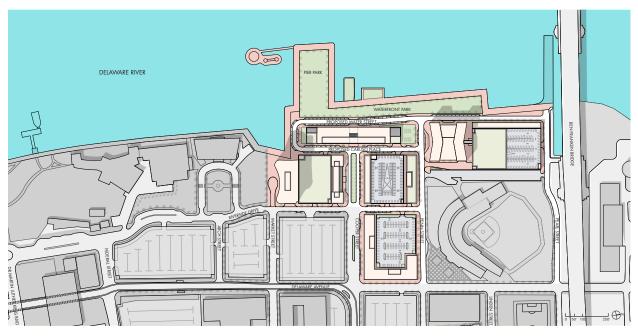
View from Delaware River

Our Camden Waterfront Master Plan proposes a comprehensive vision for an energetic and walkable mixed-use urban neighborhood intended to attract commercial, hospitality, residential, and retail development to a former industrial dockland. The plan will extend Camden's existing street grid and utilities, connecting the new neighborhood to downtown Camden and Center City Philadelphia with new pedestrian walkways, bike paths, and shuttlebus and ferry service.

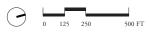
A new headquarters building for public utility company American Water will serve as a backdrop to a riverfront park; its transparent atrium will frame views to the Philadelphia skyline from Cooper Street, the central east-west spine of our plan. A major hotel and resource-efficient apartment buildings with street-level shopfronts lining Cooper Street will conceal parking for 5,000 cars; two high-performance build-to-suit office buildings will flank the America Water building. The riverfront park, designed by Michael Van Valkenburgh Associates, will offer the community a new amenity on a previously inaccessible stretch of the Delaware River waterfront.

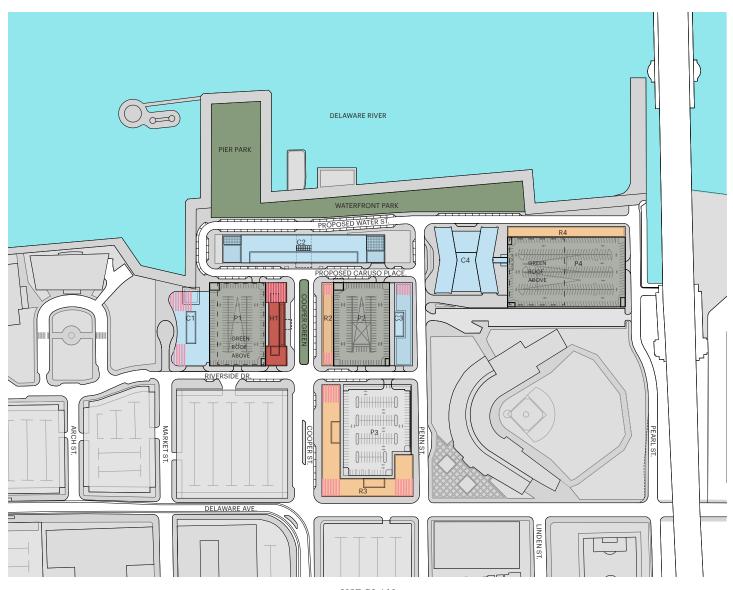


Aerial view

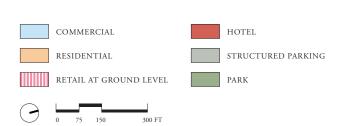


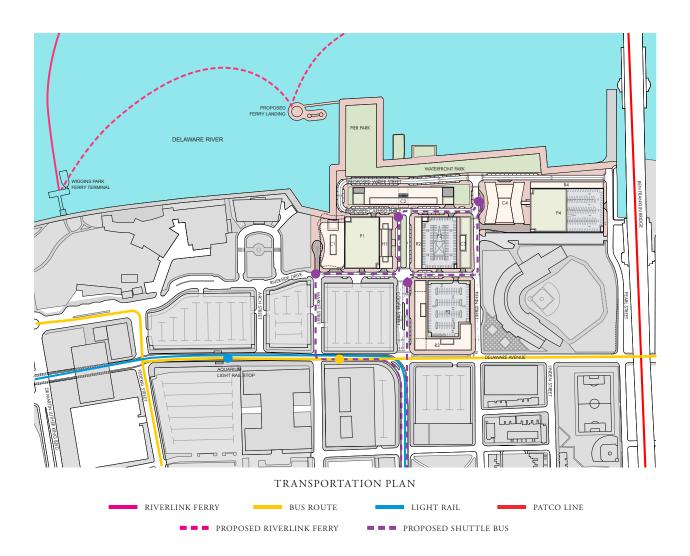
MASTER PLAN

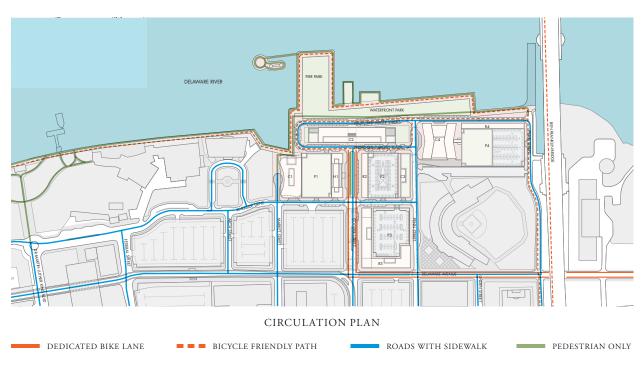




USE PLAN

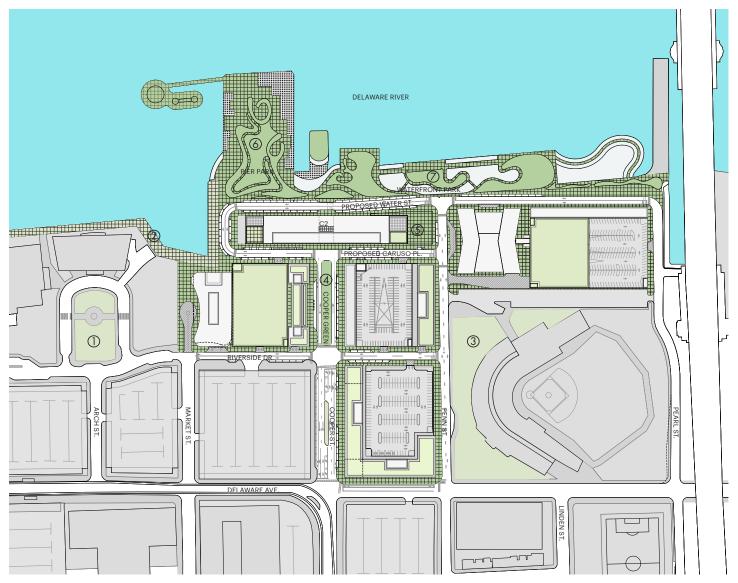








View along Cooper Street



OPEN SPACE PLAN



View from Pier Park looking west



View from Waterfront Park looking southwest



One Water Street, Headquarters Building for American Water

DOWNTOWN DARIEN

Darien, Connecticut In design



Aerial view

Downtown Darien will create the new town center this affluent commuter suburb has long lacked, with a vibrant mix of shops, apartments, and offices organized around a new town green on a five-acre site two blocks from the local train station. Taking cues from the architectural variety found along the Boston Post Road in Darien and neighboring towns, each of our new buildings will present its own distinct character inspired by strains of Classical and vernacular Connecticut and New England architecture. The centerpiece of the new development, the town green that will open off the Post Road, will host year-round community events such as farmers' markets, art shows, and ice-skating. Two flanking apartment buildings will accommodate street-level restaurants that will spill out onto the sidewalks. At the head of the green, a food hall designed to suggest a traditional New England meeting hall will be topped with a clock tower.

A store for anchor tenant L.L. Bean, articulated to read as four small-scaled buildings, will greet visitors approaching from the south. An apartment building with a large copper cupola visible from the train station will hold down the north corner of the site, serving as a beacon for the new development. Market Lane, a new thoroughfare that will bisect the site and alleviate traffic on the Post Road, will widen to create a pair of entry courts for this building and a second residential building across the street. In total Downtown Darien will offer 64 apartments—both market-rate and affordable—along with underground parking. A five-story office building with structured and underground parking will occupy the third corner of the site.



Town Square

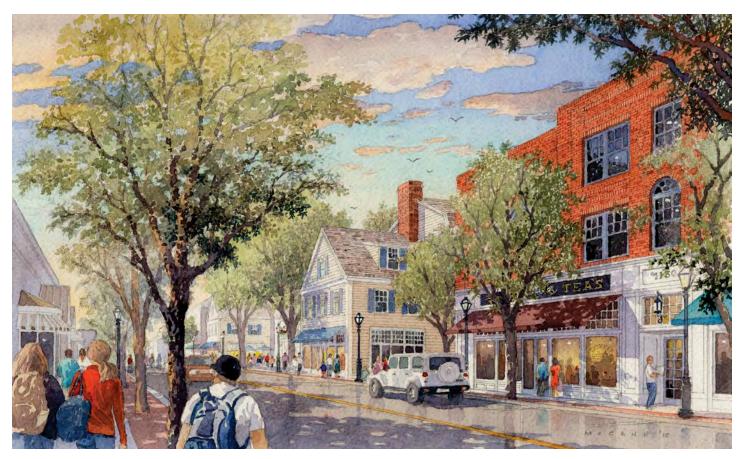


SITE PLAN





Post Road



Post Road



Market Street from Corbin



Market Street looking north to Market Hall



Market Street courtyards

Southeast Federal Center

Washington, DC 2002-Present



Aerial view looking north

Robert A.M. Stern Architects contributed to Forest City Washington's selected development proposal for the Washington Navy Yard Annex, which is owned by the U.S. General Services Administration and targeted for mixed-use redevelopment. The site's prime riverfront location less than one mile south of the U.S. Capitol Building is readily accessible by highway and mass transit. The existing street network, which primarily follows the L'Enfant and Marshall plans for the District of Columbia, is kept substantially intact, including New Jersey Avenue, which runs diagonally from the Capitol Building. The site is currently occupied by a number of scattered industrial, office, storage, and maintenance buildings of varying historic architectural value; five existing buildings will be saved and adaptively re-used. Our plan envisions a vibrant neighborhood of commercial offices and residences above ground-level retail supported by public open space and an anchoring cultural institution.



MASTER PLAN



View from penthouse



Navy gates neighborhood



Arris (Robert A.M. Stern Architects, 2016)



Arris (Robert A.M. Stern Architects, 2016)



The M Street gateway



Tingey Street



Water Street



Waterfront Park



Waterfront esplanade

Arris

THE YARDS
WASHINGTON, DC
2016



View from southeast

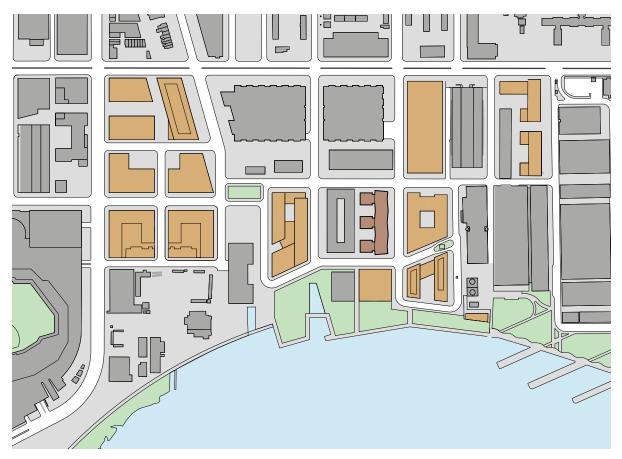
Arris takes its place on the most prominent site of The Yards, a new mixed-use riverfront neighborhood on the former grounds of the Washington Navy Yard Annex, developed by Forest City Washington and co-master-planned by our firm.

The new 11-story building is designed to reflect the existing character of the site and follows guidelines established by the Washington, DC State Historic Preservation Office. Arris's five-story red brick base and metal detailing take their cues from neighboring industrial buildings converted to apartments and offices. The building's massing creates two west-facing residents' courtyards that open to a mid-block pedestrian mews and link retail space along Tingey Street to the waterfront. The courtyards provide a quiet refuge from the surrounding city and are directly accessed from the building's lobby and amenity spaces. A large glass volume above the brick base on Fourth Street creates a modern architectural expression.

The LEED Gold building offers 327 high-end rental apartments, some of which offer direct views to the Yards Park, the Nationals Park baseball stadium, and the Capitol Building. Over 19,000 square feet of ground-level retail wraps the building on its north, east, and south sides, creating an active streetscape. Amenities for residents include underground parking, lounges, and a rooftop terrace and pool overlooking the Anacostia River.

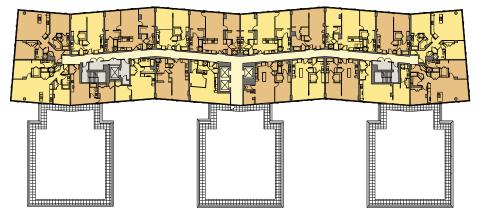


View from harbor

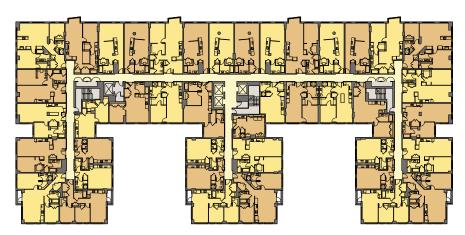


MASTER PLAN

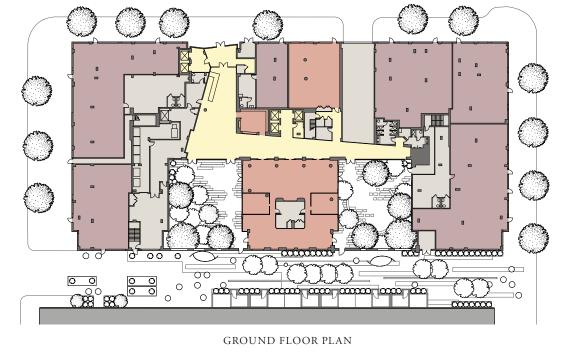


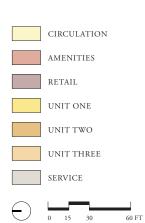


FLOORS 9-11



FLOORS 3-5



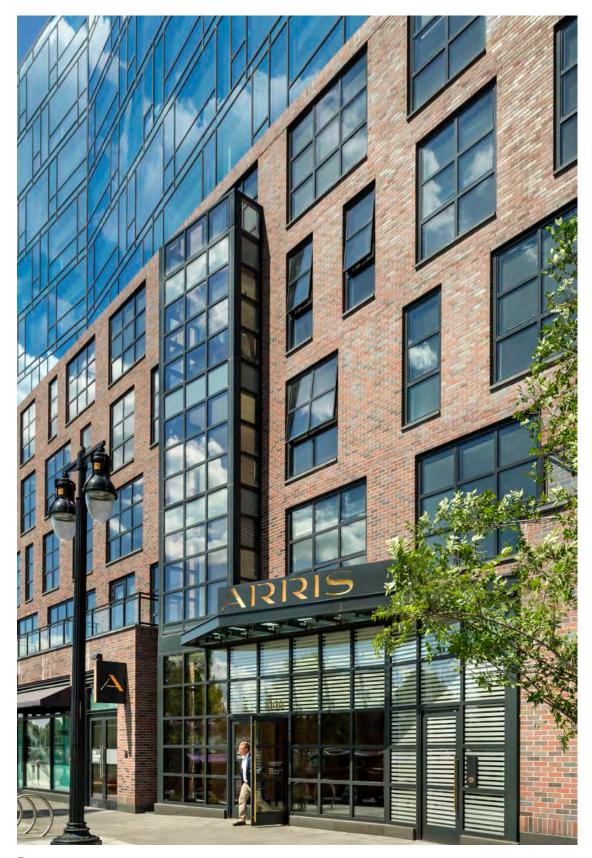




View from south



View from northeast



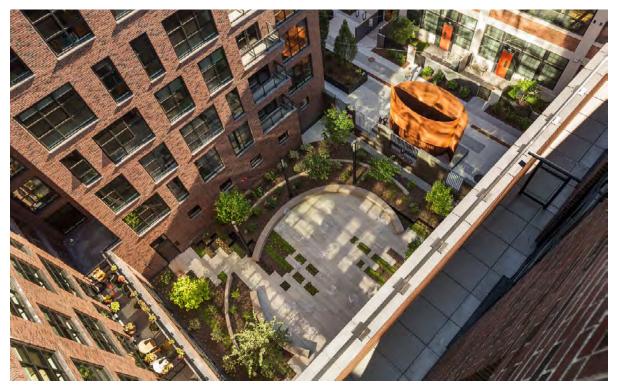
Entry



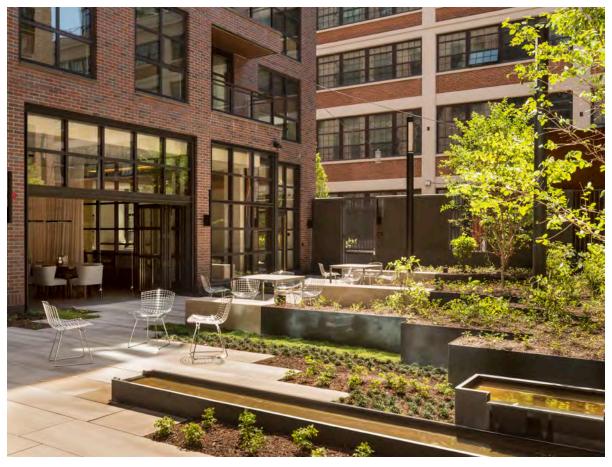
Lobby



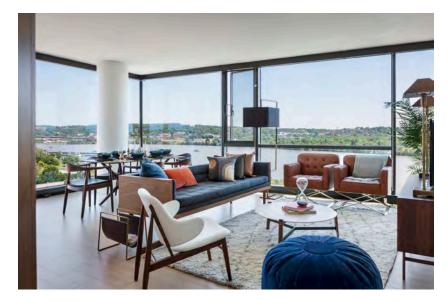
Lounge



Courtyard



Courtyard



Model apartment living room



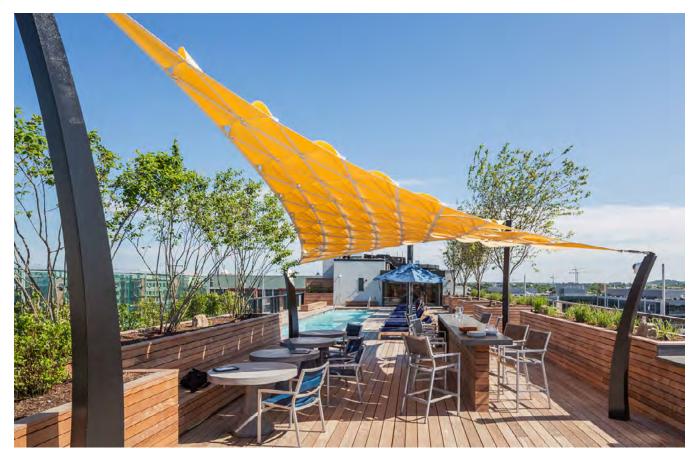
Model apartment kitchen



Model apartment bedroom



Roof terrace pool



Roof terrace

THE GRAMERCY AT METROPOLITAN PARK

Arlington, Virginia 2008

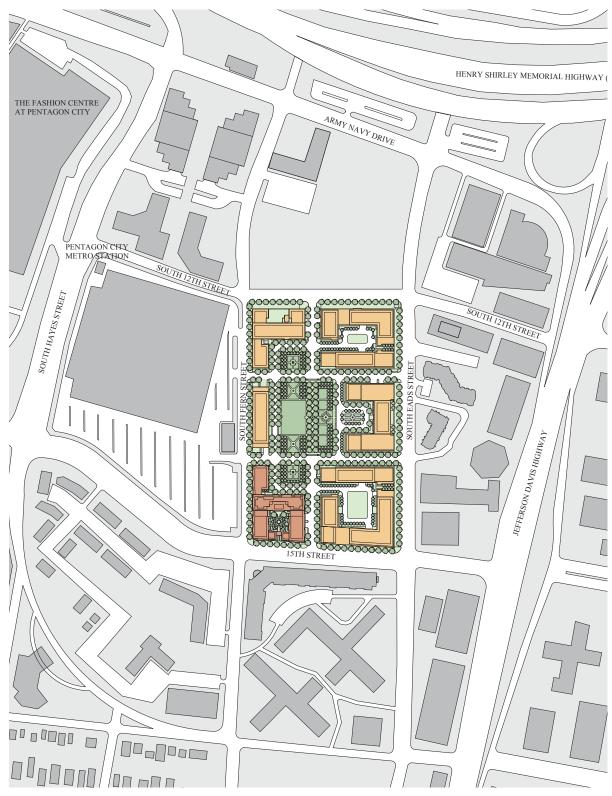


View from southwest

The Gramercy at Metropolitan Park is the first phase of a 16-acre 3,200-unit development in the Pentagon City area. The Gramercy contains a total of 399 residential units and 10,960 square feet of retail space. Rooftop and first floor amenities include an outdoor pool and tanning deck, lap pool, business center, conference room, theater, billiards, party room, full service health club, club room and a private landscaped courtyard adjacent to the club room, as well as underground parking.

The building follows massing and stylistic strategies of traditional classical buildings, such as the division into base, shaft, and crown. The retail at the base is faced with light-colored brick with a darker water-table; its sculptural detailing creates a play on texture for pedestrians. Above, a darker brick field is accented with light brick and cast-stone creating vertical and horizontal rhythms and motifs that break down the scale of the building. From a four-story wing of loft units along 15th Street, the building rises to eight and nine stories before reaching its ultimate height of 18 stories, and then returns to five stories at 14th Street. The crown takes additional light brick and cast-stone detailing, as well as a pergola and other elements, to create a memorable image in the skyline.

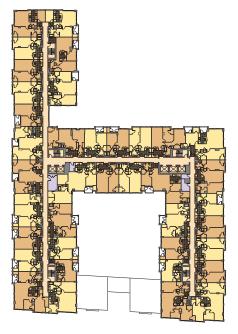
The building embraces a private landscaped courtyard, the first of many envisioned in our master plan for the neighborhood.



MASTER PLAN

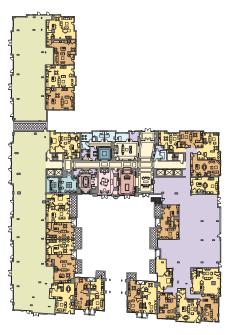






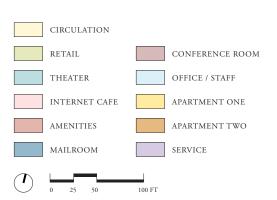
EIGHTEENTH FLOOR PLAN

FOURTH FLOOR PLAN



SEVENTH FLOOR PLAN

GROUND FLOOR PLAN

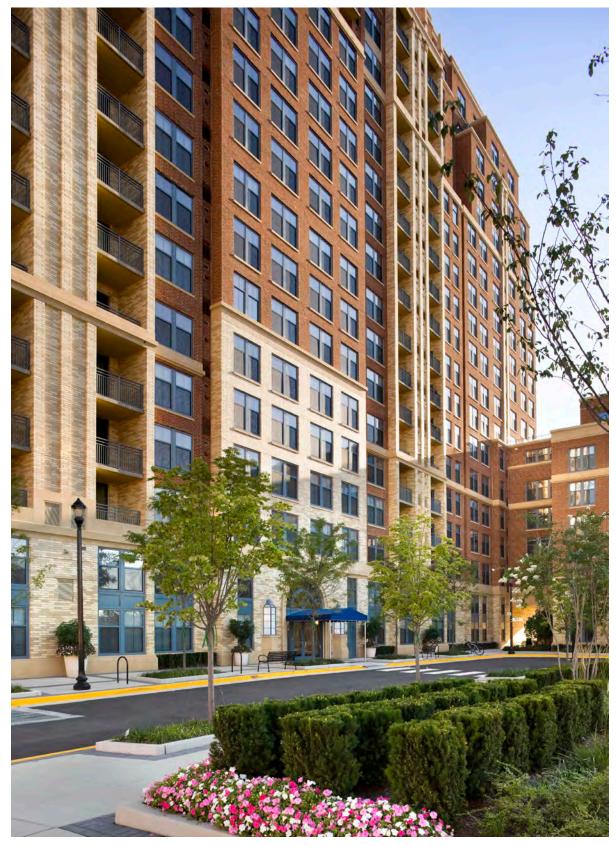




Shops along South Fern Street



Courty ard



Main entrance



Lobby



Internet cafe



Billiards room



Conference room



Rooftop pool



View from southwest

THE CLARENDON

Boston, Massachusetts 2010

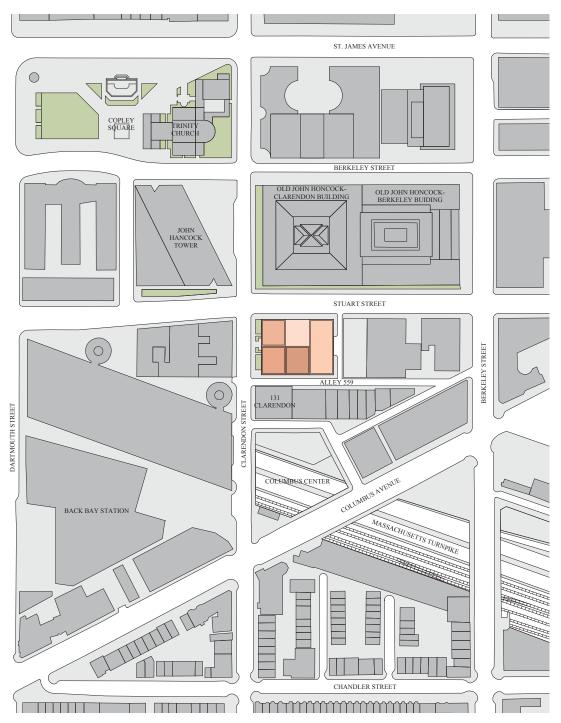
This 32-story, 400,000-square-foot residential tower provides ground-level retail, below-grade parking, 177 rental apartments, and 103 condominiums in the Back Bay, diagonally across from the John Hancock Tower (I.M. Pei & Partners, 1976). The entry to the Clarendon condominium residences, shops, and a restaurant is on Stuart Street, and the entry to the One Back Bay rental apartments and a U.S. post office is Clarendon Street.

The building is set back from the property line along Clarendon Street, aligning with the streetwall of the Old John Hancock Building (Cram & Ferguson, 1947) to the north to create a sidewalk garden. The building's five-story limestone base relates to the scale of the base of the Old John Hancock Building, the YWCA to the west, and 131 Clarendon to the south. Above the base, the building sets back on the north and east to create elevated green spaces and to mitigate wind conditions caused by the John Hancock Tower.

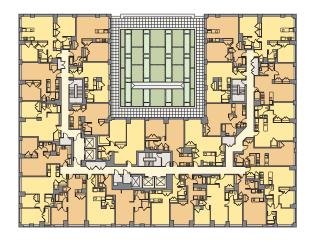
The Clarendon is clad in the traditional Boston palette of red brick and limestone, but expressed in a way that relates to its modern neighbors with two-story recessed masses that modulate the scale of the whole.



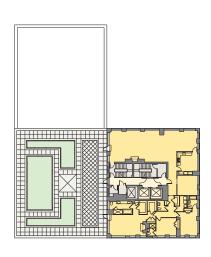
View from John Hancock Tower plaza



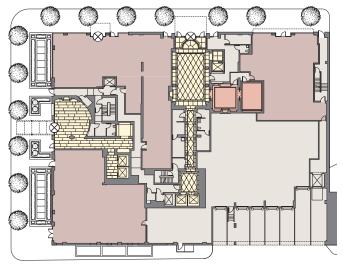
LOCATOR PLAN



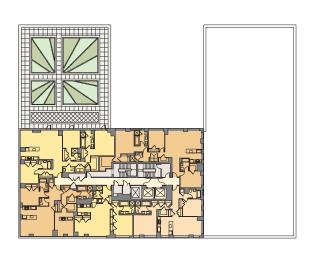
THIRD FLOOR PLAN



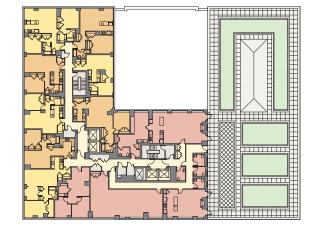
THIRTIETH FLOOR PLAN



GROUND FLOOR PLAN



EIGHTEENTH FLOOR PLAN



SIXTH FLOOR PLAN





Corner of Stuart Street and Clarendon Street



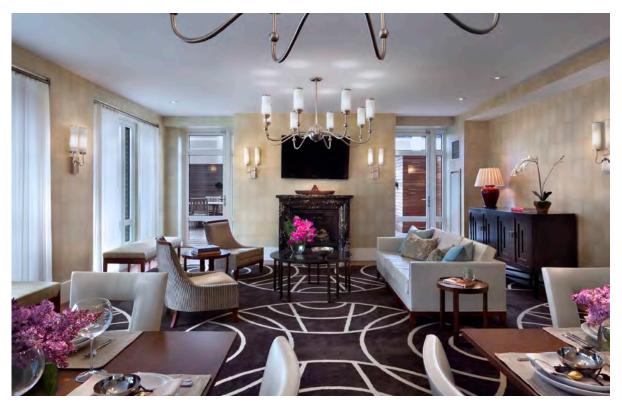
Rental lobby



Condominium lobby



Condominium residents' library



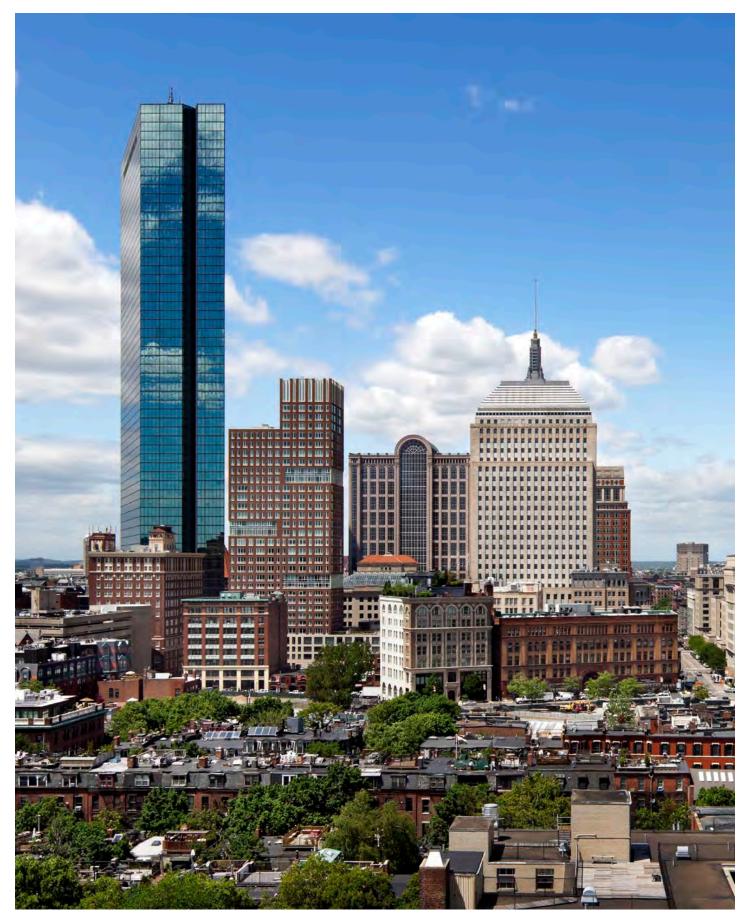
Apartment living room



Apartment kitchen and family room



Garden at setback terrace



Skyline facing north

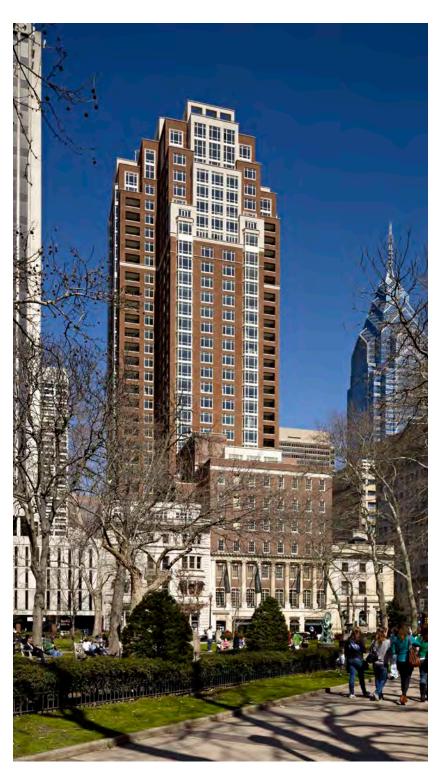
10 RITTENHOUSE SQUARE

PHILADELPHIA, PENNSYLVANIA 2009

Located on Philadelphia's Rittenhouse Square, this 475,000-gross-square-foot, 33-story building provides 161 condominium residences, 13,600 square feet of ground level retail, and approximately 175 below-grade parking spaces on a one-acre site fronting on three streets.

On its south side the building fronts on Walnut Street, the northern edge of Rittenhouse Square. Three historic buildings that together occupy the site's entire Walnut Street frontage have been preserved as part of this project. Two of these, the Presbyterian Ministers Fund for Life Insurance Building, known as the Alison Building, at 1805 Walnut Street (Davis, Dunlap, and Barney Architects, 1928) and the Fell-Van Renssalaer House at 1801 Walnut Street (Peabody and Stearns Architects, 1896-98) were preserved. The third building occupying the site's Walnut Street frontage is the historic Rittenhouse Club of Philadelphia at 1811 Walnut Street (originally by Newman, Woodman, and Harris Architects, 1840, but subject to multiple later renovations). The façade of this building was preserved while the original building's volume was replaced by a new five-story building housing ground-floor retail with four full-floor residential condominiums above. The tower is set back behind these three buildings by approximately 110 feet and rises with a series of setbacks which provide roof terraces to a height of 396 feet. Entrances to the residential tower are located on Walnut Street, through the preserved Rittenhouse Club facade, and on 18th Street through an east-facing garden courtyard. Other than these two residential entrances, and enclosed loading docks and a parking entrance located on Sansom Street, the site's entire frontage on Walnut, 18th, and Sansom Streets opens to retail storefronts.

The building's red brick and limestone facades recall those of an early 20th century generation of Philadelphia Center City buildings but also nod to luxury apartment buildings of the same period built on New York's Park Avenue and Chicago's Gold Coast. Nearly all of the building's residential units feature unusually high ceilings, large bay windows, and balconies or terraces. The building's amenities include a shared roof garden with adjacent pool, spa, and fitness center; private storage rooms for all units; and 175 below-grade parking spaces.

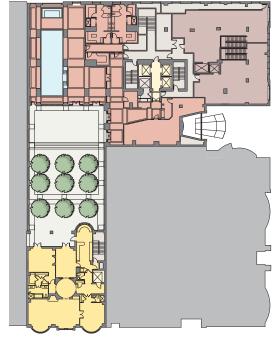


View from Rittenhouse Square

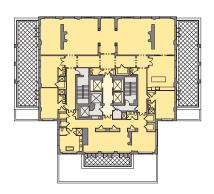


LOCATOR PLAN

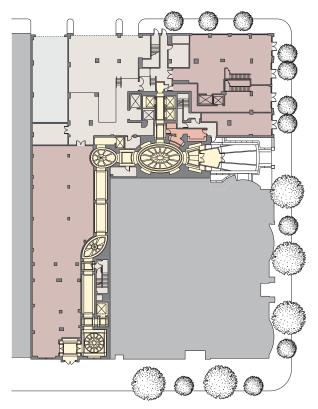




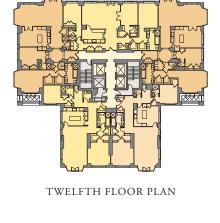
SECOND FLOOR PLAN

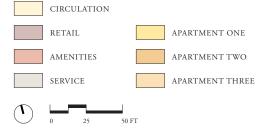


THIRTY THIRD FLOOR PLAN



GROUND FLOOR PLAN







Lobby



Elevator lobby



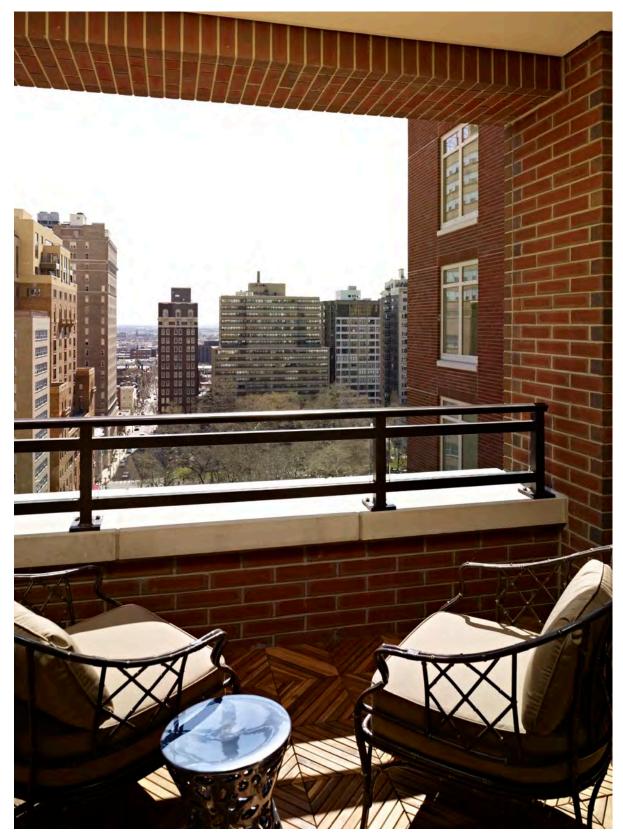
Pool



Model apartment living room



Model apartment bedroom



Model apartment terrace

Superior Ink Condominiums

New York, New York 2010

Superior Ink offers 67 apartments and seven townhouses in a 15-story, 160,000-square-foot-building on West Street in New York's Greenwich Village. The tower faces the Hudson River with large expanses of glass with metal detailing inspired by the industrial aesthetic of nearby factory buildings. The building's rusticated limestone base, string courses, and cornices take their cues from neighboring classical buildings. Each townhouse presents a unique front to Bethune Street, carrying forward the heterogeneous fabric of the Village.

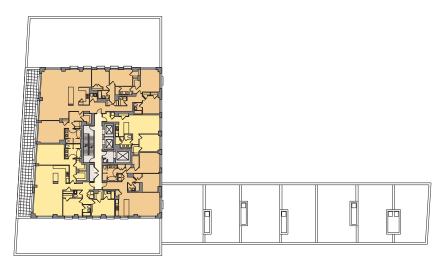


View from West Street

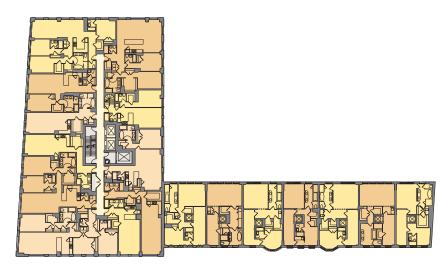


SITE PLAN

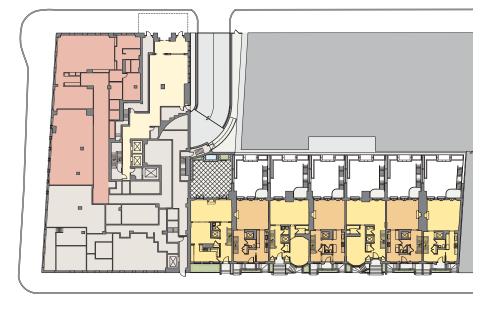




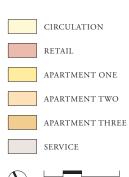
TYPICAL FLOOR PLAN IN THE TOWER

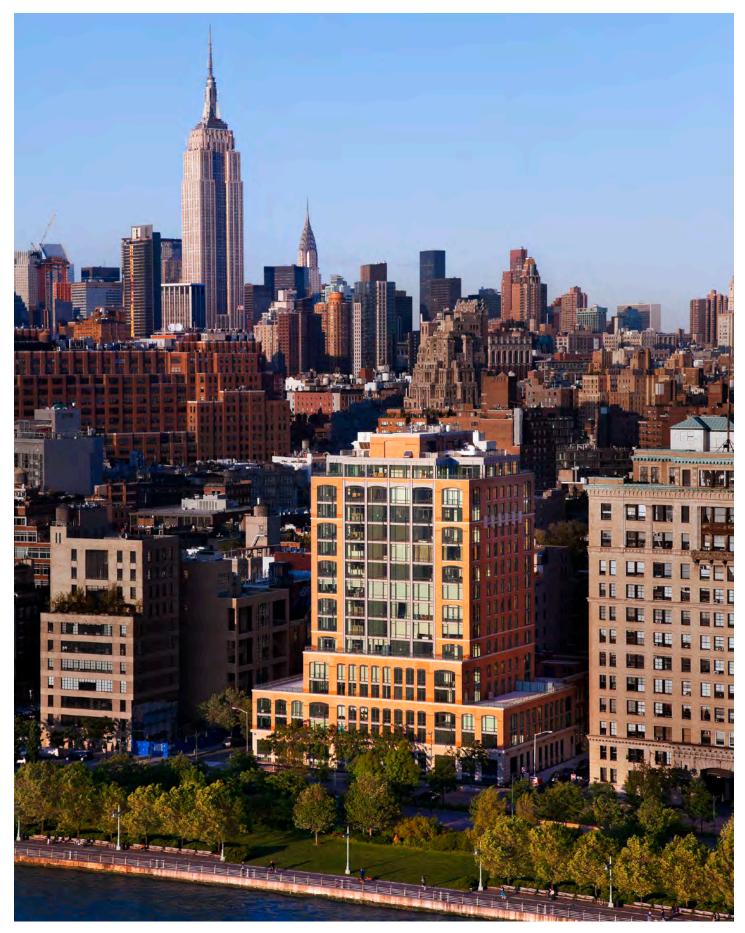


TYPICAL FLOOR PLAN IN THE TOWNHOUSE

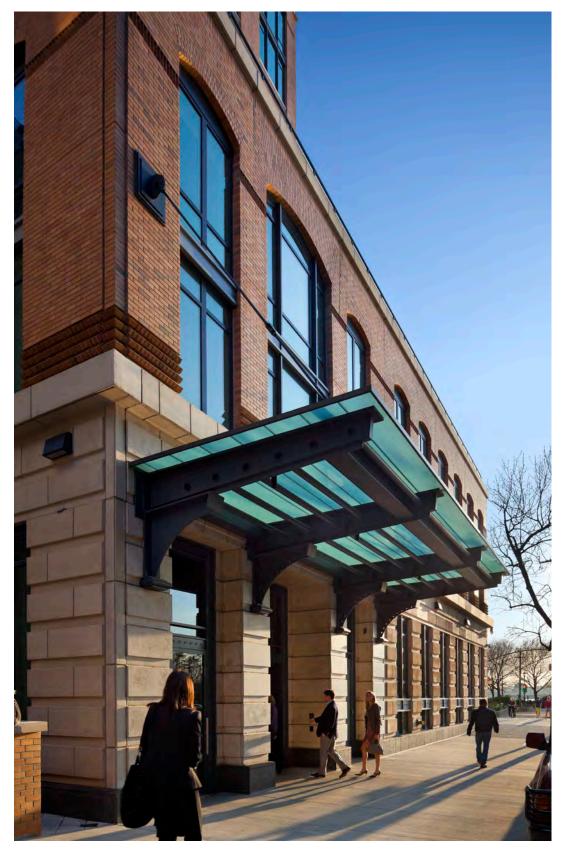


GROUND FLOOR PLAN





View from Hudson River



Condo entry



Detail of condo building base



Detail of condo building upper floors



Townhouses on Bethune Street



Townhouse entry detail

Courier Square

CHARLESTON, SOUTH CAROLINA IN DESIGN



View towards Greenway

Courier Square, Evening Post Industries' redevelopment on Upper King Street, will continue the expansion of Charleston's urban fabric north from the city's already bustling Broad Street area over three phases of construction. The first phase is composed of two distinct buildings: an office building along Meeting Street and a residential building at Columbus Street side by side, with a greenway serving as a city park and a passage to downtown for pedestrians and cyclists.

The office building continues Charleston's classical tradition of nineteenth-century commercial architecture, using Greek Revival details to mark the five-story structure that provides 70,000 square feet of office space. At the ground level, Meeting Street will be activated with 12,000 square feet of shops with rusticated stone facades. The upper floors are stucco with Ionic columns; the metal-paneled fifth-floor penthouse offers views out to the Cooper River to the east.

Sharing its northeast edge with the Meeting Street building, our residential block – an eight-story loft-style brick apartment building – recalls the industrial character of the late nineteenth- and early twentieth-century warehouses in the area. The building provides 220 apartments; storefronts line Columbus Street. A clock tower rising 120 feet above the greenway marks the development from Highway 26.

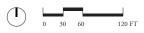
A roof terrace, atop an enclosed 234,000-square-foot parking structure at the center of the site and masked by the office and residential building, will provide residents with a lounge area and a pool and offer views to the east.



LOCATOR PLAN

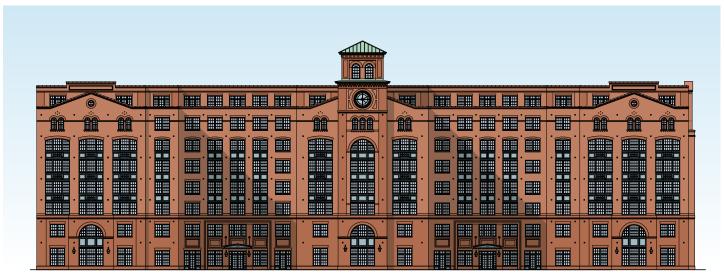


SITE PLAN





MEETING STREET ELEVATION



GREENWAY ELEVATION



COLUMBUS STREET ELEVATION



LINE STREET ELEVATION



View of residential building from Columbus Street



View of residential building from Line Street



View of office building from Meeting Street



View of office building from Meeting Street

20 East End Avenue

New York, New York Under construction

20 East End Avenue carries forward the vocabulary of great New York apartment houses with the special inflection of the East End neighborhood. The massing and detailing recalls 1920 and 1930s New York residential buildings, with its materials – Cunningham grey brick with the first and second floors in limestone, and a bush hammered black granite water table – and bay windows, Juliet balconies, and a crown of setback terraces.

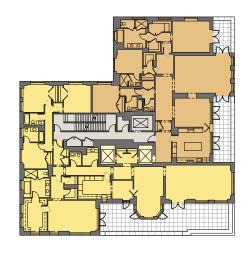
Filling out a traditional Manhattan block, 20 East End Avenue will have a strong relationship to the street, with a traditional entrance on East End Avenue and a porte-cochère off East 80th Street that leads to a cobblestone-paved motor court with lattice-work trellises, a fountain, and a private entry. Both entries connect to an octagonal lobby with a winding staircase connecting three floors of amenities, including a library, a billiard room, a wine cellar and wine-tasting room, a 3,000-square-foot gym, and a spa. The 17-story residential building comprises 43 residences scaled for family living, including half- and full-floor apartments, three duplex maisonettes, and two penthouses. Principal rooms will be 11- 14 feet high.



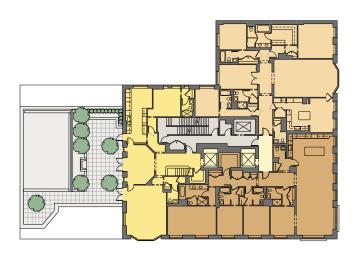
View from East End Avenue and E. 80th Street



LOCATOR PLAN

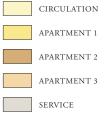


THIRTEENTH FLOOR PLAN



SEVENTH FLOOR PLAN









Entrance on East End Avenue



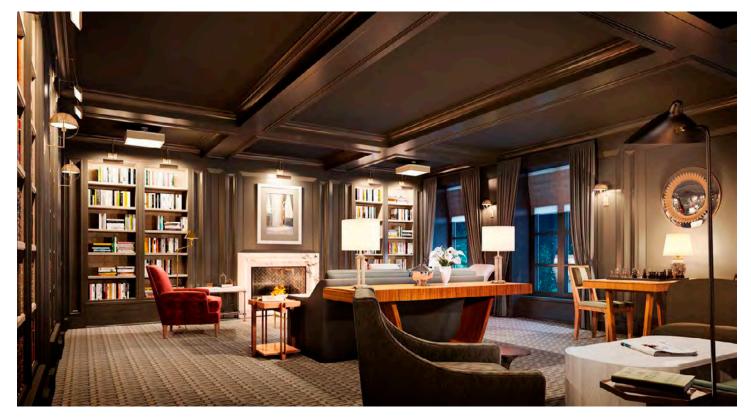


Motor court entry

Motor court



Lobby



Library



Billiards room



Terrace

70 Vestry Street

New York, New York Under Construction, Completion 2017

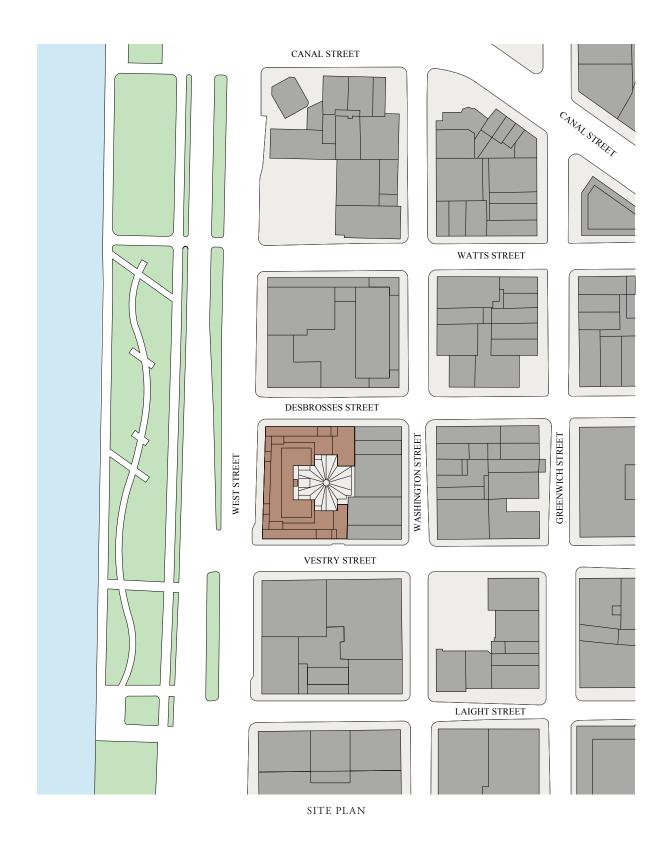


View from the Hudson River

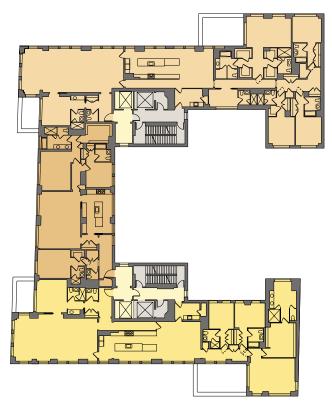
70 Vestry provides 46 condominium apartments in a 14-story building that extends the much-admired architectural character of Tribeca to the Hudson River. The building is clad in Beaumaniere limestone, selected for its subtle patterning and warm pink glow. Expansive windows open the residences to 360-degree views; vertical articulation—metalwork and pilasters that define multi-story fenestration patterns—breaks down the facades into bays that recall the scale of Tribeca's treasured cast-iron structures and their machine-age interpretation of Renaissance Revival forms

To meet the expectations for a building at the top of New York's residential market, 70 Vestry also looks to distinguished early 20th century apartment house precedents from Fifth Avenue to Europe. As at some of the best Upper West Side buildings—the Dakota, the Apthorp, the Belnord—a private driveway leads to a mid-block motor court. A light-flooded double-height lobby and a suite of amenity spaces, including a children's playroom and a lounge for parties, fills out the ground floor; a skylighted pool and other health facilities are located below the motor court. The motor court also provides access to the building's automated parking system.

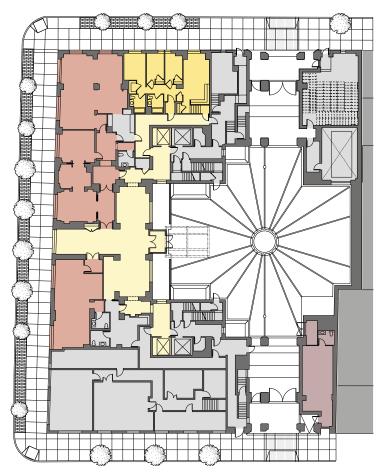
The building sets back above the seventh floor to provide ample terraces to the upper-floor apartments, rising to a distinctive profile on the skyline. Most apartments benefit from two exposures, with either corner locations or floor-through plans. Two duplex penthouses offer sprawling rooftop sundecks.



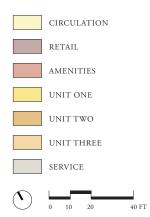


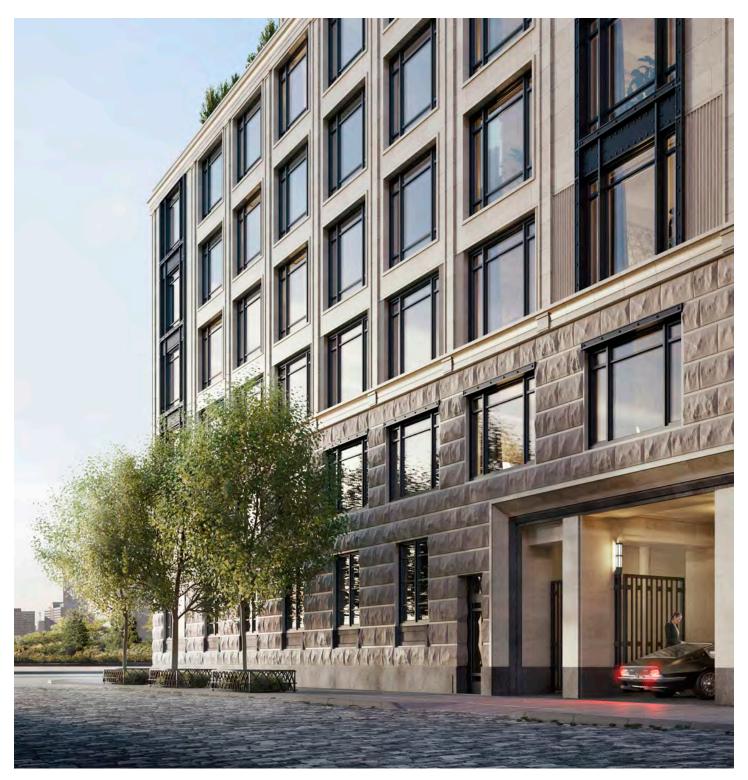


EIGHTH FLOOR PLAN (TYPICAL)



GROUND FLOOR PLAN





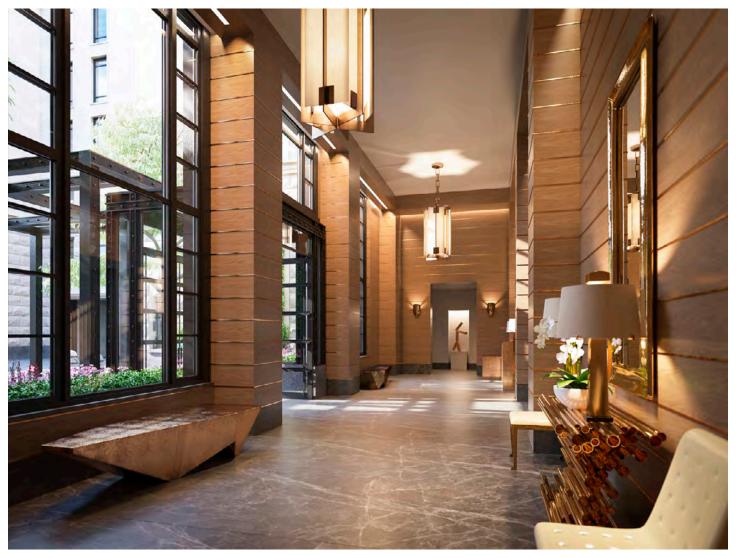
View along Vestry Street



Motor court entry



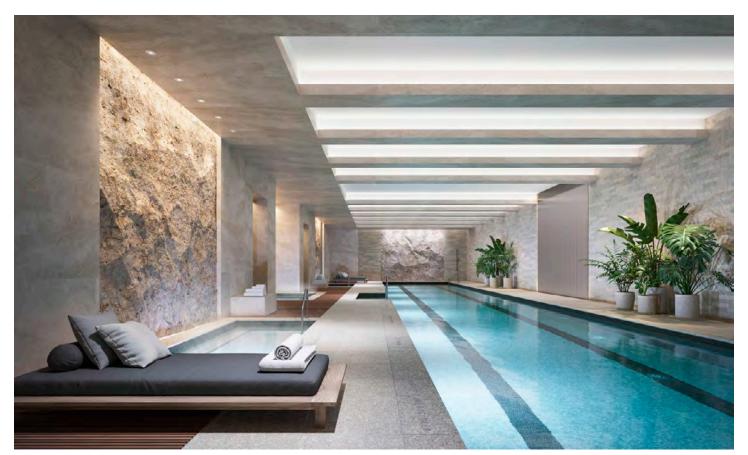
 $Motor\ court$



Lobby



Lounge



Health club



Living room



Kitchen



Bedroom



Rooftop terrace



View looking south

COLASANTI CONSTRUCTION SERVICES INC.

Construction Manager



Colasanti Construction Services, Inc.







Colasanti Construction Services, Inc. 24500 Wood Court Macomb, Twp., MI 48042 P-586-598-9700 F 586-598-9661

"Building on a Foundation of Strength"



Corporate Profile

Colasanti Construction Services, Inc. (CCSI) provides Construction Management, General Contracting, and Design Build Services, and has built a reputation as being one of the industries leading contractors. In today's competitive market place, Colasanti Construction Services, Inc. provides our customers with value added rewards through efficient site and cost management skills and critical path scheduling efforts. These project rewards based upon on our expertise and management skills, has lead to continued successful project deliveries.

A corporate staff of professionals that include engineers, technicians and clerical personnel further support our site management activities. The corporate staff provides an active role in estimating, critical path project scheduling, project activity management, cost management controls, and equipment/materials coordination for each project.

The day-to-day operations of the company have been assumed very successfully by the third generation of the *Colasanti* family, while maintaining the core values and principles established by the founders. *CCSI's* customers will continue to receive our innate commitment to quality, on-time completion and budget management, without compromise of our integrity or professionalism.

The mission of *CCSI's* continued success is to provide each and every one of our customers with superior performance and customer service.



Colasanti Construction Services, Inc.

Corporate Data

COMPANY IDENTIFICATION

Company Name: Colasanti Construction Services, Inc.

Corporate Address: 24500 Wood Court

Macomb Twp., Michigan 48042

(586) 598-9700 Office (586)598-9661 Fax

Electronic Contacts: Website www.colasantigroup.com

E-mail info@colasantigroup.com

Federal Identification No.: 20.0455858

Business Entity: A registered Michigan Corporation

Principals, Officers &

Key Negotiators: Pat Wysocki President

Donald W. Kosnik Executive Vice President/CFO

Scott T. Kowalkowski Vice President of Business Development

Scott Meredith Operations Manager

Steven L. Williams Corporate Safety Director

SCOPE OF BUSINESS INTERESTS

Types of Projects Performed: Performance of direct hire prime contract and subcontracted

general contracting services, including construction management, design/build methods and delivery systems associated with the

following types of projects and/or industries:

Automotive Manufacturers Automotive Suppliers
Chemical Plants Correctional Facilities

Governmental Facilities Hospitals / Medical Facilities

Incineration Plants Laboratories
Manufacturing Facilities Utility Projects

Pharmaceutical Plants Pharmaceutical Research

Power Plants Refineries
Research Centers Steel Mills

Foundries Wastewater Treatment
Water Purification Facilities Parking Structures
Retail Facilities Recreational Facilities
Sports Stadiums / Arenas Educational Facilities
Residential High Rise (Condominiums / Hotels)

Typical Size & Limits of Project

Capabilities: Minimum Value of

Construction Costs No Practical Limit

Bonding Capacity \$75 M single project;

\$200 M aggregate

Desirable Contracting

Formats: Lump Sum

Negotiated Fee or Fixed Fee, including incentive arrangements

Cost Reimbursable plus Fee

Unit Price

Other, as appropriate to the project

FINANCIAL CAPABILITIES and RESOURCES

Surety Bonding: Arch Insurance Group
c/o The McNish Group, Inc.

26622 Woodward Ave. Suite 200

Royal Oak, MI 48098 William McNish

Dunn & Bradstreet Index: Colasanti Construction Services, Inc.

DUNS 17-029-8199

Banking References: First Merit Bank

Southfield, Michigan

Mr. Ed Longville Vice President

Financial Statement: Plante & Moran, P.L.LC. Performs as the

outside Independent Public Account. The latest Financial Statement and Auditor's report

are available upon request.

ORGANIZATIONAL OVERVIEW – OPERATIONS

Affiliations: Construction Association of Michigan

Detroit Headquartered Company

Project Experience: Work has been performed, and/or Colasanti Construction

Services, Inc. is authorized to do business within the following

States:

Michigan Indiana Ohio

Patrick Wysocki

President

Project Responsibilities

- Overall planning and vision for Colasanti Construction Services, Inc.
- Coordinates and supervises company estimating and provides technical and administrative direction.
- Assist in corporate and project management to determine what types of projects to bid; review of final estimate packages; providing assistance in negotiating contracts and change orders; and administering direction to ensure the Estimating Department's corporate objectives are met.
- Point person for the Owner and maintains continuity from the preconstruction phase through the construction phase
- Makes on-site day-to-day decisions regarding cost analysis, budget control, scheduling, quality and safety
- Maintains and monitors all cost reports

Relevant Project Experience

- 2nd Street Parking Structure
 New 521, care multi-level precast parking structure Royal Oak, Mi.
- Olympia Development of Michigan The Henry Street Garage West
 New 530 car six story precast parking structure Detroit, MI.
- Olympia Development of Michigan The D Garage
 New 922 car, multi-level precast parking structure Detroit, MI.
- Bedrock Z Deck

New 1,292 car nine story precast parking structure with 30,000 sf of first floor retail. Detroit, MI.

Detroit Medical Center

New CVI 1,692 car precast Parking Structure and Energy Center Detroit, MI

Greektown Casino, LLC

New 785 car multilevel precast parking structure with third level pedestrian bridge. Detroit, MI

Other Significant Projects

- Bloomfield Park new 1,590 car precast parking structure and condo building Bloomfield, MI.
- Western International High School 250,000 sf renovation & 50,000 sf athletic addition Detroit, MI.
- Soaring Eagle Casino 240,000 sf Casino, 528 Room Hotel, 2050
 Parking Structure, 73,000 sf Bingo Hall Mt. Pleasant, Ml.
- VA Medical Center New Hospital/North & South parking decks/North Parking Deck vertical expansion





Years of Experience

- Construction career started in 1985
- Started with Colasanti in 2008

Areas of Expertise

- Commercial Office Mid/High Rise
- Higher Ed
- Renovation/New Construction
- Cost Management
- City of Detroit {inter-City} construction
- Conceptual Estimating

Education

 B.S. Engineering University of Detroit

Licensing / Training / Professional Affiliations/ Continued Education

- ISO 9001
- Internal Auditing of QOS Systems
- Dr. Karas Effective Negotiating

Scott Meredith

Vice President of Operations

Project Responsibilities

- Oversee all of Colasanti job site Supervision and control of all construction activities
- Oversees all of the planning, organizing and scheduling all field construction activities for Colasanti projects
- Key involvement during preconstruction for constructability and site logistics
- Monitors performance to ensure all on-site work is performed in accordance with plans, specifications and governing bodies
- Oversees project quality control and safety programs
- Monitors and maintains all of the Colasanti project schedules

Relevant Project Experience

- Olympia Development of Michigan The Henry Street Garage West
 New 530 car multi story precast parking structure Detroit, MI.
- Olympia Development of Michigan The D Garage
 New 922 car, multi-level precast parking structure Detroit, MI.
- Bedrock Z Deck

New 1,292 car multi-story precast parking structure with 30,000 sf of first floor retail and TI build out Detroit, MI

- Detroit Medical Center CVI Parking Structure & Energy Center
 New 1,692 car multi-story precast parking structure with new energy center Detroit, MI
- Greektown Casino, LLC Parking Structure
 New 785 car, multi-story precast parking structure with third level pedestrian bridge Detroit, MI
- BloomfierId Park Building J Parking Structure & Condo Bldg.
 New 1,590 car multi-level precast parking structure & seven story condominium Bldg. Bloomfield Hills, MI.
- Motor City Casino

New Casino Hotel Addition & 933 car precast parking structure Detroit, MI

Other Significant Projects

- American International Cicotte Building Lincoln Park, MI.
- Allen Academy Charter School Detroit, MI.
- Beaumont Hospital New Parking Structure & Loading Dock Grosse Pointe, MI.
- Detroit Public Schools Facility Survey Building Detroit, MI.
- Motor City Casino Continental Building Detroit, MI.





Years of Experience

22 years construction experience Started with Colasanti in 2005

Areas of Expertise

- Scheduling
- Subcontractor/Trade management
- Cost Conscience
- City of Detroit {inter-City} construction
- Detail orientated

Education

- B.S. Marketing Western Michigan University
- M.S. Construction Management Eastern Michigan University

- OSHA 30 hour
- Certified State of Michigan Storm Water Operator
- American Red Cross CPR & First Aid Certification
- Certified Save-A-Life Member from the Michigan Safety Institute

TIMOTHY DEKRUYTER

Senior Project Manager

Project Responsibilities

- Point person for the Owner and maintains continuity from the preconstruction phase through the construction phase
- Foresees and resolves construction issues
- On-site management to ensure successful, safe and timely completion
- Makes on-site day-to-day decisions regarding cost analysis, budget control, scheduling, quality and safety
- Maintains and monitors all cost reports
- Maintains communication with Owner's representatives, Design group, as well as trade specific contractors

Project Experience

Beaumont Hospital Grosse Pointe

New 402 car parking structure and loading dock with new underground fuel system and modifications to the oxygen system. Grosse Pointe, MI.

Detroit Medical Center CVI Parking Structure

New 1,692 car, nine level precast parking structure & energy center Detroit, MI.

Greektown Casino, LLC

New 785 car seven level precast parking structure with third level pedestrian bridge. Detroit, MI.

Old Towne Parking Structure

New 522 car multi-level precast parking structure. Traverse City, MI.

Michigan Opera Theater Parking Structure

New multi-story story 770 car precast parking structure and 3-story 20,000 sf office building Detroit, MI.

Other Significant Projects

- Ameristar Casino/Hotel/Convention Center Council Bluffs, IA
- VA Medical Center New Hospital/North & South parking decks/North Parking Deck vertical expansion Detroit, MI.
- Building J Parking Structure & Condominium Bldg. Bloomfield, MI.
- Hilton Suites New Hotel Auburn Hills, MI.





Years of Experience

- Construction career started in 1982
- Started with Colasanti in 1999

Areas of Expertise

- Commercial Office Mid/High Rise
- Renovation/New Construction
- Cost Management
- City of Detroit {inter-City} construction
- Schedule

Education

- B.S. Engineering
 University of Michigan
- B.S. Engineering Calvin College
- M.S. Engineering University of Michigan

- OSHA 30 hour
- Certified State of Michigan Storm Water Operator
- American Red Cross CPR & First Aid Certification
- Certified US Army Corps of Engineering – Construction Management for Contractors

Robert Christner

Project Superintendent

Project Responsibilities

- Supervision and control of all construction activities
- Point person for planning, organizing and scheduling all field construction activities
- Key involvement during preconstruction for constructability and site logistics
- Monitors performance to ensure all on-site work is performed in accordance with plans, specifications and governing bodies
- Oversees project quality control and safety programs
- Monitors and maintains the project schedule on a daily basis

Project Experience

- Olympia Development of Michigan The Henry Street Garage West New 530 car six story precast parking structure Detroit, MI.
- University of Michigan, Yost Arena

New upgraded mechanical & electrical and concrete slab for the ice system, Ann Arbor, MI.

Cary Building-1301 Broadway

Restoration and renovation of historic five story building with basement Detroit, MI.

Bedrock Z Deck

New 1,292, nine level precast parking structure with 30,000 sf of first floor retail. Detroit, MI

Washtenaw Community College – Campus Green Parking Structure
 New 473 car, multi-level cast in place parking structure with 5,000 sf office and pedestrian bridge. LEED Gold project.

Other Significant Projects

- James B Rutherford New Parking Structure, Flint, MI.
- VA Medical Center New Hospital/North & South parking decks/North Parking Deck vertical expansion Detroit, MI.
- Michigan Opera Theater New Parking Structure and 20,000 sf of retail Detroit, MIK.
- Motor City Casino Continental Building Detroit, MI.
- Lowes Home Improvement Centers six new stores Detroit Metro Area, MI.
- Genesys Hospital, Grand Blanc, MI.





Years of Experience

31 years Started with Colasanti in 1995

Areas of Expertise

- Scheduling
- Subcontractor/Trade management
- Cost Conscience
- City of Detroit {inter-City} construction
- Detail orientated

Education

Utica High School

- OSHA 30 hour
- Certified State of Michigan Storm Water Operator
- American Red Cross CPR & First Aid Certification
- Certified Save-A-Life Member from the Michigan Safety Institute
- Certified US Army Corps of Engineering –Construction Quality Mgt. for Contractors
- Licensed Residential Builder

JIM RZEPKA

Project Superintendent

Project Responsibilities

- Supervision and control of all construction activities
- Point person for planning, organizing and scheduling all field construction activities
- Key involvement during preconstruction for constructability and site logistics
- Monitors performance to ensure all on-site work is performed in accordance with plans, specifications and governing bodies
- Oversees project quality control and safety programs
- Monitors and maintains the project schedule on a daily basis

Project Experience

- Olympia Development Tiger 2 Parking Deck
 New grade plus four level 922, pre-cat parking structure
 Detroit, MI.
- Western International High School-Detroit Public Schools 250,000sf historic renovation and 50,000sf athletic wing addition Detroit, MI.

Beaumont Hospital Grosse Pointe

New 402 car parking structure and loading dock with new underground fuel system and modifications to the oxygen system. Grosse Pointe, MI.

Detroit Medical Center CVI Parking Structure

New 1,692 car, nine level precast parking structure & energy center Detroit, MI.

■ Greektown Casino, LLC

New 785 car seven level precast parking structure with third level pedestrian bridge. Detroit, MI.

Troy Office Center

New 3 & 5 story office buildings Troy, MI.

Other Significant Projects

- Ameristar Casino/Hotel/Convention Center Council Bluffs, IA
- VA Medical Center New Hospital/North & South parking decks/North Parking Deck vertical expansion Detroit, MI.
- Yooper Dome {at the time was the World's largest wood dome}
 Marguette, MI.
- GM Filtration Project Detroit, MI





Years of Experience

30 years Started with Colasanti in 1999

Areas of Expertise

- Scheduling
- Subcontractor/Trade management
- Cost Conscience
- City of Detroit {inter-City} construction
- Detail orientated

Education

 B.S. Construction Engineering Lawrence Institute of Technology

- OSHA 30 hour
- Certified State of Michigan Storm Water Operator
- American Red Cross CPR & First Aid Certification
- Certified Save-A-Life Member from the Michigan Safety Institute
- Part I Professional Engineer License

Steve Trpcevski

Project Engineer

Project Responsibilities

- Provides direction to subcontractors to incorporate any design changes.
- Handles submittal review including cut sheets, product data, samples and shop drawings for specification accuracy and quality assurance.
- Assist in mechanical, electrical and plumbing coordination by creating detailed computer aided sketches to avoid potential conflicts or delays.
- Assist the project manager to ensure projects are completed according to the owner specifications and schedule.

Project Experience

First National Building

Our scope includes complete mechanical system upgrade for approximately 240,000 sf of building for floors 19 through 25 Detroit, MI.

AC2 Apple Headquarters

New 4 story office building & underground parking structure construction Cupertino, CA.

Alliant Energy Power Station

Six Industrial structures Ottumwa, IA.

Windsor College Health Plex

New 3 story gymnasium Windsor Ont., CA.

UCSD Jacobs Medical Center

New 12 story hospital with helipad LaJolla, CA.

Z Deck Parking Structure TI Build Out

TI build out for Punch Bowl Social & Citizens Yoga Studio Detroit, MI

Other Significant Projects

- The Cary Building core & shell builds out of historic building for Tubemogal, JF Consulting & Great Lakes APG Detroit, MI.
- Niagra Outlet 9 retail structures Niagra on the Lake Ont., CA.





Years of Experience

- Construction career started in
- Started with Colasanti in 2012

Areas of Expertise

- Renovation/New Construction
- Cost Management
- City of Detroit {inter-City} construction
- Schedule

Education

- B.S. Engineering Wayne State University
- M.S. Engineering
 Wayne State University

Licensing / Training / Professional Affiliations

 OSHA 30 Hour Safety Certification





Clark Lofts Detroit, Michigan

Project: Clark Lofts

Owner: Bedrock Management

Architect: Neumann Smith

Value: Confidential

Delivery: CMR

Complete: June 2014



Colasanti is currently acting as construction manager for the Clark Lofts project. 35 W. Grand River is a 10-story 40,000 square foot building. Our scope of work for this project consists renovation of the apartment units located on floors 3-10 which will include demolition, new interior framing and finishes, existing window replacement, upgrade to all MEP systems, roofing, hazardous material abatement and exterior façade restoration





Fontainebleau Hotel & Casino Resort Las Vegas, Nevada



Project -Fontainebleau Casino Resort Las Vegas, Nevada

Owner – Fontainebleau Las Vegas, LLC

CM - Turnberry West Construction Inc.

A/E - Bergman, Walls & Associates/ Paul Steelman Design Group

Location – Las Vegas, Nevada

Value - \$137,000,000 (Concrete material & re-bar by owner)

Project completion – February 2009

Colasanti Specialty Services, Inc. was selected as the concrete contractor for the new Fontainebleau Casino Resort located on the Las Vegas strip. Our scope of services included all forming, placing and finishing of the cast-in-place concrete.

Project Data:

Approximately 10.4 million square feet

Hotel/Casino/Podium/Parking Structure

Cast-in-place post tensioned concrete

337,000 cubic yards of concrete





2nd Street Parking Structure Royal Oak, Michigan



Project: 2nd Street Parking Structure

Owner: City of Royal Oak

Architect: Rich & Associates, Inc.

Total SF: 178,122

Delivery: GC

Value: \$14,440,000

Complete: January 2018

- Parking for 521 Vehicles
- Pre-cast deck
- 6 Level structure





JACK Entertainment Headquarters Detroit, Michigan

Project: St. Mary's School/JACK

Entertainment Headquarters

Owner: JACK Entertainment LLC

Architect: Neumann Smith

Value: Confidential

Delivery: Construction Manager

Complete: Dec. 2016





Colasanti Construction Services, Inc. was selected as the construction manager for JACK Entertainment's new company headquarters. Colasanti completely renovated the five-story, 29,000 square foot St. Mary's school that was originally constructed in 1868 and located in the heart of the Greektown district in downtown Detroit. Colasanti added a fifth floor by strengthening the existing masonry structure and adding structural steel support framing. The building was completely gutted and new office space was created using high end wood, tile and metal finishes. The electrical, plumbing and mechanical infrastructure was upgraded and all new Information technology implemented. This beautifully renovated structure is the new home to JACK Entertainment.





28 West Grand River Micro Apartment Detroit, Michigan

Project: 28 West Grand Apartments

Owner: Bedrock Real Estate

Architect: Kraemer Design

Value: Confidential

Delivery: Concrete contractor

Complete: January 2017



Colasanti Specialty Services was selected as the concrete contractor for the new 28 West Grand River Micro Loft project located in downtown Detroit. Colasanti formed, placed and finished all of the cast-in-place concrete for the 218 unit thirteen story loft apartment project.



The Henry Street Parking Structure Detroit, Michigan



Project: The Henry Street Parking Deck

Owner: Olympia Development of

Michigan

Architect: Rich & Associates

Total SF: 240,000

Delivery: CMR

Value: \$21,000,000

Complete: Sept 2017

Duration: 12 Month's

- Parking for 750 Vehicles
- Pre-cast deck
- 6 Level structure



The "D" Garage Detroit, Michigan



Project: The D Garage

Owner: Olympia Development of

Michigan

Architect: Rich & Associates

Total SF: 300,000

Delivery: CMR

Value: \$23,500,000

Complete: April 2017

- Parking for 922 Vehicles
- Pre-cast deck
- 4 Level structure





LIV Nightclub Miami, Florida





Project: LIV Nightclub

Owner: Fontainebleau Hotel

A/E: HKS/SEED Design

Value: \$16.5 M

Delivery: General Contractor

Complete: November 2008



Colasanti was selected as the general contractor for the new state of the art LIV Nightclub located in the historic Fontainebleau Hotel on Miami Beach. Scope for the new LIV Nightclub included a state of the art lighting and sound system, food equipment. Melding the allure of the historical Fontainebleau and contemporary entertainment, LIV has redefined nightlife on Miami Beach. The quintessential nightspot, fashioned by MMG Nightlife, fuses the appeal of an ultra-exclusive lounge and a high-energy nightclub. With over 30,000 square feet of striking architectural design and lavish decor, LIV sets the stage for the ultimate nightlife experience. VIP tables, private skyboxes, three full-service bars and a lavish main dance floor. All work was completed in four months in time for the Victoria Secret premiere event held in the hotel.



Lothrop Parking Structure Renovation Detroit, Michigan

Project: Lothrop Parking

Structure Renovation

Owner: Bedrock Real Estate

Services

Architect: N/A

Value: Confidential

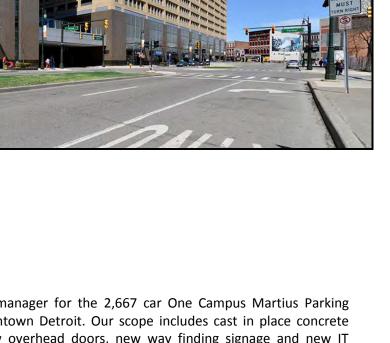
Delivery: CMR

Complete: August 2016

Total SF: 416,000



Colasanti was selected as the construction manager for the 1,200 car Lothrop Street Parking Structure renovation project located in downtown Detroit. Our scope includes cast in place concrete deck restoration, new security cameras, blue light phone system and card access, new light fixtures, new parking control equipment, new elevator's, new plumbing and heating and cooling units, replaced overhead doors and new way finding signage, paint and new IT network for the structure.





One Campus Martius Parking Structure Renovation Detroit, Michigan

Project: One Campus Marius

Parking Structure

Renovation

Owner: Bedrock Real Estate

Services

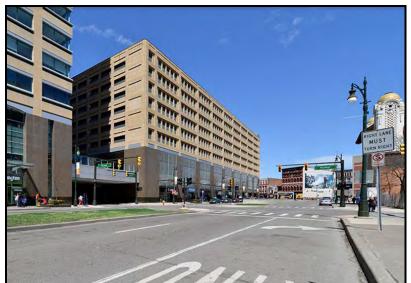
Architect: NA

Value: Confidential

Delivery: CMR

Complete: August 2016

Total SF: 853,440



Colasanti was selected as the construction manager for the 2,667 car One Campus Martius Parking Structure renovation project located in downtown Detroit. Our scope includes cast in place concrete deck restoration, new parking controls, new overhead doors, new way finding signage and new IT network technology to the structure.



One Detroit Parking Structure Renovation Detroit, Michigan

Project: One Detroit Parking

Structure Renovation

Owner: Bedrock Real Estate

Services

Architect: NA

Value: Confidential

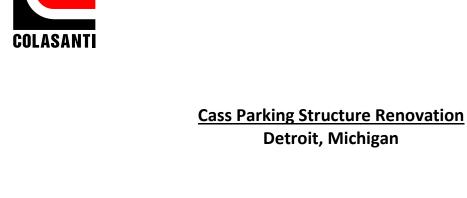
Delivery: CMR

Complete: August 2016

Total SF: 640,000



Colasanti was selected as the construction manager for the 2,000 car One Detroit Center Parking Structure renovation project located in downtown Detroit. Our scope includes cast in place concrete deck restoration, new parking controls, new overhead doors, new way finding signage and new IT network technology to the structure.



Project: Cass Parking

Structure Renovation

Owner: Bedrock Real Estate

Services

Architect: N/A

Value: Confidential

Delivery: CMR

Complete: August 2016

Total SF: 162,500



Colasanti was selected as the construction manager for the approximately 500 car Cass Street parking Structure renovation project located in downtown Detroit. Our scope includes cast in place concrete deck restoration, new security cameras, blue light phone system and card access, new light fixtures, new parking control equipment, new elevator's, new plumbing and heating and cooling units, replaced overhead doors and new way finding signage, paint and new IT network throughout the structure.





<u>Detroit News Parking Structure Renovation</u> <u>Detroit, Michigan</u>

Project: Detroit News Parking

Structure Renovation

Owner: Bedrock Management

Services

Architect: Albert Khan

Value: Confidential

Delivery: CMR

Complete: August 2015

Total SF: 106,060

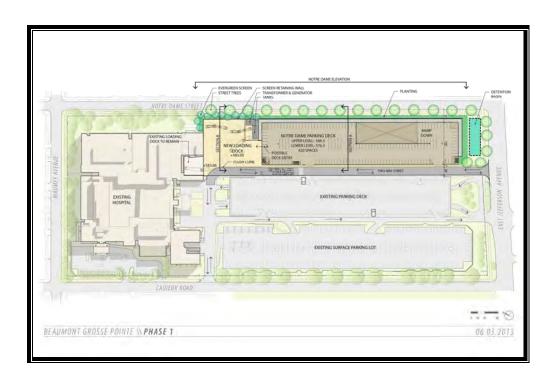


Colasanti was selected as the construction manager for the 219 car Detroit News parking Structure renovation project located in downtown Detroit. Our scope includes cast in place concrete deck restoration, elevator replacement and new MEP systems upgrade for the six story parking structure.





Beaumont Hospital Parking Structure and Loading Dock Grosse Pointe, MI



Owner: Beaumont Hospital

Architect: Smith Group/Rich &

Associates, Inc.

Value: \$10,700,000

Total SF: 150,000

Delivery: CMR

Complete: June 2015

Duration: 13 Months

- One level below grade and one supported level
- Cast in place post tension structure
- 408 cars
- Loading Dock
- Modification to Oxygen System
- New Underground Fuel System





DMC Cardiovascular Institute Parking Structure Detroit, Michigan



Owner: Detroit Medical Center

Architect: Harley Ellis Devereux/Rich &

Associates, Inc.

Value: \$33,600,000

Total SF: 692,000

Delivery: CMR

Complete: January 2014

Duration: 16 months

- Nine level structure
- Pre-cast structure
- 1,692 cars
- Energy plant



Bedrock Z-Deck Parking Structure Detroit, Michigan



Project: Z-Deck Parking

Structure

Owner: Bedrock Real Estate

Services

Architect: Neumann Smith/Rich

& Associates, Inc.

Total SF: 537,117

Delivery: CMR

Value: Confidential

Complete: Nov 2013

Duration: 17 months

- Parking for 1,292 Vehicles
- Pre-cast deck
- 10 Levels of Parking
- 30,000 sf of first floor retail



Greektown Casino-Hotel Valet Parking Structure & Pedestrian Bridge Detroit, MI



Project: Greektown Casino-Hotel

Valet Parking Deck & Pedestrian

Bridge

Owner: Greektown Casino, LLC

Architect: Hamilton Anderson/Rich &

Associates, Inc.

Total SF: 357,090

Delivery: CMR

Value: \$24,400,000

Complete: Jan 2013

Duration: 13 months

- Pre-cast structure
- Patron lounge
- First floor retail
- Pedestrian Bridge
- 900 cars
- Grade plus five levels of parking





John M. Dingell VAMC South Parking Structure Addition Detroit, Michigan



Owner: VA Hospital

Architect: Rich & Associates, Inc.

Value: \$3,900,000

Total SF: 54,000

Delivery: DB

Complete: July 2012

Duration: 6 months

- Constructed an additional pre –cast level to the South Deck
- 160 cars
- Extended four stairwells one additional floor
- Extended the elevator one additional floor
- Completed construction while deck was in operation



MGM GRAND DETROIT CASINO Detroit, Michigan



Project: MGM Grand Detroit Casino

Guest Parking Structure

- Employee Parking Structure

Owner: MGM Grand Detroit, LLC

A/E: Smith Grp/Hamilton Anderson/Rich

& Associates, Inc.

Total SF: 2,400,000

Delivery: Prime subcontractor

Value: \$ 63,000,000

Complete: November 2007

Duration: 12 months

Project Data:

Guest Parking Structure Employee Parking Structure

- 5,600 cars
- 1.8 million square feet of building space
- Cast-in-place, post-tension structures



John M. Dingell VAMC North Parking Structure Addition Detroit, Michigan



Owner: VA Hospital

Architect: Rich & Associates, Inc.

Value: \$3,900,000

Total SF: 54,000

Delivery: DB

Complete: September 2010

Duration: 7 months

- Constructed an additional pre –cast floor to the North Deck
- 160 cars
- Completed construction while deck was in operation



The Campus Green Parking Structure Ann Arbor, Michigan



Owner: Washtenaw

Community College

Architect: Rich & Associates,

Inc.

Value: \$10,900,000

Total SF: 164,500

Complete: January 2012

Duration: 12 months

Delivery: GC

- Cast-in-place concrete structure
- Grade plus three levels of parking
- 473 cars
- 5,000 square foot security office
- Pedestrian bridge
- Designed to LEED Standards



Wayne State University Parking Structure #1 Major Repair Detroit, Michigan



Owner: Wayne State University

Architect: Walker Parking Consultants

VALUE: \$4,900,000

Total SF: 120,000

Delivery: GC

Complete: September 2010

Duration: 5 months

Project Details:

Major cast-in-place concrete repairs





College for Creative Studies Parking Structure Detroit, Michigan



Owner: College for Creative

Studies

Architect: Rich & Associates,

Inc.

Value: \$8,500,000

Total SF: 175,000

Delivery: CMR

Complete: September 2009

Duration: 11 months

- Grade Plus Five Supported Levels
- Pre-cast structure
- 483 cars
- Tight site construction
- Built adjacent to an active railway



Old Towne Parking Structure Traverse City, Michigan



Owner: Traverse City DDA

Architect: Rich & Associates, Inc.

Value: \$8,000,000

Total SF: 177,000

Delivery: GC

Complete: September 2009

Duration: 11 months

- 522 cars
- Grade plus three levels of parking
- LEED Silver Certified
- Pre-cast structure



James W. Rutherford Parking Structure Flint, Michigan



Owner: Flint DDA

Architect: Walker

Parking Consultants

Value: \$7,000,000

Total SF: 129,600

Delivery: GC

Complete: Sept 2008

Duration: 10 months

- Grade plus four supported levels
- Pre-cast structure
- 388 cars





Motor City Casino Parking Deck Detroit, Michigan



Owner: Motor City Casino, LLC

Architect: Rich & Associates, Inc.

Value: \$8,500,000

Total SF: 325,680

Delivery: DB

Complete: February 2009

Duration: 12 months

- Grade plus three supported levels
- Pre-cast structure
- 933 cars
- Design Build





Bloomfield Park "Building J" Parking Structure West Bloomfield, MI



Project: Bloomfield Park J Deck

Owner: Coventry II DDR Harbor

Bloomfield Phase I LLC

A/E: Meachum and Apel

Architects, Inc. /Rich &

Associates, Inc.

Total SF: 501,000

Value: \$16,300,000

Delivery: GC

Completed: December 2008

Duration: 13 months

- 1,590 cars
- Pre-cast structure
- 9 levels
- 70,000 sf of retail
- Core & shell for 7 story residential tower



1001 Woodward Parking Structure Detroit, Michigan



OWNER: Sky Development, LLC

ARCHITECT: Stuckey Vitale/ Rich &

Associates, Inc.

VALUE: \$17,200,000

TOTAL SF: 297,000

Retail SF: 20,000

DURATION: 12 Months

Delivery: CM/DB

COMPLETED: January 2006

- Parking for 785 Vehicles
- Cast-in-place post tension concrete frame
- 12 Levels of Parking
- 20,000 sf first floor retail



Phoenix Center Plaza Restoration and Amphitheater Pontiac, Michigan



Owner: City of Pontiac

In Cooperation With Pontiac Growth Group

Architect: Walker parking

Value: \$20,000,000

Total SF: 220,000

Delivery: GC

Complete: 2004

Duration: 24 months

Project data:

- Complete restoration of the roof level of the Phoenix Center Plaza area.
- New Tensile Roof structure for the amphitheater
- In addition all structural repairs and/or modifications were made to ensure the integrity of the facility.
- All of these work activities occurred while the structure remained open and used for parking and other needs.
- Coordination was a key element of this project.



Michigan Opera Theater Parking Structure Detroit, Michigan



Owner: Michigan Opera

Theater, LLC

Architect: Rich & Associates, Inc.

Value: \$14,000,000

Total SF: 252,600

Delivery: CMR

Duration: 13 Months

Complete: December 2005

- Precast Concrete Institute Award for Best All Precast Solution
- Grade plus six levels
- 783 cars
- Pre-cast structure
- 20,000 Square Feet of Retail Space



3600 Woodward Parking Garage Detroit, Michigan



Project: 3600 Woodward

Owner: 3600 Woodward,

LLC

Architect: Rich & Associates,

Inc.

Value: \$9,000,000

Total SF: 313,000

Completed: June 2003

Duration: 10 Months

Delivery: GC

- Pre-cast structure
- Grade plus five levels of parking
- 950 cars



Comerica Park Baseball Stadium Parking Structure Detroit, Michigan



Owner: Detroit Tigers,

Inc.

Architect: SHG, Inc.

Value: \$9,000,000.00

Total SF: 300,000

Delivery: GC

DURATION: 12 Months

COMPLETED: April 11, 2000 -

Opening Day

- Grade plus three levels of parking
- 1000-Cars
- Pre-Cast Deck



General Motors P1 Parking Structure Detroit, Michigan



General Motors Owner:

Corporation

Architect: BEI Associates/Desman

Value: \$8,000,000

Delivery: GC

Total SF: 196,300

Duration: 11 Months

Complete: October 1998

Project Details:

- Grade plus six supported levels of parking
- 605 cars

COLASANTI

- Pre-cast structure
- Tight site construction
- GM certificate of achievement





Comerica Office Tower Parking Deck Detroit, Michigan



Owner: Hines Interests

Architect: Neumann-Smith

Associates

Value: \$14,000,000

Total SF: 325,000

DURATION: 12 Months

COMPLETED: July 2002

Delivery: GC

- Pre-cast structure
- Parking for 1000 vehicles
- Grade plus seven supported levels of parking
- Tight site construction methods



Millennium Parking Structure Detroit, Michigan



Owner: Detroit Building

Authority

Architect: BEI Associates/Desman

Value: \$9,400,000

Total SF: 201,000

Delivery: GC

Duration: 12 Months

Complete: November 1999

- Parking for 620 vehicles
- Grade plus seven levels of parking
- Cast-in-place concrete
- Post-tensioned cast in place concrete structure

GIBBS PLANNING GROUP Urban Retail Planning

Urban intelligence



Representative Clients

Alexandria, Virginia Atlanta, Georgia Carlisle, Pennsylvania Charleston, South Carolina Chicago, Illinois Dearborn, Michigan Denver, Colorado Fresno, California Grand Rapids, Michigan Houston, Texas Marquette, Michigan Memphis, Tennessee Naples, Florida Norwalk, Connecticut Palm Beach, Florida Portland, Oregon Santa Cruz, California Sarasota, Florida Seattle, Washington Southampton, New York S. Fort Wayne, Indiana

State of Florida State of Oregon

Kentlands, Maryland The Glen, Illinois Rosemary Beach, Florida Seaside, Florida

Brown University Johns Hopkins University University of Michigan Ohio State University University of Pennsylvania

AECOM Duany Plater-Zyberk & Co. Fantasy Springs Resort & Casino General Motors Company Moule & Polyzoides Rock Ventures, Inc. Simon Property Group Taubman Centers, Inc. The Walt Disney Company Robert J. Gibbs, AICP, ASLA, CNU-A President, Gibbs Planning Group, Inc.

Email: rgibbs@gibbsplanning.com

Robert Gibbs is considered one of the foremost urban retail planners in America. For more than two decades, his expertise has been sought by some of the most respected mayors, renowned architects, and successful real-estate developers in the country. Profiled in The New York Times, The Wall Street Journal, and Urban Land, Gibbs has, writes The Atlantic Monthly, "a commercial sensibility unlike anything possessed by the urban planners who usually design downtown-renewal efforts." He is also a recognized leader in the New Urbanism, having pioneered the implementation of its environmentally sustainable principles of Traditional Town Planning and Smart Growth.

For the past 25 years, Gibbs has been active in developing innovative yet practical methods for applying modern trends in commercial development to more than 400 town centers and historic cities here and abroad. He also planned Michigan's first ten New Urban communities and Form Based Codes. A speaker at the First Congress of the New Urbanism in 1992 and eight subsequent CNUs, Gibbs lectures frequently throughout the country. He is the author of Principles of Urban Retail Planning and Development and the Retail Module of the SmartCode, and has contributed articles to numerous books and publications. For the past 20 years, he has taught "Urban Retail Planning" in the Executive Education Program at the Harvard Graduate School of Design. In 2012, Gibbs was honored by the Clinton Presidential Library for his life's contributions to urban planning and development, and by the City of Auckland, New Zealand for his planning innovations.

Before Gibbs founded GPG in 1988, he gained invaluable expertise in retail planning by advising shopping center developers on the psychology of commerce—the practical science of analyzing and adjusting all elements known to affect a shopper's mood in the marketplace. From this experience, Gibbs distilled the fundamental retail and merchandising principles for reviving retail in moribund downtowns and for instilling successful commerce in new ones.

Gibbs serves as GPG's president, supervising all operations, planning, and research.

Education

University of Michigan - Ann Arbor Master of Landscape Architecture Oakland University, Auburn Hills, Michigan Bachelor of Arts in History

Professional Associations

American Institute of Certified Planners American Planning Association American Society of Landscape Architects Congress for the New Urbanism, Charter Member CNU-Michigan, Board Member Form Based Code Institute, Board Member Michigan ASLA Urban Land Institute

Prior Experience

JJR/SmithGroup **Taubman Centers**

Relevant Training

NCI Charrette System Form-Based Code Institute MI Place Initiative.

Train the Trainers

DESIGNHAUS

Process Management
Consultant Coordinator



Company Summary

Designhaus, PLLC was founded in 1998 in Rochester, MI by Peter Stuhlreyer after locating to the area from Manhattan. The profession of Architecture was just emerging from a series of major changes. Computing power was finally matching the demands of CAD production and illustration. Communications and collaboration, together with an emerging internet were showing signs that location was no longer a major factor in the efficient delivery of services. Lastly, the regulatory world had begun a massive growth spurt simultaneous to a nationwide integration from previous regional fragmentation.

Designhaus was crafted around the objective of embracing these global changes by placing new efforts on the incredibly complex maze of new approvals and regulations required to bring a project into reality, including an entire department dedicated to entitlement and a contract arrangement custom designed to efficiently analyze and integrate all foreseeable roadblocks and hidden opportunities. As some traditionally organized firms were being strangled out of business by the sheer fact that they were unable to adapt to the new technologies and regulatory world, not to mention new competition that was now reaching their doorsteps from hundreds of miles away, Peter led Designhaus by allowing the new realities to simply, and without structural resistance become a part of day to day life within the culture of the firm. He fit the firm into the process, as opposed to fitting the process into the firm.

To the benefit of the client, Designhaus strives to immediately understand the core project objective and structures services in a way to achieve that objective and/or quickly determine viability. This methodology allows for a wide range of project types and scopes, avoiding the pitfalls from lack of diversification. Project type specialization is only a temporary hiding place in the new economic and regulatory environment. In the end, Designhaus maintains a strong reputation for design, but the reality is there is very little visual or compositional commonality between projects. The commonality is that our loyal clients' primary objectives are consistently met, giving them a competitive edge in their industries.

From the Rochester, MI headquarters, Designhaus is active in 10 states and has provided services in South Africa, China and The Bahamas. With a staff of 16-20 professionals, the firm provides Architecture, Interior Design, Master Planning, Landscape Architecture and Site Planning. Noteworthy clients include McLaren, MCUL, Beta Steel, Medilodge, Presbyterian Villages, Arbor Investments, Alidade Capital, The Taubman Company, Extra Space Storage, Sirius XM, Campus Village Communities and Simply Self Storage.



Peter Stuhlreyer, AIA CEO, Founder of Designhaus, PLLC

Experience	
Designhaus Rochester, MI Director of Architecture and Design	1998 – Present
Lawrence Technological University Southfield, MI Adjunct Faculty	2009 – 2011
Yamasaki Troy, MI Project Manager	1997 – 1998
Franklin Associates Chattanooga, TN Project Architect	1996 – 1997
HLW International, Inc. New York, NY	1991 – 1996
NBBJ, Inc. Columbus, OH	1990
Education	
University of Cincinnati College of Design, Architecture, Art and Planning (DAAP) Accredited Professional Bachelors of Architecture (BARCH)	June 1994

Associations and Publications

Works Published in Frame Work, Delaware Beach Life, Mini Storage Messenger, Interiors Magazine, and Story Pole

National Council of Architectural Registration Board, Certified January 1997

American Institute of Architects, Member since 1997

Registered Architect since 1996

Licensed in: Michigan, Ohio, Tennessee, Minnesota, North Carolina, Illinois, Indiana, Florida, Maryland, Georgia, and New Jersey



Joe Latozas Sr. Associate

Experience	
Designhaus Rochester, MI Head of Production	May 2000 – Present
Yamasaki Troy, MI Graduate Intern	1998 – 2000
Education	
University of Detroit Mercy Detroit, MI Accredited Professional Bachelors of Architecture (BARCH)	2003
Scuola Internazionale Di Arte Volterra, Italy Special Studies in Architecture History Theory	2002
Awards and Exhibits	
"Save Me" by MAPA, <i>Gold Medal</i> Grosse Pointe Central Library expansion and Renovation	2007
Greater Corktown Development Corporation Competition entry for main office- selected for permanent display	2004
In One Ear & Out The Other, <i>Detroit SOA</i> Exhibit of sketches and paintings	2002
Huntington Woods City Hall student competition Honorable Mention	2001



Michael Pizzola, ASLA

Associate Landscape Architect

Experience	
Designhaus Rochester, MI Head of Site Planning	2003 - Present
L & E Landscape Services Westerville, OH Residential & Commercial Design/Sales	1992 - 2002
Peabody Landscape Construction Columbus, OH Designer and Nursery Manager	1990 - 1992
Education	
The Ohio State University Columbus, OH Bachelor of Landscape Architecture Minor in Horticulture	1995
Associations, Awards and Exhibits	
Licensed Landscape Architect	2015
Member American Society of Landscape Architects	2015
Twinsburg Magnet School	1995
Cleveland Metro Greenways System	1994
North Star Cohousing & Sustainable Research Community	1993



Mark Schovers, Associate AIA

Associate Construction Administration

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Designhaus Architecture Rochester, MI Head of Construction Administration

August 2011– Present

Oakview Building Company Northville, MI Foreman

May 2003 – August 2011

Education

Lawrence Technological University Southfield, MI College of Architecture and Design Masters in Architecture

2017

Lawrence Technological University Southfield, MI College of Architecture and Design Bachelors in Architecture

2010

Honors and Awards

ASHREA World Sustainability Design Competition, Placed 3rd

2011

Eagle Scout Award

Bronze and Silver Palms



Justin Roberts, Associate AIA

Associate Chief Designer

2011 - Present

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Designhaus Rochester, MI

Associate

Church Solutions Group Chicago, IL May 2010-August 2010

Designer

Poineau Woodworking East Jordan, MI 2004-2007

Designer/Drafter

Education

Lawrence Technological University Southfield, MI
College of Architecture and Design

Masters in Architecture

Lawrence Technological University Southfield, MI College of Architecture and Design

Bachelors of Science in Architecture

2012

2010





A MIXED USE DISTRICT AT OAKLAND UNIVERSITY Size: 15 acres Location: Auburn Hills, MI

Oakland University was originally a rural campus for Michigan State. It has grown to be one of Michigan's larger schools, and become independent of MSU. It has always been missing a walkable commercial district that was attached directly to campus. This aggressive plan was commissioned by Designhaus client Campus Village Communities.

Key to the planning is a new street that traverses the main new area and then crosses an existing thoroughfare into the heart of campus. New classroom space, college offices, faculty housing and dormitories are all part of the planning.

This idea would surely give a competetive edge to OU if possible students select schools based on campus lifestyle and amenity.





RIVER PLACE Size: 90,000 SF Location: Fenton, MI

Local developer Tony Allor commissioned Designhaus to adapt his small commercial site to a viable mixed-use part of downtown Fenton. Missing a direct access to the city, we proposed a new bridge that would direct pedestrians through the city park, from the current "main street". The bridge would become the plaza for the tenants and visitors to River Place. The Shiawassee flows adjacent to the site, hence the name.

The three story building includes shops and restaurants, offices and large condominiums. The grades accomodate parking under the building for residents.





SOUTHFIELD CITY CENTER Location: Southfield, MI

Contact info@designhaus.com



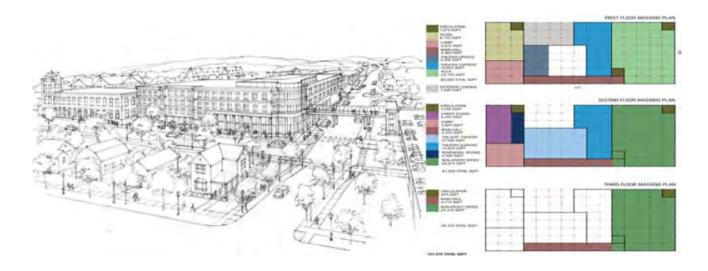


TRAILHEAD Size: 300,000 SF Location: Plymouth, MI

Trailhead is a mixed use development occupying a former factory site. With interesting site topography, a railway and several adjacent pedestrian amenities including a regional walking trail, this design is a bold response to movement.

Master planned for restaurants, offices and residences, the interaction of living, working and playing will add the vibrance that mixed use design fundamentally must provide.



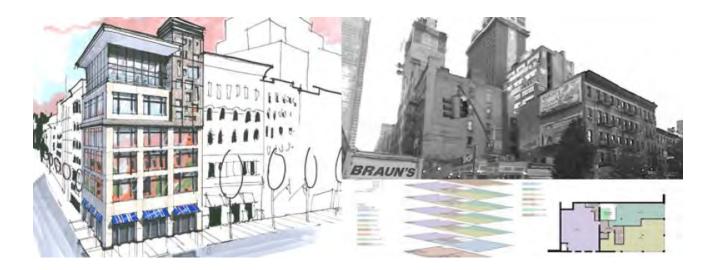


ROCHESTER ART CENTER Size: 140,000 SF Location: Rochester, MI

As a founding member of the "Legacy Board", the guiding force behind the Rochester Art Center, Peter has offered the services of Designhaus for several years to help grasp a clear vision.

The primary objective of the Art Center is to extend the walkability of the pedestrian streetscape of the downtown district and solidify the town's committment to charity organizations and the arts. Together, these goals will enhance viability of living and operating a business in Rochester for decades to come.





NINTH AVENUE LOFTS Size: 30,000 SF Location: New York, NY

This is a mixed-use concept proposed by developer Ron Joobeen for an underutilized corner in Manhattan's east side. Multi-level penthouse lofts cap the building with single level lofts on the midlevels and a large retail tenant on the ground floor. The plan accommodates five new large lofts and integrates vertical circulation with the Joobeen-owned neighboring building. A roof terrace is split and used for the primary penthouse and the building population as a whole.

The exteriior materials include smooth limestone panels, glass and stainless metal mesh.





CEMENT PLANT APARTMENTS Location: Rochester, MI

Contact info@designhaus.com





CITY WALK APARTMENTS Location: Rochester, MI

Contact info@designhaus.com





ARBOR LOFTS Location: Southfield, MI

Contact info@designhaus.com





FIRST STREET LOFTS Size: 60,000 SF Location: Rochester, MI

A visionary new residential building in the heart of Rochester, this building, developed by Joe Lochirco will surely raise the bar on local design awareness. Two levels of parking are the foundation of the modern loft building. Several units enjoy a two-story exciting interior loft feel, while all have access to amenities including balconies and large glass walls.

The First Street Lofts will provide an alternative to outdated apartment living for a fashionable young creative class.

Contact info@designhaus.com





MCCLURE APARTMENTS Location: Troy, MI

Contact info@designhaus.com





FERNDALE LOFTS Location: Ferndale, MI

Contact info@designhaus.com





MT. PLEASANT MIXED USE Location: Mt. Pleasant, MI

Contact info@designhaus.com





HARRISON HOUSE BLOCK Size: 110,000 SF Location: East Lansing, MI

This mixed use project includes student housing, parking deck, retail shops and the long time site occupant, The Harrison House restaurant. Directly adjacent to Michigan State, the obselescent small buildings on the property are replaced by a building meant for strong urban streetscape, but also friendly for the automotive visitors.

Contact info@designhaus.com





TAVERN 101 Location: Bay City, MI

Contact info@designhaus.com





AMERICAN KITCHEN Location: Bay City, MI

Contact info@designhaus.com





RETAIL DEVELOPMENT Size: N/A Location: Saginaw, MI

Contact info@designhaus.com



Campus Village Communities has been doing business with Designhaus Architects and Peter Stuhlreyer for almost ten years. During that time, they have designed numerous apartment communities and mixed use buildings for our firm. They have been extremely creative, creditable and professional in their relationship with Campus Village Communities. We have found them very easy to work with and very responsive to our changing needs and conditions. They have always delivered the projects on time and are very cost competitive. I do not hesitate to strongly recommend Designhaus for your design project.

Ernest D. Schaefer President Campus Village Communities

Since 2002, I have worked extensively with Designhaus on my MRI projects. To date, Designhaus has completed five renovations, additions, and relocations of existing, new, and relocated MRI units. I have always been appreciative of Designhaus' ability to resolve the tough issues, to understand the task at hand, not to mention their attention to detail and design creativity.

Designhaus is able to help us, as clients, navigate through the design and construction process, and I believe that my partnership with Designhaus has added a great deal of value to all of my projects.

Janelle R. Spann
Executive Director
Michigan Resonance Imaging

Contact info@designhaus.com

Designhaus designed my R&D campus in 2008. Besides achieving a great place for my staff to work, security was a primary concern. My multi-building location includes an underground Data Center, Lab and Operations Center. We are satisfied with their knowledge of the issue of security, as well as their good design sensibility.

Eric Hand Contingent Holdings, LLC

As our Interior Designer, Designhaus prepared a detailed space program for our research, technical and marketing offices in 2007. They produced a design that we are proud of and one that responds to our complex security issues concerning products and data as much of our work is proprietary.

Dave Wagner Sirius–Xm Radio

Contact info@designhaus.com

As a close friend of Mr. Stuhlreyer, I am aware of his ability to understand and serve clients as a designer. I have discussed my feelings with him concerning security and flexibility and how it relates to our Capgemini team partners. I am confident Designhaus is aware of our basic needs and will serve you professionally.

Julian Jonik General Motors Company Shanghai, China

ARCHITECTURE

Since 2006, I have worked with Designhaus on various A&E projects. Sirius is a large organization with various facilities across the United States, and as a Facility Director, I have had the pleasure working with Designhaus on these projects, and have been impressed with their organization and their ability to adapt to our developing corporate requirements. Designhaus has also provided services which aided me in studying our organizational framework.

Sirius is exposed to the design industries' best, and in my opinion, Designhaus is a world-class firm. They exceeded our expectations by providing us with design flexibility for our office spaces, while meeting and maintaining schedules and designing projects that were within the tight budget constraints of our organization. They adapt well to moving targets in a fast-paced industry such as communications.

Designhaus will stay a valuable team member to the Facility Management Department.

Rudy Nazath Facilities Project Manager Planning & Construction XM-Sirius Radio

Contact info@designhaus.com

Thank you for your time tin writing and sharing with me your essay, "My search for Identity in Greater Rochester." As a life-long resident, I can personally relate to many of the issues raised in your paper.

Indeed, our community is consistently evolving and growing while providing a great place to live, work and raise a family. I am glad that your experience in the Rochester area has been so positive and I appreciate your active interest and involvement in the community.

Again, thank you for your essay. As you clearly recognize, our democracy can only be as strong as the people involved, therefore I hope that you will not hesitate to call upon me with any future questions or concerns. In the meantime, my continuing best regards.

Michael D. Bishop Assistant Majority Leader State Senator, 12th District

I am writing on behalf of Mr. Peter Stuhlreyer. I had the opportunity to work with Peter at HLW International, LLP a New York City Architectural firm.

As an architect, Peter possesses a total understanding of the profession. At no time in my career have I witnessed someone so focused on refining his skills. His commitment to detail is what makes him one of the greatest designers I have ever seen.

Peter worked well with his fellow workers. He was always respectful, courteous and always ready to lend a helping hand. In short, he made the office a better place to work.

It is with great enthusiasm that I highly recommend Peter Stuhlreyer.

Allan A. Quinn, AlA Sordoni Skanska Construction Co.

Thank you for all your hard work, and that of your excellent support staff.

STOKAS BIERI REAL ESTATE

Specialty Leasing Professional

James C. Bieri

James C. Bieri entered the private practice of law after earning his BA from Western Michigan University in 1971 and his Juris Doctor from Detroit College of Law in 1975. While working his way through law school, he became a principle in the first national temporary mall tenant, Santa's Corner. In his five years with Santa's Corner, it became an early model of successful temporary retailing in shopping centers, expanding from its initial thirteen locations to a portfolio of over three-hundred and fifty. As Vice President, his responsibilities embraced real estate, merchandising, pricing, personnel and store design.

During the time he worked with Santa's Corner, he invested in the shopping center publication, *The National Mall Monitor*, serving as the monthly magazine's Executive Vice President and General Counsel. *The National Mall Monitor* grew to become one of the leading publications in the shopping center industry and in 1985 it was sold to the Canadian publishing giant, Maclean Hunter Media, Inc.

As an attorney who represented many retail tenants while doing legal lease work, he came to realize that there was only so much benefit an attorney could offer after the deal was struck. He saw the opportunity to really add value to the retailer's real estate program by being able to help them negotiate the economic points of the transaction before it came to lease.

Bieri Company was founded in 1976. From its inception it has functioned as an out-source real estate program and a resource for manufacturers, catalogue merchants, and burgeoning retailers who choose to enter the retail business. Through its legal arm, Bieri & Ames, it provides valuable counsel to its clients in the area of lease legal analysis and lease document negotiation.

Bieri Company's past and present clients are a virtual who's who in retailing. Among some of our exclusive client representation are: Lush, Movado, Oilily, Mark Shale, Crane & Co., Olsen Europe, Fire & Ice, Moosejaw Mountaineering, Cosimo's Pizza, Gucci, Yves Saint Laurent, Tumi, Kercheval Place, Roseland Property Group, Emagine, Bob Evans, General Motors, Gymboree, Great Gatherings, J. Crew, Icing, Coach, Tommy Hilfiger, Ghirardelli, Bang & Olufsen, The J. Peterman Company, Janie and Jack, Auntie Anne's, Field of Dreams, The Walking Company, Yankee Candle, Jos. A. Bank, Right Start, Zoup!, Sergio Rossi, Country Curtains, Mary Engelbreit, World Kitchen, Cinnabon, Lindt Chocolatier, Ultra Diamonds, Viacom, Hasbro, The Fudgery, Wayne State University and The Michigan Opera House.

Bieri Company launched the Bieri Market Reports in 2004. Bieri Market Reports are individual reports on each of the top 25 retail markets in the United States. Bieri Market Reports combine demographics, statistics, sales information with shopping center insight, market analysis, changing shopping patterns, demographic shifting, and emerging trends.

Mr. Bieri is a member of various professional and civil organizations including the Michigan Bar Association and its Commercial Leasing Subcommittee, Urban Land Institute (ULI), International Council of Shopping Centers (ICSC), earning the distinction Certified Leasing Specialist, a member of the Country Club of Detroit, and a former Board Member of the Detroit Athletic Club.

Mr. Bieri is married to Jeanne, with one son, Alex, and resides in Grosse Pointe Farms, Michigan.

jbieri@sbre.com o 660 Woodward Ave., Suite 1500, Detroit, MI 482260 313 962-2800

OVERVIEW

With over 40 years of experience in private practice focusing on high-end retailers his client list is a who's who of retailing. Locating his business in the heart of Detroit's Central Business District throughout the history of the company there are few with his vast knowledge of the Detroit Metro area retail landscape. His years of doing business nationally has given him the opportunity to know most the major REIT's and key retailers. Mr. Bieri is considered a thought leader within the industry and is a frequent source for many national and local publications in the area of Retail Real Estate.

EDUCATIONAL EXPERIENCE

Juris Doctorate Detroit College of Law Detroit, MI

Bachelor of Business Administration

Major: Marketing Minor: Military Science Western Michigan University Kalamazoo, MI

PROFESSIONAL EXPERIENCE

2010-Present Stokas Bieri Real Estate Detroit, MI

Principal

- International & Domestic Luxury Brands Tenant Representative:
 - o Site Selection & Evaluation
 - Lease Negotiations
 - o Lease Terminations
 - o Renewals/Relocations
- Specialty Project Work for Large Retailers
 - o Regional Malls
 - o Street, Airport and Lifestyle Centers
 - Factory Outlets
- Landlord Representation & Project Leasing
 - o Specialty Center Leasing
 - o Leasing Difficult Property Spaces
 - Merchandise Plan Creation
 - **Development Evaluation**

Bieri & Ames 2010-Presetn

Detroit, MI

Principal

- Legal Review of Leases for National Retail Clients
- Negotiate Lease Renewals and Acquistions for National Retail Clients
- Negotiate Final Lease for Retail Clients
- Reviewed Leases on behalf of Retailers
- **Dispositions**
- Construction Disputes

James C. Bieri-CV

jbieri@sbre.com o 660 Woodward Ave., Suite 1500, Detroit, MI 482260 313 962-2800

1979-Present The Bieri Company

Detroit, MI

Principal

- Outsource Real Estate Department for Retailers
- Negotiated LOI's Prior to Lease
- Worked with Manufacturers, Catalog Merchants and Burgeoning Retailers entering the Retail Market.
- Bieri Market Reports-Market Reports for Top 25 Retail Markets in the US.
- Consults with High-end Retail Clients on Merchandise Mix.
- Business Acquisitions & Dispositions
 - Develop and Implement and Effective Acquisition Strategy
 - o Sales/Financing of Retail Chain

0

- Strategic Consulting
 - Market Studies
 - o Financial Analysis
 - o Site Consulting

1971-1985 National Mall Monitor

Cherry Hill, NJ

Principal, Executive Vice President and General Counsel

1971-1976 Santa's Corner (Temporary Mall Retailer)

Cherry Hill, NJ

Vice President

- Specialty Temporary Retailing
- Expanded from 15 Shopping Centers to 350 within 5 years.
- Headed Real Estate, Merchandising, Pricing, Personnel and Store Design

CLIENT REPRESENTATION

Art Van Furniture General Motors Lush

Auntie Anne's Ghirardelli Moosejaw Mountaineering

Bob EvansGhurkaMovadoBody ShopGreat GatheringsOililyBrixmorGucciRedicoCBLGymboreeSergio RossiCinnabonHasbroTaubman

Coach Icing The Walking Company

Cosimo's Pizza I Love Sugar Tommy Hilfiger

Crane & Company Invicta Watches Tumi
Country Curtains J. Crew Viacom
Emagine Theatres Ios A Bank Yankee (

Emagine Theatres Jos. A. Bank Yankee Candle Family Farm & Home Janie and Jack Yves Saint Laurent

Fire & Ice Lindt Chocolatier Zoup!

James C. Bieri-CV

jbieri@sbre.com o 660 Woodward Ave., Suite 1500, Detroit, MI 482260 313 962-2800

	CLUBS & PROFESSIONAL ORGANIZATION
1971-Present	International Council of Shopping Centers (ICSC), Member Certified Leasing Specialist Committee Member
1976-Present	Michigan Bar Association, Member
1980-Present	Urban Land Institute (ULI), Member
2016-Present	Governor
2016-Present	ULI Michigan Mission Advancement, Chairman
2009-2012	ULI Michigan Chairman
	ULI Advisory Board Member
1976-Present	Detroit Athletic Club, Member
2004-2009	Board Member
2008-2009	Club Secretary
2003-Present	Country Club of Detroit (CCD), Member
	Communications Committee Member
2012 Drocort	Witanagamata Mambau
2012-Present	Witenagemote, Member

JACKIER GOULD, P.C.

Legal Counsel

JACKIER GOULD

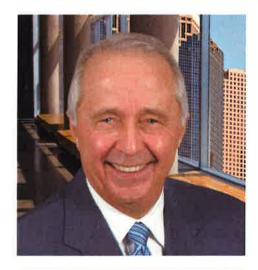
Eric A. Bean

Eric A. Bean focuses his practice in the areas of real estate law and finance, manufactured housing and commercial litigation. Mr. Bean was born in Detroit, Michigan on March 24, 1968. Mr. Bean was admitted to the bar in Michigan in 1993. He received his undergraduate degree from Michigan State University, and his law degree from the University of Detroit Law School in 1993.

UHY ADVISORS

Accounting & Auditing

GORDON R. FOLLMER



PARTNER, UHY LLP MANAGING DIRECTOR, UHY ADVISORS MI, INC.

Email: gfollmer@uhy-us.com

Direct: 248 204 9328

INDUSTRY EXPERTISE:

- Real Estate
- Manufacturing and Distribution
- Automotive Suppliers
- Health Care
- Construction

ACTIVE & PRIOR PROFESSIONAL MEMBERSHIPS:

- Member Michigan Association of Certified Public Accountants
- Member American Institute of Certified Public Accountants
- Member Association of Insolvency and Restructuring Advisors
- Member American Arbitration Association
- Member Michigan Minority Business Development Council
- Member National Association for the Advancement of Colored People

ACTIVE & PRIOR CIVIC MEMBERSHIPS:

- Board Member Hispanic Chamber of Commerce
- Former Board Member St. Joseph Mercy Oakland
- Board Member Music Hall Center for the Performing Arts
- Former Accounting Advisory Board
 Member Eastern Michigan University
- Former Board Member March of Dimes Southeast Michigan Chapter
- Honorary Board Member Restore Foundation

Throughout his career, Gordon has been actively involved in developing and implementing financial business strategies that enable companies to prosper and grow. He is the founding partner of Follmer Rudzewicz & Company, the predecessor before the 2000 merger of seven firms to form UHY Advisors, Inc. Gordon was a member of the firm's National Executive Committee and National Board of Directors for several years, including predecessor firms, more than 40 years.

PROFESSIONAL EXPERIENCE:

- Instrumental in expanding the firm's financial and business consulting service offerings to include ISO/QS consulting, HR consulting, change leadership and marketing communications services, as well as growing the delivery of industry-specific service lines
- Works with both public and private, closely-held companies, with a major emphasis on restructuring and growth
- Specializes in profit enhancement and wealth preservation strategies, taking
 the lead role in the sale, merger, or acquisition of a business, creating
 strategies to help troubled companies increase earnings and profits, crisis
 management strategies, preparing and implementing plans to prevent and
 identify fraud, and performing succession planning and estate planning
 services
- Provides expert witness testimony in federal and state courts involving business transactions, contract disputes, lost profits, and fraud activity
- Works closely with real estate developers identifying and implementing growth opportunities

BACKGROUND:

- Licensed CPA in the state of Michigan
- Before he founded Follmer Rudzewicz & Company in 1968, Gordon started his career in public accounting with Amick & Spicer in 1960 and was also a partner of Janz & Knight shortly thereafter
- B.A. in Business Administration, University of Detroit

TIMOTHY CAUGHLIN



PARTNER, UHY LLP MANAGING DIRECTOR, UHY ADVISORS MI, INC.

Email: tcaughlin@uhy-us.com

Direct: 248 204 9383

INDUSTRY EXPERTISE:

- · Manufacturing and Distribution
- Real Estate
- Construction
- Professional Services

ACTIVE & PRIOR PROFESSIONAL MEMBERSHIPS:

- Member Affordable Housing Commission for CPA's
- Member Michigan Association of Certified Public Accountants
- Member American Institute of Certified Public Accountants
- Prior Member Builders Association of SE Michigan
- Prior Member Michigan Apartment Association

ACTIVE & PRIOR CIVIC MEMBERSHIPS:

- Board of Trustees Chair St Joseph Mercy Oakland
- Treasurer Meadowbrook Theatre Ensemble
- Member Oakland University Business School Advisory Council
- Past Board Member and President Great Oaks Country Club

With nearly 45 years of accounting experience, Tim possesses a wealth of audit and consulting knowledge. He is a leader of the Audit and Assurance Department, a member of the ERISA Audit Practice and a leader of Attest Committee. Tim is also a leading member of the firm's National Independence and Ethics Committee.

PROFESSIONAL EXPERIENCE:

- Specializes in providing audit, financial and business consulting services
- Works closely with business owners for the protection and disbursement of their wealth, tax planning, business forecasts and projections, and business valuations
- In charge of internal inspection
- Attest experience includes audits of public filers and privately held businesses, yellow book and retirement plans
- Supervised audits, reviews, compilations, tax engagements, and projections and forecasts for real estate ventures in multi-family residential, commercial office, commercial industrial, manufactured housing, single family residential and property under development properties

BACKGROUND:

- · Licensed CPA in the state of Michigan
- · Joined the firm in 1971
- B.A. in Business Administration

OUR APPROACH

The TIR Equities proposal for the North Old Woodward / Bates Development will be an attainable yet ambitious vision. The public, the city government, the end users and the developer must find a route to feasibility and lasting success. The opportunity to make a new and inspiring "pocket" of Birmingham, solve a parking issue, diversify housing options, create a new activated street and link the center of town to Booth Park is one which we believe will motivate all parties to find and help propel a cohesive and harmonious solution, even in the headwinds of a difficult process. The following are a few paragraphs about how the TIR Equities team will move forward, tactically, if considered for the RFP stage.

Together with the city, the deep and relevant knowledge within our team, led by the pre-construction services of Colasanti, supported by UHY Advisors and Bieri Real Estate, can begin to build financial models based on current construction costs grounded in technologies, trends, demographics and market forces including rent rates. Simultaneous, and in concert with the financial modeling, a RAMSA design team will begin to conceptualize the physical attributes, including materiality, structure, circulation, size, height, streetscape, unit types and arrangements for both commercial and residential tenants resulting in the "vision". Molding a vision with a financial model is a step that requires the absolute and utmost experience, as these are the "big ideas" that will become the spirit and essence of the project both physically and economically.

Informal discussions with a myriad of municipal groups, including the Ad-Hoc Parking Committee, staff and consultants will lead to sharpening the proposal, and discovering new and important objectives regarding traffic patterns, utilities, pedestrian needs and long term management of the buildings, right-of-way and "public" parking facility. Designhaus will take the lead of assembling the necessary schedules, reports, documentation and sketches to ensure productivity during the proposal phase.

In time, the team will be ready for formal introduction to the citizens of Birmingham in terms of a final proposal. It is anticipated that public concerns will include traffic congestion, building height and the financial model itself. By the time the public introduction is made, our team along with city consultants will need to be prepared with analytics, answers, options and solutions. RAMSA will bring to the table scores of past projects with similar inner workings and produce refined visual studies and models that demonstrate clearly the aesthetic impacts to the city as a whole. If awarded the project, the team will move into the next steps of refinement.

The project will be formally placed for discussion, presentation and, in some cases, approval on the agendas of 6-8 community committees. The input will be used for design refinements. The team will return to each committee with further information when required. Jackier Gould, PC will serve as counsel for our team to ensure legal matters such as variances, easement agreements and maintenance agreements are handled skillfully. During this stage, up to date market analytics will be performed as to make any final adaptations to the balance of residential unit types and sizes and the final balance of commercial space regarding size and height requirements for likely tenants. It is expected also, that some retail commitments will already be in place, allowing the design to be tailored towards such tenants, avoiding future objections in terms of placement, size and configuration.

Preliminary Civil Engineering could be performed by the city's own Civil Engineering consultant based upon the fact that we are building an entirely new city street and providing for a structure for public parking. This will remove an approval step and add some efficiency to the project timeline. With the support of the Engineering department, along with all other departments including Planning, the final decision will rest on the votes cast by City Commission, if indeed an economically feasible development plan reaches this point.

After receiving Final Site Plan Approval and the project advances, a phasing plan must be carefully configured to allow the existing parking structure to remain while constructing new parking and buildings on the west side of the property. Access and use of the new parking must commence before demolition. This is a costly approach; however, the displacement of hundreds of parking spaces for 24 months may not be an option. This is an important discussion and one that needs further study and some creative thinking.

During construction documentation, Colasanti will remain intensely involved in the project budget through value engineering with the help of their preferred structural engineer specializing in concrete parking structures, Rich and Associates of Southfield, MI.

RAMSA, together with Robert Gibbs, along with advisement from Jim Bieri will finalize the detailed construction plans of the buildings and streetscape, ensuring the design features provide for maximum "leasibility" to successful retailers and restaurants, as well as providing marketable residential units. Upon the issuance of a permit, our real estate team member, Jim Bieri will, using his deep connections in commercial retail leasing, ramp up efforts to capture the remaining tenant agreements with world class businesses. Designhaus will act as local architect, coordinating the landlord-tenant interior requirements and begin the process of obtaining "build-out" permits for the

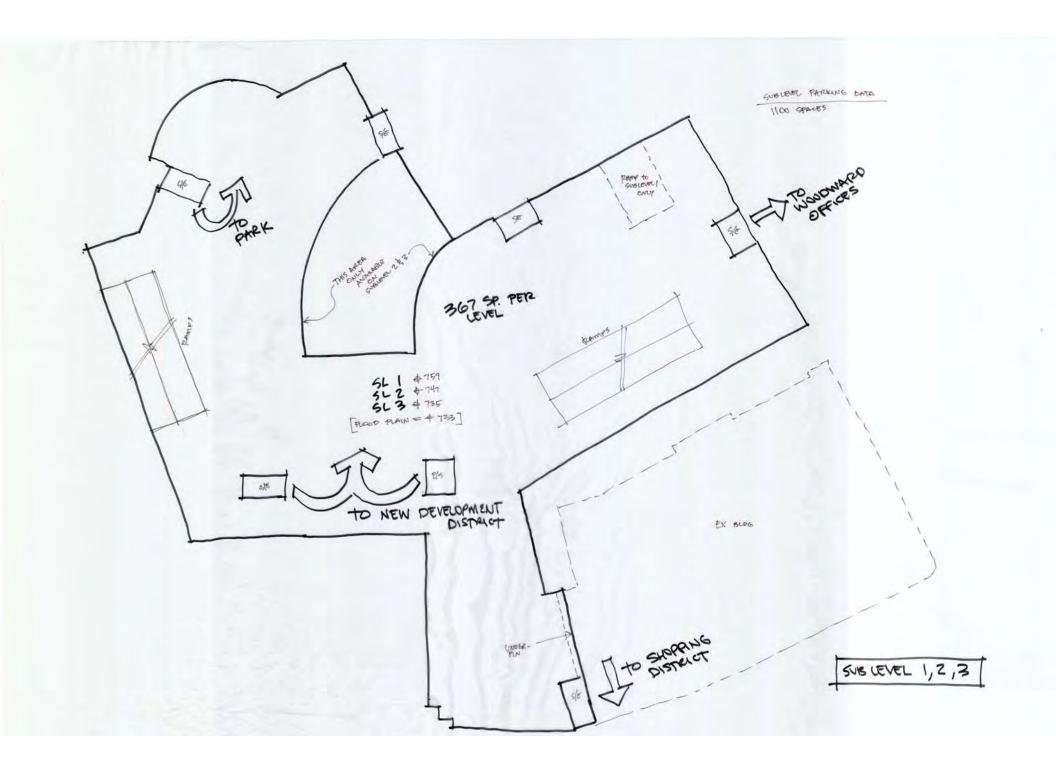
retail spaces, such that there are no delays between construction completion and opening day for the retailers.

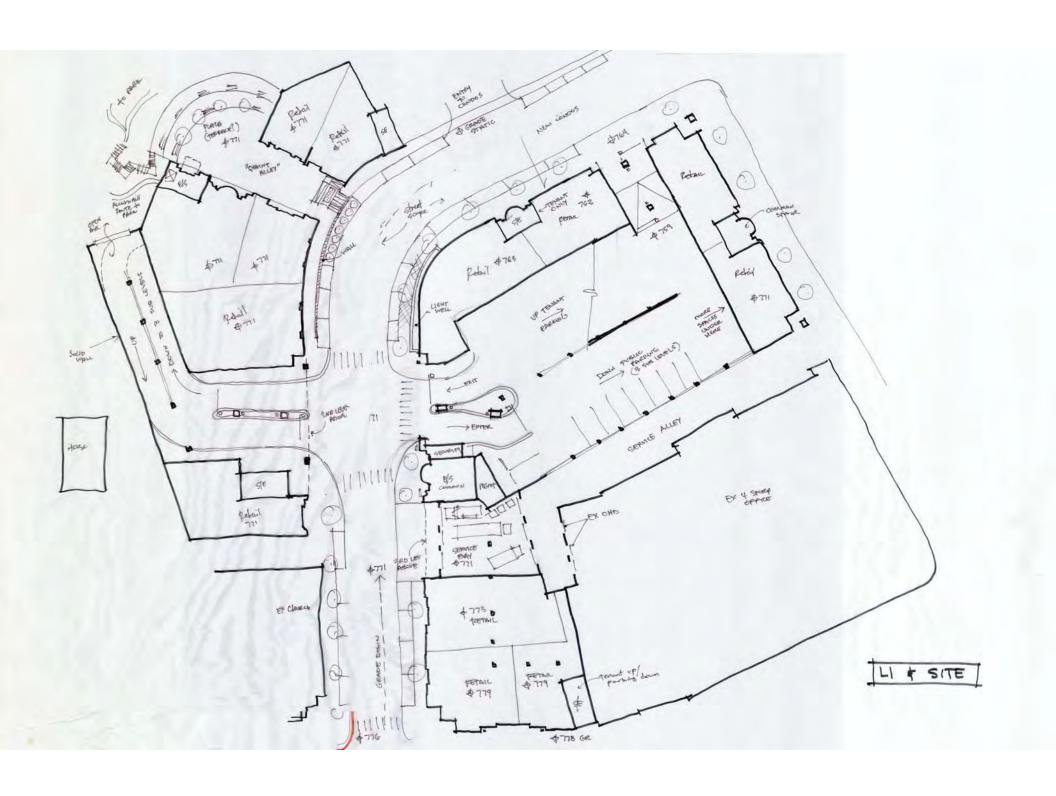
Construction will commence, likely as a two-phased project. Between the two phases, the construction period will be in the range of 24 months and be disruptive to the surroundings. Working side by side with the DPW, Colasanti will make every effort to keep a safe, clean site and provide protection for pedestrians. Broad stroke discussions of this project place it in cost range of two to three hundred million dollars.

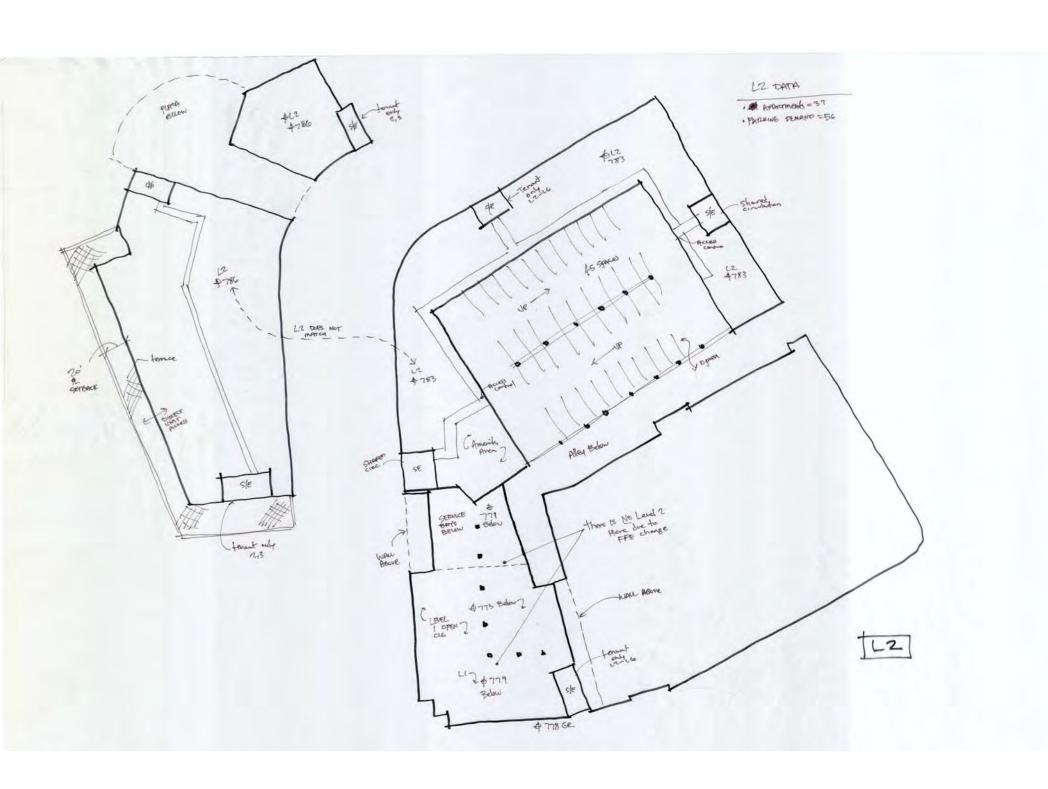
CONCEPT DIAGRAM

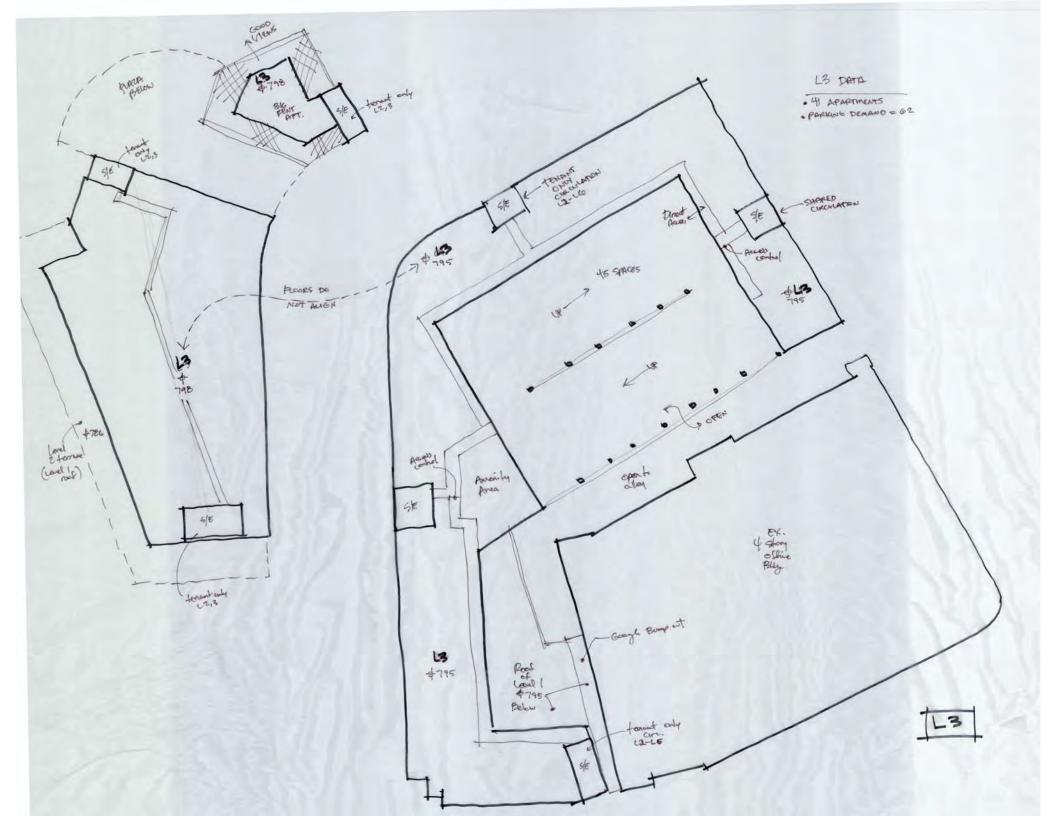
The TIR Equities team has performed a series of high-level diagrams using the list below (all design considerations listed in the RFQ) regarding The North Old Woodward / Bates Street Development. The pursuant diagrams do not represent a proposed design; however, as required for this response, is a demonstration that our team is up to speed on the city's objectives.

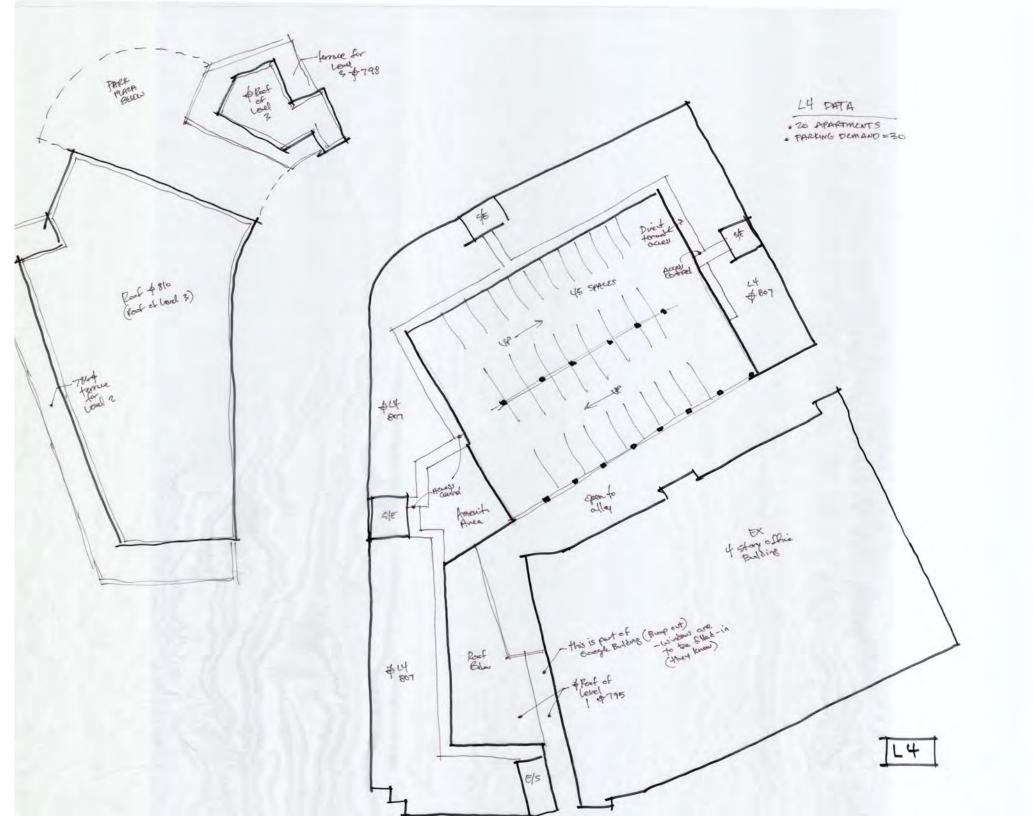
- New parking structure(s) with a minimum of 1150 parking spaces.
- New mixed use building adjacent to parking structure facing N. Old Woodward Ave.
- Service drive access to the adjacent buildings both north and south of the parking structure.
- New mixed use building facing Willits St.
- Public park property and connection between a new City street and the existing Rouge River to the north.
- Residential building on the north
- To extend Bates Street from Willits and provide access to a location on North Old Woodward as envisioned in the Downtown Birmingham 2016 Plan.
- To accommodate current and future public parking needs with consideration for transient, employee permit parking, shoppers and faith-based community uses.
- To provide a form of residential, commercial and/or mixed use development along the extension to Bates Street to create an activated urban streetscape.
- To contribute to the improvement of the downtown as an active, pedestrianoriented retail, residential and community environment.
- Ensure an adequate supply of conveniently located and attractively designed parking.
- To coordinate parking utilization in conjunction with public parking standards modified to accommodate mixed residential and business uses.
- To incorporate existing streetscape standards into proposed streetscape design and create an attractive streetscape that unifies, enhances and connects the N. Old Woodward / Bates Street site with the rest of the downtown.
- Enhance the N. Old Woodward / Bates Street site as a safe, convenient and hospitable pedestrian environment, while linking Willits to North Old Woodward.
- To ensure that new construction is compatible with the existing building fabric
- Minimize conflicts between vehicles, pedestrians and cyclists.

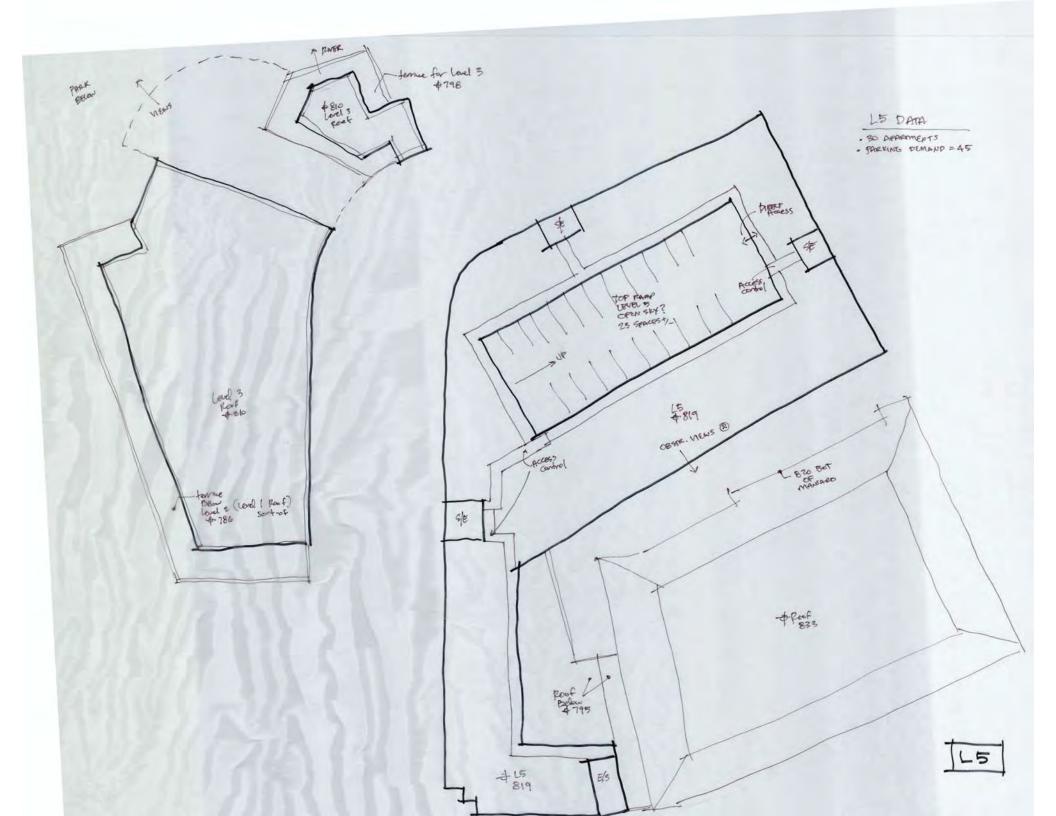


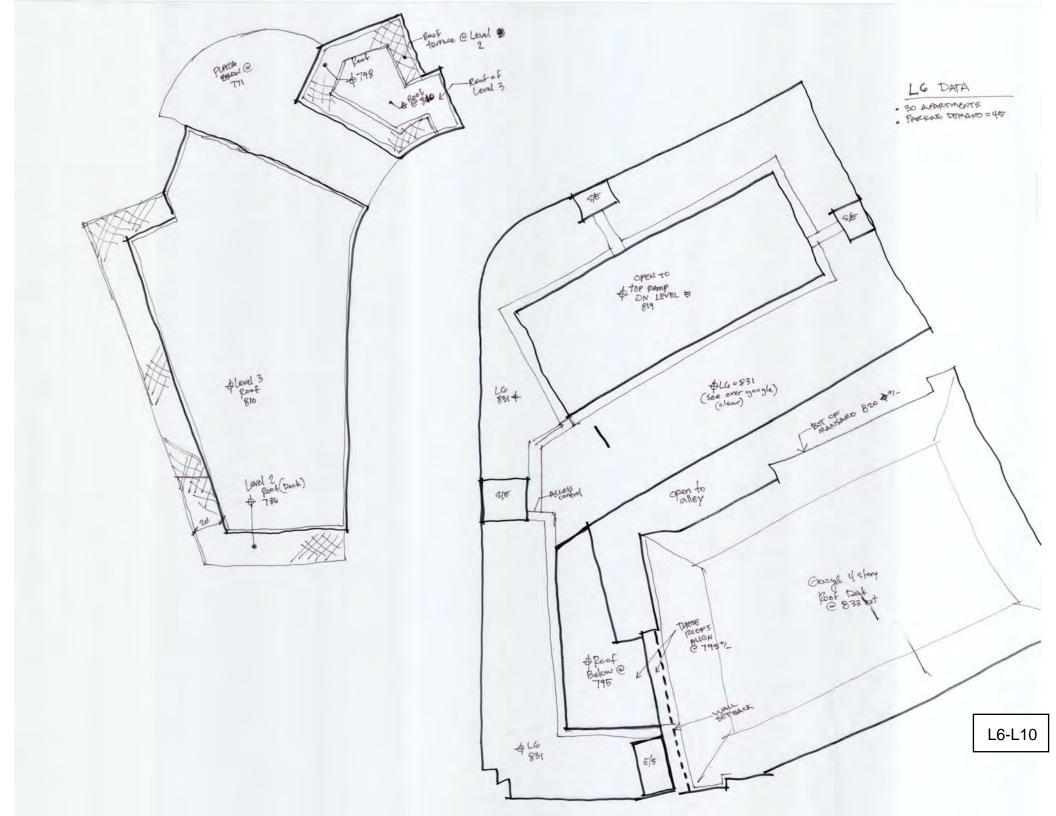


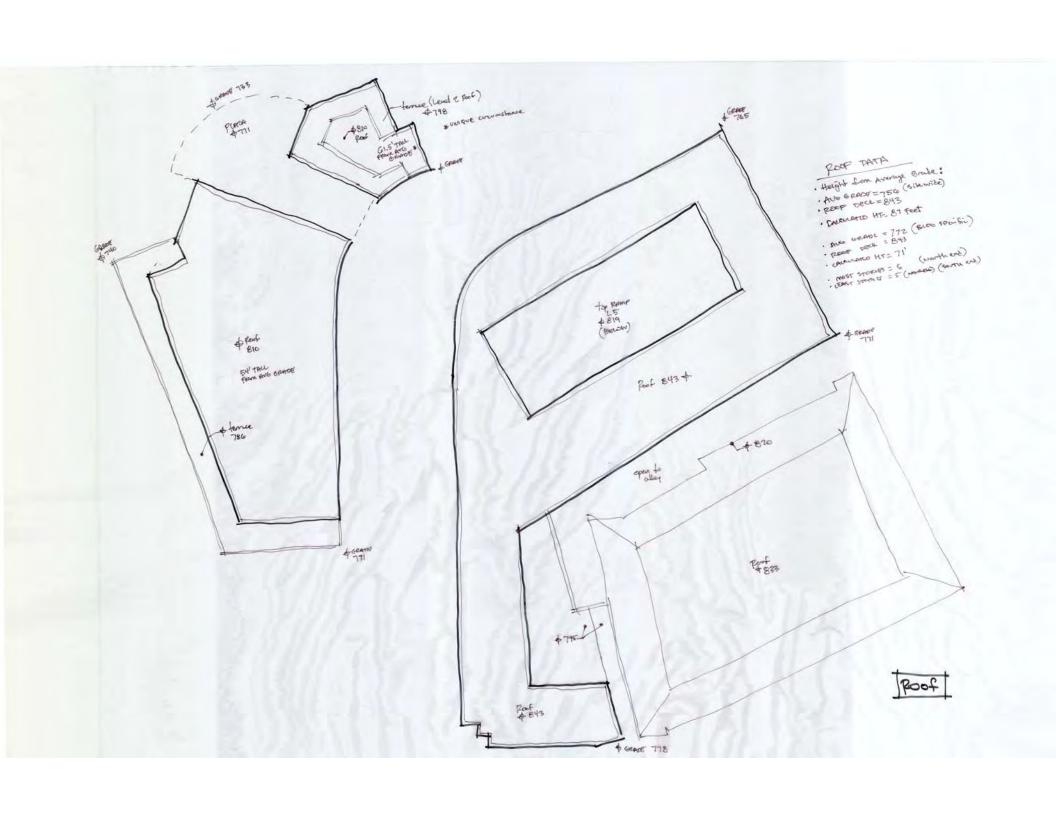


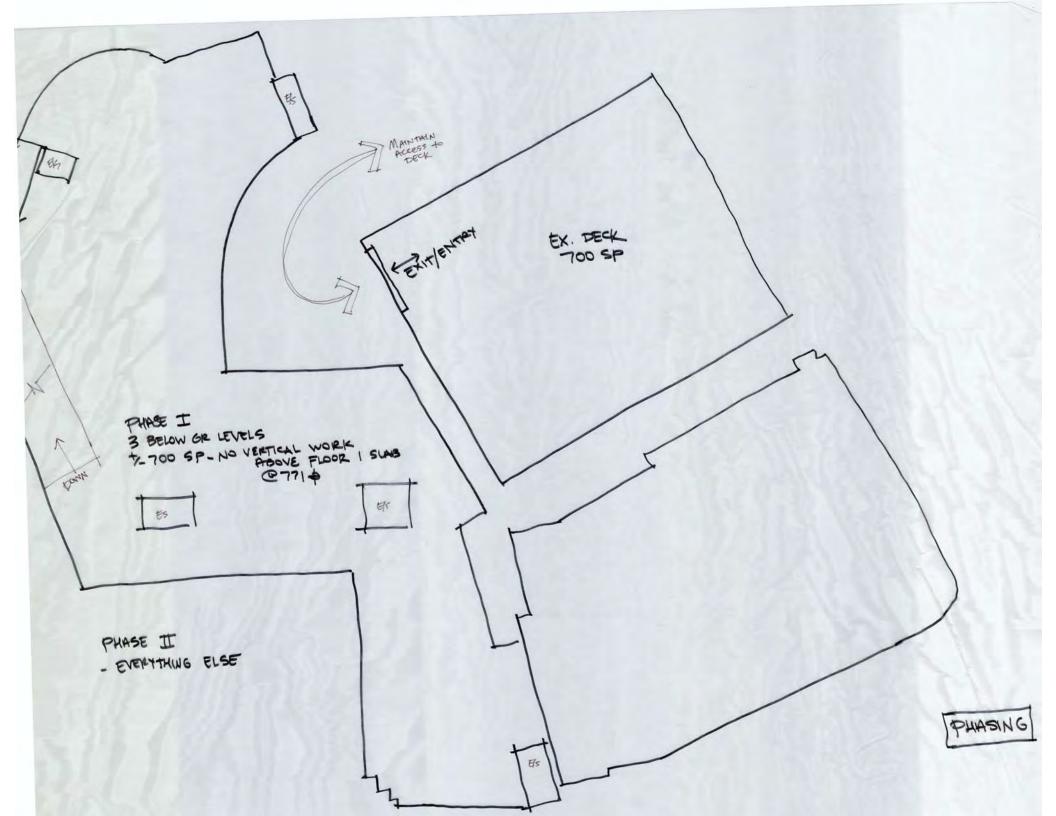












CONTACT PAGE

Ara J. Darakjian TIR Equities mobile: 248-819-6000 ara.d@tirequities.com

Peter M. Stuhlreyer, AIA Designhaus Architecture 301 Walnut Blvd. Rochester, MI 48307 peter@designhaus.com mobile: 248-492-1092



City of Birmingham NORTH OLD WOODWARD / BATES STREET PARKING & SITE DEVELOPMENT

Birmingham, Michigan | May 15, 2017

ELECTRONIC















Submitted by

WOODWARD BATES PARTNERS LLC | 430 N. Old Woodward | Birmingham, Michigan 48009

Submitted to

CITY OF BIRMINGHAM | 151 Martin Street | Birmingham, Michigan 48009 | Attn: City Clerk



CONTENTS

- 1 EXECUTIVE SUMMARY
- 2 FIRM/TEAM DESCRIPTION
- 3 ORGANIZATIONAL STRUCTURE & WORKLOAD
- 4 EXPERIENCE
- **5** REFERENCES
- 6 FINANCIAL INFORMATION



May 15, 2017

City of Birmingham
City Commissioners
Ad Hoc Parking Development Committee
City Manager and Staff

Woodward Bates Partners LLC is pleased to submit our qualifications for the N. Old Woodward/Bates Street Parking and Site Development. Woodward Bates Partners is a collaboration of four organizations, whose experience includes the development, finance, design and construction of premier properties throughout Michigan. Our expertise includes mixed-use buildings with retail, office and residential developments, parking structures and public spaces.

Our team combines the design knowledge and intimate familiarity of Birmingham with Saroki Architecture, the construction management capability of Walbridge, the private-public partnership proficiency of the Boji Group and the local residential know-how of Robertson Brothers Homes. Various partners have collaborated on other successful developments including The Willits. The team will be guided by a core set of principles and governed by the leadership in an executive committee format.

Woodward Bates Partners LLC offers the following:

- Experience in public-private partnership environments
- Financial strength
- Proven local knowledge and experience in Birmingham
- Innovative solutions to financing, construction and design
- Development of dynamic work/play/live environments
- Sensitivity to resident stakeholders

Our team has completed several successful public-private-partnerships (PPPs), and brings unique capability to the proposed project, having utilized PPPs from both private and public sector perspectives and with varying levels of state and local government and higher education. By anticipating common PPP project impediments and understanding the critical public aspects of a project – transparency, communications and fiscal responsibility – the team develops a proactive strategy to minimize project disruptions and keep it moving forward. This distinctive experience sets our team apart and lessons learned from multiple projects results in optimal leveraging of resources to complete a project on time and on budget.

In addition, the group has teamed with industry-recognized leaders including Carl Walker for parking design; Michael Dul for landscape architecture and place making; Zimmerman/Volk for market studies and research; and Signature Associates for commercial leasing.

Our team will support the City of Birmingham's initiatives with its constituency and will work with the parking department's challenge of providing parking during the construction phase of this development. Our goal is to provide solutions for this undertaking, meeting critical deadlines to ensure efficient transitions throughout the different phases of development.

Please accept our qualifications package and we look forward to the opportunity to present our team in person.

Victor Saroki, FAIA Founder & President Saroki Architecture John Rakolta, Jr. Chairman & CEO Walbridge Ron Boji President Boji Group

Ronne & Bois

Paul C. Robertson, Jr. Chairman Robertson Brothers Homes



WOODWARD BATES PARTNERS LLC

1 EXECUTIVE SUMMARY

1 | EXECUTIVE SUMMARY

On behalf of our entire team, we thank you for giving us the opportunity to demonstrate our unique qualifications and approach to the North Old Woodward and Bates Street Parking and Site Development project. We understand the size, complexity and magnitude of this important project, as well as the impact it will have on the Birmingham community. Crafting an approach for such an undertaking cannot be taken lightly and we have carefully assembled a team with unmatched experience, resources and local knowledge.

- Using the best principles of urban design and sustainable architecture creates spaces with obvious synergy and resonance. Its buildings have created places and attractions that have evolved the social, cultural, and financial well-being of many communities. A team of attentive listeners, the City of Birmingham will be integrated into every aspect of design execution, from planning the character and texture of spaces to their ultimate creation.
- Headquartered in Detroit since 1916, **Walbridge** is Michigan's leading construction company. We're certain Walbridge's deep ties to labor, subcontractors and local vendors will play a positive and effective role in the North Old Woodward and Bates Street Parking and Site Development project's success.
- **Boji Group, LLC**, specializing in public-private partnerships, provides services for more than 2 million square feet of state-of-the-art commercial space. Headquartered in the heart of downtown Lansing, Boji Group has a seasoned, high caliber leadership with more than 25 years of real estate experience and an extensive network of professionals and industry experts to complete the span of project requirements.
- For more than 70 years, **Robertson Brothers Homes (RB)** has been elevating the Metro Detroit landscape by building high-quality homes and first-rate communities. Garnering national attention and receiving a myriad of awards since its founding, RB is passionate about building lively, beautiful communities with a wide array of home styles to meet the needs and exceed the desires of Michigan residents.

These four nationally-recognized leaders are excited about teaming together to provide the City of Birmingham with a solution that will address the complexity, understanding and resources necessary to achieve project success. **Through this partnership, the whole truly is greater than the** sum of its parts.



SAROKI ARCHITECTURE VICTOR SAROKI, FAIA

- Leads architectural design
- Leads local approval process
- Manages relationship with City staff and elected officials
- Creates design materials for City responses
- Engages design professionals and engineers, as needed, including landscape architect (Michael Dul) and parking consultant (Carl Walker)



WALBRIDGE JOHN RAKOLTA, JR.

- Develops project cost estimates under various scenarios
- Prepares final budget and on-going budget tracking reports
- Prepares project timeline
- Conducts all preconstruction planning
- Manages trade contractor planning, procurement, management and administration
- Closes out project construction



BOJI GROUP RON BOJI

- Provides public-private partnership expertise
- Leads concept development and design oversight
- Pursues all project agreements approvals
- Engages public relations firm, on behalf of the City, for positive project campaign including community meetings and public hearings
- Coordinates all third-party consultants and professionals for pre-development requirements
- Engages real estate broker
- Pursues project financing options with lending institutions and pursues economic incentives



ROBERTSON BROS. HOMES PAUL C. ROBERSTON, JR.

- Provides public-private partnership expertise
- Leads all residential aspects of the project
- Expertise with the approval process
- Works on financing options for the residential components of the project
- Handles all sales or leasing for residential units
- Responsible for unit design and layouts
- Expertise in residential construction

1 | EXECUTIVE SUMMARY

Our proposal meets the City of Birmingham's development objectives in the following ways:

Bates Street Extension

The extension of Bates Street completes the 2016 Plan. Bates Street will be extended from Willits to North Old Woodward. Street parking will be provided on one side and pedestrian sidewalks with trees will be provided on each side of the street. The Bates extension will promote and enhance the walkability of the City and promote improved vehicle accessibility/connectivity. Street trees, street lights and paving patterns will be included based upon the downtown street standards.

Downtown Birmingham Parking Expansion

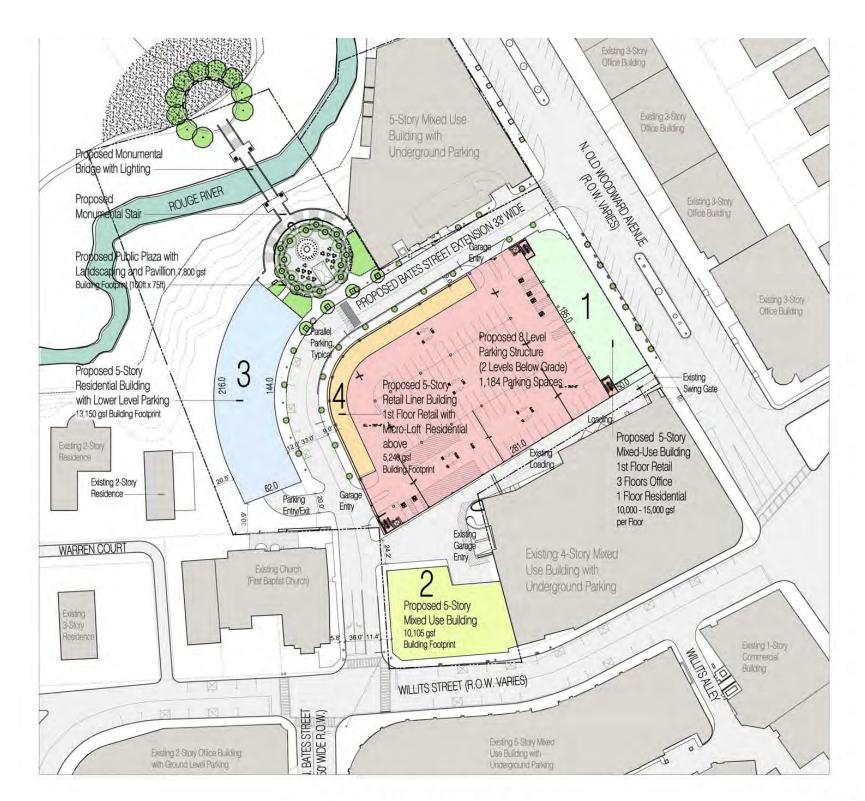
The proposed new parking structure will accommodate +/- 1,200 cars. The new structure will be two levels below grade and 6½ - 7½ levels above the ground. Retail storefronts will line the first floor of the structure on Bates Street with the opportunity of small loft units integrated above. The structure will be comfortably nestled between two new mixed-use buildings on North Old Woodward and Willits. The new state-of-the art parking structure will be fully accessible and sustainable. The street façade of the parking structure will incorporate appropriate architecture for a sophisticated urban aesthetic.

Development of a Public Plaza

The project will include an urban plaza that will offer landscape and water features, seating and gathering areas and a charming retail kiosk building that can serve coffee, beverages, ice cream, newsstand, etc. In addition, the plaza will provide pedestrian connectivity to Booth Park through ramps/stairs and a footbridge over the river. The plaza will offer new scenic views of the area's natural beauty to the northwest river valley view.

Development of New Mixed-Use Buildings

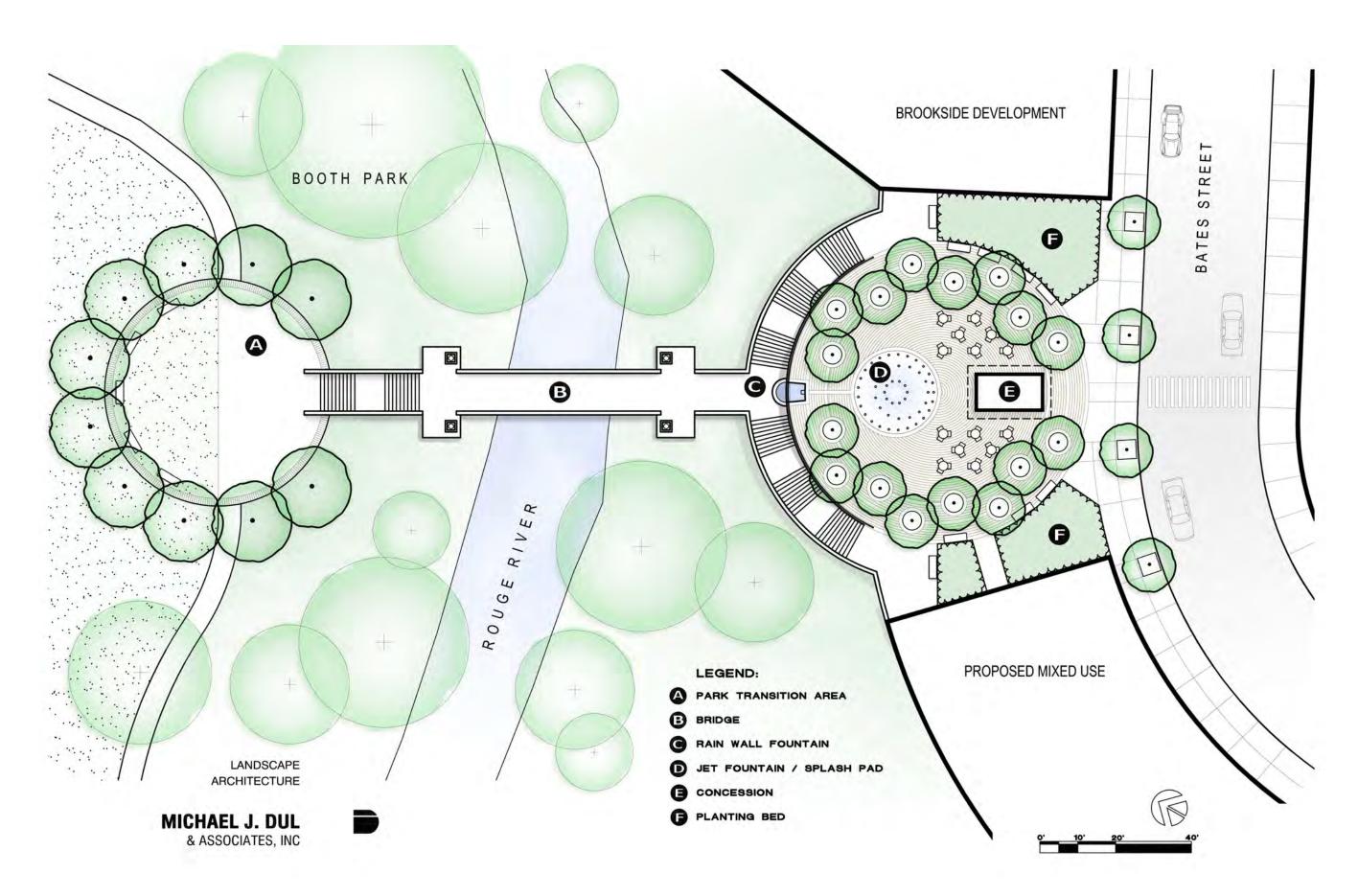
Three new separate mixed-use buildings will be developed on North Old Woodward, Willits and Bates. Each building will be five floors and each building will provide on-site underground parking. The buildings on North Old Woodward and Willits will include first floor retail, office and residential. The Bates Street building will have first floor retail and upper floors of residential units with a variety of sizes to appeal to all generations. In addition, the project will include a retail liner within the parking structure along Bates, and a proposal for affordable (studio/loft) residential units above. These new buildings will infill gaps on our street frontages and each building will be different with unique, high quality architecture. The top floors of all the buildings will be set back along the street frontage lines.





Proposed Scheme

N. Old Woodward / Bates St.
Parking and Site Development
City of Birmingham
Site Plan
May 15, 2017

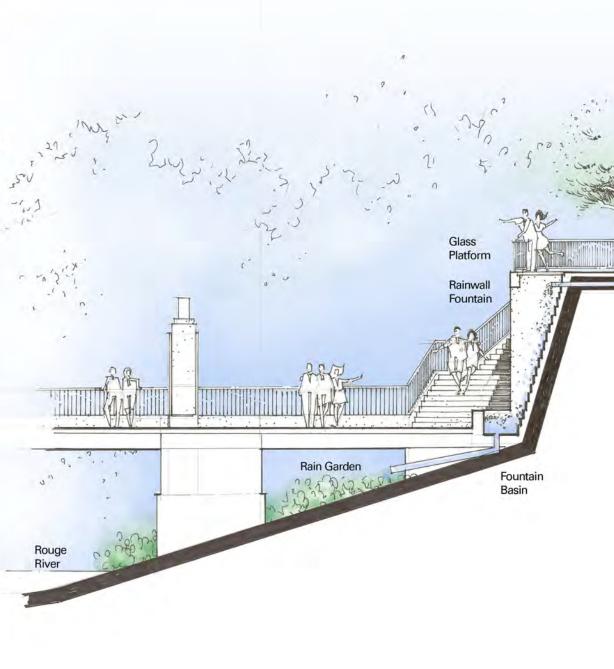




SEATING AREA - ORNAMENTAL PAVING



JET FOUNTAIN FOCAL POINT



LANDSCAPE

ARCHITECTURE

MICHAEL J. DUL

& ASSOCIATES, INC

PEDESTRIAN STREETSCAPE

Conceived in Duany's 2016 master plan the Bates Street extension will provide a new pedestrian-orientated urban streetscape from Willits to North Old Woodward Ave. This concept along with the integration of an urban courtyard will provide a dramatic overlook and connection to Booth Park and the city's trail system.

URBAN COURTYARD

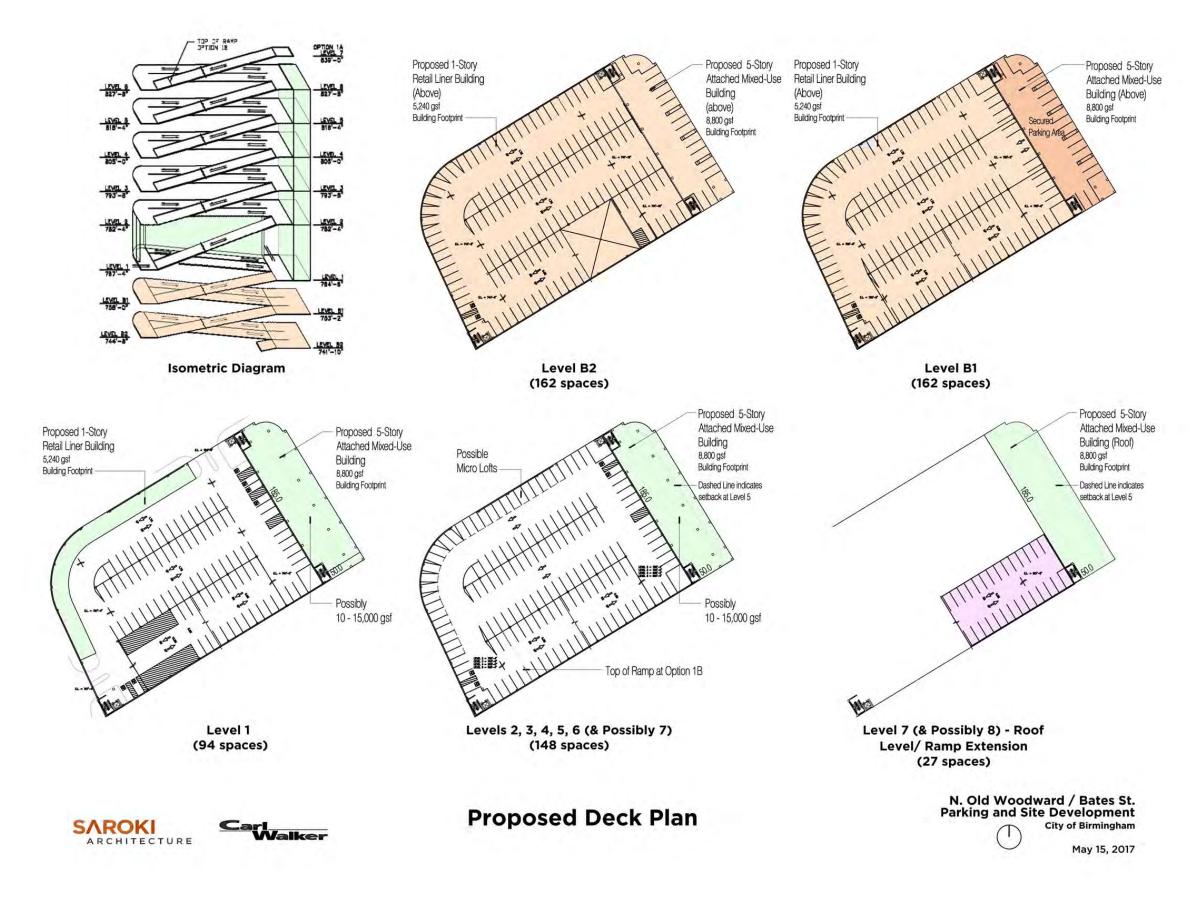
An urban courtyard will extend from the streetscape and create spatial contrast and relief from the mass of the new buildings. The plaza itself will feature an illuminated focal point jet spray fountain and concession structure. Benches and canopy trees will be will be integrated within a radial paving pattern with a focus on the water feature.

PEDESTRIAN CONNECTION TO BOOTH PARK

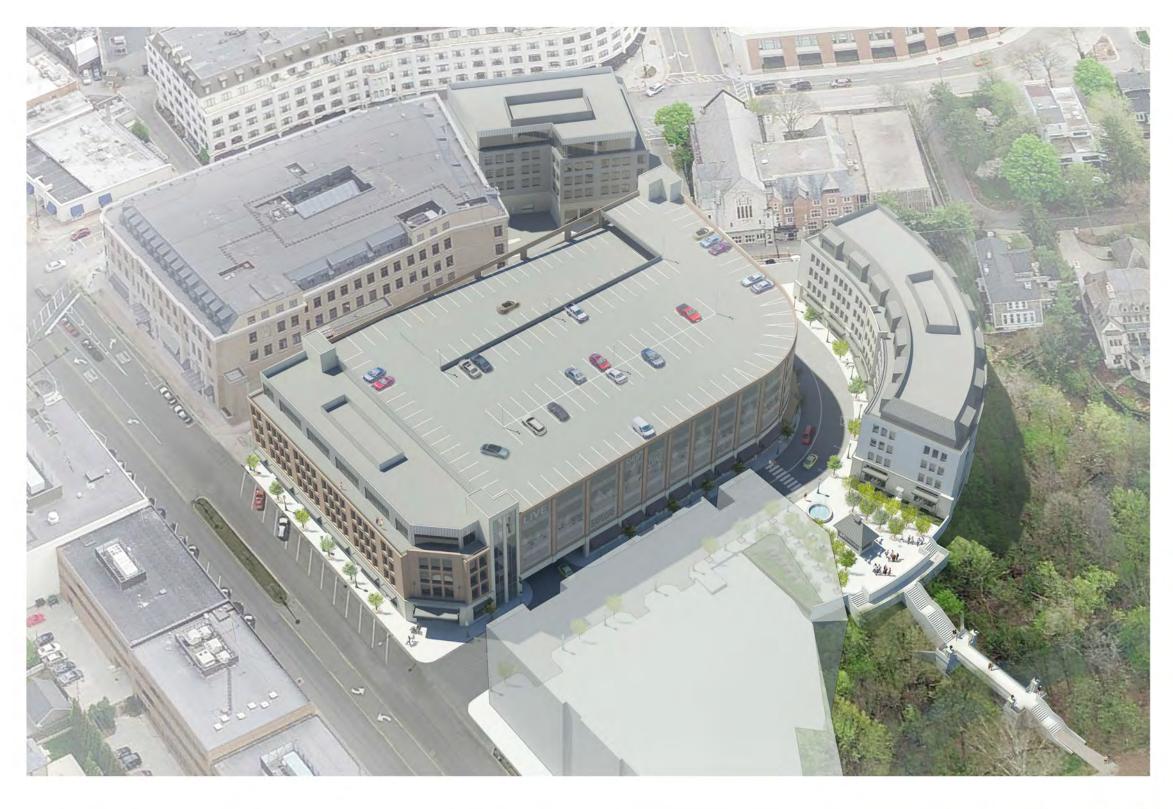
Perched high above the Rouge River the plaza will provide the starting point to a Booth Park pedestrian connection. A pair of grand staircases concentric to the plaza will facilitate the pedestrian descent to a monumental bridge that crosses the river to the trail system and park. A generous space is defined at the base of the descent that will serve as a pedestrian transition area from park to plaza.

STORMWATER MANAGEMENT

Rainwater discharge is integrated within the plaza design in a way that celebrates its relationship with nature. A stainless steel lineal drainage grate collects & creatively discharges surface water down a notched portion of the 15' high plaza wall. It is collected in a fountain basin at the foot of the staircase then makes its way to a rain garden then to the river. A glass floor at the upper plaza level is positioned over the waterfall wall and provides a view that demonstrates the relationship between nature and the built environment.



1 | EXECUTIVE SUMMARY



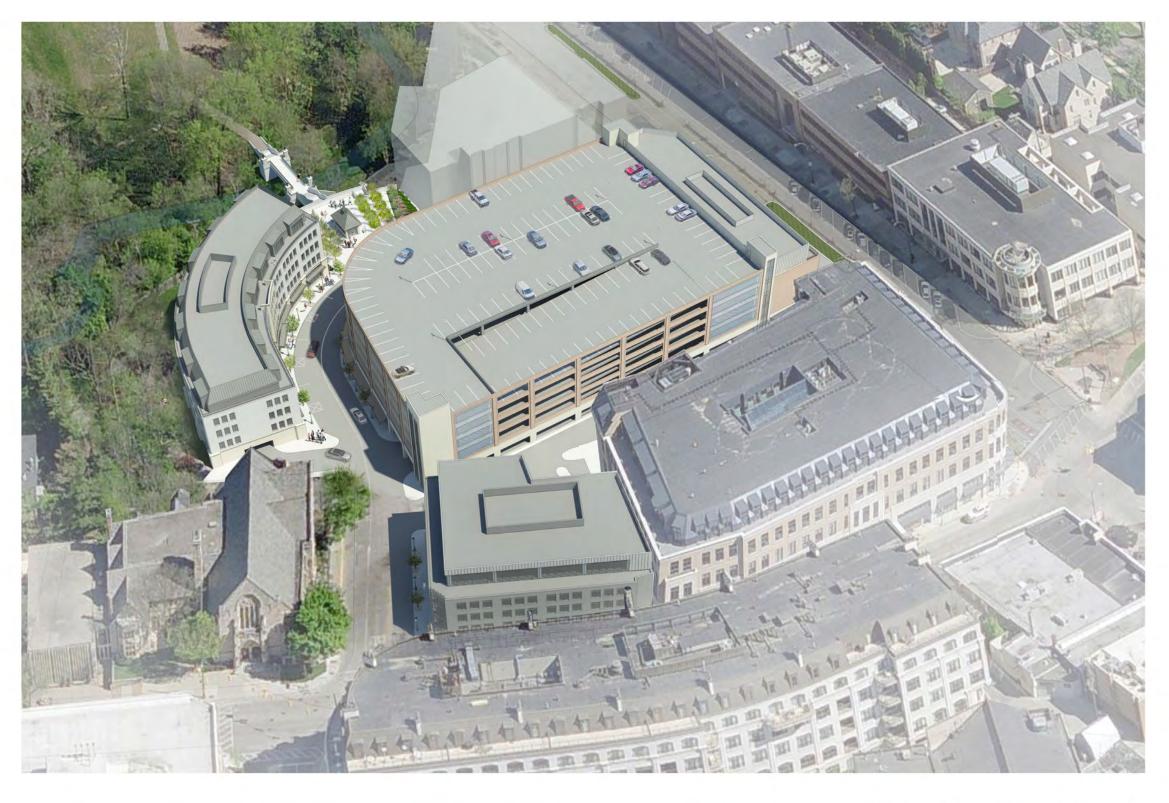


North Bird's Eye View

N. Old Woodward / Bates St. Parking and Site Development City of Birmingham

May 15, 2017

1 | EXECUTIVE SUMMARY





South Bird's Eye View

N. Old Woodward / Bates St. Parking and Site Development City of Birmingham

May 15, 2017





Mixed-Use Building at North Old Woodward

N. Old Woodward / Bates St. Parking and Site Development City of Birmingham Rendering May 15, 2017





New Bates Street Extension

N. Old Woodward / Bates St. Parking and Site Development City of Birmingham Rendering May 15, 2017





Mixed-Use Building at Willits

N. Old Woodward / Bates St. Parking and Site Development City of Birmingham Rendering May 15, 2017

North Old Woodward/Bates Street Site Challenges

The North Old Woodward/Bates Street and Site Development project is located in an area of the City of Birmingham where people live, work and play. Therefore, there is a heightened level of sensitivity that needs to be embedded in the planning and execution of the work to assure that the project behaves like a good neighbor and exhibits the appropriate level of sensitivity to the surrounding community. Proactive planning drives efficient execution of the work. We will seek out practical and common sense solutions to some of the key challenges that need to be solved, such as:



Preliminary Public Parking Solution

Because of the demolition of the existing parking garage and surface lots, it will be critical to find a temporary parking solution to make sure that residents, visitors and people that work in downtown Birmingham have continued access to parking during the construction of the project. We will explore multiple options, but one of these solutions may entail utilizing a remote parking lot with shuttle service to and from downtown Birmingham.

Walbridge has experience with providing these types of solutions. As an example, coordinate both pedestrian and vehicle flow at the access points. on a large local program, Walbridge helped develop a mobile device shuttle tracker application that tracks vehicle locations on a digital map via global positioning satellite receivers on buses, updated every four seconds. A realtime map was integrated with a transit screen application to show status of actual shuttle traffic. A combination of predeveloped applications and custom programming was undertaken to achieve this solution. A mobile application can also be developed and downloaded to a smart phone from the internet so the status of the busses would be readily available to the user.

For example, shuttles can be utilized for transportation to/from other available municipal and/or private parking lots (i.e. churches, other municipal decks, schools.)



Traffic and Public Safety

stakeholders, develop and maintain a project logistics plan in order to assure public safety and the implementation of the proper traffic and pedestrian controls. This plan will include designated construction traffic routes, pedestrian detours, access points to the project, the identification of the construction zone with use of perimeter fencing and signage throughout. In addition, construction traffic and equipment that will be accessing the project will have designated flagmen that will direct the equipment and

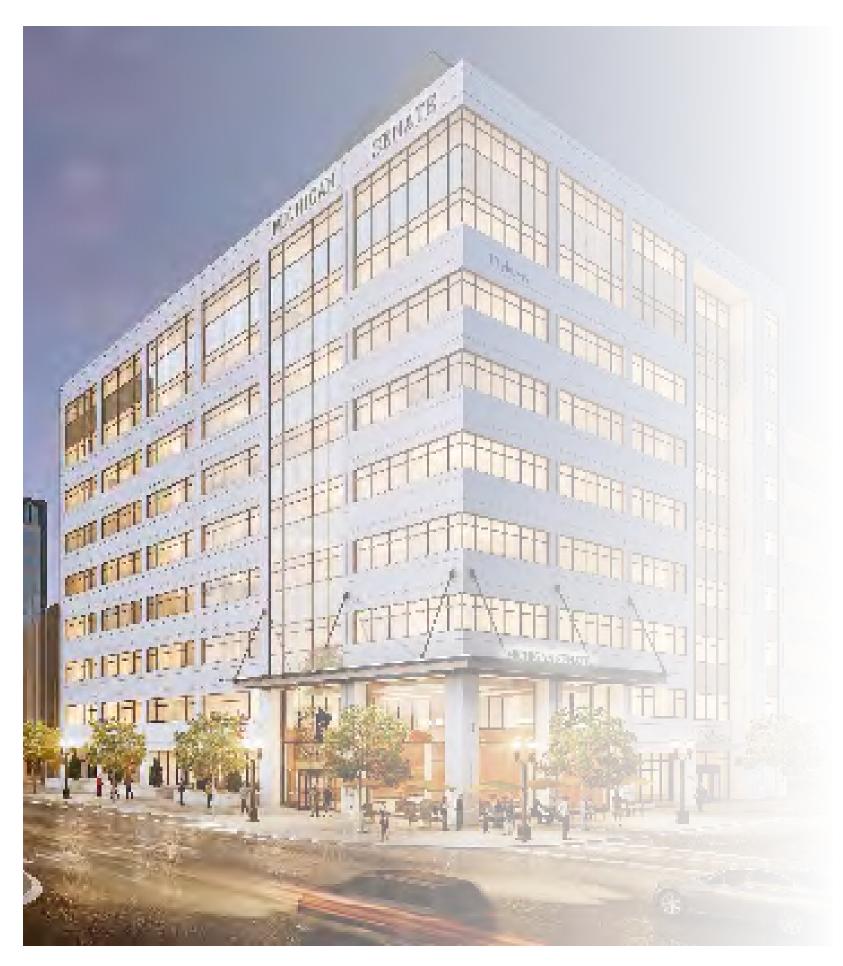
We will develop the necessary level of understanding of the local environment with respect to pedestrian and traffic flow, unique needs of local businesses and residents and visitors in the immediate area, and potential impacts to local events throughout the year. We will develop a **comprehensive safety plan** that encompasses not only worker safety, but also the following:

- Informational signage at appropriate locations
- Pedestrian flow (avoiding pinch points), protective measures, cross walks, and associated safety and informational signage
- Traffic flow, temporary lane closures, detours, and associated signage
- Unique needs of local businesses (i.e. access to loading docks)
- Coordination with public and private utility companies and the impact of their work on the immediate area
- Scheduling of deliveries during non-peak hours



Environmental Impacts (Noise/Dust/Vibration)

Public safety will be our top priority. We will, in coordination with the project We have extensive experience working in dynamic urban environments – managing public safety, pedestrian and motorized traffic, tight logistics – and we will apply those experiences and lessons learned to this project. We will be sensitive to the impacts to the local community and will work to **minimize any impacts from construction noise, dust and vibration** that may be generated by various construction activities. This will include exploring design solutions that allow for construction methods that reduce these impacts during construction. In addition, we will follow local restrictions with respect to working hours which will also be applied to issues like equipment idling, waste dumpster removals, material deliveries, etc.



2 FIRM/TEAM DESCRIPTION

WOODWARD BATES PARTNERS LLC

2 | FIRM / TEAM DESCRIPTION

A development team headed by an experienced developer should be identified including, as required, an architect, construction consultant, developer, economic-financial consultant, and leasing/management company. Depending on the developer's capabilities, the team may include as few or as many firms as required.

EQUITY PARTNER	ESTABLISHED	LOCATION	ROLE	LEADERSHIP	# OF TEAM MEMBERS
Saroki Architecture	1982	430 N. Old Woodward Birmingham, Michigan 48009	Architecture	Victor Saroki, FAIA <i>President</i>	20
Walbridge	1916	777 Woodward Ave., Suite 300 Detroit, Michigan 48226	Construction Manager	John Rakolta, Jr. Chairman & CEO Adorno Piccinini Asst. VP Real Estate Development	1000
Boji Group	1998	Local Office 25700 W. 8 Mile Rd. Southfield, Michigan 48033 Headquarters Boji Tower 124 W. Allegan St., Suite 2100 Lansing, Michigan 48933	Development & Entitlements	Ron Boji President Terri Fitzpatrick Chief Operating Officer Michael Leinweber, LEED AP VP of Construction Services	18
Robertson Brothers Homes	1945	6905 Telegraph Rd., Suite 200 Bloomfield Hills, Michigan 48301	Residential Developer	Paul C. Robertson, Jr. Chairman	46
EXCLUSIVE TEAM MEMBERS	_				
Carl Walker	1983	5136 Lovers Lane, #200 Portage, Michigan 49002	Parking Consultant	Michael Ortleib, PE Executive Vice President	50
Signature Associates	1989	One Towne Square, Suite 1200 Southfield, Michigan 48076	Broker	Steve Gordon President	150
Michael J. Dul & Associates	1980	212 Daines Street Birmingham, MI 48009	Landscape Architect	Michael J. Dul, RLA, ASLA President	5
Zimmerman/Volk Associates	1988	PO Box 4907 Clifton, New Jersey 08809	Market Research & Strategic Analysis	Laurie Volk <i>Principal</i>	5
Luckenbach Ziegelman Architects	1980	36800 Woodward Ave # 100 Bloomfield Hills, Michigan 48304	Architecture	Robert Ziegelman, FAIA Principal	5

SAROKI ARCHITECTURE OVERVIEW



Saroki Architecture is a thriving 20-person architecture design firm located in Downtown Birmingham, Michigan. Started in 1982, the firm is a family-owned practice that has developed an exemplary reputation for understanding urban contexts, mixed-use developments, and complex project development scenarios.



The work of the firm has been recognized with more than 80 awards and more than 80 articles on design, including many in national publications. In 2007, AIA-Michigan conferred the prestigious Firm of the Year award on Saroki Architecture, an award that recognizes the firm's commitment to the highest standards of architectural design and practice for 35 years.

Saroki Architecture's network of combined design consultants includes structural engineering, mechanical, electrical and plumbing (MEP) engineering, landscape architecture and civil engineering, providing more than 60 design professionals on our architectural/engineering team. Our team has designed offices, theaters, restaurants, retail spaces, galleries, country clubs, hotels, custom residences, town homes, and mixed-use lofts/condominiums. Our work has rejuvenated the social and cultural atmosphere of the communities the firm has worked within. Using the best principles of urban design and sustainable architecture, Saroki Architecture has created spaces with synergy and resonance. We have created places and attractions that have evolved the social, cultural, and financial well-being of many communities.

Saroki Architecture's body of work demonstrates abundant experience working within downtown Birmingham while helping to develop its landscape. With a unique history and close connection with the City of Birmingham, Saroki Architecture is uniquely positioned to bring added value and appropriate design to Birmingham's N. Old Woodward/Bates Street Parking and Site Development initiative.

BEGINNING TO END

Rooted in a customer-centric approach, we help you realize your vision from conception through completion. As a team of attentive listeners, we integrate you into every aspect of design execution, from planning the character and texture of spaces to their ultimate creation.

CRAFT & TECHNOLOGY

We blend artistry and mechanics with the latest technology to create timeless design, ensuring the right solution is conceived and implemented to enhance a work or home environment. We are committed to a design solution that fits your site, your schedule, and your budget.

INSPIRATIONAL INTERIORS

Interior planning goes beyond the measurement of four walls. We focus on discovering what suits your particular space. Whether you desire a classic environment that aligns with history or one that embraces modern themes and materials, we create a purposeful expression of your unique style and attitude.

ARCHITECTURE

Schematic Design Design Development Construction Construction Administration Sustainable Design/LEED Integrated Project Delivery/ Building Information Modeling (BIM) Renderings and 3-D

PLANNING

Master Planning Site Analysis Conceptual Studies Preliminary Scheduling/ Approvals

INTERIORS

Interior Design Furniture and Equipment Selection Sustainable Design/LEED

ASSOCIATIONS / AFFILIATIONS



















VICTOR SAROKI, FAIA

FOUNDER & PRESIDENT

Honorary Doctorate of Architecture, Lawrence Technological University Bachelor of Architecture, Lawrence Technological University Bachelor of Science in Architecture, Lawrence Technological University

Member, College of Fellows, American Institute of Architects
Registered Architect in the States of Michigan, Illinois and Maryland
Lawrence Technological University – Board of Trustees
American Institute of Architects
ICSC - International Council of Shopping Centers
ULI - Urban Land Institute

Victor is the president of Saroki Architecture, an award-winning architecture and interiors firm in Birmingham, Michigan, since 1982.

Victor was admitted to the College of Fellows of the American Institute of Architects (AIA) in 2000. With more than 30 years in business, the firm has earned more than 60 design awards including the AIA Michigan Firm of the Year in 2007. Victor was also the Birmingham Bloomfield Chamber Business Person of the Year in 2000, recipient of the Distinguished Architecture Alumni Award from Lawrence Technological University in 1998, and the Young Architect of the Year from AIA Detroit in 1994.

Focusing on the firm, Victor oversees all of the diverse work with projects including retail, hospitality, mixed-use, multiple residential, and custom residential. Works include the Royal Park Hotel, Birmingham Theater, ABC Harley Davison, Tribute Restaurant, Shenandoah Country Club, Plum Markets, and The District Lofts.



JEFFREY M. RYNTZ

ARCHITECT | ASSOCIATE AIA

Jeff has been with Saroki Architecture for more than 21 years as a key member in some of the firm's largest and most prestigious projects. Transitioning the firm from traditional drafting to computer-aided design, he continues to keep the office on the cusp of today's most significant technological advancements. An alumnus of the College of Architecture & Design at Lawrence Technological University, Jeff graduated with a Bachelor of Science in Architecture in 1992. Outside of the office, he can be found browsing the halls of the Detroit Institute of Arts and the area's great art galleries. Jeff's passion for art and architecture is fueled by his large and expanding library of books on art, architecture, and photography

HONORS

AlA Michigan Architectural Firm of the Year
AlA Detroit Design Award – "Windows on Detroit"

Masonry Institute of Michigan – Royal Park Hotel

Masonry Institute of Michigan – Private Residence
AlA Detroit Building Design Award – 430 N. Old Woodward

Masonry Institute of Michigan – 430 N. Old Woodward

AlA Michigan Building Design Honor Award – 430 N. Old Woodward

MIDEA Creative Use of Architectural Details – Berkowitz Gallery



EAVAN YALDO, LEED AP

ARCHITECT

A graduate of the College of Architecture & Design at Lawrence Technological University, Eavan received a Bachelor of Science in Architecture in 2002 and a Master of Architecture in 2005. As a project architect, she oversees full design and management of projects from predesign to closeout, conducting client meetings, municipal approvals, coordinating and delegating tasks to consultants, communication with state and local permitting agencies, and composing presentations for project proposals, lectures, and municipalities. Eavan has mastered a wide range of skills including renderings/electronic presentations, programming, space planning, site design, construction systems, construction documents, finish material selections, interior design and furnishings, project specifications, and construction administration. Her bold design is rivaled only by her delicate and meticulous attention to detail. Eavan's continuing passion for the field is evident in her mentoring of young, aspiring architects.

HONORS

2007 AIA Michigan Architectural Firm of the Year
2006 AIA Detroit Design Award – "Windows on Detroit"
2002 IFDA Student Design Competition – Second Place Winner
2000 LTU Honors Exhibition Award Recipient
1998 LTU Trustee Scholarship – 4 years



JEFFREY HALL

ARCHITECT

Master of Architecture, School of Architecture, University of Miami Master of Urban Design, School of Architecture, University of Miami Bachelor of Arts in Communications, Oakland University

Prior to joining our team, Jeffrey worked for firms in New York City, Miami, and Nashville developing a broad palette of architectural experience including hospitality, retail, office, industrial, and custom residential. With a foundation in classical architecture, Jeffrey brings a sensitivity to projects, balancing function with the art of design.

He received his Master of Architecture and Master of Urban Design from the School of Architecture at the University of Miami in Coral Gables, Florida. Currently he is pursuing his licensure as an architect in the state of Michigan.

HONORS

2009 Alpha Rho Chi Bronze Medal

2009 Urban Land Institute - Gerald D. Hines Student Urban Design Competition - Finalist Team member

2009 Graduate Student Award - University of Miami - School of Architecture

2008 Faculty Award for Outstanding Teaching Assistant - University of Miami - School of Architecture

2007-2008 Nancy Chambers Pierce Memorial Scholarship 2007 AIA Miami - Student of the Year

2007 Faculty Award for Student Service - University of Miami - School of Architecture

WALBRIDGE OVERVIEW

We consider ourselves partners in our clients' successes. Since our founding in 1916, our singular purpose has been to construct worldclass facilities. Facilities Built for GoodSM by expertly-managed teams whose passion for safety, quality and service is a personal commitment. Our philosophy of continuous improvement is a vital component of our Commitment to Excellence. In our efforts to develop competitive costing structures that focus on eliminating excesses and maximizing efficiencies, we continue to build upon our reputation as an innovative construction industry leader.

FULL-SERVICE PROVIDER

- Development
- Feasibility Studies
- Preconstruction
- Engineering Management
- Program Management
- General Contracting
- Value Engineering
- Design-Build
- EPC/EPCM
- Construction Management
- Decommissioning

TOOLS & PROCESSES

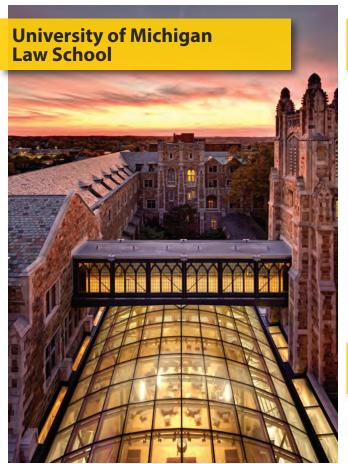
- VA/VE
- Lessons Learned
- Executive Reporting
- Building Information Modeling
- Scheduling
- Benchmark Progress
- Bluebeam Revu
- Modelogix
- Prolog

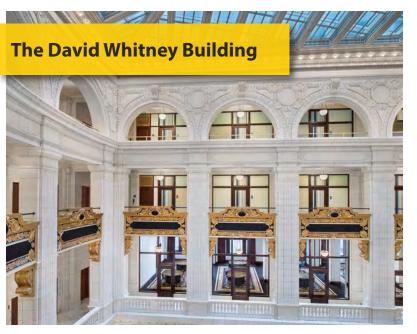
SELF-PERFORM SERVICE OFFERINGS

- Concrete
- Ironwork
- Rigging
- FM Services
- Technology

We have a remarkable legacy, molded and shaped by generation after generation. We are all linked to the future generations by our thoughts, actions, deeds and goodwill. It is not about words, it is about heart and values. Do something that counts. Built for Good.

- John Rakolta, Jr., Chairman & CEO







0.64

2017 Experience Modification Rate

ZERO Lost Time and DART cases

18 Million Hours Worked Without Lost Time

Atlanta, Georgia

Charlotte, North Carolina

Dallas, Texas

Detroit, Michigan

LeClaire, Iowa

Oak Ridge, Tennessee

Pittsburgh, Pennsylvania

St. Louis, Missouri

Domestic International

Mexico City, Mexico Sao Paulo, Brazil

> Global Office Locations

NATIONALLY RANKED Construction Company by Engineering News-Record

Top 400 US Contractor

Midwest Contractors

WOODWARD BATES PARTNERS LLC



JOHN RAKOLTA, JR.

Chairman & CEO

John is the seventh individual to lead Walbridge in its 100-year history. As a boy, his grandfather drove John to the company's equipment and maintenance yard to mow the lawn. John's father, John Rakolta, Sr., joined Walbridge in 1946 as a timekeeper and later served as President, CEO, Chairman and Chairman Emeritus from 1970 – 2003.

John Jr. received a Bachelor of Science degree in Civil Engineering from Marquette University in 1970 and later completed the Smaller Company Management Program at Harvard Business School. He joined the company in 1971 as an estimator and held positions of increasing responsibility. He became President in 1979, and succeeded his father as Chairman and CEO in 1993.

During his tenure, Walbridge has grown from a regional constructor with annual sales of \$40 million in the mid-1970s to a global entity registering sales of more than \$1.5 billion in 2016. Walbridge is an acknowledged industry leader in the areas of safety, quality and lean construction.

John has been a leader in both business and the community, especially in the area of race relations and corporate citizenship. He has been recognized with these honors:

AWARDS

2017 Lifetime Achievement Award, Urban Land Institute – Michigan Dr. Gerald K. Smith Humanitarian Award, Black Family Development, Inc. Executive Leadership Award, Marketing and Sales Executives of Detroit Distinguished Warrior Award, Urban League of Detroit and southeastern Michigan John Rakolta, Jr. Leadership in Race Relations Award (inaugural recipient), New Detroit Rackham Award, Engineering Society of Detroit Master Entrepreneur of the Year Award (Michigan and northwest Ohio), Ernst & Young Woodrow Wilson Award for Corporate Citizenship, Woodrow Wilson International Center for Scholars of the Smithsonian Institution



ADORNO PICCININI

Assistant Vice President Real Estate & Asset Development

Adorno has worked for more than 30 years in the development and construction industries. Throughout his career he has administered the development of multiple projects including industrial, cross docking, mixed use, parking structures, civic centers and multi-family communities. Adorno has been responsible for all phases of planning, land development, financing, design, engineering, and construction including close out, Owner occupancy and landlord.

RECENT DEVELOPMENT EXPERIENCE

- 150 Avenue LLC The Griswold Residential Tower | Detroit, Michigan
- The Plaza 3800 Woodward Residential Tower | Detroit, Michigan
- Bedrock Real Estate 28 W. Grand River Micro Lofts | Detroit, Michigan
- 140 Partners South Saginaw Pontiac Place | Pontiac, Michigan
- 55495 Grand River LLC New Hudson Business Park | Lyon Township, Michigan
- Challenge Manufacturing Brownfield Body Shop | Pontiac, Michigan

PROFESSIONAL ORGANIZATIONS/CERTIFICATIONS

Michigan Builders License No. 2101197917

Michigan Real Estate Broker License No. 6502320037

Building Industry Association of Southeast Michigan – Executive Officer

Building Industry Association of Southeast Michigan – Membership Chairman

Michigan Association of Home Builders – State Director

NAHB – Multifamily Council

NAHB Senior Housing Council

American Society of Civil Engineers

ICSC Membership

ULI Membership

USGBC Membership

MCA - Restoration Committee

AWARDS

NAHB/HBA Builder of the Year Award Crain's Detroit 40 under 40



NILS VITSO

PROJECT DIRECTOR

Bachelor of Science, Civil Engineering Trondheim Technological College, Trondheim, Norway

Nils is a seasoned professional with 37 years in the construction industry. His diverse background includes experience as a designer, construction manager, and owner representative. Nils offers a thorough and diverse background in all aspects of the construction industry. He has proven to be a valuable asset on several large and complex projects where his sense of order and discipline have helped to manage the significant changes and obstacles with which these projects typically face.



28 W. GRAND RIVER MICROLOFTS Detroit, Michigan



THE GRISWOLD
Detroit, Michigan



UNIVERSITY OF MICHIGAN STUDENT CENTER Ann Arbor, Michigan



GENERAL MOTORS TECH CENTER CAMPUS PROJECTS - PARKING DECKS & OFFICE BUILDINGS| Warren, Michigan



DETROIT PUBLIC SCHOOLS CAPITAL BOND PROGRAM | Detroit, Michigan



UNIVERSITY OF MICHIGAN MUNGER
GRADUATE RESIDENCES | Ann Arbor, Michigan



HAITHAM SARSAM, LEED AP

SENIOR PROJECT MANAGER

Master of Construction Engineering, Lawrence Technological University Bachelor of Civil Engineering, University of Technology, Iraq

With more than 24 years of experience in the industry, Haitham has served in a variety of capacities throughout his career and developed the skills necessary to successfully manage and schedule large, complex projects. Haitham will be responsible for the day-to-day development and execution of the jobsite quality plan and construction management activities in all phases of the project.



THE GRISWOLD

Detroit, Michigan



TOYOTA PE OFFICE BUILDING Georgetown, Kentucky



USACE BUILDING RENOVATIONS Ft. Benning, Georgia



USACE 31ST ADA BRIGADE TACTICAL EQUIPMENT FACILITY | Ft. Sill, Oklahoma



DETROIT WATER & SEWERAGE BABY CREEK CSO FACILITY | Detroit, Michigan

BOJI GROUP **OVERVIEW**

SERVICE EXCELLENCE | PRIVATE-PUBLIC PARTNERSHIPS | INNOVATIVE SOLUTIONS

Boji Group, LLC is a progressive real estate development, property management and construction management firm, providing services for more than 2 million square feet of state-of-the-art commercial space. Headquartered in the heart of downtown Lansing, Michigan's capital city, Boji Group is wholly owned by Louie and Ron Boji. With a commitment to sustainable building development and operating practices, Boji Group has successfully grown over the last 25 years. It began with the purchase of a Lansing landmark, Michigan National Tower, renamed Boji

Tower, which retains its status as the tallest building in Lansing and figures prominently on the Capital's skyline. Boji Group has a seasoned, high caliber leadership team, with more than 25 years of real estate experience, and an extensive network of professionals and industry experts to complete the span of project needs. Boji Group specializes in creating innovative solutions to challenging development opportunities, and creating private-public partnerships to achieve project goals. Boji Group is highly accomplished at utilizing partnerships in both private and public sector projects, holding 30% of its portfolio with state and local government. Boji Group has a proud tradition of exceeding customer expectations and a culture of service excellence, and welcomes the opportunity to meet your real estate needs.

BOJI GROUP manages MORE THAN 2,000,000 square feet of PROPERTIES

"Boji Group has experienced tremendous growth because they do things right. We experience it first hand as a tenant in the Boji Tower – Lansing's most iconic building. I've worked closely with Ron Boji for almost 15 years and can't say enough positive things about how Boji Group treats their tenants or how they run their business."

John Truscott
President & Principal
Truscott Rossman

"Developer **Ron Boji** played a pivotal role in maintaining a Davenport University presence in downtown Lansing. Working alongside Davenport and Lansing Mayor Virg Bernero, we recently dedicated our new high-tech campus just a few blocks from Michigan's Capital. It is this type of creative thinking and public-private partnerships that help us continue to evolve within the markets we serve, and spark transformative, positive change in the communities we share."

Mike Volk Chief Financial Officer Davenport University













RON BOJI PRESIDENT

Ron has been President of Boji Group since its formation 20 years ago, and has guided the development, construction management and property management of more than 2 million square feet of space. With the purchase of their signature property in Michigan, DTMB, where she was responsible for oversight of a portfolio of 700+ leases 1998, the Michigan National Tower (renamed Boji Tower), Ron has led the company's growth to include a portfolio of more than 50 properties throughout Michigan, Ohio, North Carolina and California. Ron has spearheaded numerous Private-Public Partnerships with state and local government and higher education resulting in the development and management of more than 600,000 square feet of space, and prides himself on securing strategic partnerships and long-term relationships empowering the company to succeed at every level. In addition to development, Ron is a handson property manager, with attention to detail, and fosters a culture of excellence in customer service delivery. Boji Group provides real estate services to related entities, including wholesale services, convenience stores, retail, fuel, and hospitality industry. Ron directs all company financial aspects.

Ron is currently spearheading a public-private partnership with the City of Royal Oak to transform city owned property in the downtown core with a visionary project that includes a new city hall, police station, public park, a parking structure, and privately owned spec office building with ground floor retail. With a current exclusivity agreement in place, development agreement negotiations should soon be concluded, paving the way to truly transforming Royal Oak to a live, "work" and play community.



TERRI FITZPATRICK CHIEF OPERATING OFFICER

Terri has 30 years of corporate, tribal and public sector real estate experience, including 6 years as Real Estate Director and Strategic Development Director for the State of totaling more than 8,000,000 square feet of space, leasing of private property for state operations, surplus land dispositions and state-wide real estate strategic planning; 10 years with the Sault Ste. Marie Tribe of Chippewa Indians as Real Estate Director and Vice President of Development, Greektown and Kewadin Casinos, where she was responsible for property, asset, and enterprise management, acquisitions, sales and development; and 8 years with a commercial appraisal firm in Northern California. Michigan. Prior to joining Boji Group in 2014, Terri served as Vice President of Tribal Business American, Terri is a member of the Sault Ste. Marie Tribe of Chippewa Indians.

Terri has extensive experience in public-private partnerships, and has spearheaded projects from both public and corporate positions, gaining invaluable expertise within varying governmental sectors. During her tenure as Real Estate Director for the State of Michigan, DTMB, her team received the prestigious Innovation Award from the parking facilities. National Association of State Facility Administrators for notable accomplishments realized from a public-private partnership for the delivery of state real estate services. Terri also worked closely with the Michigan Land Bank Fast Track Authority during its inception, and transitioned the Land Bank from the Department of Treasury to the Michigan Economic Development Corporation.

Terri led several PPPs while with the State of Michigan, including selling a large parcel of state surplus land near Ann Arbor to Toyota for the expansion of the North America Technical Center, and working with the City of Lansing's EDC to structure a long-term land lease on state land for the Board of Water & Light, paving the way for Accident Fund to relocate their national headquarters to Lansing, Michigan.



MICHAEL LEINWEBER, **LEED AP**

VICE PRESIDENT OF CONSTRUCTION SERVICES

Mike brings to Boji Group 30 years of architectural and construction management experience in the design-build-finance industry, with accredited expertise in sustainable building systems and design. He has spent the last four years working as an account professional creating strategies to develop and improve building efficiencies and managing risk. Mike is an advocate for innovative programs and partnerships that provide environmentally friendly, high quality spaces and modernized workplace solutions. As an account executive, he has secured and directed teams to wins of more than \$200M. Mike earned a Bachelor of Science in architecture from the University of

Development for the Michigan Economic Development Corporation. A proud Native From 2001-2009, Mike served as director of business development for the Midwest office of Skanska USA, until the economic downturn ultimately forced Skanska to close the office. He directed day-to-day business development activities, including market research and conditioning, relationship management, proposal development and presentations. He also served as project director for significant projects, including the permanent Greektown Casino in Detroit, other casino development, healthcare and

> Prior to Skanska, Mike spent 16 years with 400 Monroe Associates, an immigrant-owned, entrepreneurial development company based in Detroit, Michigan that spearheaded revitalization of the historic Greektown district, now home to Ford Field and Comerica Park. He served for 12 years as project manager for 400 Monroe, and had oversight responsibilities for the complete range of design and construction management activities from visioning to close-out for a multitude of projects, including restaurants, banquet centers, office build-outs, retail mall rehabilitation, hotels, parking structures, and most notably, the original Greektown Casino.

Michael is a LEED Accredited Professional from the US Green Building Council.

ROBERTSON BROTHERS HOMES OVERVIEW



- Robertson Brothers is one of the most respected builders in Southeast Michigan since 1945
- More than 95% of past homeowners would recommend a Robertson home to family and friends
- Each home has more than 1,000 points of inspection
- Winner JD Power Award for Quality

In 1945, brothers Paul C. Robertson, Sr. and Covert Robertson, Jr., established Robertson Brothers with the intent of building homes in Berkley and Royal Oak for returning World War II veterans. After this, they moved on to Bloomfield/Troy to develop Pine Hill, their first investment in the Adams Road Corridor.

One major milestone was the hiring of Paul C. Robertson, Jr. in 1972 and the subsequent development of Adams Wood– the first master-planned condominium development that emphasized "lifestyle" living with such amenities as a clubhouse, pool and tennis courts. Many larger communities designed around this lifestyle concept– which evolved to include stunning golf course communities– have been developed, including Bingham Woods, The Homes at TPC, The Links of Northville Hills, The Heathers, The Links of Pheasant Run and Links West of Pheasant Run.

Under the command of Paul C. Robertson, Jr. and now Jim Clarke, Robertson Brothers Homes has continued to give customers "what they want" by offering an array of gracious home choices (single-family homes, detached condominiums, attached condominiums, stacked condominiums and mid-rise condominiums) in many of the area's premier locations. To date, the company has been involved in building and developing over 100 communities.

OUR DEDICATED TEAM

Since 1945, Robertson Homes has been building both condominium and single-family home developments in Southeastern Michigan. Based in Bloomfield Hills, MI, our family-run company is led by CEO Paul C. Robertson Jr. and President James V. Clarke. Along with our devoted team members that specialize in the many facets of home building, our company possesses the ability to accommodate various types of living spaces, from single-family homes to condos, to meet the ever-changing demands of the Metro Detroit marketplace.









Paul C.
Robertson Jr., PE
CHAIRMAN & CFO



James V. Clarke
PRESIDENT

EDUCATION

Registered Professional Engineer, Civil Engineering Bachelor of Science, Civil Engineering, University of Michigan Treasurer, Inter Fraternity Council (IFC) Member, Chi Epsilon (Civil Engineering, Scholastic Honorary) Seaholm High School, Graduate - Class President

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI Chairman 2004 – Present; President, 1981 – 2004; Executive Vice President, 1976 – 1981; Project Manager, Adams Woods Development, 1972 – 1976; Estimator, 1969 – 1972 Townsend & Bottom, Ann Arbor, MI Cost Engineer, 1964 - 1969

AFFILIATIONS

St. Joseph Mercy Hospital – Oakland Finance Committee, 1997 – Present Birmingham YMCA Board of Directors, 1999 – Present St. Joseph Mercy Hospital – Oakland Board of Directors, 2001 – Present St. Joseph Mercy Hospital – Oakland Conference Committee, 2002 – Present Republican State Central Committee Member, 1966 – 1968 Home Builders Association of SE Michigan Board of Directors, 1975 – Present; President, 1985

Urban Land Institute, Member, 1985 – Present
Residential Development Council Chair, 2000 – 2003
Detroit Dist. Council Exec. Committee, 2000 – Present
The Community House, Birmingham, MI Board of Directors, 1986 – 1992
Birmingham Athletic Club Board of Directors, 1988 – 1990; President, 1990
Sacred Heart Rehabilitation Center Board of Directors, 1990 – 1995
The Heathers Club (Golf Club) Owner, 1988 – 1997; Member, 1988 – 2000
Pine Lake Country Club Membership Chairman, 1995 – 1997



Michigan State University
Bachelor of Science, Building Construction Management
Member Sigma Lambda Chi (Honor Society)
Registered Michigan Builders License
Registered Real Estate Broker License

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI

- President: 2004 Present;
- Vice President: 1997- 2004;
- Project Manager & Land Acquisition Director: 1993-1997
- Land Acquisition Director: 1990-1993

The Dietz Organization, Birmingham, MI

Investment, Analyst and Income Property Broker

Hayman Company, Southfield, MI

Leasing Specialist

Turner Construction Company, Detroit, MI

Field Engineer

AFFILIATIONS

Home Builders Association of SE Michigan President 2016; Board of Directors; Secretary; Executive Committee Member; Sales & Marketing Council Member Urban Land Institute Residential Blue Council Member Real Estate Roundtable Builder 20 Group Christ Church Cranbrook Vestry Member Building & Grounds Committee Member National Association of Home Builders Lighthouse of Pontiac Path Board Member



Darian L.
Neubecker

VP OF FINANCE &
ADMINISTRATION

EDUCATION

Central Michigan University

Masters, Business Administration, Finance and Accounting
Bachelor of Science, Business Administration, Accounting
Member, Beta Alpha Psi (Accounting Honor Society)

EXPERIENCE

Robertson Brothers Company, Bloomfield Hills, MI

- Vice President of Finance and Administration: 2015 Present;
- Controller: 2007–2015

Plante Moran PLLC, Auburn Hills, MI

Tax Staff

PricewaterhouseCoopers LLP, Detroit, MI

Audit Staff

AFFILIATIONS

Michigan Association of Certified Public Accountants Member American Institute of Certified Public Accountants Member Urban Land Institute Member

CARL WALKER OVERVIEW

Providing CREATIVE Parking & Engineering Solutions of **SUPERIOR VALUE**

Carl Walker is a structural engineering and parking consulting firm that specializes in parking structure design, building restoration engineering, parking planning & functional design, and parking management studies. Our structural engineering consulting services are the foundation we've built our reputation on for more than 33 years.

CARL WALKER is **EXCLUSIVE** to our team

We bring the experience of a nationally-recognized, awardwinning consulting firm to clients throughout the country.

Our staff has been involved in the completion of approximately 800 parking studies, the evaluation and restoration of more

than 1,000 existing parking structures, and the design of more than 1,500 parking structures. Our goal is to achieve user, owner, and community acceptance while maintaining a balance between aesthetics, user comfort, durability and cost.





NEW PARKING STRUCTURES

Carl Walker has more than 33 years of experience in planning and designing new parking facilities; and in the evaluation and design of existing parking facilities, including both surface parking lots and structured parking facilities. Proficient in the design and detailing of all types of structural systems, including reinforced concrete, post-tensioned concrete, precast pre-stressed concrete, structural steel, and masonry, services include sustainable design, functional design, parking structure site feasibility, lighting, and graphics/signage. Carl Walker specializes in mixed-use developments.



PARKING PLANNING

The goals of our Parking Consulting group are to improve the return on your parking investment and help align the parking program's policies with the larger institution's strategic objectives and goals. We can help you improve parking planning, enhance customer service, and leverage technology to improve program efficiency and effectiveness. We will find ways to fit more parking spaces into a facility, show you how to effectively manage and operate the facility while maximizing revenue and address what to do when existing parking facilities are not enough to meet demand and help you plan for the future.



RESTORATION ENGINEERING

Our Restoration team has specialized expertise in the evaluation and repair of existing structures. We offer a variety of structural, parking, plaza, and building envelope evaluation and restoration services to meet the needs of our clients. Our approach begins with identifying the root cause of leaking, distress and/or deterioration in order to develop effective repair and maintenance strategies for existing structures. Understanding the goals, objectives, and limitations of our clients is a key part of our process with recommendations tailored to consider these needs.



PROJECT ROLE Carl Walker Principal

EDUCATION

Master of Science in Civil Engineering University of Illinois

Bachelor of Science in Civil Engineering University of Michigan

REGISTRATIONS

MI, KY, IN, MD, NC, NJ, NCEES



MICHAEL ORTLIEB. PE

Executive Vice President

mortlieb@carlwalker.com | carlwalker.com

Mike oversees production and business development associated with new parking structure design. With 29 years of experience in parking structure design, he has served as principal-in-charge, project manager and lead structural engineer for a variety of clients. He has performed all aspects of parking structure planning, structural design and functional design.

He previously served as Director of Restoration in which he evaluated existing parking structures, conducted economic and life-cycle cost analyses of various repair options, prepared construction documents, performed construction administration, and developed parking structure maintenance programs.

FEATURED EXPERIENCE







Miller Canfield Building Kalamazoo, MI



Library Lane Ann Arbor, MI

RELEVANT EXPERIENCE

Arena Place - Grand Rapids, MI Weston Commerce - Grand Rapids, MI Library Lane - Ann Arbor, MI Miller Canfield Building - Kalamazoo, MI Ferndale Garage - Ferndale, MI Main Street Triangle - Orland Park, IL

Green Street Parking Structure - Ithaca, NY ESL Parking Structure - Rochester, NY Purdue University Parking Structure – Hammond, IN University of Michigan Thompson St. - Ann Arbor, MI Henry Ford Community College - Grand Rapids, MI JW Marriott - Grand Rapids, MI



PROJECT ROLE

Project Manager Lead Parking Designer

EDUCATION

Bachelor of Science in Civil Engineering University of Illinois

Bachelor of Arts in Physics North Central College

PROFESSIONAL REGISTRATIONS

MI

RUSS RANDALL, PE

Principal

rrandall@carlwalker.com | carlwalker.com

Russ has more than 19 years of parking structure design, restoration and project management experience, encompassing all aspects of the project from start to finish, including schematic design concepts, construction cost estimates, structural system selection, building code review, construction document preparation, and construction administration services.

He has extensive experience with owner representation services, providing design criteria information, design/construction document review, oversight and construction administration assistance. His functional designs maximize parking efficiency and accessibility while maintaining vehicular and pedestrian comfort and safety. He has experience working with unique and challenging construction sites.

FEATURED EXPERIENCE



Arena Place Grand Rapids, MI



Monroe Center Grand Rapids, MI



Weston Commerce Grand Rapids, MI

RELEVANT EXPERIENCE

Arena Place - Grand Rapids, MI

Weston Commerce - Grand Rapids, MI

Monroe Center - Grand Rapids, MI

Library Lane - Ann Arbor, MI

Bridge and Stocking - Grand Rapids, MI

Gerald R. Ford International Airport - Grand Rapids, MI

Ferndale Garage – Ferndale, MI

Miller Canfield Building - Kalamazoo, MI

University of Michigan, Thompson Street - Ann Arbor, MI

Detroit Arsenal Parking Structure - Warren, MI

Main Street Triangle - Orland Park, IL

Lower Town Parking Structure - Ann Arbor, MI



PROJECT ROLE

Lead Structural Engineer

EDUCATION

Bachelor of Science in Civil Engineering Tri-State University

REGISTRATIONS

MI, MN, WS, OK, RI

PROFESSIONAL ACTIVITIES

American Society of Civil Engineers
American Institute of Steel Construction
American Concrete Institute

JOSHUA ROZEBOOM, PE Sr Project Manager

 $jrozeboom@carlwalker.com \ | \ \textbf{carlwalker.com}$

Josh Rozeboom has been involved in all design phases for new parking structures, including cast-in-place concrete, precast concrete and structural steel structures. He is experienced in and responsible for structural design and project management.

His experience encompasses all aspects of the project from start to finish, including schematic design concepts, construction cost estimates, structural system selection, preparation of construction documents, construction administration, and resident construction administration.

FEATURED EXPERIENCE



Bridge and Stocking Grand Rapids, MI



Miller Canfield Building Kalamazoo, MI



Library Lane Ann Arbor, MI

RELEVANT EXPERIENCE

Bridge and Stocking - Grand Rapids, MI
Miller Canfield Building - Kalamazoo, MI
Library Lane - Ann Arbor, MI
University of Michigan, Thompson Street - Ann Arbor, MI
Michigan Street Parking Structure - Grand Rapids, MI

City of Ann Arbor Forest Avenue PS - Ann Arbor, MI

DTA Transportation Facility, Parking Structure - Duluth, MI J.W. Marrriott, Parking Structure - Grand Rapids, MI Michigan State University, Grand River - East Lansing, MI Main Street Triangle - Orland Park, IL Nordic House - Minneapolis, MN Weston Commerce - Grand Rapids, MI







MICHAEL J. DUL & ASSOCIATES

With more than 35 years as a service-oriented and award winning design firm, Michael J. Dul & Associates provides landscape architectural creativity, graphic communication and construction management.

A focus on client needs, responsiveness and quality has formed our reputation with clients and within the industry.

We continuously improve knowledge and skills. The result: striking design for both commercial and residential projects.

Services include planning of land areas, arrangement of structures and objects on the land, and design of outdoor places and spaces. In creating a functional and attractive environment, we collaborate closely with the client. Typically, our firm carries the project through the preparation of preliminary studies and cost estimates, construction drawings, specifications and management of construction.

- Site analysis
- Site planning

LANDSCAPE / PUBLIC SPACES

- Open space systems
- Recreation / park design
- Streetscape development
- Hardscape design
- Planting design
- Landscape art & furniture
- Signage
- Maintenance programs

ZIMMERMAN/VOLK ASSOCIATES

is a state-certified WBE (Women's Business Enterprise) and a C-Corporation incorporated in the State of New Jersey. Laurie Volk and Todd Zimmerman are co-managing directors of the company.

The company has a national reputation for innovative market analysis based on its proprietary target market methodology. The company specializes in the analysis of compact and sustainable development; mixed-income, mixed-tenure redevelopment; mixed-use urban revitalization; and traditional neighborhood developments. Since 1988, the woman-owned company has completed more than 450 market studies, for sites ranging in size from the redevelopment of half a block to the establishment of a new town on several thousand acres.

Zimmerman/Volk Associates is recognized by the leading practitioners of the New Urbanism as the national expert on the residential market feasibility of New Urbanist communities and urban redevelopment.

SIGNATURE ASSOCIATES

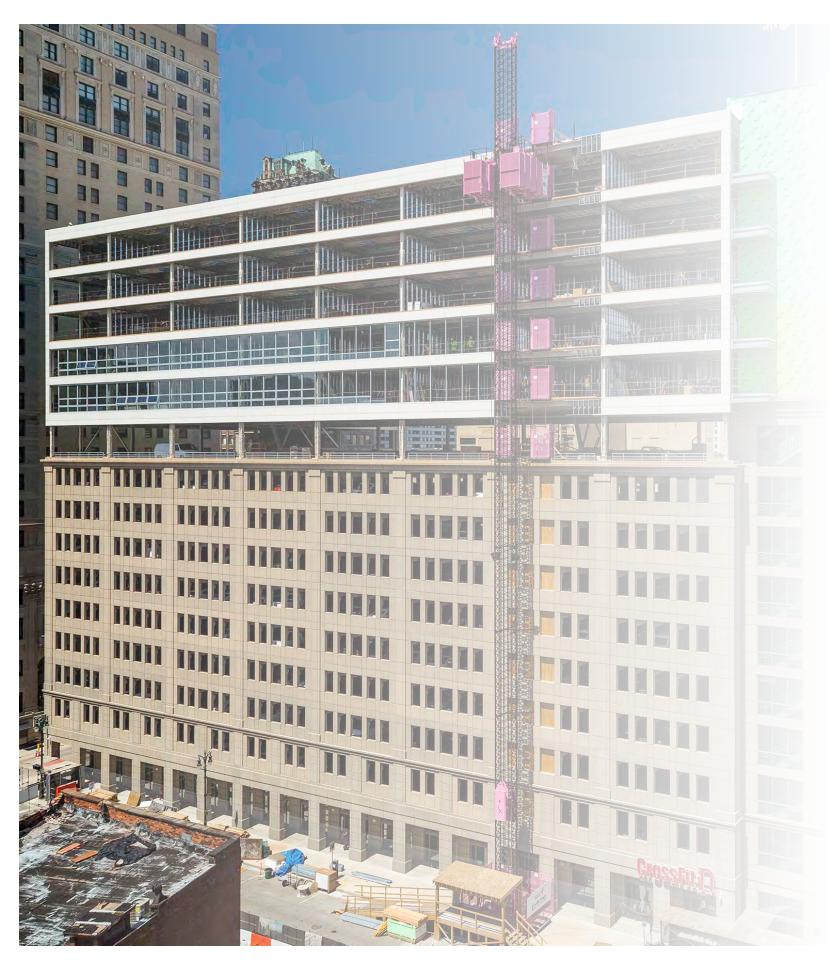
Established in 1989, Signature Associates is the leading full-service commercial real estate firm specializing in Michigan and northwest Ohio. Headquartered in Southfield, we have 75 of the top brokers in Southeast Michigan, Lansing, Grand Rapids, Holland, Muskegon and Kalamazoo, as well as Toledo, Ohio.

The team's office and retail expertise in the City of Birmingham spans over 28 years totaling 221 transactions and over 1.3 million square feet. During these years, Signature has been responsible for installing tenants such as UBS at 325 N. Old Woodward with 35,561 sf, NBC Universal Media, LLC in a 4,448 sf property at 280 W. Maple Rd., and Panera Bread with 5,309 sf at the busiest intersection in downtown.

Signature Associates is also responsible for Emagine Entertainment's new location in the prominent Birmingham Palladium building, Lady Jane's Holding Company at the newly constructed Balmoral on Woodward Ave., the sought after restaurant Social Kitchen & Bar on Maple Rd., and Valstone Partners at several locations throughout downtown Birmingham.

Signature has a multi-disciplined approach that is essential to understanding all the implications of a real estate decision. Signature's core services: Brokerage Services, Tenant/Purchaser Representation, Property/Asset Management, Advisory Services, Multi-Market/Build-To-Suits and Marketing/Research, span the full range of real estate services.

Signature Associates' mission statement is to deliver the highest level of real estate services which will exceed client expectations by providing superior service, a tireless work ethic, and an absolute commitment to creating and maintaining long-term relationships. We put our clients first by doing the right things – the right way. The best results carry our Signature.



3 ORGANIZATIONAL STRUCTURE & WORKLOAD

3 | ORGANIZATIONAL STRUCTURE & WORKLOAD

Legal Name of development entity and managing entity which will be considered the developer.

Woodward Bates Partners LLC

Business type (corporation, partnership, LLC, individual, joint venture, not for profit, etc.).

Limited Liability Company

Legal Name of development entity and managing entity which will be considered the developer.

Woodward Bates Partners LLC

Date established (for constituent firms if joint venture).

May 9, 2017

If the developer is a subsidiary or affiliate of any other corporation, list such entity or entities including name, address, relationship to developer, and officers and directors.

Woodward Bates Partners LLC is not a subsidiary or affiliate of any other corporation.

Names, addresses, title of position, and nature and extent of the interest of the officers and principals, shareholders and investors of both the development entity

Partner	Membership	% of Interest
SAROKI ARCHITECTURE	Limited	25%
WALBRIDGE	Limited	25%
BOJI GROUP	Limited	25%
ROBERTSON BROTHERS HOMES	Limited	25%

The number, location and magnitude of projects currently on the developer's work plan for 2016 - 2019.

Please refer to the following pages for team members current work plan.



PROJECT	DESCRIPTION	SCHEDULED COMPLETION
AUGUST LLC Birmingham, Michigan	2-story 10,000-square-foot high-end private office building	May 2018
RESIDENCE AT ROYAL PARK Rochester, Michigan	14 luxury condominiums adjacent to the Royal Park Hotel	May 2018
MICHIGAN FIRST CREDIT UNION Lathrup Village, Michigan	190,000-square-foot headquarters renovation and expansion	September 2018
THE MADISON Ann Arbor, Michigan	New 5-story mixed-use building including 24 apartment units	July 2018
CUSTOM RESIDENTIAL Torch Lake, Michigan	High-end 6,000-square-foot residential lake house	September 2018
277 DEVELOPMENT Birmingham, Michigan	New 5-story 24,000-square-foot mixed use building with retail, office and upper residential	September 2018
PRIVATE RESIDENCE Bloomfield Hills, Michigan	Custom 15,000-square-foot home	November 2018
HYATT HOTEL Chicago, Illinois	New 19-story, 200 room full-service upscale boutique hotel	January 2019

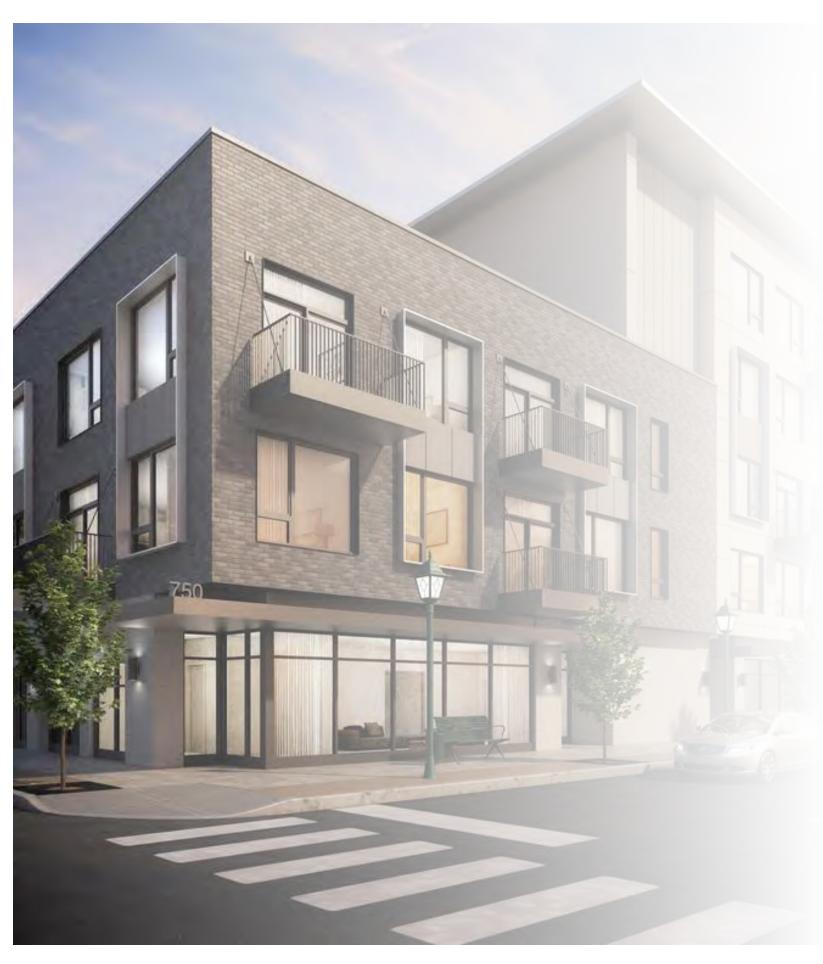
OWNER	PROJECT	LOCATION	SCHEDULED COMPLETION
Arconic	VTP PH III&IV	Davenport, Iowa	5/15/2017
Bedrock Real Estate Services	28 West Grand River - Microlofts	Detroit, Michigan	6/9/2017
Toyota	Georgetown Plant - PE Office Building	Georgetown, Kentucky	6/30/2017
Monsanto Company	Cotton Seed Processing Plant	Lubbock, Texas	6/30/2017
Ford Motor Company	Ford KTP U55X Body Shop Mods	Louisville, Kentucky	7/29/2017
Ford Motor Company	Livonia Transmission Plant - South Reconfiguration	Livonia, Michigan	7/31/2017
Michigan State University	1855 Place - Mixed-use; Residential; Parking Deck	East Lansing, Michigan	8/15/2017
General Motors Corporation	2020 Design Center Parking Deck	Warren, Michigan	8/18/2017
Pepsi Bottling Ventures	Distribution Center	St Pauls, North Carolina	9/1/2017
Ford Motor Company	Essex Engine Plant, Block & 2 Piston/Rod Lines & Engine Rework Area	Essex, Ontario, Canada	9/1/2017
General Motors Corporation	2020 AEC Infotainment Lab	Warren, Michigan	9/8/2017
ord de Mexico	Confidential Project	San Luis Potosi, Mexico	9/28/2017
CRODA	Ethylene Oxide Production Plant	New Castle, Delaware	10/1/2017
Northeast Ohio Regional Sewer District	400 MGD Sustained Secondary Capacity Improvements	Cleveland, Ohio	10/17/2017
DTE Energy (Reg)	Milford Compressor Station	Milford, Michigan	11/1/2017
OTE Energy (Reg)	Willow Run Compressor Station	Ypsilanti, Michigan	11/1/2017
Gallagher-Kaiser Corporation	General Motors - New Pre-Treatment System Expansion	Arlington, Texas	11/17/2017
Non-Disclosed Client	CMH 58 Data Center Expansion	Hilliard, Ohio	11/21/2017
Non-Disclosed Client	CMH 57 Data Center Expansion	Dublin, Ohio	11/21/2017
Ford Motor Company	Irapuato Transmission Plant	Irapuato, Mexico	12/1/2017
Ford Motor Company	Livonia Transmission Plant - North Reconfiguration	Livonia, Michigan	12/13/2017
General Motors Corporation	Ramos Arizpe Engine Plant (Phase 1)	Ramos Arizpe, Mexico	12/29/2017
Bedrock Real Estate Services	David Stott Building	Detroit, Michigan	12/31/2017
Monsanto Company	Greenfield Corn Trialing	Marana, Arizona	12/31/2017
Ford Motor Company	Van Dyke Transmission Plant - 8F Prog	Sterling Heights, Michigan	12/31/2017
Ford Motor Company	LTP Bid Package 1109 Equipment Installation Final Assembly	Livonia, Michigan	12/31/2017
General Motors Corporation	Warren Technical Center Transformation	Warren, Michigan	1/1/2018
University of Notre Dame	Joyce Center Field House & Rolfs Sport Center Renovations	Notre Dame, Indiana	1/8/2018
Kalamazoo County	Kalamazoo-Health & Community Services Bldg	Kalamazoo, Michigan	5/1/2018
JNC Charlotte	Union Parking Deck	Charlotte, North Carolina	5/16/2018
Ford Motor Company	Windsor Engine Plant - New Program	Windsor, Ontario, Canada	6/15/2018
Goodyear Tire & Rubber Company	Greenfield Tire Manufacturing Facility	San Luis Potosi, Mexico	10/31/2018
EdR	Northern Michigan University P3 Student Housing	Marquette, Michigan	10/31/2018
Ford Motor Company	Sharonville Plant - Renovations	Sharonville, Ohio	1/14/2019
General Motors Corporation	2020 AEC / SDL Addition	Warren, Michigan	1/15/2019
School Board of Pinellas County	Pinellas Park Middle School Replacement	Pinellas, Florida	2/15/2019
School Board of Pasco	Land O'Lakes High School Renovation	Pasco, Florida	7/26/2019

PROJECT	DESCRIPTION	ROLE	SCHEDULED START DATE	SCHEDULED COMPLETION DATE
ROYAL OAK Central Park Development	\$100 million private-public partnership deal including a new city hall, police station, public park and 140,000-square-foot spec office building	Developer of entire project until development agreement is executed; Developer and majority owner of spec office building	August 2017	December 2018
EAST LANSING Trowbridge Gateways	Site redevelopment with a 4-story, 88 room, Springhill Suites by Marriott, retail and restaurants	Developer and Construction Manager	May 2017	October 2018
KALAMAZOO TOWNSHIP The Shops at Main West	Approvals for 4-story hotel and mixed retail/restaurant on site	Developer and Construction Manager	1st QTR 2018	2nd QTR 2019
STATE OF MICHIGAN KALAMAZOO Department of Health & Human Services	Proposed private-public-partnership with the City of Kalamazoo to deliver a new, 68,000-square-foot office building for the State of Michigan	Developer and Property Manager	4th QTR 2017	1st QTR 2019
STATE OF MICHIGAN REDFORD/LIVONIA Department of Health & Human Services	Proposed 68,557-square-foot new office building for the State of Michigan	Developer and Construction Manager	4th QTR 2017	1st QTR 2019
CAPITOL VIEW EXPANSION	Constructing 3 additional floors containing 45,000 square feet on the top of the Capitol View, which is also the location of the Michigan Senate	Developer	1st QTR 2018	2nd QTR 2019

2017 ACTIVE PROJECTS			
Development	Location	Units	Scheduled Completion
HILLS OF OXFORD	Oxford Township	52 Units 18 Remaining	Complete in 2017
ANTHEM AT TRIBUTE	Wixom	120 Units 83 Remaining	Complete in 2020
GARDEN VILLAS AT CHERRY HILL	Canton Township	34 Units 13 Remaining	Complete in 2017
LEXINGTON ON THE PARK	Royal Oak	36 Units 11 Remaining	Complete in 2017
SPRING MEADOWS	Lyon Township	29 Units 22 Remaining	Complete in 2018
SHERMAN OAKS	Royal Oak	37 Units 29 Remaining	Complete in 2017
ORION VILLAGE	Orion Township	33 Units 25 Remaining	Complete in 2018
UNION SQUARE	Milford	24 Units 21 Remaining	Complete in 2018
LIBERTY AT TRIBUTE	Wixom	89 Units 83 Remaining	Complete in 2020
BRADLEY SQUARE	Troy	30 Units 30 Remaining	Complete in 2018
3506 ROCHESTER	Royal Oak	28 Units 28 Remaining	Complete in 2018

2017 PIPELINE PROJECTS			
Development	Location	Units	Scheduled Completion
NORMANDY OAKS	Royal Oak	122 Units	Complete in 2021
750 FOREST	Birmingham	23 Units	Complete in 2019
MILL RIDGE	Northville	82 Units	Complete in 2021
PARKDALE TOWNES	Ferndale	81 Units	Complete in 2021
WILSON PARK VILLAGE	Ferndale	28 Units	Complete in 2020

2018 PIPELINE PROJECTS			
Development	Location	Units	Scheduled Completion
HICKORY GROVE	Bloomfield	41 Units	Complete in 2021
FRANKLIN HILLS	Farmington Hills	8 Units	Complete in 2019
TIGER STADIUM	Detroit	34 Units	Complete in 2021
SCIO MILLER	Ann Arbor	36 Units	Complete in 2021



4 EXPERIENCE

WOODWARD BATES PARTNERS LLC

SAROKI ARCHITECTURE EXPERIENCE











THE WILLITS BIRMINGHAM, MICHIGAN

This 58-unit, five-story, mixed-use building features parking for the residents on two levels below grade and a first floor offering several retail spaces. Studying precedents from northern Europe, Saroki Architecture sculpted the building's mass to respond to the street curves, adjacent buildings, and a decidedly Birmingham aesthetic. Proud cornices convey the building's order producing historically inspired details.

Repeating pilasters create the effect of regular bays. The limestone-colored veneer boasts elegant surface detailing and is fenestrated with operable French windows.

A continuous, gently curving penthouse terrace enjoys dramatic views of the Rouge River.

The Willits provides in-town residential living, enhancing Birmingham's reputation as a walkable city.

FOREST AVE. DEVELOPMENT BIRMINGHAM, MICHIGAN

Located in Birmingham's emerging Triangle District is Forest Avenue Development—a three-story, mixed-use building that includes on-site covered parking, ground floor bistro (Forest Grill), second floor office spaces, and third floor lofts. The building obtained LEED certification.

Clad in gun-metal wall panels and a buff-colored brick veneer with stone accents, this complex building utilizes plenty of ecologically sensitive materials and practices including sustainability harvested woods and tile high in recycled content. It also promotes in-town residential, thereby energizing the streetscape and promoting the best practices of urban design.

AWARDS

CONSTRUCTION ASSOCIATION OF MI
2009 Honorable Mention, Green Project of the Year
2009 Showcase Award, Outstanding Construction Project of the Year

THE DISTRICT LOFTS BIRMINGHAM, MICHIGAN

Located on the site adjacent to The Big Rock Chop House within the emerging Rail District is The District Lofts. Two, four-story brick and stone veneer buildings with metal panel details recall the mid-rise warehouse precedent found in this industrial area.

On-site parking for the residents is located in a basement level. The ground floor of the Villa Building offers work/live units, and the Eton Building has two large retail spaces available.

By offering in-town residential with work/live units and at-grade retail, The District Lofts easily captures the desires of the discerning buyer.

SAROKI ARCHITECTURE EXPERIENCE













MAIN NORTH LOFTS ROYAL OAK, MICHIGAN

Main North is a prestigious mixed-use building located in downtown Royal Oak. This development comfortably features retail, parking, office, and residential uses. Each of the 95 residential units was carefully configured and marketed to appeal to a wide market of homeowners. Tall spaces with exposed concrete ceilings produce authentic loft-type spaces. The large window groupings afford commanding views of much of Oakland County, since the residential components begin at the fifth floor of this nine-story building.

With a full complement of uses within one building, this residentially driven, mixed-use building is the neighbor of the Emagine Entertainment complex and the Main Art Theatre. Together, they create a social and cultural setting for living and working downtown.

ROYAL PARK HOTEL ROCHESTER, MICHIGAN

A happy marriage between timeless design and a modern building program is apparent in the Royal Park Hotel. This contextual design solution cooperates with the historical fabric of Rochester and is responsive to the Paint Creek meandering along the property.

The five-story, U-shaped building maximizes views of the river by arranging significant guest rooms, restaurant spaces, and patio space parallel to the river. The plan also creates a courtyard space boasting a conservatory with gardens affording the interior rooms a special delight.

AWARDS

MASONRY INSTITUTE OF MICHIGAN 2006 "M" Award (People's Choice) 2006 Building Award

MICHIGAN INTERIOR DESIGN EXCELLENCE AWARD 2005 Best of Category, Hospitality

SAROKI ARCHITECTURE OFFICES BIRMINGHAM, MICHIGAN

This downtown Birmingham office building was dressed in a new façade and detailed in brick, stone, and metal to become an active participant on the street and is an example for handling contextual challenges.

Structural piers create order; golden-colored brick and limestone-colored veneer offer permanence and durability. A new metal cornice at the entry element is the counterpoint to the street's descending grade line.

Saroki Architecture's own studio space inside is rational and coherent. The result is a crisp and controlled design aesthetic.

AWARDS

*AIA MICHIGAN*2002 Building Award

AIA DETROIT
2002 Building Award

MASONRY INSTITUTE OF MICHIGAN 2002 Building Award

WAIBRIDGE EXPERIENCE











THE WILLITS BIRMINGHAM, MICHIGAN

The Willits, a Parisian-style luxury condominium, has an upscale restaurant and two retailers located below the 58 residential units. The design includes a mansard roof, dormer windows, balconies and precast concrete facade.

Residential units include two to four bedrooms, salon foyer with a domed ceiling, den, gourmet kitchen, dining room, living room, two and a half baths, fireplace and interior parking. Common amenities include an exercise room, lobby and concierge. The mixeduse development incudes:

- 38,000 square foot street-level for restaurant and retail space
- Four levels with a mezzanine
- 58 custom condo units
- Two-level, cast-in-place below-grade parking garage for 130 vehicles

THE GRISWOLD DETROIT, MICHIGAN

Located in the heart of Detroit's central business district, and immediately adjacent to the historic Book Cadillac Hotel, The Griswold is a dramatic mixed-use development which is designed to capitalize on the growing demand for residential apartments in the downtown.

Supporting the City's vision of revitalizing the Westin Book Cadillac block, Walbridge began working with the City to acquire the properties at the corner of Michigan Ave. and Griswold. The first phase of the project, demolition, was completed in 2007. Phase II included a new 10-story, 545 space parking deck with above-ground connection to the Book Cadillac Hotel, as well as 10,000 square feet of prime retail space. Working through the development

process, in 2008 Walbridge transferred ownership of the parking deck to the City while maintaining development air rights over the top of the parking deck. In 2015, Phase III of the project began and included 88 residential apartment units on floors 11 through 15. The Griswold's residential floors offer unobstructed views of the City, floor-to-ceiling windows, open floor plans, and direct elevator access to on-site parking, retail and hotel amenities.



VA OFFICE BUILDING & PARKING STRUCTURE CHICAGO, ILLINOIS

The site is located on the west side of Chicago, on the campus of the VA Chicago Health Care System-West Side Division. This urban campus is adjacent to the University of Illinois and a historical district of homes. Coordination efforts with the Illinois Medical District (IMD) ensured that design and construction efforts would meet community standards.

The office center project was designed to meet not only the healthcare benefit needs of veterans in the region, but all other service needs as well. The first floor of the office building serves as a departmental service center for veterans and their families. The second floor houses regional office workspace for approximately 150 employees, while the third level functions as the regional headquarters for top VA officials. As the campus is located in an urban area, parking is at a premium. The final pre-cast parking structure is nearly twice the size of that originally proposed and provides parking for 1585 vehicles.

Although the construction work was quite standard in nature, the project posed several unique challenges, the most important of which was that, in the spirit of the company's founders, Walbridge assumed 100 percent of the risk for the GMP project. In essence, any reasonable changes in scope had to be covered by Walbridge in terms of schedule and budget.

WALBRIDGE EXPERIENCE





Walbridge has been selected by EdR to manage construction of six new residence hall buildings on the campus of Northern Michigan University.

A leader in the collegiate housing industry since 1964, EdR is one of the largest developers, owners and managers of high-quality collegiate housing communities. In a public-private partnership with EdR, Northern Michigan University will add more than 1,200 new beds in more than 350,000 square feet in the multi-phase replacement and construction of six residence halls.





28 GRAND DETROIT, MICHIGAN

At the corner of W. Grand River and Griswold, Walbridge is constructing a 13-story building on a parcel of land overlooking Capitol Park. The project calls for 218 new microloft apartments in a glass-fronted structure with first-floor retail space. Amenities include 3,500 squarde feet of community space with room for residents to socialize, cook, entertain and mingle. The second-story community lounge and kitchen features an outdoor terrace with ample seating and a grill. The deveopment also offers a fitness center, onsite laundry and ground-floor bike storage. Averaging 260 square feet per loft, 28 Grand is Detroit's first microloft apartments, as well as the first new residential building in the core of downtown in many years. Ground-floor retail space, 45,000 square feet, will include retail and restaurante spaces.

Microlofts are small studio apartments that maintain a full kitchen and bathroom. Renting for 20% to 30% less than standard one-bedroom apartments, they often are found in new buildings featuring large communal spaces that serve as group living rooms.



THOMPSON ST. PARKING DECK ANN ARBOR, MICHIGAN

The Thompson Street parking deck included a 278-space cast-in-place parking deck addition to the west side of Thompson Street and 8,600 square feet of office and support space for the departments of Parking and Transportation Services and the Office of Budget and Planning. The two-story office building was constructed adjacent to the new parking structure addition along the South Division St. frontage.

The previously existing Parking Services Office was demolished and the space was modified to create approximately 875 square feet of enclosed bicycle parking and a grounds maintenance storage room.

Work on the project was conducted in phases to provide the least possible interference to activities of U-M's personnel, and to permit the orderly transfer of personnel and equipment to the new facilities.

BOJI GROUP **EXPERIENCE**

	4500	STATE OF MICHIGAN DEPARTMENT OF HUMAN SERVICES	POLICE	STATE OF MICHIGAN DEPARTMENT OF HUMAN SERVICES		water is that there
PROJECT	Hollywood Plaza Flint, Michigan	Inkster Market Inkster, Michigan	Inkster Justice Center Inkster, Michigan	Woody Plaza Hamtramck, Michigan	Davenport University Lansing, Michigan	Western Wayne DHS Inkster, Michigan
PARTNERS	City of Flint EDC State of Michigan	Wayne County Building Authority State of Michigan	City of Inkster Tax Increment Finance Authority Western Wayne County YWCA Wayne County	Wayne County Building Authority State of Michigan MSHDA	Davenport University City of Lansing Michigan Economic Development Corp.	City of Inkster DDA State of Michigan
COST	\$7.6 M	\$8.3 M	\$7.8 M	\$7.3 M	\$11.8 M	\$8.5 M
NOTABLE	 Acquired abandoned and blighted retail space and secures long-term state lease and redevelops property Property sold to the City of Flint EDC but Boji Group retains management responsibilities, lease obligations, liability; does not require full faith and credit pledge by the municipality The transaction includes a payment-in-lieu-of-taxes (PILOT) and tax-exempt financing Economic incentives include an NSP grant for acquisition 	 Acquired an old, abandoned car dealership along the Michigan Avenue corridor for a state lease Spurred an additional 3 developments, collectively totaling over \$25 million in investment Using the same transaction model, redeveloped the property and sold to Wayne County Building Authority Economic incentives received included NSP, MBT credit, and a brownfield designation 	 Acted as master developer and provided a guaranteed maximum price, bringing expertise and construction management services to the project The facility was constructed to meet CALEA standards The TIFA used stabilization bonds to finance the project 	 Acquired the abandoned Woody Pontiac Dealership along Hamtramck's main thoroughfare, Joseph Campau Using the same transaction model, redeveloped the property and sold to Wayne County Building Authority Economic incentives included MBT credit, brownfield designation and blight elimination grant 	 Master developer for Davenport's new Lansing campus, which included the renovation of an existing building at a guaranteed maximum price, bringing expertise and construction management services to the project Utilized a holistic approach to creating a green campus within an urban setting Davenport University was able to maintain a presence in downtown Lansing and expand their curriculum to include nursing 	 Acquired property from the City of Inkster DDA and secured a long-term lease from the State of Michigan, providing further impetus to redevelopment along this major thoroughfare The project consolidated and colocated 3 leased spaces into 1 Economic incentives included CDBG for demolition

BOJI GROUP EXPERIENCE



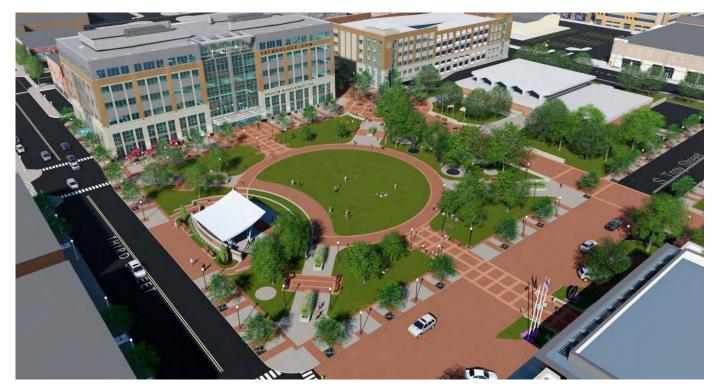
CAPITOL VIEW – PHASE I LANSING, MICHIGAN \$50 M

- Michigan Legislature conveys property to City of Lansing
- Boji Group acquires city owned and other property and constructs a 160,000-square-foot 9-story office building, Capitol View, with attached 1,230 space parking structure Townsend Ram"
- Boji Group secures long-term state lease with DCH and also with a private law firm to achieve 100% occupancy
- Boji Group sells the parking structure to the City of Lansing



CAPITOL VIEW – PHASE II LANSING, MICHIGAN \$65 M

- Michigan Senate issues a request for proposals for new office space
- Boji Group of Lansing is selected from a number of proposals received as providing the best value to the Senate
- A condominium is created with the Capitol View property, and the Senate purchases Condo Unit 1 for \$41,000,000
- Boji performs construction management (designbuild) services for the Senate renovations at a guaranteed maximum price of \$10,000,000
- The Senate escrows \$10,000,000 for building renovations



ROYAL OAK CENTRAL PARK DEVELOPMENT ROYAL OAK, MICHIGAN \$110 M

- The City of Royal Oak enters into an exclusivity agreement to redevelop City-owned land with public and private participation under a Public-Private-Partnership, which is later converted to a development agreement
- Boji Group, led by Ron Boji, is the majority owner and developer for the project
- The project includes a new city hall, police station, parking structure and public park, and a privately-owned, six story, 140,000-square-foot, spec office building with retail/restaurants on ground level
- Developer utilizes expert staff resources and expends significant funds during the exclusivity period, including
 procuring all pre-development studies and reports needed to determine the physical and financial viability of
 the project
- Developer prepares presentations and communications for public hearings and civic meetings
- The City sells land for the office building and provides an inducement to Developer to bridge the gap between construction costs and market rental rates
- Developer and the City sequence development activities to cause as little disruption as possible to the business operations, adjacent businesses and parking
- Planning Commission approves office/retail site plan and special land use permits on 5.9.17

ROBERTSON BROTHERS HOMES EXPERIENCE













THE WILLITS
BIRMINGHAM, MICHIGAN

The project included two floors of underground parking, 30,000 sf of first floor retail and 58 high-end residential condominiums.

750 FOREST AVE. DEVELOPMENT BIRMINGHAM, MICHIGAN

The project will include first floor office and 22 high-end residential condominiums.

TRIBUTE AT WIXOM WIXOM, MICHIGAN

Wixom RFP award process for land in Downtown Wixom.

CARL WALKER EXPERIENCE

15TH & PEARL BOULDER, COLORADO

The Pearl Street Mall is a four-block pedestrian mall that is home to several businesses and restaurants, as well as the Boulder County Courthouse. To expand the mall's capacity, this mixeduse development was designed to provide retail, office and 685 parking spaces for a variety of patrons. The creative blending of concrete, masonry,



glass and steel resulted in an articulated structure with distinctive setbacks. The brick façade matches the historic district buildings in the area.

ARFNA PLACE GRAND RAPIDS, MICHIGAN

Construction is proceeding for Arena Place, a \$45 million, 200,000-squarefoot mixed-use development located along Ottawa Avenue that will feature Carl Walker provided consulting an 11-story office tower, 100 apartments, retail, restaurants and a four-story, services for the design and expansion of 286-space parking structure. Parking is elevated and accessed with an express the University of Michigan's Thompson ramp at the rear of the building to maximize overhead clearances and frontage for the grade-level retail and restaurants. The cast-in-place concrete fifth level serves as a transfer floor for the cold-formed steel-framed residential building and base for the structural steel-framed office building.

WESTON COMMERCE GRAND RAPIDS, MICHIGAN

Located in Grand Rapids' arts and entertainment downtown district, this parking structure supports a mixed-use development and overall public parking needs for the city. A new residential and commercial "liner building" was constructed immediately north and west of the parking structure. The parking structure and the liner building



share foundations along the north and west sides of the parking structure. A 1,650-square-foot green roof was provided at the north end of the structure.

MILLER CANFIELD BUILDING KALAMAZOO, MI

The 153,617-square-foot Canfield building includes a 142-space parking structure that provides the structural base for the four-story office building above, two levels of which are occupied by the law firm of Miller Canfield Paddock and Stone. The office lobby is set back from the southwest corner of the site at the intersection and



an exterior entry plaza is located above the underground parking. Prominent building features include the glass atrium and use of limestone and granite to disguise the above grade parking levels.

UNIVERSITY OF MICHIGAN, THOMPSON ST. ANN ARBOR, MICHIGAN

Street Parking Structure. The structure also features approximately 9,000 square feet of office and support space for the Parking and Transportation Services Dept. and the Office of Budget and Planning. The addition expands the capacity of the existing structure



to 1,060 vehicles. The design was compatible with the architecture of the existing Thompson Street Parking Structure and blends into the surrounding neighborhood.

UNIVERSITY OF NORTH CAROLINA, CRAIG DECK CHAPEL HILL, NORTH CAROLINA

The Craig Deck at the University of North Carolina was originally built in 1985 to provide a convenient parking to the surrounding buildings. While updating their current master plan, the university reached the conclusion of having a parking deficit. Options to improve parking capacity were limited due to a lack of available land, thus the University partnered to expand and upgrade the

Craige Deck. The existing structure was significantly upgraded to accommodate the additional loading and was brought to current seismic design standards. Column strengthening, foundation underpinning, and seismic lateral bracing were required using a variety of engineering retrofit technologies.

LIBRARYLANE ANN ARBOR, MICHIGAN

This garage serves as the foundation for future high rise development. This structure was part of a redevelopment project that included water mains, electrical capacity upgrades, a service alley, a new mid-block street, and extensive street improvements. Both the superstructure and 10-foot-thick mat foundation needed to accommodate



future buildings and a civic plaza, with foundation walls allowing for future connections to adjacent properties and horizontal expansion. The foundation required one of Michigan's largest continuous concrete pours (6,000 cubic yards over 36 hours). Its service alley and mid-block street also needed to serve future development.

UNIVERSITY OF IOWA MICHIGAN STREET MEDICAL MILE

The former 700-space Hospital Ramp #2, located on the University of Iowa Hospitals & Clinics (UIHC) campus, was demolished to make room for a new 652-space underground parking structure that will support a new Children's Hospital, a future Tower 3 building, and a future 11-story Tower 2 building to be constructed on top of the new underground parking structure. The parking structure features four levels of underground parking. It will include a landscaped plaza at street level with patient drop-off drives serving the new Children's Hospital, Tower 2 and Tower 3. Vehicular and pedestrian access to the structure will also be provided at the surface.



5 REFERENCES

WOODWARD BATES PARTNERS LLC

5 | REFERENCES

A minimum of three references for similar projects is required. References reflecting experience working on public/private ventures.

PARTNER	#1	#2	#3
Saroki Architecture	Michael Poulos, President Michigan First Credit Union 27000 Evergreen Lathrup Village, MI 48076 248-443-4601 mpoulos@michiganfirst.com	Nik Banda, Deputy City Manager City of Rochester 400 Sixth Street Rochester, MI 48307 248-651-9061 nbanda@ci.rochester.mi.us	Jordan Hankwitz, Director Michigan State Senate PO Box 30036 Lansing, MI 48909 jhankwitz@senate.michigan.gov
Walbridge	Jim Thams, Director of Facilities & Campus Planning Northern Michigan University 906-227-2292 Ext. 2475 jthams@nmu.edu	John Olszewski, Vice President of Construction Bedrock Real Estate 313-373-8700	Mario Fernandez, Owners Rep 313-410-6324
Boji Group	Jordan Hankwitz, Director Michigan Senate Business Office 517-373-1675 jhankwitz@senate.michigan.gov	Mark Stuhldreher, Union Township Manager (former Treasurer, City of Inkster) 989-772-4600 mstuhldreher@uniontownshipmi.com	Mike Volk, Chief Financial Officer Davenport University 616-554-5695 mvolk@davenport.edu
Robertson Brothers Homes	Shawn Lewis-Lakins, Superintendent Royal Oak School District 248-435-8400 lewis-lakins@royaloakschools.com	Blake Prewitt, Superintendent Ferndale Schools 248-586-8652 blake.prewitt@ferndaleschools.org	Todd Fenton, Economic Development Director City of Royal Oak 248-246-3208 toddf@romi.gov



6 FINANCIAL INFORMATION

6 | FINANCIAL INFORMATION

Audited financial statement or federal income tax forms for the developer from the last three years; personal financial statements may be required as supplemental information at the option of the City's development advisor.

Please refer to the requested documents in the provided sealed envelope.

References from financial institutions with whom the developer has dealt as a borrower or as a joint venture partner.

Please refer to the banking and bonding letters on the following pages.

Proposed sources of financing and preliminary evidence of interest from financial institutions or partners if available.

Please refer to the requested documents in the provided sealed envelope.

List of pending litigation or other disputes with which the developer, development entity, or joint venture partners are involved, indicate status, the potential of a financial settlement, and impact on your ability to execute this project.

If the firm or any individual in the proposed project has ever filed for bankruptcy or has had projects that have been foreclosed (or return lenders via deed-in-lieu of foreclosure), list dates and circumstances.

PARTNER	LITIGATION HISTORY	BANKRUPTCY / FORECLOSURE
Saroki Architecture	Nothing to Disclose	Nothing to Disclose
Walbridge	Please refer to the following pages	Nothing to Disclose
Boji Group	Nothing to Disclose	Nothing to Disclose
Robertson Brothers Homes	Nothing to Disclose	Nothing to Disclose



6 | FINANCIAL INFORMATION | WALBRIDGE



Latrecia R. Scott Vice President-Surety

Marsh USA Inc.
One Towne Square
Suite 1100
Southfield MI 48076
248.945.5352
Latrecia.Scott@marsh.com
www.marsh.com

January 23, 2017

Subject: Walbridge Aldinger LLC - Contractor Qualification

Travelers Casualty and Surety Company of America ("Travelers"), a corporation under the laws of the State of Connecticut, with an office and place of business located at One Tower Square, Hartford, CT 06183-6014, and Fidelity and Deposit Company of Maryland ("F&D"), a corporation under the laws of the State of Maryland, with an office and place of business at 600 Red Brook Boulevard, Owings Mills, MD 02117 represent Walbridge Aldinger LLC ("Walbridge") for surety bonding needs.

As of the date of this writing, Walbridge remains in good standing with Travelers and F&D, who are affording continued surety credit with a single limit of \$300,000,000.00 and a total aggregate of \$1,500,000,000.00.

This letter is not to be construed as an agreement to provide surety bonds for any particular project, but is offered as an indication of Travelers and F&D's past experience and confidence in the firm. We reserve the right to review terms and conditions of any proposals, contract documents, bond forms, financial arrangements and other underwriting considerations at the time the contract is awarded.

Latrecia R. Scott

Attorney-in-Fact Travelers Casualty and

Surety Company of America Rated "A++" by A. M. Best;

Financial Size Category XV

Latrecia R. Scott Attorney-In-Fact

Fidelity and Deposit Company

of Maryland

Rated "A+" by A.M. Best Financial Size Category XV

LEADERSHIP, KNOWLEDGE, SOLUTIONS...WORLDWIDE.







May 10, 2017

RE: North Old Woodward & Bates Development – Birmingham Michigan

To Whom It May Concern:

Regarding Walbridge Group, Inc., Walbridge Aldinger Company, Walbridge International, Inc., and other Walbridge related companies and partners, have sufficient committed financing and unencumbered liquidity to support the aforementioned development.

Additionally, Walbridge Group, Inc., Walbridge Aldinger Company, and all affiliates have handled their banking relationship with PNC Bank in an entirely satisfactory manner.

If you have any questions or require additional information, please contact me.

Scott M. Kowalski Managing Director

PNC Bank, N.A. 248-729-8598 office

248-729-8820 fax

6 | FINANCIAL INFORMATION | WALBRIDGE

WALBRIDGE LITIGATION HISTORY

Occasionally, Walbridge is party in the litigation process, which for the most part, is centered around disputes involving subcontractors or supplier on various projects. The litigation is not material and would not in any way affect Walbridge's net worth or ability to perform future work. If any of these matters generate concern, we would be happy to speak directly to the matter in greater detail.

Pending - Amounts in controversy will not affect the financial viability of the company or its ability to perform contracts awarded to it.

Walbridge Aldinger v. Greater Orlando Aviation Authority (Orange County, FL) (2016)

Claim by Walbridge for additional compensation due in part to change in building code requirements not reflected on drawings. The parties are in discussions toward resolution and have agreed to mediate the issue.

Walbridge Aldinger v. Hardclay (Shreveport, LA) (2016)

Claim against Subcontractor for cost-overruns due to performance on Project. Matter is in early stages of discovery.

A & G Electric Technologies v. Walbridge (Hillsborough County, FL) (2015)

Subcontractor commenced action for contract balance after abandoning work on project. Walbridge counter-claimed for costs to complete its work. Matter is in early stages of discovery.





TIMOTHY J. CURRIER tcurrier@bhlaw.us.com Telephone (248) 645-9400 Fax (248) 645-9344

June 28, 2017

Mr. Joseph A. Valentine, City Manager City of Birmingham 151 Martin Street, P.O. Box 3001 Birmingham, MI 48012

> Re: Birmingham's Request for Qualifications of the Old Woodward and Bates Street Extension

Dear Mr. Valentine:

As you are aware, the above referenced RFQ was issued on March 16, 2017. The City requested the following specific information from each of the entities submitting a response to the RFO:

"One copy of the following information should be submitted in a separate sealed envelope to be kept confidential:

- Audited financial statement or federal income tax forms for the developer from the last three years; personal financial statements may be required as supplemental information at the option of the City's development advisor.
- References from financial institutions with whom the developer has dealt as a borrower or as a joint venture partner.
- Proposed sources of financing and preliminary evidence of interest from financial institutions or partners if available.
- List of pending litigation or other disputes with which the developer, development entity, or joint venture partners are involved, indicate status, the potential of a financial settlement, and impact on your ability to execute this project.
- If the firm or any individual in the proposed project has ever filed for bankruptcy or has had projects that have been foreclosed (or return lenders via deed-in-lieu of foreclosure), list dates and circumstances.

All of the above information will be provided only to the City's legal counsel and is considered exempt from the Freedom of Information Act as private information. Only those firms who are short-listed and invited for an interview with the City will have their financial information reviewed. All other sealed packets will be returned unopened to their respective firms. Upon completion of the selection process all firms will have their financial information returned.

The City of Birmingham has received four (4) responses to the aforementioned RFQ. They have been received in the following alphabetical order:

Beier Howlett

Mr. Joseph A. Valentine, City Manager City of Birmingham June 28, 2017 Page 2

- 1. Morningside Group from Chicago, IL;
- 2. Redico from Southfield, Michigan;
- 3. TIR Equities; and,
- 4. Walbridge.

The initial respondents provided complete submittals which has been reviewed by City staff to determine whether they have met the parameters of the RFQ. City staff has determined that all four (4) submittals should be submitted to the next level in the selection process. At that point the financial information of all four (4) entities was reviewed.

Certain additional information regarding the above referenced financial submissions was requested from Morningside Group, Redico and Walbridge Aldinger. That information, taken together with the initial submission, has been reviewed by the undersigned. Each entity provided references from financial institutions, proposed sources of financing and a preliminary interest from each financial institution, and a statement as to pending litigation, if any. For every firm it did not seem to impede its ability to perform the work necessary on the RFQ, and none of the firms or the individuals in the proposed project has ever filed bankruptcy.

With respect to the audited financial statements, each appeared in different formats. Some provided financial statements, others provided income tax returns, and others provided personal financial statements with respect to the request for qualifications.

The information provided was reviewed by the undersigned, and all of four (4) of the entities that submitted a response to the RFQ appear to be financially qualified to perform the work. However, the City reserves the right on making a preliminary selection to have further review of the financial and operational details of the entity selected as to how they propose to specifically proceed with this project.

If you have any questions, please do not hesitate to contact me.

Very truly yours,

BEIER HOWLETT, P.C.

Timothy J. Currier Birmingham City Attorney Exhibit D: RFP



REQUEST FOR PROPOSALS

North Old Woodward / Bates Street Parking and Site Development



Issued by:

City of Birmingham, 151 Martin Street P.O. Box 3001 Birmingham, MI 48012 (248) 530-1850 www.bhamgov.org



NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

REQUEST FOR PROPOSALS

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INTRODUCTION

The City of Birmingham, Michigan (the "City") is seeking a developer or a development team (the "Developer") to undertake the collective redevelopment of a parcel of public property of approximately 4 acres located in the City's Central Business District. Figure 1 shows the location of the subject property being offered for redevelopment. This property currently contains a public parking structure and surface parking lot.

The City is utilizing a two phase process to select a Developer to redevelop the subject site. First, the City conducted a public selection process for qualified Developers to redevelop the N. Old Woodward/Bates Street site, with oversight and review to be provided by the Ad Hoc Parking Development Committee and the City Commission. A Request for Qualifications (RFQ) was issued earlier this year, and respondents were invited to submit their qualifications and experience to compete for pre-qualification to submit a proposal in the second phase of this process. In evaluating Developers' qualifications, the City considered past development success, experience in working or partnering with communities, financial capacity and the design quality of previous development projects.

Through the RFQ process, the City has established a "short list" of four Developers that have been extended an invitation to submit a development proposal under this Request for Proposals (RFP). The details of the City's interests are outlined within this RFP. At this time, the City is soliciting detailed proposals outlining the proposed development plan and proposed terms of an agreement between the development team and the City to construct additional public parking and redevelopment of the N. Old Woodward and Bates Street area.



The City's objective is to solicit creative and innovative development plans from qualified Developers that will extend Bates Street from Willits to North Old Woodward and redevelop the remainder of the site by constructing a parking facility that provides a minimum of 380 parking spaces in addition to replacing the 770 parking spaces currently on the N. Old Woodward / Bates Street site, introducing residential, commercial and/or mixed uses to create an activated, pedestrian-oriented urban streetscape and provide public access to the Rouge River and Booth Park to the north. (Note that if additional commercial space is provided by this project, parking spaces in addition to the 380 noted above shall be provided at the rate of 1 space for every 564 sq.ft. of new gross commercial space. Residential parking spaces are assumed to be provided and reserved outside of these numbers, at the rate of 1.5 spaces per unit.) The City owns the entire parcel and its parking structure as illustrated in Figure 1. Parcel dimensions are illustrated in Attachment B. The northern end of this parcel is planned for designation as park property along the Rouge River.

It should be noted that the parcel marked Brookside Townhomes of Birmingham on Attachment B to the northeast of the City's property is currently under construction. A new five story mixed use building with retail and residential on the first level, residential on floors two through five, and two levels of underground parking is being constructed.

A sample plan of what the City envisions can be done with this property, while accomplishing the parking goals listed, is provided in Attachment E. It is important to note that the sample plan shown in Attachment E is conceptual only. For specific details on required plan elements please refer to this RFP and the development objectives outlined herein. Important desirable amenities of the plan as provided by the City include:

- New parking structure(s) with a minimum of 1150 parking spaces.
- New mixed use building adjacent to parking structure facing N. Old Woodward Ave.
- Service drive access to the adjacent buildings both north and south of the parking structure.
- New mixed use building facing Willits St.
- Public park property and connection between a new City street and the existing Rouge River to the north.
- Residential building on the north end of the site taking advantage of the existing views present in this area.

The existing zoning of this parcel is Public Property. An illustration of the existing zoning for this parcel and the immediate area is contained in Attachment C. This parcel is included in the City's Overlay Zoning District as illustrated in Attachment D, which provides for certain development opportunities. Modifications to the zoning of this parcel may occur to conform to the selected development plan, if the creativity of development plan does not meet existing parameters of the Overlay Zoning District. Additional information concerning the zoning regulations can be obtained from the City's Planning Division.

The selected Developer will work with the Ad-Hoc Parking Development Committee to present and review their plan at public meetings to receive community input on their development plan. This process may include presenting the plan to one or more of the following boards and commissions:

- a. The Ad-Hoc Parking Development Committee;
- b. The Birmingham Planning Board;
- c. The Historic District Commission;
- d. The Parks and Recreation Board:
- e. The Advisory Parking Committee;
- f. The Multi-Modal Transportation Board; and
- g. The City Commission.

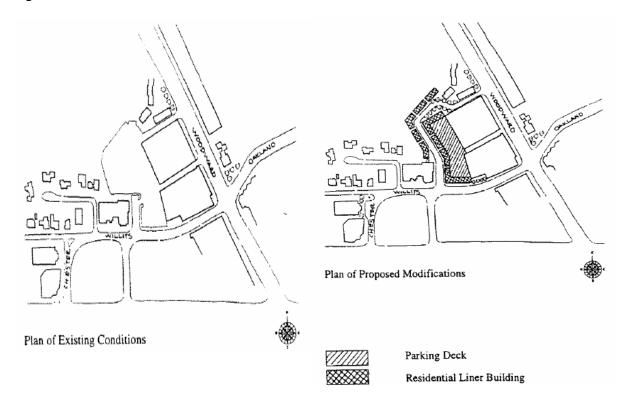
The final approval of the development plans will be concluded by the Birmingham City Commission following the community review process.

Based on the development plan selected, the City may lease or sell a portion or all of the property for development provided the development guidelines are met. The sale of public property would require the City to engage in placing the sale of property on the ballot for a vote in accordance with its City Charter. Once a development plan is accepted by the City, the process for the sale of property to the Developer may take from 4 to 12 months.

DEVELOPMENT OBJECTIVES AND GUIDELINES

The City's master planning document for the downtown, known as the *Downtown Birmingham 2016 Report* (DB2016 Report), identifies the N. Old Woodward / Bates Street site as a proposed location for redevelopment and provides conceptual illustrations of proposed modifications. The concept from the DB2016 Report referencing this area is provided herein for reference as Figure 2. Additional conceptual illustrations based on the DB2016 Report and incorporating various elements are provided as Attachment E.

Figure 2.



The City also adopted a master planning document for alleys and passages entitled *Activating Urban Space: A Strategy for Alleys & Passages* (Alleys & Passages Plan) in 2012. Developers will be expected to present creative concepts for the site that incorporate the objectives and guidelines listed above and outlined in the DB2016 Report and the Alleys & Passages Plan. The objectives and guidelines presented in this RFP will be used in evaluating the submitted proposals.

Development Objectives

The City's overall objectives for redevelopment of the N. Old Woodward / N. Old Woodward / Bates Street site are as follows:

- To extend Bates Street from Willits and provide access to a location on North Old Woodward as envisioned in the Downtown Birmingham 2016 Plan.
- To accommodate current and future public parking needs with consideration for transient, employee permit parking, shoppers and faith-based community uses.
- To provide a form of residential, commercial and/or mixed use development along the extension to Bates Street to create an activated urban streetscape.

A number of primary objectives for the redevelopment of Bates Street as a whole are outlined below:

- To contribute to the improvement of the downtown as an active, pedestrian- oriented retail, residential and community environment.
- Ensure an adequate supply of parking in a conveniently located and attractively designed parking deck that limits negative externalities on surrounding buildings.
- To coordinate parking utilization in conjunction with public parking standards modified to accommodate mixed residential and business uses.
- To provide accessible parking on-street where possible consistent with existing Downtown Streets.
- To incorporate existing streetscape standards into proposed streetscape design and create an attractive streetscape that unifies, enhances and connects the N. Old Woodward / Bates Street site with the rest of the Downtown.
- Enhance the N. Old Woodward / Bates Street site as a safe, convenient and hospitable pedestrian environment, while linking Willits to North Old Woodward.
- To ensure that new construction is compatible with the existing building fabric and is sensitive to the existing light and air provided to adjacent structures.
- The improvement of public gathering space for people, as well as a pedestrian connection to the Rouge River and Booth Park to the north.
- Provide an attractive pedestrian via located in between the proposed 5-story building (building 2) and the existing 4-story building at 325 N. Old Woodward.

- Provide a minimum 20 foot wide alley between the new parking structure and Building 2 to allow space for loading and services to both Building 2 and 325 N. Old Woodward Ave.
- Minimize conflicts between vehicles, pedestrians and cyclists.
- To ensure that the needs of the existing Church are met through the provision of nearby accessible parking, and a loading/unloading zone for the frequent drop off and pick up of young children.
- Assurance of full uninterrupted access to surrounding buildings during construction and/or demolition.
- Ability for creative adaptive re-use of the parking structure in the future, as well as options for multiple uses of the parking structure in the present.

These objectives should be a fundamental part of any development proposal for the N. Old Woodward / Bates Street site. The guidelines discussed below for the physical framework, mix and location of land uses, and design of buildings and public spaces are drawn directly from the *Downtown Birmingham 2016 Report* and/or have been developed with these objectives in mind.

Development Guidelines

- Pedestrian Circulation. Redevelopment of the N. Old Woodward / Bates Street site should include a pedestrian circulation system that links public parking, public open space and new developments to surrounding uses and activities. All pedestrian access routes must be compliant with Americans with Disabilities Act (ADA) requirements. Pedestrian connection to the existing Rouge River trail and Booth Park located on the north side of the river is encouraged.
- Vehicular Connection. Bates Street will be preserved as a public street to promote efficient access and circulation by vehicles, pedestrians, cyclists and transit riders. Bates Street will connect Willits to North Old Woodward. Accessible parking on street and pedestrian drop off areas must be provided.
- 3. **Parking.** The existing parking structure should be removed and replaced to accommodate additional parking. It is expected the City will own and operate any parking structure and own the land underneath the structure. Parking lots or garages serving residential developments would be privately owned. During construction phasing, the Developer shall coordinate development with respect to the existing parking operation. Parking elements should be the first phase of construction. Further, developers are encouraged to share ideas on how the City may offer solutions to handle the lack of parking while the parking structure is under construction.
- 4. **Topography and Redevelopment.** Building designs that take advantage

of the natural topography in the area should be utilized. Site designs that provide public access to or overlooks of the Rouge River and Booth Park to the north are required.

- 5. **Storm Water Management –** Special consideration for development on the Rouge River must be in accordance with best management practices permitted by the Environmental Protection Agency (EPA) and the Michigan Department of Environmental Quality (MDEQ).
- 6. **Infrastructure.** This project will require extending sewer and water utilities to any new developments. New water mains must be looped into the existing system. The addition of sewer or water services for this site must conform to the City's standards. Information on these standards can be obtained from the City's Engineering Division.
- 7. **Utilities.** All utilities within and leading to the site shall be underground. The adequacy of gas, electric, telephone and cable service availability to the site will need to be determined by those making a proposal by contacting the respective utility companies. Note that the existing electrical source planned for 369 N. Old Woodward Ave. is overhead from the north of the Rouge River, through this site. The redevelopment will need to bring power for the new buildings as well as 369 N. Old Woodward Ave. from the south in order to remove all overhead wiring in this area.
- 8. **Financial.** No City subsidies will be made available. Land will be sold or leased at market rates and all private property or private use of public property will be subject to property taxes.
- 9. **Required Easements.** All necessary easements must be provided in accordance with the Consolidating Easement and Restriction Agreement dated November 28, 2005 between the City and B/K/G Birmingham LLC, benefiting 325 N. Old Woodward (located at corner of Willits and Old Woodward). A copy of this easement is included as Attachment F.
- 10. **Booth Park Trail.** Booth Park is located to the immediate north of the N. Old Woodward / Bates Street site. A proposed bridge connection to Booth Park from the site is planned as part of a trail master plan. The bridge will provide access between the downtown and Booth Park. This proposed bridge will be a vital link in the overall trail system. A conceptual illustration is provided as Attachment G.
- 11. **Phasing.** The developer is required to provide a clear, concise phasing plan to clarify how and when various parts of the development package would be built. Consideration shall be given to keep the amount of time that the parking structure is out of service to the public to a minimum, and that sufficient remaining land be made available to not only stage the

construction of the parking structure, but to accommodate a staging area if needed for daily shuttling of hundreds of parkers to this area to an off-site parking area, if necessary. Further, developers are encouraged to share ideas on how the City may offer solutions to handle the lack of parking while the parking structure is under construction.

Design Issues

- **1. Building Height Considerations.** The portion of the site not used for public parking is zoned D-3 under the Downtown Birmingham Overlay Zoning, which allows a maximum of 4 stories, provided the 4th story is used for residential units and is set back 10' from the front building façade. Maximum overall height is 68'. Specific regulations also apply. These regulations are outlined in the City's Zoning Ordinance. However, it should be noted that City owned property may exceed the maximum height limits for private property.
- **2. Residential Building Relationships.** Any proposed residential uses should be integrated into an overall mixed use development.
- 3. **Design of Buildings.** Specific design and architectural requirements are in place in the Downtown Birmingham Overlay Zoning District as outlined in the City's Zoning Ordinance.
- 4. **Design of Street.** The extension of Bates Street must conform to the City's street standards. A consistent minimum of 50 ft. width is required for the new public right-of-way, unless the existing parking structure is maintained.

5. Streetscape and Landscaping.

- Streetscape designs must incorporate the City's Downtown Streetscape Design Standards.
- Landscaping designs should include innovative and aesthetically appealing plants and landscape features that enhance the pedestrian experience while enhancing the natural area along the Rouge River.
- 6. **Public Safety.** Fire and emergency access must be accommodated for all buildings in the development area. Hydrants must be placed where required by the City's Fire Department.
- 7. **Parking.** Most residential parking should be emphasized underground or within buildings, which would allow land areas to be used for buildings and open spaces. The change in elevation in the area should be used to facilitate underground parking.

REOUEST FOR PROPOSAL PROCESS

Four Developers have been short-listed and pre-qualified in the RFQ phase of the process. Only these four Developers are being offered the opportunity to submit a development proposal in Phase 2 under this RFP.

During the evaluation process, the City reserves the right, where it may serve the City's best interest, to request additional information or clarification from Developers, or to allow corrections of errors or omissions. At the discretion of the City, firms submitting qualifications may be requested to make public presentations as part of the evaluation process.

The City will select a single developer or development team for the redevelopment of the parcel offered in this RFP. The City may offer to sell or lease the property it currently owns within the Bates Street Site, exclusive of land to be used for public parking and public roads, for private use to the selected developer or development team.

Anticipated Timetable of Selection Process

Submittal & Review Process	Target Date
Release of Request for Proposals	Sept. 12, 2017
Proposal Due Date	Jan. 3, 2018
Extend invitation for Interviews	Jan. 30, 2018
Interviews Conducted	Feb. 2018
Recommendation of Developers to City Commission	March 2018
Conduct community and plan review process	April – Dec 2018
City Commission approval of final development plan	January 2019

Developer rights and responsibilities

The following outlines the rights and responsibilities of the developer and the City of Birmingham in the redevelopment of the North Old Woodward / Bates Street Parking and Site Development:

- Exclusive development rights and right to purchase or lease land for private uses (excludes purchase of any City owned land that will be used for public purposes, such as public parking.)
- To serve as developer or development team of the property for a mix of uses; all sub-developers must be identified if other firms will carry out portions of the project.
- Prepare all site plans and elevation drawings for approval by the City in accordance with the specifications and requirements of the City of Birmingham.
- Plan for and construct public parking as indicated in the development

program.

- Work with the City during construction to accommodate temporary parking and minimize disruption to residents, tenants and the faith community in the surrounding area.
- Develop public infrastructure and utilities necessary for the site.
- Attend public meetings as necessary in order to present plans for review.
 It is expected that plans will need to be presented at up to ten (10) boards and committee meetings for review.

City's Role

- Assist with necessary development review process and approvals.
- Cooperate with any land acquisition pursued by the developer in accordance with this RFP.
- Assist with construction phasing and coordination with respect to temporary parking operation during construction.
- Provide existing information relating to the site such as 1) title search, 2) site survey, 3) baseline environmental analysis, and 4) utility availability analysis.

SUBMISSION REQUIREMENTS AND GUIDELINES

The following outlines the submission requirements and guidelines for the North Old Woodward / Bates Street Parking and Site Development project. All respondents must provide the following documents to be considered:

- A. Cover sheet as provided in RFP (Attachment A);
- B. Transmittal letter:
- C. Detailed site plan for the entire site, illustrating proposed buildings, open spaces, noting proposed uses and connections and relationships with all adjacent properties;
- D. Written response indicating how the proposal meets each of the City's development objectives and development guidelines;
- E. Written outline of terms the development team proposes to structure a deal with the City, including the following:
 - Recommendations for terms of development plan for the purchase and/or lease of City land;
 - Terms of ownership, operation and/or maintenance of the public parking structure;
 - Terms of ownership, operation and/or maintenance of any proposed private assets integrated into the public parking structure building (retail liners, etc.);
 - Construction proposal for public infrastructure, such as roads, sidewalks, plazas etc.;
 - Financing methods;
 - Proposed contractual terms; and

- Anticipated role/obligations of the City.
- F. Estimated overall total budget for the project, with sub-totals for land costs and construction costs; and
- G. Proposed timeline with details on each phase from selection of development team to completion of entire project.

Submission Procedure

Ten (10) hard copies and one (1) PDF copy of each proposal shall be submitted no later than 4:00 p.m., on January 3, 2018 to:

City of Birmingham
Attn: City Clerk
151 Martin Street
Birmingham, Michigan 48009

Submittals should be firmly sealed in an envelope, which shall be clearly marked on the outside, "Request for Proposals – N. Old Woodward / Bates Street Parking and Site Development". Any proposal received after the due date cannot be accepted and will be rejected and returned, unopened, to the proposer. Proposer may submit more than one submittal provided each proposal meets the functional requirements.

Each respondent shall include in their submittal the following information: Firm name, address, city, state, zip code, telephone number, fax number and website address. The company shall also provide the name, address, telephone number and e-mail address of an individual in their organization to whom notices and inquiries by the City should be directed as part of their proposal.

The City of Birmingham reserves the right, at its sole discretion, to reject any or all submittals when, in its opinion, it is determined to be in the public interest to do so; to waive minor irregularities and informalities of a submittal; or to cancel, revise, or extend this solicitation. The Request for Proposals does not obligate the City of Birmingham to pay any costs incurred by any respondent in the submission of a proposal or in making necessary studies or designs for the preparation of that proposal, or for procuring or contracting for the services to be furnished under this Request for Proposals.

Selection Criteria

Evaluation of proposals will be based upon:

- Detailed description of conceptual development plan and how the proposal meets the City's objectives;
- Design quality of the proposed development project, including both private buildings and public space;

- Offer price and terms and conditions for the sale or lease of City property, with a description of the necessity to purchase or lease;
- Proposed public engagement process; and
- Past performance of firms as verified by references of previous clients/projects in urban areas.

TERMS AND CONDITIONS

- 1. The City reserves the right to reject any or all proposals received at any time during this process, waive informalities, or accept any qualifications in whole or in part, it deems best. The City reserves the right to award the contract to the next most qualified Developer if the successful Developer does not execute a development agreement within thirty (30) days after the award of the proposal under the RFP.
- 2. The City reserves the right to request clarification of information submitted and to request additional information of one or more Developers.
- 3. The City reserves the right to terminate any contract at its discretion should it be determined that the services provided do not meet the specifications contained herein. The City may terminate this Agreement at any point in the process upon notice to Developer sufficient to indicate the City's desire to do so. In the case of such a stoppage, the City agrees to pay Developer for services rendered to the time of notice, subject to the contract maximum amount.
- 4. The successful bidder will be required to furnish a Performance Bond in an amount not less than 100% of the contract price in favor of the City of Birmingham, conditioned upon the faithful performance of the contract, and completion on or before the date specified.
- 5. Any proposal may be withdrawn up until the date and time set above for the opening of the qualifications. Any proposal not so withdrawn shall constitute an irrevocable offer, for a period of ninety (90) days, to provide the services set forth in accordance with the specifications outlined in this RFP.
- 6. The cost of preparing and submitting a proposal is the responsibility of the Developer and shall not be chargeable in any manner to the City.
- 7. The Developer will not exceed the timelines established for the completion of this project.
- 8. The successful Developer shall enter into and execute a development agreement with the City.

ATTACHMENT A

COVER SHEET

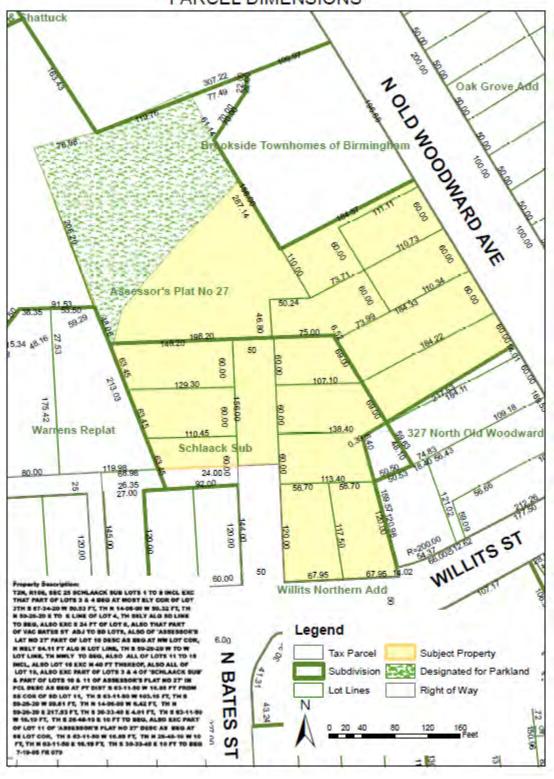
In submitting this proposal, as herein described, the Consultant agrees that:

- 1. They have carefully examined the specifications and terms of the Request for Proposal and all other provisions of this form and understand the meaning, intent, and requirement of it.
- 2. They will enter into written contract and furnish the item or items in the time specified in conformance with the specifications and conditions contained therein for the price quoted by the proponent on this proposal.

BID PREPARED BY (Print Name)	DATE SUBMITTED	
AUTHORIZED SIGNATURE	DATE	
TITLE		
COMPANY		
ADDRESS	PHONE	
NAME OF PARENT COMPANY		
ADDRESS	PHONE	

ATTACHMENT B

N. OLD WOODWARD / BATES PARKING SITE PARCEL DIMENSIONS



N. Old Woodward / Bates Parking Site Zoning Districts



N. Old Woodward / Bates Parking Site Overlay Zoning Districts



ATTACHMENT E Conceptual Illustrations of Development Area











South Bird's Eye View

Birmingham Parking Expansion 333 N. Old Woodward Avenue Simingham, Mi City of Birmingham Bird's Eye View

ATTACHMENT F Easement Benefitting 325 N. Old Woodward

Vehicle Access Easement

Land located in the City of Birmingham, County of Oakland, State of Michigan, more particularly described as:

A parcel of land being a part of Lots 10 and 11 of "Assessor's Plat No. 27" in the SW quarter of Section 25, T2N, R10E, City of Birmingham, Oakland County, Michigan. according to the Plat thereof as recorded in Liber 6 of Plats, Page 46, Oakland County Records, and a part of Lots 3 and 4 of "Schlaack Subdivision of Lots 40, 41, 42 and part of Lot 53 of Willets Addition", City of Birmingham, Oakland County, Michigan, according to the Plat thereof as recorded in Liber 8 of Plats, Page 8, Oakland County Records, said parcel of land being described as follows: Commencing at the southeasterly corner of said Lot 11, said point also being on the westerly line of Woodward Avenue (100 feet wide); thence S 63°11'50" W 16.85 feet along the southerly line of said Lot 11 to the point of beginning of this description; thence continuing S 63°11'50" W 103.15 feet along said lot line to a point; thence S 59°26'20" W 99.61 feet to a point; thence N 30°33'40" W 19.16 feet to a point; thence N 59°26'20" E 219.35 feet to a point on the easterly line of said Lot 11; thence S 30°33'40" E 17.01 feet along said easterly line of said Lot 11 to a point; thence S 63°11'50" W 16.19 feet along a line 10.00 feet northerly of and parallel to the southerly line of said Lot 11 to a point; thence S 26°48'10" E 10.00 feet to the point of beginning of this description.

ATTACHMENT G Booth Park Trail Connection

Booth Park trail connection to Bates Street site.





BATES STREET REDEVELOPMENT PROJECT

BIRMINGHAM, MICHIGAN

JANUARY 3, 2018





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Section A. Cover Sheet



ATTACHMENT A

COVER SHEET

In submitting this proposal, as herein described, the Consultant agrees that:

- 1. They have carefully examined the specifications and terms of the Request for Proposal and all other provisions of this form and understand the meaning, intent, and requirement of it.
- 2. They will enter into written contract and furnish the item or items in the time specified in conformance with the specifications and conditions contained therein for the price quoted by the proponent on this proposal.

KENT HECKAMAN	JANUARY 3, 2018
BID PREPARED BY	DATE SUBMITTED
(Print Name)	
hell Caron	1-3-18
AUTHORIZED SIGNATURE	DATE
VICE PRESIDENT OF DEVELOPMEN	17
TITLE	
REDICO	
COMPANY	
ONE TOWNE SOURCE SUITE	= 1600 SOUNFIELD MI 48076
ADDRESS	PHONE 248-284-522
REDICO HOLNING, LLC	
NAME OF PARENT COMPANY	
(SAME)	(SAUX)
ADDRESS	PHONE

Section B. Transmittal Letter

REDICO is pleased to submit the enclosed information detailing our proposal to redevelop the 333 North Old Woodward Parking Structure site in downtown Birmingham. Our proposed development will substantially increase downtown's parking capacity, expand its attractive streetscapes and public amenities, compliment neighborhood aesthetics and character, and sustain its future growth.

REDICO is extraordinarily well-qualified for this project. As the owners of 480 Pierce, a top-tier office building in downtown Birmingham, we are established long-term investors in the city. REDICO has a high-capacity development team with an unmatched diversity and magnitude of project experience. In the past year we have developed a wide range of products, including a luxury American House assisted living community Coconut Point in Estero, Florida, the adaptive reuse of a historic hospital building in downtown Grosse Pointe Farms, and The Village at Bloomfield in nearby Bloomfield Township and Pontiac. Some of our most successful recent projects, such as Dearborn Town Center and One Kennedy Square, have been public / private partnerships that involved the purchase of municipally owned land. We also have extensive experience with developing and owning parking structures, and many of the assets in our portfolio integrate structured parking (Orchestra Place, Dearborn Town Center, One Kennedy Square, Oakland Towne Square, 480 Pierce, and The Village at Bloomfield, to name a few).

If we are selected as the developer, this project will be a tremendous strategic fit for our company. The site is close to our headquarters office in Southfield, and the intended program fits with our vision of developing mixed-use, walkable urban projects in vibrant downtowns such as Birmingham. I joined the REDICO development team in 2016 to enhance our capacity in the pursuit of this strategy. My experience with projects of similar prominence in metro Washington, DC over the past decade qualifies me to lead this project on our company's behalf. I am currently spearheading our \$60 million mixed-use development in downtown Ann Arbor, including 170 luxury apartments over a parking podium with retail, which is expected to commence construction in 2018.



Our package contains some preliminary design concepts, which build upon the concepts put forth by the City of Birmingham in its RFP, namely:

- Completing Bates streetscape in a manner that's consistent with walkable downtown
 Birmingham and its downtown plan
- Developing several structures to complement the aesthetics and scale of the city's existing urban fabric while increasing parking capacity and housing choices in downtown Birmingham
- Creating a public space that's more than just a development buffer, but an inviting amenity that enhances the connection of the downtown neighborhood with Birmingham's much-loved public parks

If you have any questions about our proposal, please do not hesitate to contact me.

Sincerely,

Kent Heckaman

Vice President of Development

REDICO

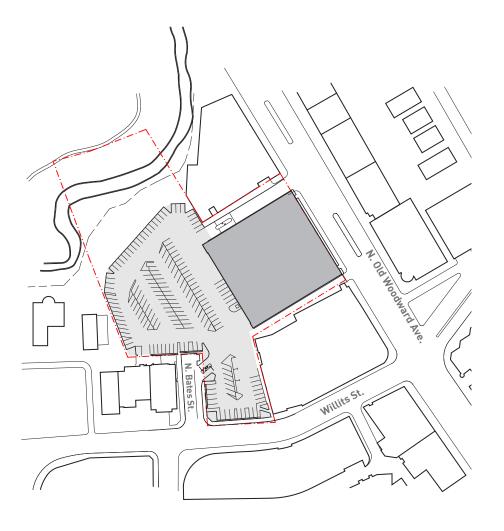


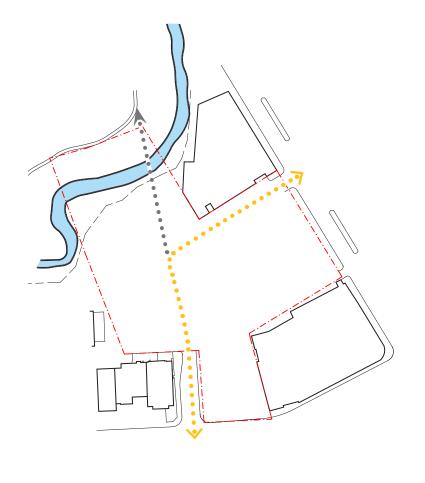
Section C. Conceptual Development Plans

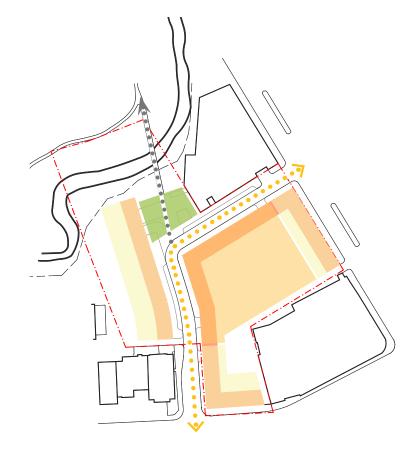


N. Old Woodward/Bates









Existing

Property Line: •-•--

Parking Lot:

Parking Garage:

Proposed:

Street: •••••

Pedestrian Path: •••••

Rouge River:

Massing

Plaza:

Retail Liner:

Parking Garage:

Residential:





N. OLD WOODWARD/BATES DEVELOPMENT

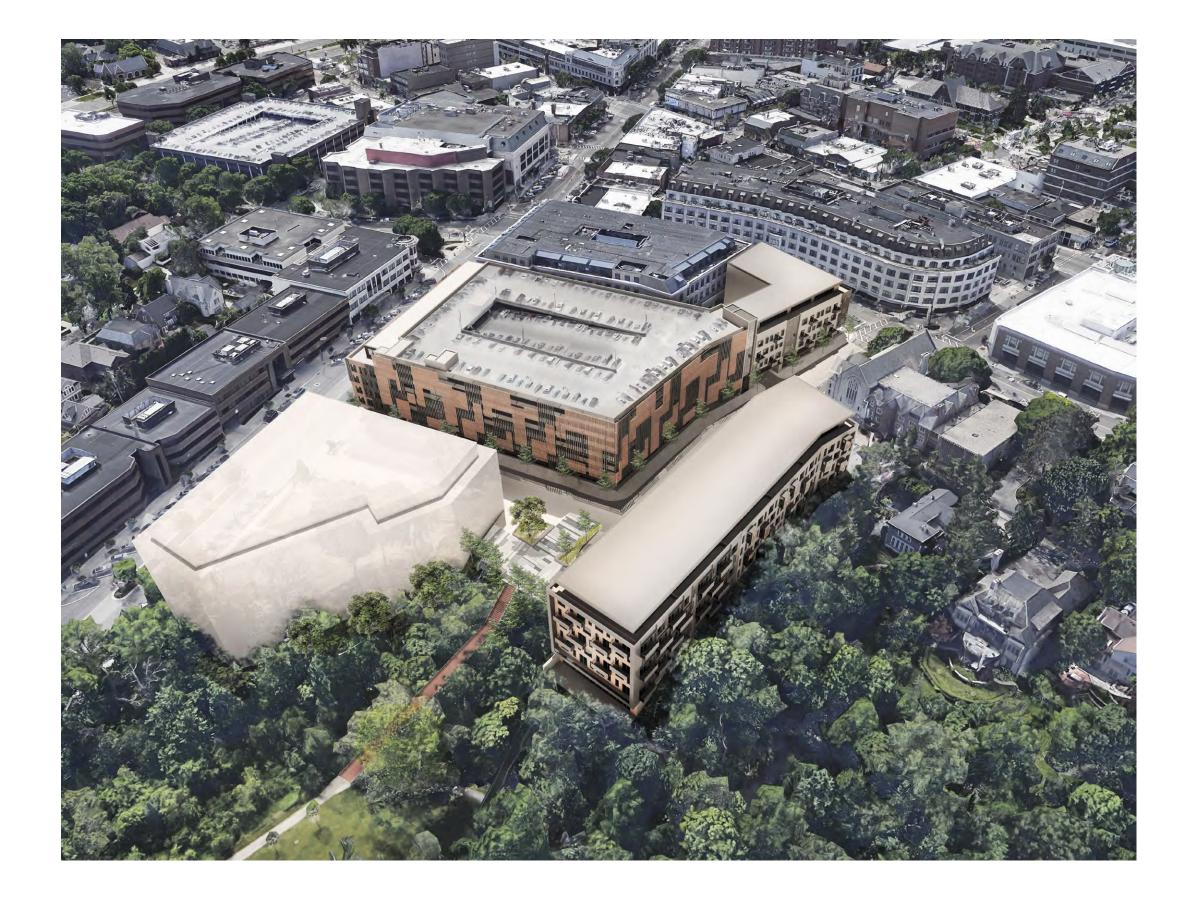


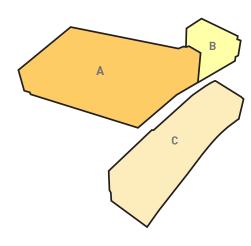






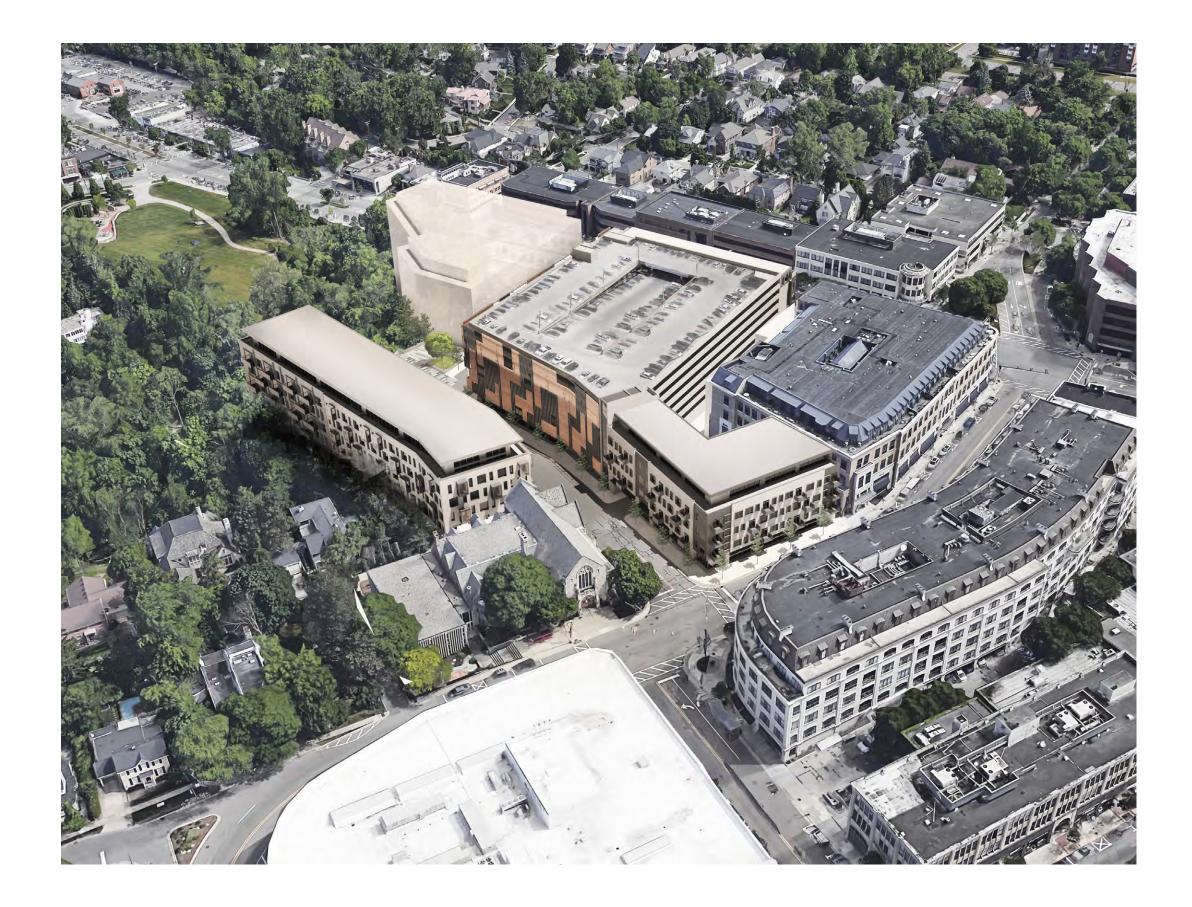


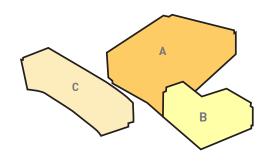








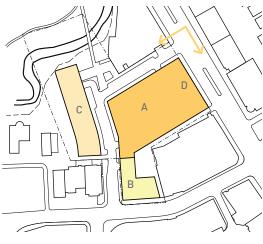










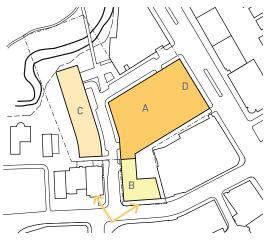








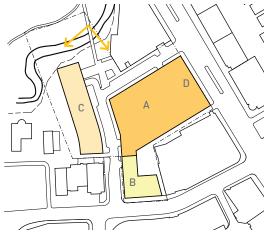
WILLITS STREET





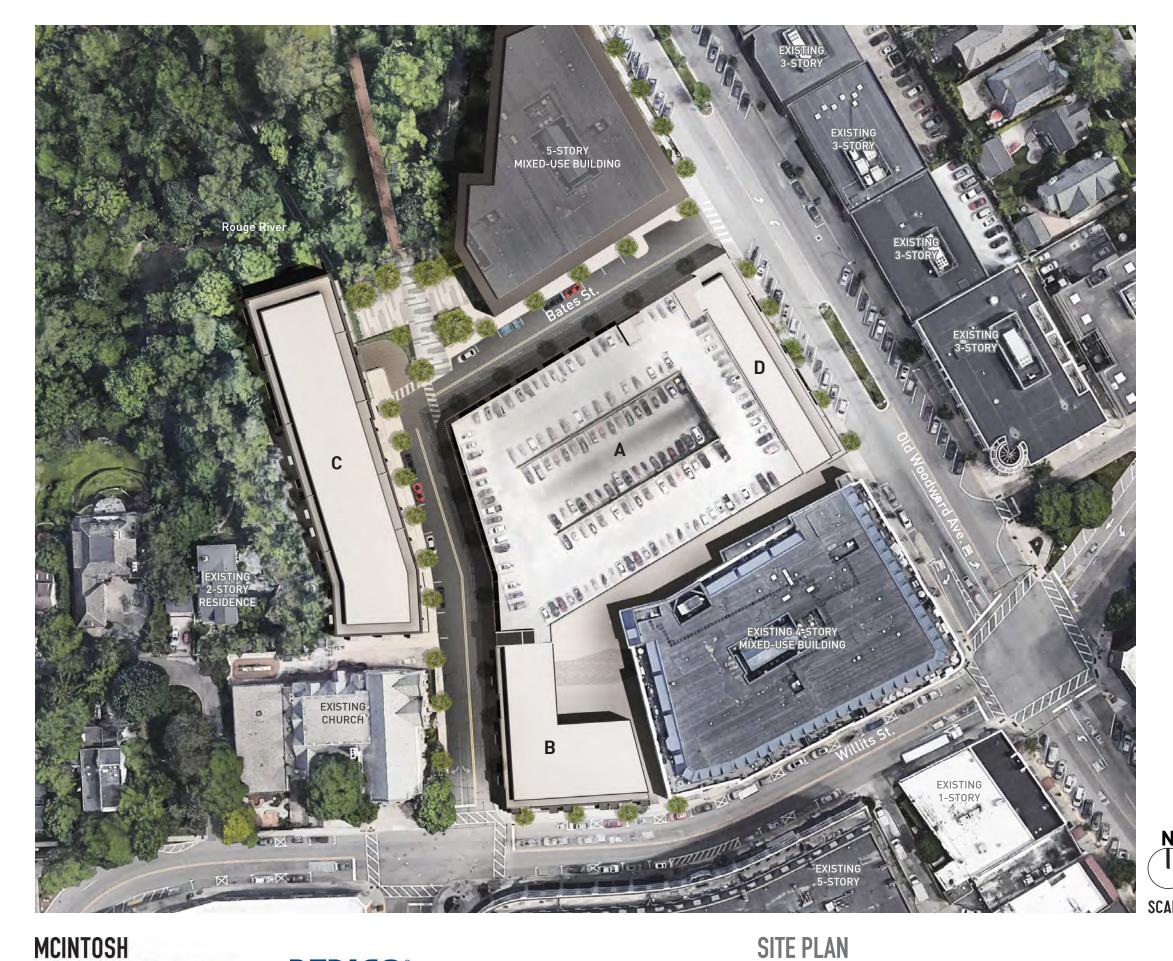














A 8 LEVEL PARKING STRUCTURE

RETAIL LINER: 6,425 SF = 22 SPACES

EXISTING PARKING: 770 SPACES REPLACEMENT PARKING: 1,150 SPACES **NEW DEVELOPMENT** PARKING REQUIRED: 116 SPACES PARKING PROVIDED: **1,266 SPACES**

B 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 22 2 BEDROOM 1,200 SF

TOTAL: 27,200 SF 30 UNITS

RETAIL: 4,750 SF

TOTAL: 31,950 SF NET 46,450 SF GROSS

PARKING REQUIRED: 54 SPACES PARKING PROVIDED: STRUCTURE A

C 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 54 23 2 BEDROOM 1,200 SF

TOTAL: 70,800 SF 77 UNITS

RETAIL: 4,450 SF

TOTAL: 75,250 SF NET 97,622 SF GROSS

PARKING REQUIRED: 115 SPACES

PARKING PROVIDED: 123 SPACES IN BUILDING C

D 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 2 BEDROOM 1200/1600 SF 8

TOTAL: 17 UNITS 17,600 SF

RETAIL: 4,225 SF

TOTAL:

21,825 SF NET 33,565 SF GROSS

PARKING REQUIRED: 40 SPACES PARKING PROVIDED: STRUCTURE A

OVERALL: 124 UNITS

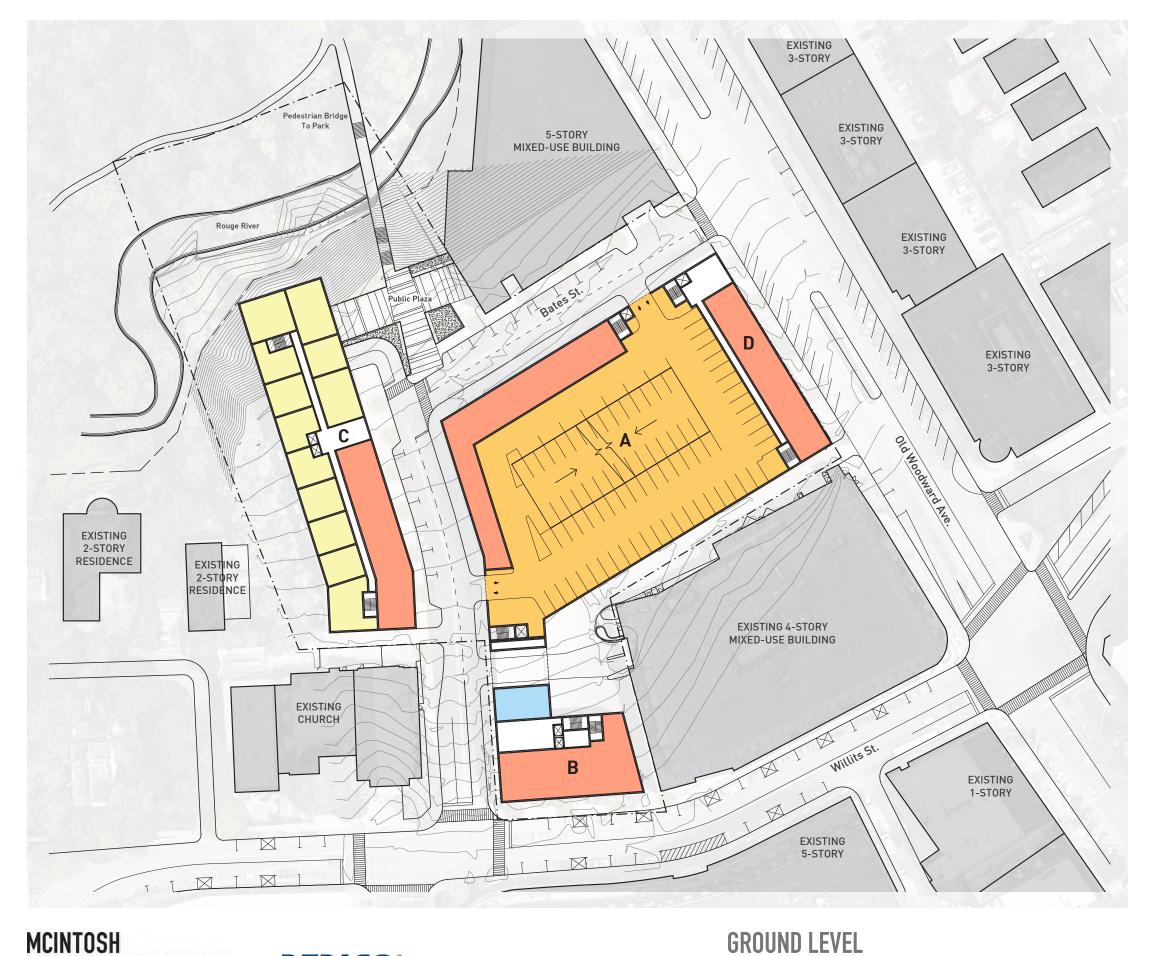
N. OLD WOODWARD/BATES DEVELOPMENT



PORIS ASSOCIATES

SITE PLAN

JANUARY 2. 2018



Ground Level Data

A 8 LEVEL PARKING STRUCTURE

108 PARKING SPACES

RETAIL: 6,425 SF

PARKING REQUIRED: 22 SPACES

B 5 STORY MIXED-USE BUILDING

AMENITY: 1,100 SF RETAIL: 4,750 SF

8,400 SF GROSS

PARKING REQUIRED: 16 SPACES

C 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 2 BEDROOM 1,200 SF

TOTAL: 11,550 SF 12 UNITS

RETAIL: 4,450 SF

19,900 SF GROSS

PARKING REQUIRED: 36 SPACES

D 5 STORY MIXED-USE BUILDING

RETAIL: 4,225 SF

6,940 SF GROSS

PARKING REQUIRED: 15 SPACES









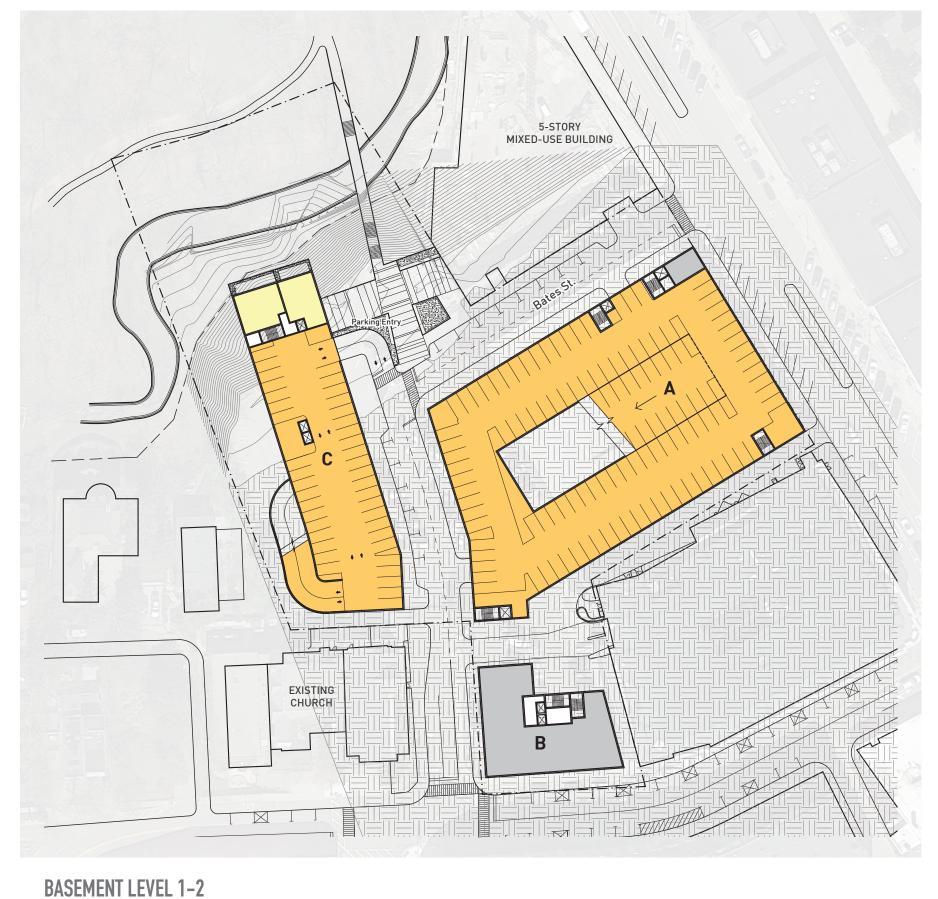


SCALE: 1:80

N. OLD WOODWARD/BATES DEVELOPMENT

JANUARY 2. 2018

PORIS ASSOCIATES





C 5 STORY MIXED-USE BUILDING

UNIT MIX:

2 BEDROOM

1,200 SF 2

TOTAL

2,400 SF

2 UNITS

8,400 SF GROSS PER LEVEL

PARKING: 82 SPACES TOTAL

Basement Level 3 Data

C 5 STORY MIXED-USE BUILDING 8,400 SF GROSS

AMENITY: 2,450 SF

PARKING: 41 SPACES





Parking

Residential Amenity Space

BASEMENT LEVEL 3

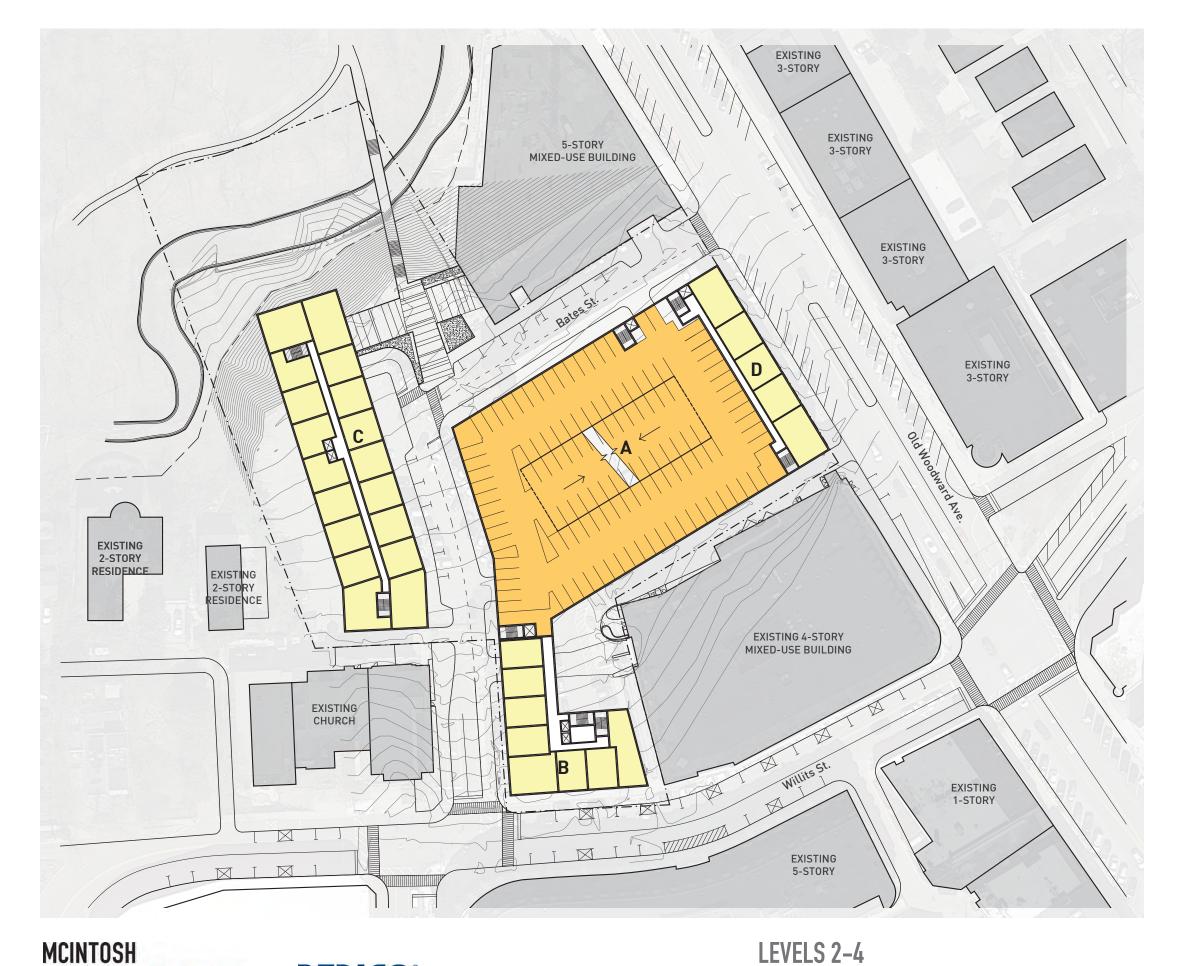
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N. OLD WOODWARD/BATES DEVELOPMENT

JANUARY 2. 2018

BASEMENT LEVELS 1-3





Levels 2-4 Data

A 8 LEVEL PARKING STRUCTURE 123 PARKING SPACES PER FLOOR

B 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 6 2 BEDROOM 1,200 SF 2

TOTAL: 6,750 SF 8 UNITS

10,100 SF GROSS PER LEVEL

PARKING REQUIRED: 10 SPACES

C 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 14 1,200 SF 4 2 BEDROOM

TOTAL:

16,000 SF 18 UNITS

5 UNITS

19,900 SF GROSS PER LEVEL

PARKING REQUIRED: 22 SPACES

D 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 3 2 BEDROOM 1200 SF 2

TOTAL:

4,800 SF

6,460 SF GROSS PER LEVEL

PARKING REQUIRED: 7 SPACES





Residential



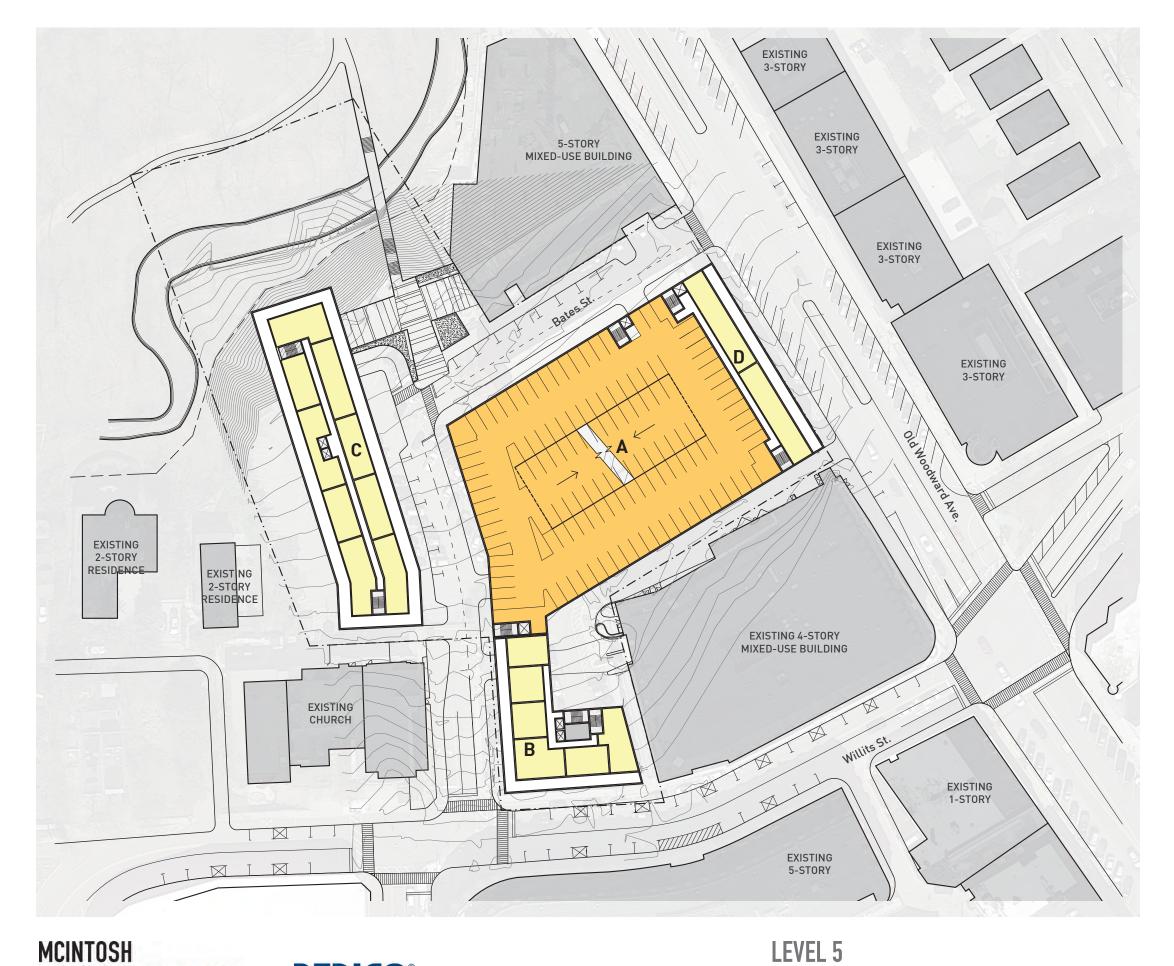
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N. OLD WOODWARD/BATES DEVELOPMENT

JANUARY 2. 2018

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Level 5 Data

A 8 LEVEL PARKING STRUCTURE 123 PARKING SPACES

B 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 4 2 BEDROOM 1,200 SF 2

TOTAL: 5,400 SF 6 UNITS

7,750 SF GROSS

PARKING REQUIRED: 8 SPACES

C 5 STORY MIXED-USE BUILDING

UNIT MIX:

1 BEDROOM 800 SF 4 2 BEDROOM 1,200 SF 5

TOTAL: 13,200 SF 9 UNITS

17,300 SF GROSS

PARKING REQUIRED: 14 SPACES

D 5 STORY MIXED-USE BUILDING

UNIT MIX:

3 BEDROOM 1,600 SF 2

TOTAL: 3,200 SF 2 UNITS

5,240 SF GROSS

PARKING REQUIRED: 4 SPACES







SCALE: 1:80

N. OLD WOODWARD/BATES DEVELOPMENT

JANUARY 2. 2018

PORIS ASSOCIATES

Section D. Project Vision & Objectives

Design Objectives

REDICO and McIntosh Poris Architects envision continuing the downtown uses and streetscape at a scale that's harmonious with existing surroundings. The design guidelines we implement will be consistent with the City's objectives as contained in the RFP, which are further delineated in the conceptual plans in Section C. Our vision is as follows:

- Creating an inviting public space in downtown and enhancing pedestrian connections to Booth Park and its trails
- Completing Bates Street extension in a manner that's consistent with the Downtown
 Birmingham 2016 plan documents and established design standards for downtown
 - Bates will be a public street consistent with the design, scale, and form of Downtown Birmingham
 - Liner buildings will be included along North Old Woodward and the extended Bates Street. Ground floor retail and amenities will promote an active streetscape
- Developing a contemporary parking deck to replaces a deteriorating and obsolete structure, increasing downtown's parking capacity by over 400 spaces
 - REDICO will coordinate parking operations during construction phasing to minimize disruptions
 - REDICO envisions a prefabricated deck that's highly functional, sustainable, and attractive. The deck will be lined with residential and retail uses, and where its façade is exposed we envision contemporary architectural screening
- Developing a mix of for-sale luxury condominium units and high end, Class A multifamily apartments that optimize density and compliment the downtown residential market



Development Program

Four mixed-use buildings that comprise approximately 13,425 square feet of boutique retail,

with up to 126 apartment units consisting of:

84 one bedroom units of approximately 800 square feet

42 two bedroom units of approximately 1200 square feet

The proposed development project is envisioned with the ideal form, design character, and

the mix of uses outlined by the downtown district overlay zone and the Downtown

Birmingham 2016 Report (DB2016 Report), guidance that is echoed by the City's Request

for Proposals for the site. The following design guidelines and standards will apply to this

project:

Design Guidelines: Accessibility / Connectivity

The development includes the extension of Bates Street, a public road, to North Old

Woodward Avenue.

A pedestrian connection to the existing Rouge River trail and Booth Park located

on the north side of the river is provided in a manner consistent with the City's

alleys and passages plan.

The development restores continuous active frontage on North Old

Woodward Avenue, repairing a link in the downtown urban fabric.

The continuation of the traditional grid design is consistent with

Birmingham's downtown development inherently pattern and

advantageous for multimodal accessibility.

Accessible street parking is provided on Bates Street.

o Pedestrian drop off areas are provided in strategic locations to accommodate the

frequent drop off and pick up of young children.

All pedestrian access routes for public spaces will be compliant with Americans

with Disabilities Act (ADA) requirements.

Fire and emergency access is accommodated for all buildings.

- This project will require extending sewer and water utilities. New water mains will be looped into the existing system in conformity with the City's standards.
- All utilities within and leading to the site shall be underground.
- The existing electrical source planned for 369 N. Old Woodward Ave. is overhead from the north of the Rouge River, through this site. The redevelopment will relocate all overhead wiring in this area, bringing power from the south.
- The development provides for parking in a manner that is in keeping with the historical pattern of mixed-uses in downtown Birmingham:
 - Public on-street parking is provided on the extended section of Bates Street, and the expanded public deck is available for downtown employees and long-term users to facilitate long-term, sustainable growth and development in downtown.
 - Private parking is accommodated in a separate concealed deck that takes advantage of the site's topography and maximizes the density and urban character of the development, minimizing potential conflicts between the programmed uses.
 - During construction phasing, we will coordinate development with respect to the existing parking operation. Parking elements will be completed in the first phase of construction.
 - We will ensure that the short- and long-term needs of the existing Church are met through the provision of nearby accessible parking and drop-off areas.

Design Guidelines: Sustainability / Architectural Standards

- The proposed development will be built with streetscape elements at a scale that contributes to a pedestrian-friendly environment in harmony with its downtown neighborhood.
 - A consistent minimum of 50 ft. width is used for the new public right-of-way
 - Streetscape and Landscaping Streetscape designs incorporate the City's Downtown Streetscape Design Standards.
 - Landscaping designs include innovative and aesthetically appealing plants and landscape features that enhance the pedestrian experience and the ecology of the Rouge River.



- The design is sensitive to neighboring structures by respecting building heights. The maximum overall height is 68'.
- A 20 foot wide alley between the new parking structure and Building 2 allows space for loading and services to both Building 2 and 325 North Old Woodward Ave.
- Residential uses are integrated into an overall mixed-use development that may include retail and ancillary services (e.g. daycare).
- The parking structure is attractively screened, and it incorporates mixed-uses that contribute to the downtown character. The deck is being planned for the possibility of future adaptive use(s).

Design Guidelines: Public Gathering & Open Spaces / Neighborhood Compatibility

- The project will increase the variety of public gathering / open spaces accessible to downtown, and improve pedestrian connections to the Rouge River and Booth Park to the north. This will give the downtown neighborhood and the entire Birmingham community a unique degree of connectivity between natural and built environments.
- Booth Park is located to the immediate north of the N. Old Woodward / Bates Street site. A proposed bridge connection to Booth Park from the site is planned as a key link with the trail master plan. The bridge will provide access between the downtown and Booth Park.
- Access to surrounding buildings will be maintained during construction and demolition of the existing parking garage.
- The site design provides public access to or overlooks of the Rouge River and Booth Park to the north, taking advantage of the natural topography in the area.
- Special considerations on the impacts of the development on the Rouge River will be made in accordance with best management practices permitted by the Environmental Protection Agency (EPA) and the Michigan Department of Environmental Quality (MDEQ).



Section E. Project Structure

Purchase Price for City of Birmingham Land & Parking Deck Cost Sharing:

A. Land/Air Rights for Retail Liner in Parking Deck/Building A:	\$300,000
B. Estimated Prorata Share of Required Parking Spaces (94) in Building A:	\$3,290,000
C. Land for Condo/Apartment/Retail Building B:	\$1,100,000
D. Land for Condo/Apartment/Retail Building C:	\$2,750,000
E. Land for Condo/Apartment/Retail Building D:	\$950,000
Total All Land Purchase & Parking Deck Cost Sharing:	\$8,390,000

Terms of Ownership, Operation and Maintenance of Parking Deck/Building A:

REDICO would pay the prorata share of annual maintenance for the required parking spaces within the public parking deck, projected to be approximately 94 parking spaces.

Terms of Ownership of Private Assets integrated into Parking Deck/Building A:

As outlined above, REDICO would pay the City of Birmingham the rights to develop approximately 6,425 square feet of retail in the Parking Deck/Building A for \$300,000. Building D (along Old Woodward) would be separate but attached to the parking deck and REDICO would pay the City of Birmingham \$950,000 for the right to develop approximately 4,225 SF of retail and 18 condo/apartment units.

Construction Proposal for Public Infrastructure as presented in the RFP:

REDICO would perform as a construction manager for the entire project. The City of Birmingham would contract directly with a general contractor for all the public improvements, and REDICO would contract with that same general contractor for all private development. It would be most cost effective to develop all site work, public improvements, and vertical construction at the same time (as opposed to over several phases).



Financing Methods:

REDICO would finance its share of private development through traditional construction debt lending and a combination of private and institutional equity. REDICO has established relationships with both debt and equity partners, and anticipates that this high-profile location within the City of Birmingham will attract the necessary capital to develop the proposed project.

Proposed Contractual Terms and Role of the City of Birmingham:

REDICO would enter into an agreement to purchase the land area and/or air rights to develop the proposed project for the pricing outlined above. The closing of the transaction between REDICO and the City of Birmingham would occur at the completion of all necessary entitlement approvals (as outlined below). The role of the City of Birmingham would be to work closely with REDICO throughout the entitlement approval process and for securing the funds necessary for all public improvements.



Section F. Project Budget

Please see the attached estimated construction budget generated by Clark Construction Company for all private and public development as proposed herein. These costs are estimates, and would be modified as each portion of the public and private developments are further refined.





Programing Estimate Executive Summary

Grand Total \$

107,205,145

Client: Redico Job: N. Old Woodward/Bates

 Location:
 Detroit
 Updated:
 12/11/2017

 Job Number
 2740-A59
 By:
 GM

1	Construction Costs	Area		Cost/Unit		Cost		Total
	Site Work	4 acres	\$	1,250,000.00	\$	5,000,000		
	Parking Garage Demo	1 Isum	\$	1,000,000.00	\$	1,000,000		
	A - 8 Level Parking Structure	1,209 cars	\$	35,000.00	\$	42,315,000		
	B - 5 Residential Units	21 units	\$	275,000.00	\$	5,775,000		
	B - 5 Retail	4,750 sqft	\$	125.00	\$	593,750		
	C - 5 Story Mixed Use Building C - 5 Story Mixed Retail	84 units 4,450 sqft		275,000.00 125.00	\$ \$	23,100,000 556,250		
	D- 5 Story Mixed Use Building D- 5 Story Mixed Retail	18 units 4,225 sqft		275,000.00 125.00	\$ \$	4,950,000 528,125		
	Off-site Infrastructure Improvements	1 Allw	\$	-		By Owner		
	Enviromental and Wetland Mitigation Costs	1 Allw				By Owner		
	Sub-Total Construction:	1 ea			\$	83,818,125	\$	83,818,125
		ş	uh	-Total Const	ruc	tion Costs:	\$	83,818,125
				Total Conor			•	00,010,120
2	Contingency/Escalation/Market:							
	Contingency	10.00%			\$	8,381,813		
	Escalation and Market	3.00%			\$	2,765,998		
		Sub-Total Construction	C	ontingency:	\$	11,147,811	\$	11,147,811
3	Supervision & General Conditions							
	Pre-Construction Services	0.25%			\$	237,414.84		
	General Conditions/ Supervision	5.00%			\$	4,748,296.78		
	Building Permit Fees	2.00%			\$	1,899,319		
	GLI Insurance	0.65%			\$	617,278.58		
	Builders Risk Insurance	0.20%			\$	189,931.87		
	Subcontractor Default Ins. (SDI)	1.25%			\$	1,187,074.20		
	Tap/Impact Fees	0.00%					ВуС	Owner
	Quality Control Testing	0.25%			\$	237,414.84		
	Sub-To	tal Supervision & Gener	al	Conditions:	\$	9,116,730	\$	9,116,730
4	Project Cost					:	\$	104,082,665
5	Construction Fee							
	Clark Construction Fee	3.00%			\$	3,122,479.96		
						ıbtotal	\$	3,122,480
							•	40-00-44-



Standard Estimate N. Old Woodward / Bates Development

D8020 Lighting and Branch Wiring	Area	Uni-F Lv4	Description	Takeoff Quantity	Total Cost/Unit	Total Amount
Pedestrion Lights and Wiring 30,00 each 12,000,00 /each 380,000	01		New Roadways			
Part		D5020	Lighting and Branch Wiring			
F2010 Building Elements Demolition Remove Sidewalk Remove Asphalt Private and Dispose 13,745.00 sqft 2,00 /sqft 27,400 17,74,300 17,			Pedestrian Lights and Wiring	30.00 each	12,000.00 /each	360,000
Remove Schewalk 4,885.00 scht 2,00 /scht 9,700 Remove Asphalic Drives and Dispose 13,745.00 scht 3,00 /scht 27,400 Remove Asphalic Drives and Curb and Dispose 58,130.00 sqht 3,00 /sqht 174,300 7211,670 7			D5020 Lighting and Branch Wiring		/sf	360,000
Remove Asphalt Drives and Dispose 13,745.00 sqft 2,00 /sqft 174,390		F2010				
Remove Asphalt Parking Lots and Curb and Dispose 58,130.00 sqft 30.00 /sqft 211,670				·		
F2010 Building Elements Demolition			·	· ·	•	
Trucking excess excavation from utilities 678.00 cuyd 8.00 /cuyd 5.424				30,130.00 sqit	•	
Company		C4040	Site Clearing			
G1010 Site Clearing		G1010		679 00 outd	9 00 /ound	E 424
Remove Subbase and Dispose 5,327,00 cuyd 25,00 /cuyd 133,175 Class II Sand Base, 6" 709,00 cuyd 20,00 /cuyd 14,180 21/AA Base, 18" 1,257,00 cuyd 37,00 /cuyd 46,509 Excavation for Utilities 605,00 cuyd 15,00 /cuyd 17,550 Backfill for Utilities 605,00 cuyd 15,00 /cuyd 17,550 Cuyd Cuyd 17,550 Cuyd Cuyd 17,550 Cuyd				676.00 Cuyu	-	
Class Sand Base, 6" 709.00 cuyd 20.00 /cuyd 14,180 21AA Base, 18" 1,257.00 cuyd 37.00 /cuyd 46,509 Excavation for Utilities 1,170.00 cuyd 15.00 /cuyd 17,550 Backfill for Utilities 605.00 cuyd 20.00 /cuyd 12,100 G1030 Earthwork /sf 223,514		G1030	Earthwork			
Class II Sand Base, 6" 709.00 cuyd 20.00 /cuyd 14,180 21AA Base, 18" 1,257.00 cuyd 15,00 /cuyd 46,509 Excavation for Utilities 1,170.00 cuyd 15,00 /cuyd 17,550 Backfill for Utilities 605.00 cuyd 20.00 /cuyd 12,100 G1030 Earthwork /sf 223,514				5,327.00 cuyd	25.00 /cuyd	133,175
Excavation for Utilities 1,170.00 cuyd 15.00 /cuyd 17,550 Backfill for Utilities 605.00 cuyd 12,100 12,100 1300 Earthwork /sf 223,514			Class II Sand Base, 6"	709.00 cuyd	20.00 /cuyd	14,180
Backfill for Utilities 605.00 cuyd 20.00 /cuyd 12,100 G1030 Earthwork 65 223,514 G2020 Parking Lots 51563 Concrete curb and gutter 1,750.00 Inft 25.00 /inft 43,750 G2020 Parking Lots /isf 49,313 G2030 Pedestrian Paving 695.00 tons 90.00 /tons 62,550 Concrete walks, 5" 15,650.00 sqft 9.00 /sqft 140,850 G2030 Pedestrian Paving 630.00 Inft 100.00 /inft 63,000 G3010 Water Supply 630.00 Inft 100.00 /inft 63,000 G3010 G3010 Water Supply 630.00 Inft 100.00 /inft 63,000 G3020 Sanitary Sewer 630.00 Inft 75.00 /inft 47,250 A8" Dia. Sanitary Manhole, Max 8" Deep 3.00 each 3,500.00 /each 10,500 G3030 Storm Sewer 630.00 Inft 110.00 /inft 69,300 G3030 Storm Sewer 630.00 Inft 110.00 /inft 31,200 Catch Basins 6.00 each 2,500.00 /each 15,000 G3030 Storm Sewer 630.00 Inft 20,00 /inft 31,200 Catch Basins 6.00 each 2,500.00 /each 15,000 G3030 Storm Sewer 7,500.00 /each 15,000 G3030 G3030 Storm Sewer 7,500.00 /each 15,000 G3030 Storm Sewer 7,500.00 /each 2,2500			21AA Base, 18"	1,257.00 cuyd	37.00 /cuyd	
G1030 Earthwork /sf 223,514					=	
G2020 Parking Lots Striping 22,251.00 sqft 0.25 /sqft 5,563 Concrete curb and gutter 1,750.00 inft 25.00 /inft 43,750 fsf 49,313				605.00 cuyd		
Striping 22,251.00 sqft 0.25 /sqft 5,563			G1030 Earthwork		/sf	223,514
Concrete curb and gutter		G2020	_			
G2020 Parking Lots /sf 49,313			. 5		•	
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Asphalt paving per ton Concrete walks, 5" Concrete walks, 50 Concrete		00000	Padastrian Paring			
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G2030 Pedestrian Paving /sf 203,400						
G3010 Water Supply 12" Class 54 DIP 630.00 Inft 100.00 /Inft 63,000 63				15,050.00 Sqit		
12" Class 54 DIP G3010 Water Supply Sanitary Sewer Sanitary lines, 12" 48" Dia. Sanitary Sewer 24" RCP Underdrainage Catch Basins 48" Dia. Storm Manhole, Max 8' Deep 3.00 each 48" Dia. Storm Manhole, Max 8' Deep 3.00 each 3,500.00 lnft 40,200 40,300 40,000 40,			G2030 Fedestilan Faving		751	203,400
G3020 Sanitary Sewer Sanitary Ines, 12" 630.00 Inft 75.00 /Inft 47,250 48" Dia. Sanitary Manhole, Max 8' Deep 3.00 each 3,500.00 /each 10,500 57,750		G3010	Water Supply			
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Sanitary lines, 12" 630.00 Inft 75.00 /Inft 47,250 48" Dia. Sanitary Manhole, Max 8' Deep 3.00 each 3,500.00 /each 10,500 G3020 Sanitary Sewer /sf 57,750			G3010 Water Supply		/sf	63,000
48" Dia. Sanitary Manhole, Max 8' Deep G3020 Sanitary Sewer Storm Sewer 24" RCP Underdrainage Catch Basins 48" Dia. Storm Manhole, Max 8' Deep G3030 Storm Sewer 24" RCP Underdrainage 1,560.00 Inft 20.00 /Inft 31,200 Catch Basins 6.00 each 2,500.00 /each 15,000 48" Dia. Storm Manhole, Max 8' Deep 3.00 each 3,500.00 /each 15,000 48" Dia. Storm Sewer G4010 Electrical Distribution Electric - Primary Feed Electric Manhole 630.00 Inft 50.00 /Inft 31,500 Electric Manhole		G3020				
G3020 Sanitary Sewer /sf 57,750 G3030 Storm Sewer 24" RCP 630.00 Inft 110.00 /Inft 69,300 (Inft) Underdrainage 1,560.00 Inft 20.00 /Inft 31,200 (Inft) 31,200 (Inft) 31,200 (Inft) 15,000 (Inft) 15,000 (Inft) 15,000 (Inft) 10,500 (Inft) 10,500 (Inft) 10,500 (Inft) 126,000 G4010 Electrical Distribution Electric - Primary Feed 630.00 Inft 50.00 /Inft 31,500 (Inft) 31,500 (Inft) 22,500 (Inft)<						
Catch Basins Catc				3.00 each	,	
24" RCP			G3020 Sanitary Sewer		/ST	57,750
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48" Dia. Storm Manhole, Max 8' Deep 3.00 each 3,500.00 /each 10,500 G3030 Storm Sewer /sqft 126,000 G4010 Electrical Distribution Electric - Primary Feed 630.00 Inft 50.00 /Inft 31,500 Electric Manhole 3.00 each 7,500.00 /each 22,500			9	•		
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Electric - Primary Feed 630.00 Inft 50.00 /Inft 31,500 Electric Manhole 3.00 each 7,500.00 /each 22,500		G4010	Electrical Distribution			
Electric Manhole 3.00 each 7,500.00 /each 22,500		- -		630.00 Inft	50.00 /Inft	31,500
G4010 Electrical Distribution /sf 54,000						
			G4010 Electrical Distribution		/sf	54,000



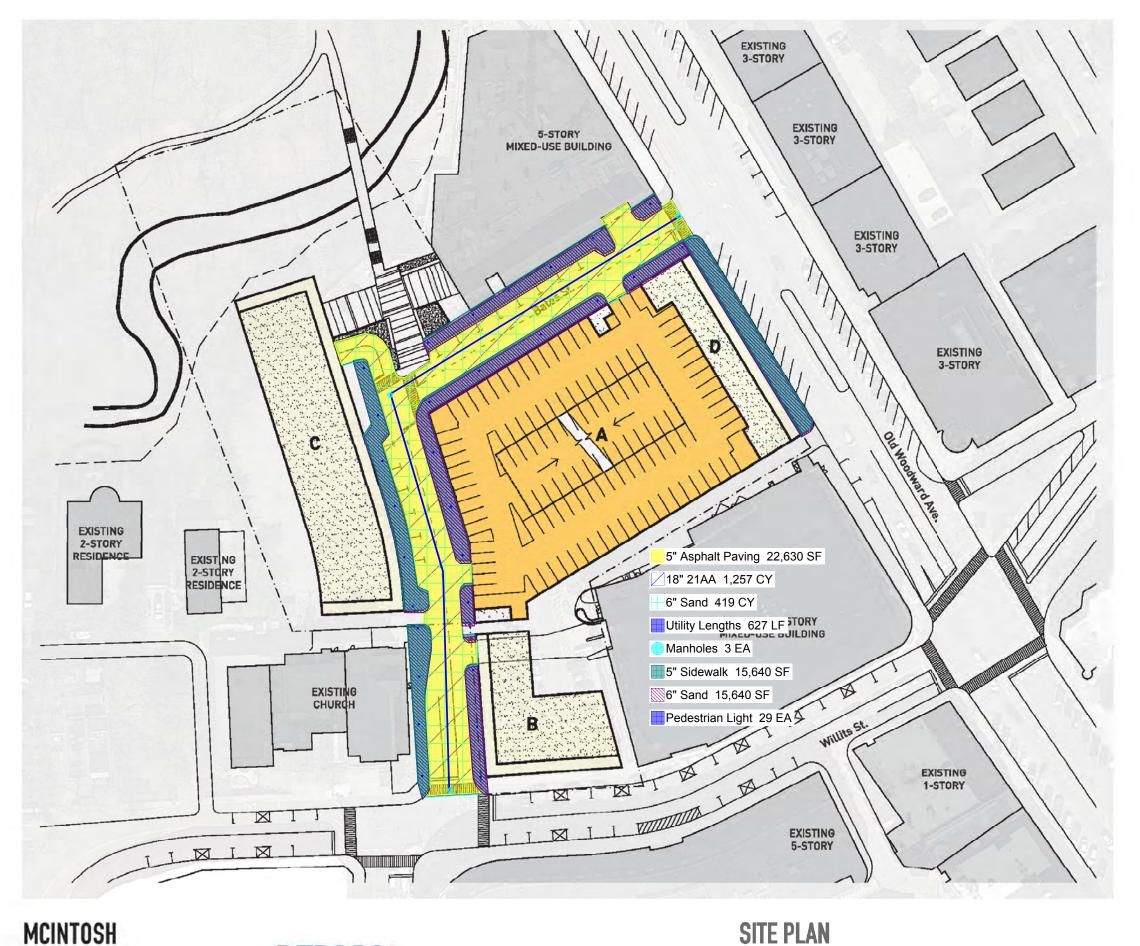
Standard Estimate N. Old Woodward / Bates Development

Page 2 12/14/2017 10:45 AM

Area	Uni-F Lv4	Description	Takeoff Quantity	Total Cost/Unit	Total Amount
		01 New Roadways			1,354,071

Estimate Totals

Description	Amount	Totals	Cost per Unit
Total		1,354,073	



Executive Summary

A 8 LEVEL PARKING STRUCTURE 1,209 PARKING SPACES 6,425 SF RETAIL LINER

B 5 STORY MIXED-USE BUILDING

9,680 SF PER FLOOR 4,750 SF RETAIL

PARKING REQUIRED: 49 SPACES PARKING PROVIDED: STRUCTURE A

UNIT MIX:

1 BEDROOM 900 SF 9 - 40% 2 BEDROOM 1,350 SF 12 - 60%

TOTAL: 24,300 SF 21 UNITS

C 5 STORY MIXED-USE BUILDING

19,900 SF PER FLOOR 4,450 SF RETAIL

PARKING REQUIRED: 122 SPACES **PARKING PROVIDED: 123**

UNIT MIX:

800 SF 61 - 75% 1 BEDROOM 2 BEDROOM 1,200 SF 23 - 25%

TOTAL 76,400 SF 84 UNITS

D 5 STORY MIXED-USE BUILDING

6,460 SF PER FLOOR 4,225 SF RETAIL

PARKING REQUIRED: 58 SPACES PARKING PROVIDED: STRUCTURE A

UNIT MIX:

1 BEDROOM 800 SF 9 - 50% 2 BEDROOM 1200 SF 9 - 50%

TOTAL 18,000 SF 18 UNITS

TOTAL **123 UNITS**





SCALE: 1:80

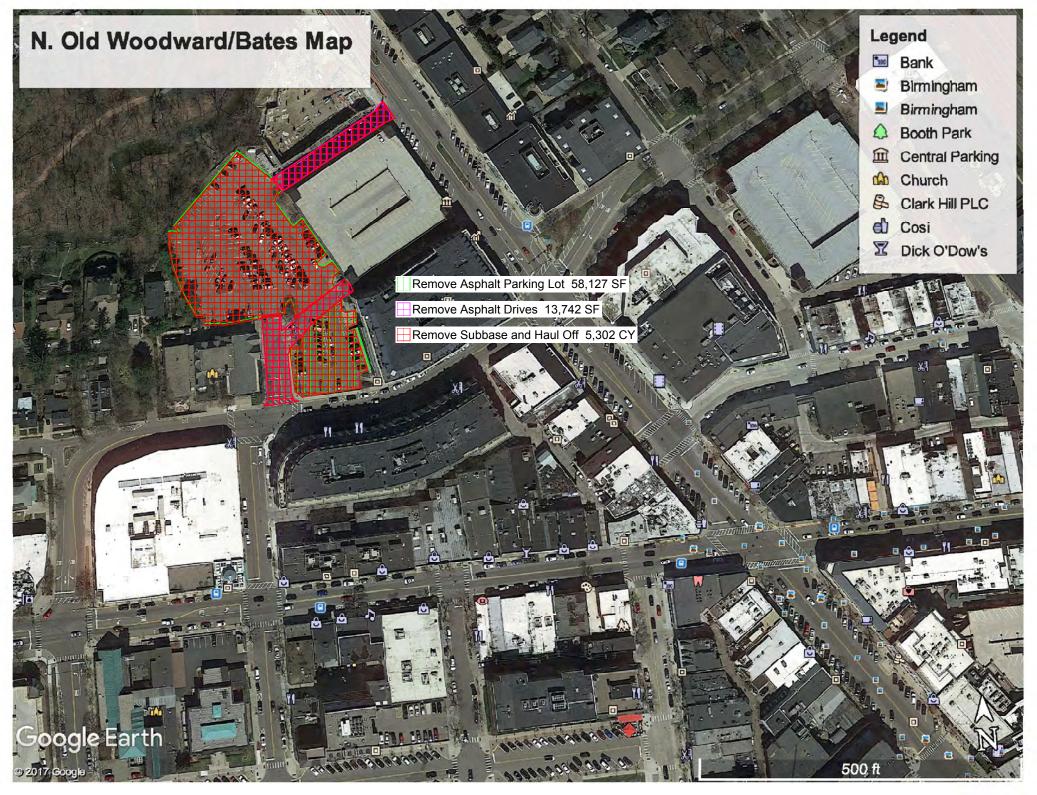
N. OLD WOODWARD/BATES DEVELOPMENT

DECEMBER 05, 2017

© NICHTOSH PORIS ASSOCIATES 2017

PORIS ASSOCIATES

SEDICO.



Section G. Project Schedule

Below is an estimated timeline for the proposed project:

City Commission approval of final development plan (per RFP): January 2019
 Construction documents finalized and approved: March 2019
 Construction start: April 2019

Construction completion of project: November 2020





Transmittal

To	From	Jan 3, 2018
City of Birmingham	Peter Stuhlreyer	
Attn: City Clerk	Chief Architect	
151 Martin Street		
Birmingham, MI 48009	<u> Project</u>	
P: (248) 530-1800	16212 - North Old Woodward/ Bates Parking and	
,	Development RFP Response	

Delivery Method

Hand Delivery By Designhaus

Items Sent

ent	
Date	Description
3 Jan 2018	Cover Letter
3 Jan 2018	Digital Copy of RFP Response
3 Jan 2018	Copies of RFP Response in One Box
sted	
review	
use	
	Date 3 Jan 2018 3 Jan 2018

Comments

ATTACHMENT A

COVER SHEET

In submitting this proposal, as herein described, the Consultant agrees that:

- 1. They have carefully examined the specifications and terms of the Request for Proposal and all other provisions of this form and understand the meaning, intent, and requirement of it.
- 2. They will enter into written contract and furnish the item or items in the time specified in conformance with the specifications and conditions contained therein for the price quoted by the proponent on this proposal.

PHONE
248-819-6000
DATE
January 3, 2018
DATE SUBMITTED
January 3, 2018

TIR Equities, LLC has assembled a development team for the collective redevelopment of approximately four acres of city-owned property in the North Old Woodward/Bates Street area. After being selected as a "short-listed" candidate, this dedicated and experienced team began an in-depth analysis of the design problem. Every member became familiarized with the site, city reports, the project guidelines, the stated goals and the objectives. We met regularly and studied the project from the standpoint of each team member's area of expertise, all the while providing insight as the solution was crafted. Innovative and creative opportunities arose based in large part on the experience of the development team. Seamless expansion of the wonderful urban spaces of Birmingham, while contemplating new connectivity for pedestrians, bicycles and automobiles, was the focus of our effort. A new opportunity to increase the supply of a unique residential experience for an up and coming demographic arose and is at the heart of the composition. The increasing demand for parking plays a feature role in this design as well. In fact, should the day arise when automobile use and parking retract, this concept can adapt without a major overhaul.

You will find as you review the contents of this proposal that we have composed a solution that fulfills the requirements in harmony with its context and delivers a development that not only fills an urban void, but uplifts its immediate surroundings while providing Birmingham with a true "signature" piece of timeless architecture.

In summary, this development provides for the required 1150 public parking spaces, in addition to the required parking it provides for the almost five hundred thousand square feet of new mixed-use space. The mixed-use component houses retail, office and 321 residential dwelling units that complete the Willits and North Old Woodward streetscapes that are currently fractured, all while adding an entire city block of activated public Right-of-Way. Large open space within the development generously intertwines the urban zone with Booth Park, the Rouge River and the trail. Ample space has been provided to accommodate service, loading and parking access without impeding the new activated street. The layout grants plentiful regard to the adjacent buildings and uses.

The TIR team consists of professionals with acute knowledge and experience with projects of this scope, use and demographic. The team was specifically formed to assure the City of Birmingham success for this site through beautiful architecture, thoughtful planning and actionable market analytics.

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P: 248.819.6000

F: 248.592.7036

Inquiries to: ara.d@tirequities.com

Mr. Ara J Darakjian



NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

DEVELOPMENT PROPOSAL DESIGN MANUAL

TIR EQUITIES, LLC BIRMINGHAM, MI

JANUARY 03, 2018

ROBERT A.M. STERN ARCHITECTS

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Introduction



Aerial View

We're very pleased to present our design proposal for the North Old Woodward / Bates Street site. We envision a new 24/7 mixed-use development that will solidify Birmingham's role as the premier destination for shopping, living, and working in Southeast Michigan. We propose an active shopping destination that draws Booth Park up into the center of Birmingham via a series of paths and terraces to a central plaza and oval green at the bend of a new extension of North Bates Street, lined with shops on both sides, that will connect Willits Street to North Old Woodward Avenue through our site.

Our proposal provides 1,778 parking spots in below-grade parking levels and along the new street. Our proposed buildings rise to 15 stories at the center of the site, where they will have the least impact on surrounding properties, and step down to lower buildings that complete the street walls on both Willits Street and North Old Woodward Avenue. Importantly, we have wrapped the street, the new oval park, and the plaza overlooking Booth Park with shops to create an active retail environment throughout the new development. We believe our arrangement of uses across the site delivers the highest and best use of the four acres as defined by the city's stated goals and objectives.

A consistent traditional architectural vocabulary will unify the development and contribute to its identity and its success. The design of our buildings grows out of the great tradition of Neoclassical and Art Deco architecture. We looked very closely at the work of Michigan architects Albert Kahn, Wirt Rowland, and Louis Kamper, as well as the work of Eliel Saarinen at Cranbrook. We propose masonry buildings of light-colored brick and stone, with punched windows and a clearly defined base, middle, and top for each building, articulated with midscale elements such as bay windows and balconies. Multiple setbacks that provide roof terraces for upper-level residences also serve to create a pleasing silhouette against the sky.

SITE & PROGRAM



Existing Site Plan

Today, this important site between Birmingham's main shopping streets and Booth Park is taken up by parking, providing 770 spaces in a surface lot and a parking structure. The surface lot where it adjoins Willits Street and the garage where it stands on North Old Woodward Avenue are both black holes that interrupt the pedestrian experience. Our goal in redeveloping this site will be to realize the benefit of the adjacency of Booth Park to Willits Street and North Old Woodward Avenue and to activate the connection with a healthy mix of uses even as we replace the parking.



PROPOSED SITE PLAN

Our proposal extends Bates Street through the site, connecting it at its north end to North Old Woodward Avenue. By pulling this new street south and east we're able to build on both sides, providing an active shopping streetscape for visitors and residents. Our urban solution focuses on Bates Park, an oval green that mediates the bend in the road, and Bates Plaza, which opens to civic-scale terraces that descend into Booth Park, establishing a strong connection between the park and the town center which will immeasurably increase the appeal of the site. The existing parking is replaced with below-grade parking across much of the site.

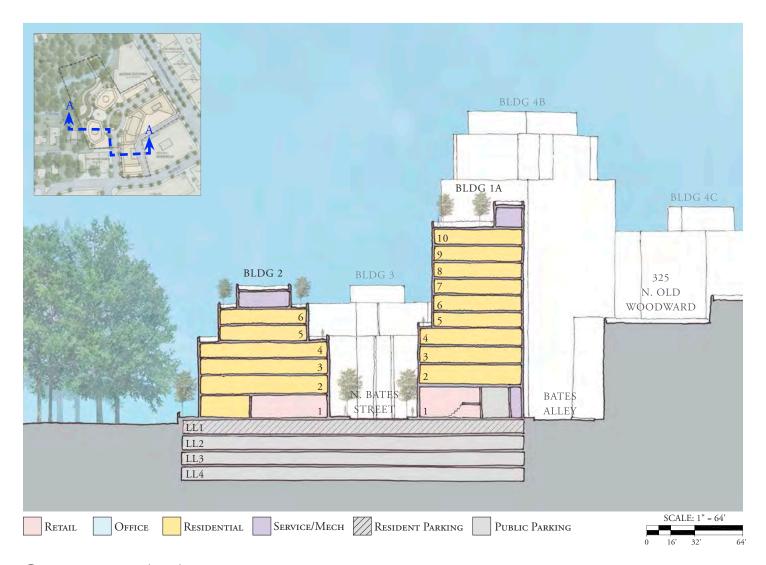
Our proposed buildings rise to 15 stories at the center of the site, where they will have the least impact on surrounding properties, and step down to lower buildings that complete the street walls on both Willits Street and North Old Woodward Avenue. Importantly, we have double-loaded our street with shops to create an active retail environment at the base of all of the buildings, wrapping the street, the new oval park, and the plaza overlooking Booth Park with shops. We believe our arrangement of uses across the site delivers the highest and best use of the four acres as defined by the city's stated goals and objectives.



Building Uses

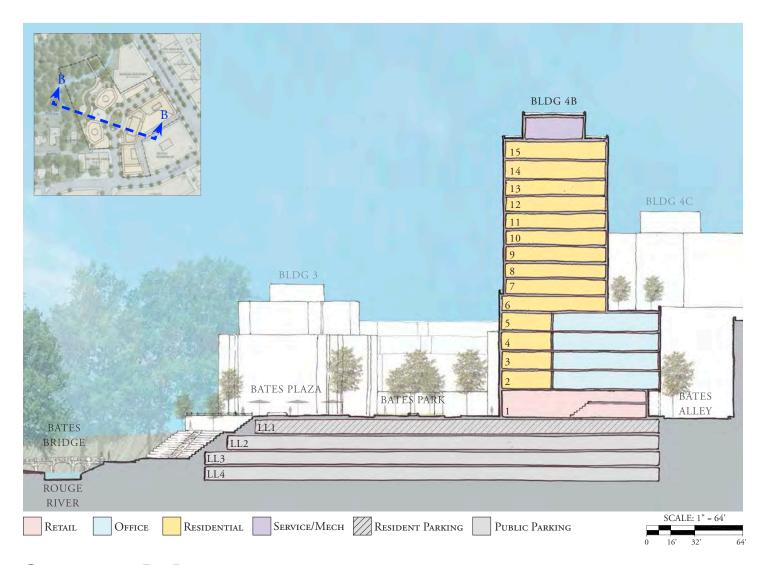
Our proposal places six buildings to either side of the new North Bates Street, arranged to work together with neighboring development and to create a distinct sense of place that will be important to its success, reinforced by a consistent traditional architectural vocabulary. To the south, a residential and retail building on Willits Street (1) will abut a larger residential, office, and retail building (4) that runs east to North Old Woodward; the tallest mass is located at the center of our site to minimize shadows on neighboring properties. Building 4 will also accommodate four floors of south-facing office space. Two smaller buildings framing Bates Plaza (2 and 3) overlook Booth Park. All of these buildings will offer shopfronts along the street. A one-story liner building accommodating additional shops (5) preserves service access to the adjacent Brookside development and views from its upper-floor windows. Finally a small retail building on North Old Woodward (6) will anchor the development on this important artery. Parking, concealed on four levels below grade accessed from a separate street—Bates Alley—amounts to approximately half the floor area of the new development.

SECTIONS



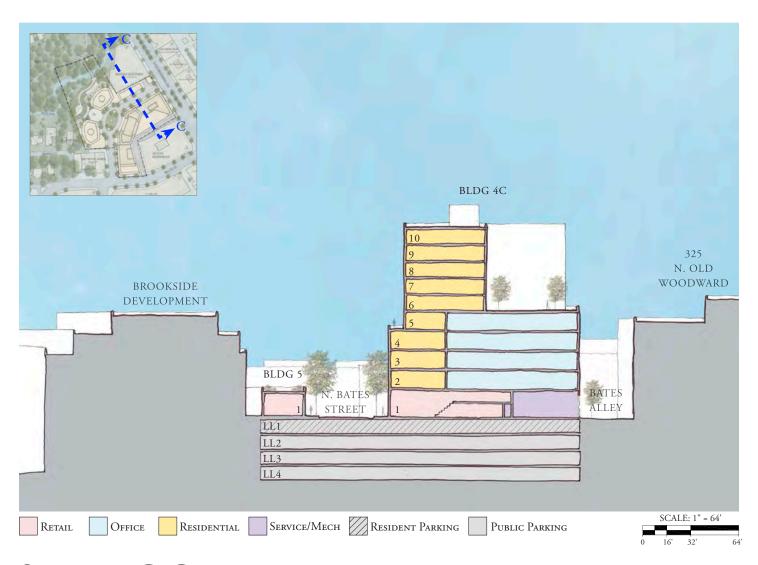
SECTION A-A

Fifty-foot-wide North Bates Street will provide ample room for two-way traffic and parking as well as broad sidewalks for pedestrians, lined with shopfronts on both sides of the street. Residences will occupy the upper floors of buildings surrounding the new Bates Park, overlooking Booth Park; terraces located where the buildings set back as they rise will reduce their apparent scale. A second street—Bates Alley—will provide access to the parking: one level dedicated to the development's residents and three levels of public parking.



SECTION B-B

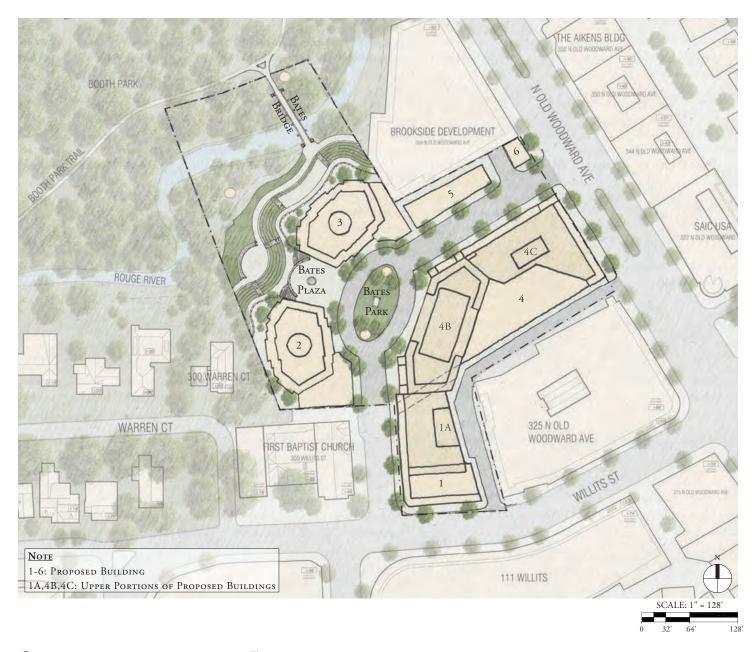
We locate the tallest building at the center of our site, minimizing its shadow on neighboring properties and favoring views between the two lower buildings that frame Bates Plaza. The extension of the public parking under the terraces of Bates Plaza suggests how these floors might be opened to the park should a change of use become desirable in future.



SECTION C-C

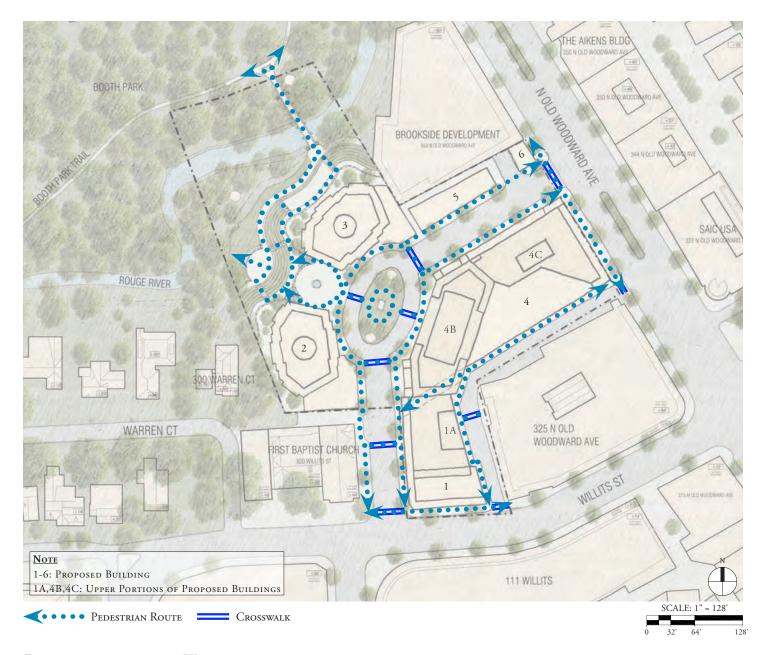
Along the northern edge of the site, adjacent to the Brookside development, our design proposes a low retail building which is critical to continuing the double-loaded shopping street along North Bates Street all the way to North Old Woodward Avenue. A service alley will be provided for the Brookside development; our single-story structure (5) will not block the Brookside development's south-facing upper-floor windows.

DIAGRAMS



STREETSCAPE AND LANDSCAPE

Using the City of Birmingham's current planning, zoning, and design guidelines, the streetscape will provide street trees, accessibility features, lighting, and wayfinding signage. Species selection, location, and other requirements will comply with the city's requirements. Amenities will include benches, bike racks, water features, and a navigable route to Booth Park via a terraced plaza and bridge.



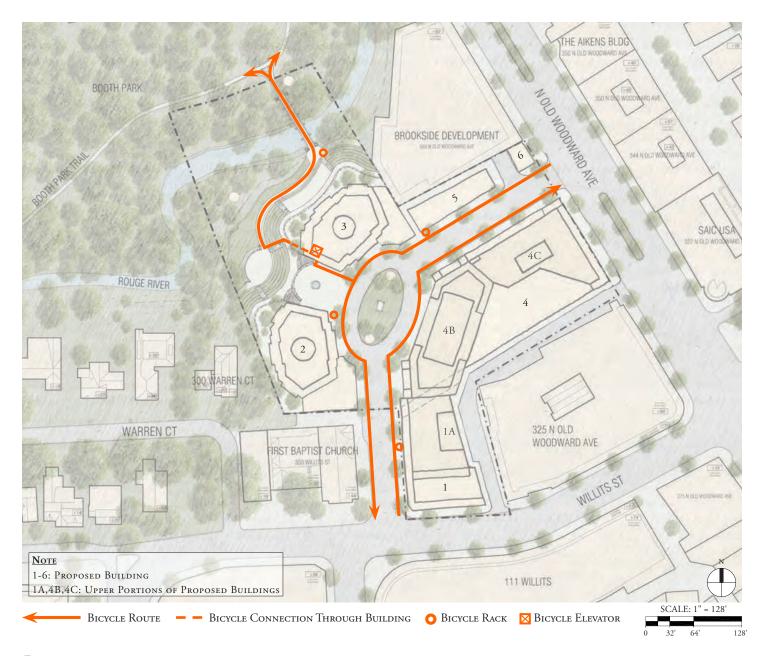
PEDESTRIAN EXPERIENCE

Our design prioritizes pedestrian circulation throughout the project. The diagram shows the unbroken lines of pedestrian travel to and from both North Old Woodward and Willits Street and Booth Park. The oval of Bates Park is a primary feature, a place to pause to enjoy a coffee or conversation. Broad sidewalks lined with shops run along North Bates Street, connecting to Bates Park, Bates Plaza, and Booth Park. A pedestrian arcade from the service drive (Bates Alley), lined with building entrances and small-scale shops, service retail such as tailors, florists, and the like, will connect to North Bates Street. Adequate crosswalks will be among the traffic-calming measures.



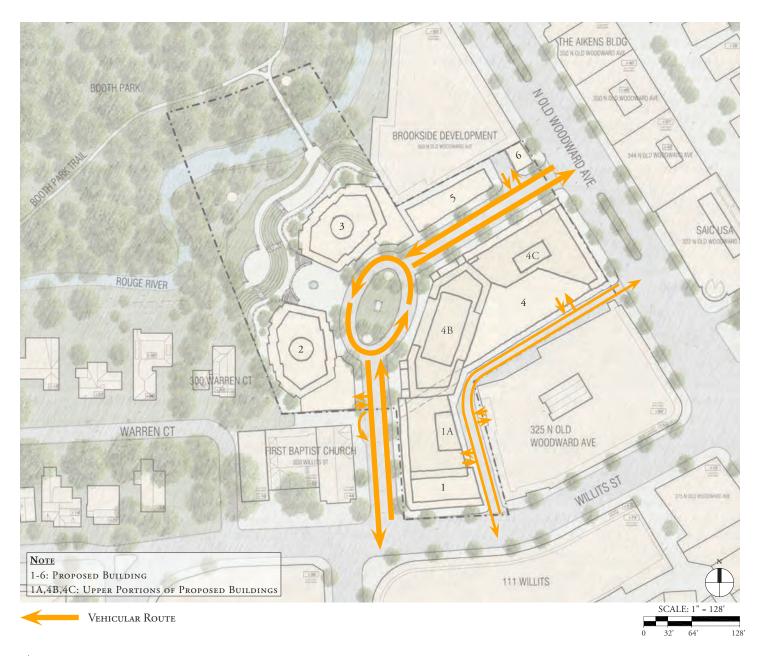
BOOTH PARK TRAIL

Integral to our proposal is the idea of tying Booth Park into Birmingham's shopping core. A broad plaza framed between two residential buildings, with shops along the plaza, frame a civic-scaled public space that terraces down into the park. The coziness of the active pedestrian shopping street opens to the broad landscaped plaza before connecting to the Park via a terraced serpentine path and a pedestrian bridge over the Rouge River. A wayfinding information kiosk will stand on the far bank of the river where the path from our new development meets the existing Booth Park trail.



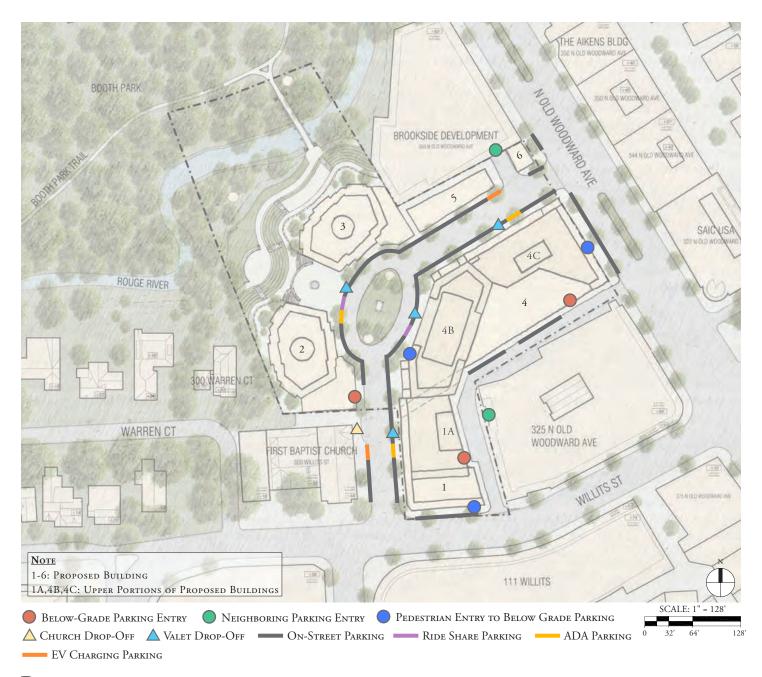
BICYCLES

Bicycle paths through the new development tie into the bicycle paths that exist today as part of Birmingham's established street grid, facilitating access both to the new development and to Booth Park. The challenge of moving bicycles up from the Booth Park trail and bridge to the level of the new North Bates Street is met by sharing and appropriately sizing one of the elevators that will serve the below-grade parking levels. As the vertical circulation for residents will be separate from that provided for the public parking, this convenience should pose little technical difficulty.



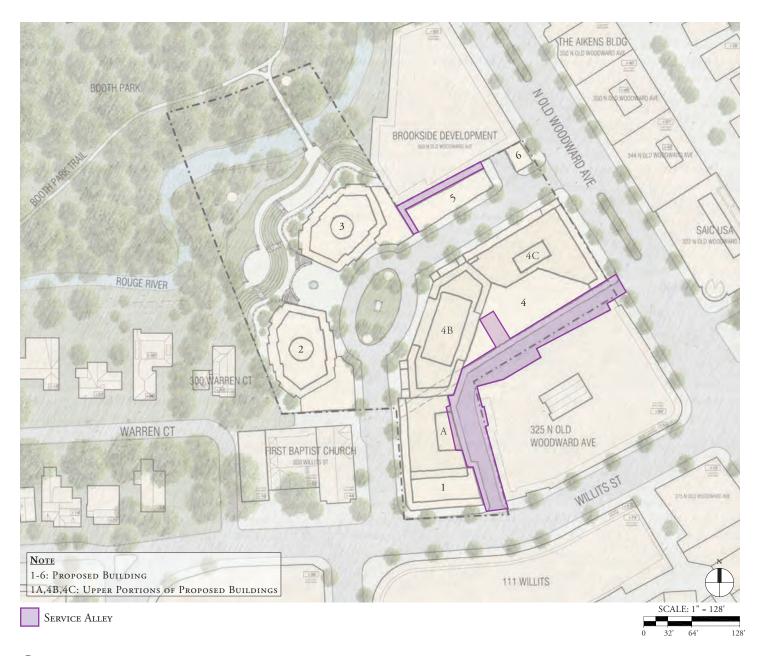
AUTOMOBILES

The elliptical roundabout proposed for the center of our site serves several purposes. It negotiates a bend in the right-of-way and enables drivers to change direction to access both on-street and below-grade parking, relieving potential pressure on adjoining streets; it provides a convenient meeting place for drop-off and pick-up; in addition, it provides two ride-share zones and four valet parking areas.



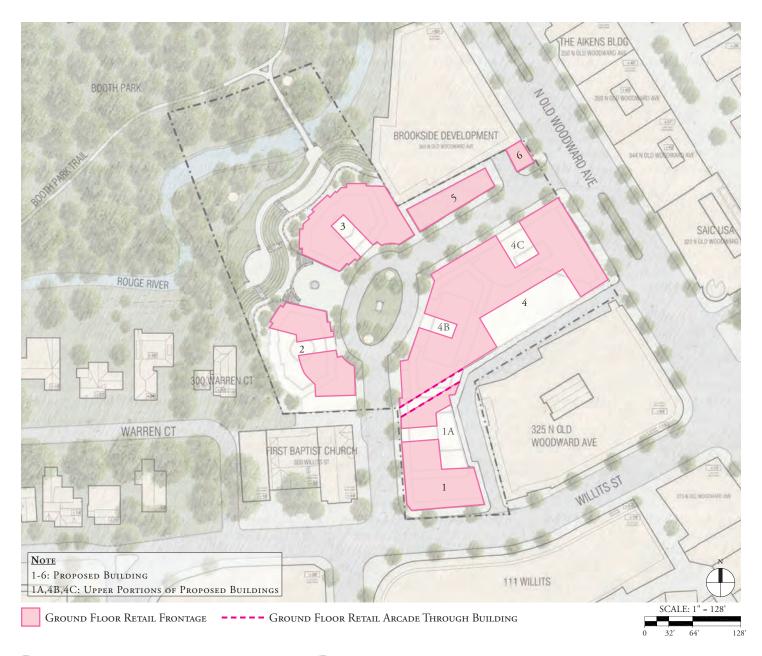
Parking

Our development plan provides 1,778 parking spaces on site. Our blend of parking formats includes public self-parking, permitted self-parking, secure self-parking for residents; public valet parking, on-street parking including ADA spaces, and automated parking. Access to the below-grade parking levels is dispersed to minimize stacking. Pedestrian access to the public parking will be located at Willits Street, at North Old Woodward Avenue, and at the center of the site. Our proposal meets the criteria set forth in the City's Request for Proposal for public parking and new required parking. A data table can be found in this proposal.



SERVICE

Our proposal provides ample service access for loading, refuse removal, and other daily functions throughout the site. Safety and functionality are critical to our thinking, as is the desire to conceal these functions from public view; all of the service is accessed via Bates Alley rather than the new North Bates Street. Provisions have also been made to preserve access to the service spaces of existing neighboring properties.



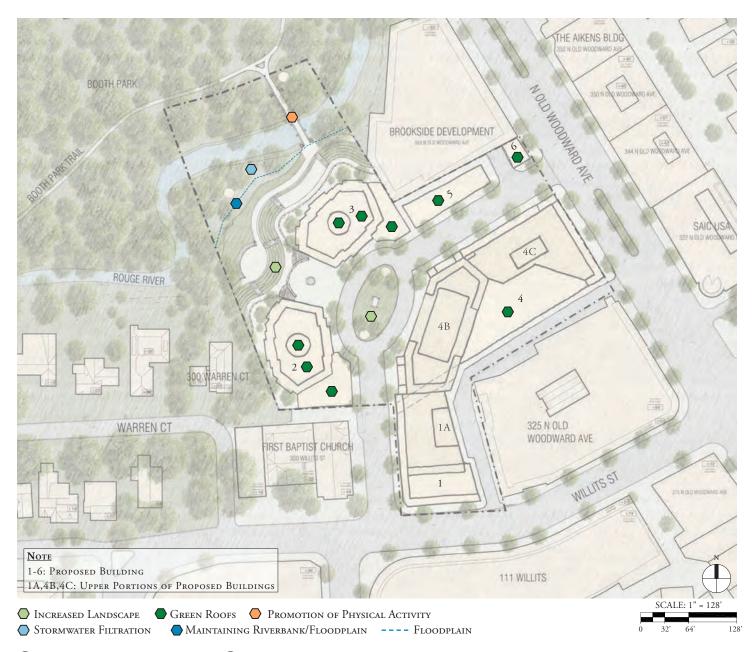
Pedestrian-oriented Retail

The success of an active shopping street lies in continuity: our design proposes a complete, uninterrupted experience with shops on both sides of the new North Bates Street and wrapping the oval public Bates Park as well as Bates Plaza, both of which serve as a focus for the development and as memorable destinations. The residences above the shops will add to the activity of the street and ensure that this development becomes a 24/7 community. Our plan will provide desirable accommodations for a variety of retail needs: large floor-plate shops off the main street; highly visible shopfronts facing Bates Park and Bates Plaza; smaller spaces along the arcade and Bates Alley for neighborhood convenience services. Our plan supports existing neighboring retail by establishing critical shop-lined pedestrian connections between Willits Street and the north end of North Old Woodward—along the new North Bates Street, and also through the new pedestrian arcade and along the new Bates Alley.



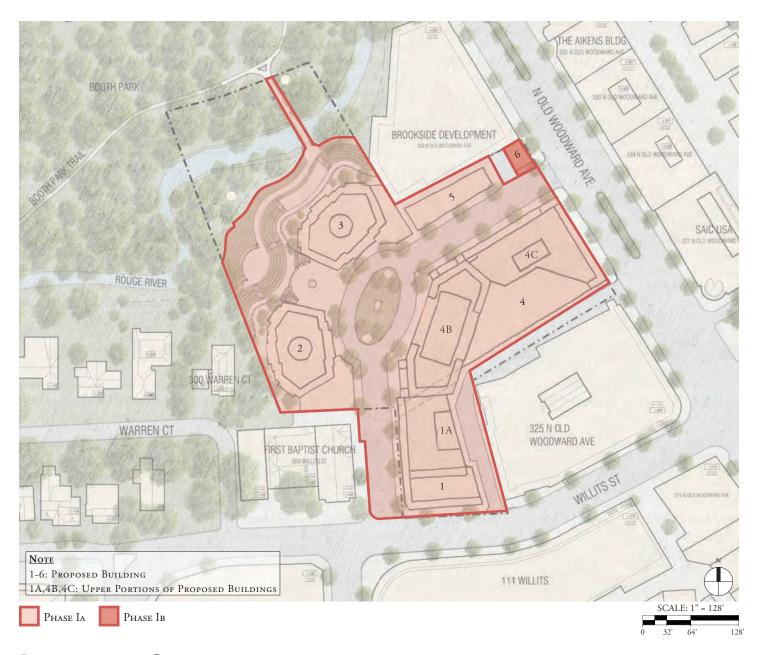
North Residential Building Park Views

Premium residences in Buildings 2 and 3 will enjoy commanding views across the Rouge River into Booth Park. Residences in the center of Building 4 will offer views between Buildings 2 and 3 to the park beyond Bates Plaza.



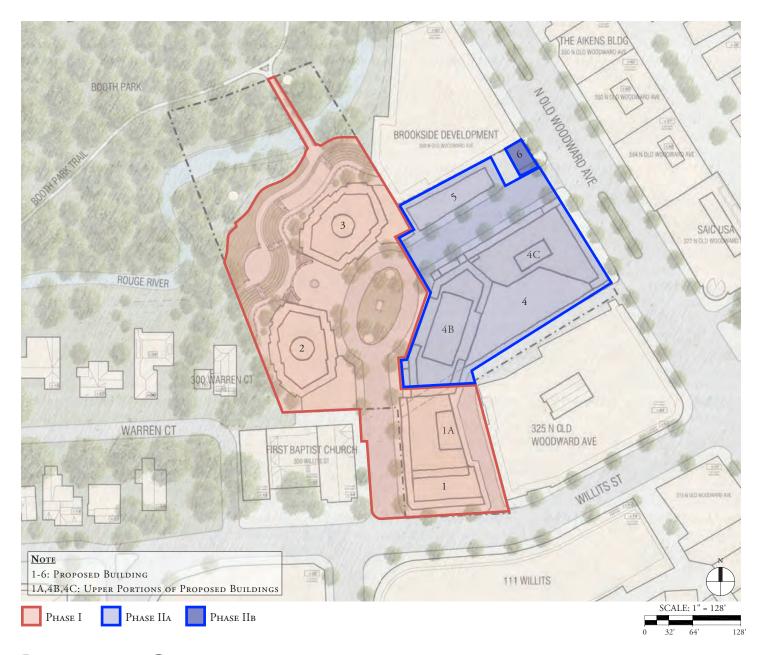
SUSTAINABILITY STRATEGIES

As the project moves forward, best practices and technologies for sustainability will be pursued. Because the site overlooks the flowing water of the Rouge River, control and filtration of on-site storm water will be a priority. Air quality, noise control, and light pollution will also be considerations as the design progresses. Efficient energy systems and advanced building envelopes will be engineered to the most up-to-date-standards. Green roofs will further the integration of the park into the center of the project.



PHASING: OPTION 1

A single phase of construction would be our preferred option from an economic standpoint. To resolve the temporary loss of parking, we would explore leasing nearby large unused surface parking lots, with a number of shuttle buses continuously looping between these lots and the town center, augmented by new valet stands set up at strategic locations. The temporary inconvenience will be balanced by a reduced construction duration and complexity.

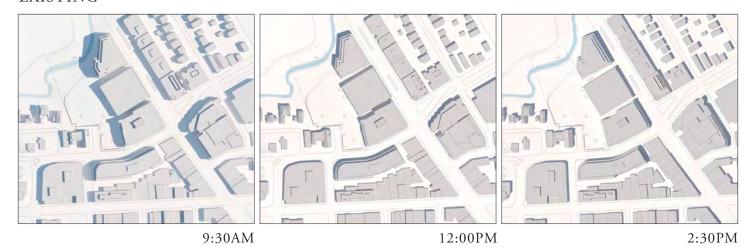


PHASING: OPTION 2

This two-phased construction strategy maintains access to the existing parking deck during Phase I, until parts of the below-grade parking levels are enclosed and interior build-out is completed and ready for service. At that point the existing deck would be demolished in a way that maintains access to the parking ramps of adjacent properties. When the parking levels to be built in Phase IIA are completed, temporary walls in the below-grade parking levels would be removed. Finally, Building 6 would be constructed, re-routing traffic to the Brookside development's parking onto the North Bates Street extension.

SHADOW STUDIES

EXISTING



PROPOSED

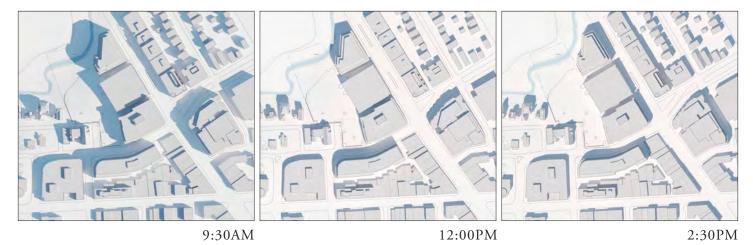


New Off-Property Shadow Zone

SUMMER SOLSTICE

By crafting the profiles of our buildings and stepping down their heights from the center toward the edges of the site, our design minimizes new off-property shadows. In fact, in no case does our tallest center structure cast new shadow on neighboring residential property, and only during winter afternoons does shadow reach neighboring commercial property. A point worth mentioning is that a "parking-only" solution through expansion of the existing parking structure would likely cast similar shadow on the westerly single-family residential parcel when compared to our proposal.

EXISTING



PROPOSED



New Off-Property Shadow Zone

Vernal Equinox

By crafting the profiles of our buildings and stepping down their heights from the center toward the edges of the site, our design minimizes new off-property shadows. In fact, in no case does our tallest center structure cast new shadow on neighboring residential property, and only during winter afternoons does shadow reach neighboring commercial property. A point worth mentioning is that a "parking-only" solution through expansion of the existing parking structure would likely cast similar shadow on the westerly single-family residential parcel when compared to our proposal.

EXISTING



9:30AM 12:00PM 2:30PM

PROPOSED



9:30AM 12:00PM 2:30PM

New Off-Property Shadow Zone

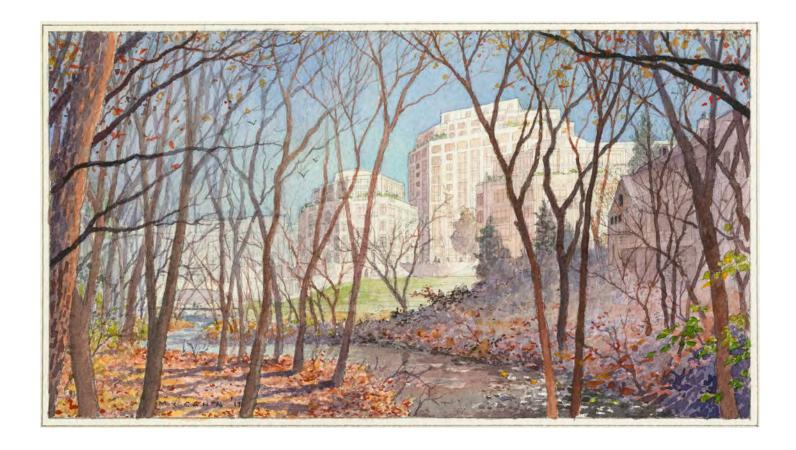
WINTER SOLSTICE

By crafting the profiles of our buildings and stepping down their heights from the center toward the edges of the site, our design minimizes new off-property shadows. In fact, in no case does our tallest center structure cast new shadow on neighboring residential property, and only during winter afternoons does shadow reach neighboring commercial property. A point worth mentioning is that a "parking-only" solution through expansion of the existing parking structure would likely cast similar shadow on the westerly single-family residential parcel when compared to our proposal.

Views



Aerial View



Rouge River View

RETAIL PRECEDENTS









RETAIL PRECEDENTS

TEAM

ROBERT A.M. STERN ARCHITECTS, LLP

Robert A.M. Stern Architects, LLP, is a 265-person firm of architects, interior designers, landscape designers, and supporting staff. Over its forty-eight-year history, the firm has established an international reputation as a leading design firm with wide experience in residential, commercial, and institutional work. As the firm's practice has diversified, its geographical scope has widened to include projects in Europe, Asia, South America, and throughout the United States. The firm maintains an attention to detail and commitment to design quality which has earned international recognition, numerous awards and citations for design excellence, including National Honor Awards of the American Institute of Architects, and a lengthening list of repeat clients.

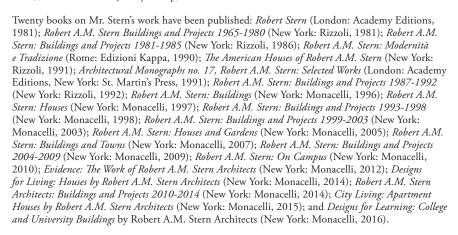
Completed projects include the George W. Bush Presidential Center at Southern Methodist University in Dallas, Texas; the Norman Rockwell Museum in Stockbridge, Massachusetts; Ohrstrom Library, St. Paul's School, Concord, New Hampshire; the Disney Feature Animation Building, Burbank, California; the International Quilt Study Center and Museum at the University of Nebraska, Lincoln; the Brooklyn Law School Tower, Brooklyn, New York; the Darden School of Business at the University of Virginia, Charlottesville, Virginia; the Spangler Campus Center and Baker Library Bloomberg Center at the Harvard Business School, Boston, Massachusetts; Wasserstein Hall, Caspersen Student Center, and Clinical Wing at Harvard Law School; the Jones Graduate School of Business Management at Rice University, Houston, Texas; the Greenspun College of Urban Affairs at the University of Nevada, Las Vegas; the Caruthers Biotechnology Building at the University of Colorado at Boulder; Schwarzman College at Tsinghua University; U.S. Courthouses in Beckley, West Virginia, Youngstown, Ohio, and Richmond, Virginia; the Hobby Center for the Performing Arts, Houston, Texas; the Museum Center at the Mark Twain House in Hartford, Connecticut; hotels for The Walt Disney Company in Orlando, Florida; Paris; and Tokyo; main library buildings in Nashville, Tennessee; Columbus, Georgia; Lakewood, Ohio; Calabasas, California; and Miami Beach, Jacksonville, and Clearwater, Florida; Fifteen Central Park West, the record-setting residential building on a full city block in New York City; 30 Park Place, an 82-story tower in New York City that combines a 185-key five-star Four Seasons hotel with 157 condominium apartments; Comcast Center, a 57-story office building in Center City Philadelphia; and other office buildings and corporate headquarters in Philadelphia, Pennsylvania; Boston, Massachusetts; Washington, DC; Greenwich, Connecticut; Atlanta, Georgia; Mexico City, Mexico; Rio de Janeiro, Brazil; and Marne-la-Vallée, France. The firm served as co-master planner of the new town of Celebration, Florida, and continues to work with the City and State of New York on the implementation of the design guidelines it developed for the revitalization of the theater block of New York City's 42nd Street.

Currently, the firm has projects underway in seventeen states and Washington, D.C., as well as in Canada, Peru, the United Kingdom, India, Germany, and China. Other projects include 520 Park Avenue, a 54-story residential tower in New York City; Heart of Lake, a high-rise garden suburb in Xiamen, China; One Bennet Park, a 67-story residential tower in Chicago; an office building for the Commonwealth of Virginia's General Assembly; the Georgia Judicial Complex, home of Georgia's State Supreme Court and Court of Appeals; and a new downtown campus for the University of Central Florida in Orlando.

ROBERT A.M. STERN, FAIA Senior Partner

Robert A.M. Stern is a practicing architect, teacher, and writer. He is a Fellow of the American Institute of Architects, and in 2017 received the Topaz Medallion, awarded jointly by the AIA and the Association of Collegiate Schools of Architecture in recognition of outstanding service to architectural education. Mr. Stern is the 2011 Driehaus Prize laureate and in 2008 received the tenth Vincent Scully Prize from the National Building Museum. In 2007, he received both the Athena Award from the Congress for the New Urbanism and the Board of Directors' Honor from the Institute of Classical Architecture & Art. He has been a Fellow of the American Academy of Arts & Sciences since 2007 and a member of the American Academy of Arts & Letters since 2011. As founder and Senior Partner of Robert A.M. Stern Architects, he personally directs the design of each of the firm's projects.

Mr. Stern served as Dean of the Yale School of Architecture from 1998 to 2016; he was named J.M. Hoppin Professor of Architecture in 2000. Before returning to Yale, where he received his Master of Architecture degree in 1965, he was Professor of Architecture and Director of the Historic Preservation Program at the Graduate School of Architecture, Planning, and Preservation at Columbia University. Mr. Stern served from 1984 to 1988 as the first director of Columbia's Temple Hoyne Buell Center for the Study of American Architecture. He has lectured extensively in the United States and abroad on both historical and contemporary topics in architecture. He is the author of several books, including New Directions in American Architecture (Braziller, 1969; revised edition, 1977); George Howe: Toward a Modern American Architecture (Yale University Press, 1975); Modern Classicism (London: Thames & Hudson; New York: Rizzoli, 1988); The Philip Johnson Tapes: Interviews by Robert A.M. Stern (Monacelli, 2008); Architecture on the Edge of Postmodernism: Collected Essays 1964–1988 (Yale University Press, 2009); Tradition and Invention in Architecture: Conversations and Essays (Yale University Press, 2011); and Paradise Planned: The Garden Suburb and the Modern City (Monacelli, 2013), coauthored with David Fishman and Jacob Tilove. Mr. Stern's profound interest in the development of New York City's architecture and urbanism can be seen in his books, New York 1900 (Rizzoli, 1983) coauthored with John Massengale and Gregory Gilmartin; New York 1930 (Rizzoli, 1987) coauthored with Thomas Mellins and Gregory Gilmartin, which was nominated for a National Book Award, an unusual distinction for a book about architecture; New York 1960 (Monacelli, 1995); New York 1880 (Monacelli, 1999) coauthored with Thomas Mellins and David Fishman; and New York 2000 (Monacelli, 2006), coauthored with David Fishman and Jacob Tilove. Pedagogy and Place: 100 Years of Architecture Education at Yale (Yale University Press, 2016), coauthored with Jimmy Stamp, was released in 2016.



Mr. Stern's work has been exhibited at numerous galleries and universities and is in the permanent collections of the Museum of Modern Art, the Metropolitan Museum of Art, the Deutsches Architekturmuseum, Centre Pompidou, the Denver Museum of Art, and the Art Institute of Chicago. In 1976, 1980, and 1996, he was among the architects selected to represent the United States at the Venice Biennale, and he served as Chair of the International Jury in 2012. In 1986 Mr. Stern hosted "Pride of Place: Building the American Dream," an eight-part, eight-hour documentary television series aired on the Public Broadcasting System. Mr. Stern served on the Board of Directors of The Walt Disney Company from 1992 to 2003. Mr. Stern is a graduate of Columbia University (B.A., 1960) and the Yale School of Architecture (M. Architecture, 1965).



GRAHAM S. WYATT, AIA

Graham Wyatt, Partner, has been with Robert A.M. Stern Architects since 1983. His responsibilities have included both the design and administration of a broad range of projects including both master planning and building design for commercial, institutional, recreational, and residential clients throughout the United States and in the Netherlands, Germany, Hungary, Spain, France, Brazil, Canada, Mexico, India, South Korea, and the Czech Republic.

Mr. Wyatt has directed the firm's master planning efforts for the campuses of Georgetown University, the Harvard Law School, the College of Notre Dame of Maryland, and Acadia University in Nova Scotia; for the Fine Arts Village of the University of California, Irvine; for the campus of the Columbus Regional Hospital in Columbus, Indiana; for the Aspen Highlands ski resort in Colorado; and for the mixed-use redevelopment of the Philadelphia Navy Yard. During 2001 and 2002 he served as Architect for Downtown Columbus, Indiana, helping to oversee that city's reputation as an internationally-recognized exemplar of the positive relationship that can develop between a community and an enlightened corporate patron of architecture.

Mr. Wyatt's major buildings for institutional clients include a library for the St. Paul's School in Concord, New Hampshire; a fine arts studio building for the University of California, Irvine; the LEED Gold Bavaro Hall for the Curry School of Education and the five-building Darden Graduate School of Business Administration, both at the University of Virginia; the Moore Psychology Building at Dartmouth College; the Smith Campus Center for Pomona College in Claremont, California; the William Gates Computer Science Building at Stanford University; a residence hall and dining hall at Georgetown University; Janice and Robert McNair Hall for the Jesse H. Jones Graduate School of Business at Rice University; the Smeal College of Business Administration at the Pennsylvania State University; the Spangler Campus Center and Baker Library | Bloomberg Center at the Harvard Business School; the LEED Gold Wasserstein Hall, Caspersen Student Center, and Clinical Wing at Harvard Law School; Joan and Sanford Weill Hall for the Gerald R. Ford School of Public Policy at the University of Michigan; the McNeil Center for Early American Studies at the University of Pennsylvania; the LEED Platinum Dorothy D. and Roy H. Park Center for Business and Sustainable Enterprise at Ithaca College School of Business; the LEED Gold Greenspun Hall for the Greenspun College of Urban Affairs at the University of Nevada, Las Vegas; a new residence hall at the Taft School in Watertown, Connecticut; two new LEED Gold residence halls for the Hotchkiss School in Lakeville, Connecticut; the K.C. Irving Environmental Sciences Research Centre and five renovated and two new residence halls at Acadia University in Wolfville, Nova Scotia; the LEED Silver Richard T. Farmer School of Business Building at Miami University; the LEED Gold Alan B. Miller Hall for the Mason School of Business at the College of William and Mary; the Hancock Center at Marist College; and the U.S. Department of Justice's National Advocacy Center and a four hundred-bed residence hall quadrangle, both at the University of South Carolina.

Mr. Wyatt's major corporate headquarters buildings include the Mexx International World Headquarters in Voorschoten, the Netherlands; the Gap Inc. Offices at Two Folsom Street in San Francisco, California; Comcast Center in Philadelphia, Pennsylvania; the Plaza at PPL Center in Allentown, Pennsylvania; and the Sixth District Headquarters for the U.S. Federal Reserve Bank in Atlanta, Georgia. His work also includes major office, retail and mixed use projects in Connecticut, Illinois, California, and internationally in Mexico City, Rio de Janeiro, and Barcelona.

Mr. Wyatt's work has been published in *Progressive Architecture, Architectural Record, Architecture, A+U, Baumeister, The New York Times, Time,* and *The Chronicle of Higher Education*. He has written on the design of academic buildings, professional schools, and specifically classrooms in the multi-authored survey *Building Type Basics for College and University Facilities*, published by John Wiley & Sons (2003, second edition 2013).

Prior to joining Robert A.M. Stern Architects Mr. Wyatt worked for Skidmore, Owings & Merrill Architects of New York. Mr. Wyatt is a graduate of Princeton University, (A.B. Summa), Columbia University (M. Arch.), and the London School of Economics (Dipl. Econ.) where he was a Marshall Scholar. Mr. Wyatt is NCARB certified and registered as an architect in the State of New York and other jurisdictions. Mr. Wyatt, a LEED Accredited Professional (LEED AP), is a recognized leader in the field of environmentally sustainable design and has both written and presented on the topic, including at the annual National Greenbuild Conferences of 2005 and 2008. He is a member of the Architectural League of New York, the Municipal Art Society, the Council on Tall Buildings and Urban Habitat, the Society for College and University Planning, the U.S. Green Building Council, the Nature Conservancy, and the American Institute of Architects. He serves on the AIA New York Chapter's Architecture for Education Committee.



DANIEL LOBITZ, AIA

Daniel Lobitz, Partner, joined Robert A.M. Stern Architects in 1986. He has been responsible for the design and management of a diverse body of work including large-scale town and urban planning projects, multifamily residential buildings, hotels and resorts, mixed-use developments, private houses, and institutional buildings. He also leads the design of the firm's licensed product program. Mr. Lobitz is co-author of the monograph City Living: Apartment Houses by Robert A.M. Stern Architects (2016).

Mr. Lobitz has been Project Partner for residential towers including 30 Park Place in New York, an 82-story tower that accommodates 157 top-end condominium apartments and a 189-key five-star Four Seasons hotel; Abington House on the High Line in New York; and the Century in Los Angeles. He is currently Project Partner leading the design teams for 261 Hudson Street and 70 Vestry Street in New York; Lovejoy Wharf in Boston; One Bennett Park in Chicago; 875 California Street in San Francisco; Audley Square House in London; Damrak 70 in Amsterdam; and 875 California Street in San Francisco.

Mr. Lobitz's planning projects include one of the most important and influential of our time: the new town of Celebration, Florida, as well as towns in San Diego, California; Heiligendamm, Germany; and Lisbon, Portugal; and large-scale urban infill projects in Arlington, Virginia, and Amsterdam and Arnhem, the Netherlands. His project in Arnhem won a 2006 Charter Award from the Congress for the New Urbanism. Mr. Lobitz's resort work includes projects in Florida, Jamaica, France, Croatia, Cyprus, and the Canary Islands. Mr. Lobitz has contributed to the design of private residences in Toronto and Connecticut, and his institutional projects include the Museum for African Art on New York City's Museum Mile.



Mr. Lobitz received his Bachelor of Science degree in Hotel Administration from Cornell University in 1982 and his Master of Architecture degree from Columbia University in 1986. He is a registered architect in the State of New York and many other states. He is a member of the American Institute of Architects, the Congress for the New Urbanism, and the Cornell Hotel Society. He serves on the Board of Directors of Puppies Behind Bars.





SUPPORTING INFORMATION

NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

DEVELOPMENT PROPOSAL INFORMATION MANUAL

TIR EQUITIES, LLC BIRMINGHAM. MI

JANUARY 03, 2018

TIR EQUITIES TEAM

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Introduction

Introduction



The following sections of the Development Proposal demonstrate the depth of analysis that the TIR team has engaged. The financial modeling, as promised in the RFQ, has been based on a realistic construction budget and development timeline of the precise project design proposed. The income generating aspects of the project are tied directly to the statistics provided by our analysts, both in quantity and lease rate, including parking, retail, office and residential units. The proposed "fit and finish" of each component of the building, including the amenity list, is based upon acute local understanding of this market and its thresholds. The TIR team trusts the data, reports and estimates, and has found that the scale of this development is in harmony with the requirements of its investors, the goals and objectives of the City of Birmingham and the physical surroundings. Major variance, be it increase or decrease, would likely be infeasible without major changes to the City's objectives, goals or tolerances. Briefly stated; this proposal represents the "Highest and Best Use" for the North Old Woodward/Bates Street Parking and Site Development project.

DESIGNHAUS 1



PROPOSED SITE PLAN

This is an excerpt from the Design Manual created by RAMSA. It was submitted on January 03, 2018, on page 4 of the Design Manual.

DESIGNHAUS 2



Aerial View

This is an excerpt from the Design Manual created by RAMSA. It was submitted on January 03, 2018, on page 28 of the Design Manual.

DESIGNHAUS 3

DEVELOPMENT PROGRAM

DEVELOPMENT PROGRAM

OCCUPIED AREAS	GROSS SF	UNIT GSF	QTY	REQ PARK
Residential Units Retail and Restaurant Office Resident Amenities	377,446 60,723 22,039 21,289	1,177	321	482 108 39
Gross Floor Area	481,497			
PARKING SUMMARY BY USE	GROSS SF	SPACE GSF	QTY	
Public/Permit Self Parking Public/Permit Valet Parking Public/Permit Automated Parking Subtotal	236,086 87,550 48,800	418 250 208	565 350 235 1,150	
Resident Self Parking Resident Valet Parking Resident Automated Parking	80,000 15,000 48,000	418 250 208	191 60 231 482	
Retail Valet Parking Retail Self Parking Retail On-Street Parking	10,000 12,000 9,600	250 418 240	40 29 40 109	
Office Valet Parking Office Self Parking Office On-Street Parking Office Automated Parking Gross Interior Parking Area	1,700 6,000 934 3,200 548,336	250 418 240 208	7 14 4 15 40	
PARKING SUMMARY BY TYPE	710,330		QTY	
On-Street Self-Park Valet Deck Automated			44 799 457 481	
Total Parking Spaces Required by City Surplus Supply Surplus Demand			1,781 1,150 631 629	
OUTSIDE AREAS (PLATFORMED)	GROSS SF			
Public Park on Plaza Resident Terrace Serpentine Hardscape Public Park Street Drive Lane	13,542 48,331 12,000 23,927			

OFFER

Introduction

and services.

It is not often in one's life that you get the chance to be a part of a project that has the potential to transform a city and the lives of those that live there.

The North Old Woodward / Bates Street Parking and Site Development project is such a project.

By extending Bates Street from Willits Street to North Old Woodward, the City of Birmingham has created the opportunity not only to solve the current parking issues in downtown Birmingham, but also set the stage for a transformational project to solidify the continued prosperity and stability of the City of Birmingham's future through the development of the largest single parcel with retail, residential and commercial uses in addition to ample parking.

With the additional spaces and uses being proposed, the development becomes not just the focal point for the City, but also for Oakland County and Southeastern Michigan.

To achieve a development proposal that will fulfill and exceed the expectations of the City as well as the citizens of Birmingham, TIR Equities assembled professionals from the local area as well as around the country who are considered the best in class in their respective fields. Mr. Ara Darakjian hand selected the team members and received their commitment based on long term local and professional relationships, as well as a regional and national examination of consultants whose experience is best suited for this specific project, in scale, scope and style.

Selection of a team is the most important first step in ensuring the city will find the narrow path of feasibility and execution for this large scale and complex public/private venture.

This development proposal creates a destination for Oakland County residents and visitors that will showcase the City of Birmingham as the premier destination for dining, living and shopping in all of Oakland County.

By carefully balancing the various components of the project, we achieve an end product that not only meets the current needs of the city and the residents, but enhances the current area by creating an activated streetscape from Willits Street to Old Woodard with retail and dining on the street level, self-park, automated parking and valet parking below grade. In addition, we look to the current alley way that attaches Old Woodward to the existing parking lot as an opportunity to create a more intimate experience that is reminiscent of a centuries old small town street with small, intimate cafes, eateries

A critical component of the project is the seamless integration and connection of Booth Park, the Rouge River, and the surrounding areas to the development. We strongly believe that the connection between Booth Park, the Rouge River, and the site does not just lie with constructing a bridge that connects the north boundary of the site with the Rouge River and Booth Park. The connection/integration has to be deeper and greater.

To achieve this, we have created various components that promote the view that the development; the river and Booth Park are integrated and cohesive. To that end, we have designed walkways from the Bates Street Alley to Bates Street, a public plaza over looking river and Booth Park, a bridge connecting the public plaza to Booth Park, Amphitheater-type seating as well as a gathering space on the southern border of the river overlooking Booth Park and a small "roundabout" that creates a small park like gathering area.

It is the sincere hope of the TIR Equities Team that the city will find the TIR Equities Team qualified to take the leadership role as the Developer for the North Old Woodward / Bates Street Parking and Site Development project.

Offer Price and Terms and Conditions for the Sale or Lease of City Property

TIR Equities proposes to execute a long-term ground lease for the city property with the City of Birmingham.

The annual cost will be a mutually agreed figure as negotiated by the Developer & the City. The annual lease payment will be based on the market value of the land determined by independent appraisals.

The terms and conditions of the mutually agreed long term ground lease will be in a manner and fashion that will not obstruct the public or private construction and permanent financing needed to successfully complete the project.

The main reasons we believe that the ground lease proposal is the best suited for the development are:

- The City would maintain ownership of the land
- Approval of the sale of public land can make government officials and citizens uncomfortable.
- Leasing is easier to explain to the public.

Public Assets

Public Assets

We propose that the City of Birmingham will own all the public access ways, sitting areas, roads, parks, bridges, sidewalks, and public parking spaces. The operation and maintenance of the public assets are the responsibility of the City of Birmingham and their respective departments.

Public Assets Financing

Utilizing well-established municipal market structures, the City of Birmingham can work with TIR Equities to efficiently fund its portion of the parking garage structure. Whether via a condo regime for the publicly owned units or via total ownership with a cash contribution by TIR for the development related units, public ownership and use should allow for access to cost efficient tax-exempt financing.

We envision two primary credit structures, away from a direct debt issuance, that can be utilized for the relevant financing. In both cases, a public entity will hold title to the garage (or public condo). This entity would ideally be the Parking District or another economic development instrumentality of the City. Once that ownership structure is established, the Municipality could pursue:

- 1. A direct capital lease to the ownership entity that would then be pledged as security for bondholders. This approach is essentially an indirect borrowing by the City, as the capital lease may consolidate as debt on the City's balance sheet even though direct issuance of debt or bonds will not occur. This lease would therefore impact a credit/rating analysis of the City and may be subject to other statutory debt requirements. In this approach, the newly created parking revenues and incremental taxes generated by the overall TIR development will be used as offsets to the new lease payment, either in full or in excess of the lease payment itself, creating a potentially credit neutral outcome. This approach, while potentially most impactful to the City balance sheet, will produce the lowest cost of funds.
- 2. An alternative approach would assign parking revenues and incremental tax revenue generated by the TIR project to secure the financing. This structure will likely require a pledge of both revenue sources with coverage above and beyond debt service to account for any revenue volatility based on parking payments and/or property assessments on the TIR development. This structure will likely also require capitalized interest and reserve funds. Any remaining revenues after the pledge can flow to the ownership entity and, thereafter, the City. This approach will have virtually no impact on the City's balance sheet directly as the revenue securing the financing will be purely incremental from the new parking revenue and development real estate taxes. While this will likely have appeal for the City, it is important to note that this structure will have a higher cost of funds than the outlined capital lease approach.

TIR Equities and its financing partners stand at the ready to execute any approach preferred by the City to finance much needed parking facilities that will continue to serve residents and visitors for decades to come.

PRIVATE ASSETS

Private Assets Ownership

All private assets will be owned by the Developer. The Developer has assembled an expert team to be responsible for the marketing, lease-up, sale, operation and maintenance of the private assets.

Private Assets Management & Operations

David Epstein and Marc Kaplan of First Service Residential are responsible for the marketing, lease-up and operations of the residential units of the project.

LIV Unlimited, a division of First Service Residential, is responsible for providing the concierge services to all residents and tenants of the development.

Paul Choukourian of Colliers International is responsible for the marketing and lease-up of the commercial space.

James Bieri of Stokas Bieri is responsible for the marketing and leasing of the retail space.

Christian Grothe of Max Broock is responsible for the marketing and sale of the condominiums.

Private Assets Financing

All proposed private assets would be financed through conventional financing relationships and structures. Conventional construction financing with a conversion to a permanent mortgage is the preferred structure for the assets that will remain the property of the Owner.

For new construction, there are several options that we considered. These options are as follows:

1. Standard bank construction financing – This option would likely take one of two structures. The first structure would feature a consortium of regional banks investing together in the project. The second assumes a "single lender" structure provided by a larger national bank. Under current market conditions, the project could anticipate receiving debt funding of approximately 75% - 80% loan-to-cost. Spreads would approximate 1.60% to 1.85% over 30 Day LIBOR (currently at a level of 1.56%) for a range of all-in rates of between approximately 4.16% - 4.41%. This structure typically is "floating rate", wherein the rate changes monthly based upon movement in the index rate (30-day LIBOR). This structure assumes no amortization for this debt, but an interest-only structure. Assuming a total project cost of +/- \$280MM, the required equity for this structure ranges between \$56MM - \$85MM.

The term of these loans is typically for the duration of the construction process, plus a "mini-perm" period lasting between 24-36 months once construction has been completed. It is anticipated that upon completion of construction and stabilization, the project would pursue permanent debt (discussed below).

- 2. Construction/Perm financing through a Life Insurance Company This program is available through a limited number of larger insurance companies. Under current market conditions, the project could anticipate receiving debt funding of approximately 70% 75% loan-to-cost. Rates are currently in the range of 4.75% 5.25%. Amortization would be anticipated to be between 25 to 30 years. These loans are typically available for only premier locations/sponsors. While featuring a higher rate than the bank loan discussed above (and slightly lower leverage), the benefit to this approach is the ability to lock a rate for the duration of the loan early in the process; i.e. locking in today's interest rates and eliminating interest rate/conversion risk from the project while construction is underway. Assuming a total project cost of +/-\$280MM, the required equity for this structure ranges between \$56MM \$85MM.
- 3. Permanent Debt Financing upon project completion and stabilization Current market conditions provide an abundance of financing options available for each of the project types contemplated to be included in the project: Multifamily, retail, office and hospitality. Multifamily provides the most options as it pertains to permanent debt with Agency debt being the most commonly utilized as it provides the highest leverage at the most competitive interest rates. Additionally, life companies and CMBS lenders aggressively compete for multifamily product. With respect to the retail, office and hospitality space, Agency debt is not available, but life companies, CMBS and some banks currently compete aggressively for these product types.

It is anticipated that the use of these permanent debt sources would be predicated upon the project being "phased" and separated via a site-condo regime, in which the collateral would be separated by individual product type and financed individually (e.g. multifamily space financed via Agency debt, office via CMBS debt, etc). This provides the most optionality for placing the optimum debt for each component of the project. While it is possible that a single, large lender would be available to place debt on the overall project, it is difficult to quantify how this debt would be structured due to the variety of property types incorporated within the project.

Parking Solution

Parking is the largest consideration for the project. First, we designed a parking solution to meet the City's request for a total of 1,150 public parking spaces as well as solving all private parking required. To achieve this goal, we are proposing a 4 level underground parking structure that serves all the public and private parking needs. In addition to the underground parking deck, we have on street parking consistent with downtown standards and implemented wherever possible. It is proposed that one level of the parking deck will be for valet and the remaining levels will be self-park. The parking that serves the residential component will be secured parking.

Public Parking

Ownership of the public parking is proposed to be the City of Birmingham. The operation and maintenance of the public parking will be the responsibility of the parking management company that is contracted by the owner. Maintenance cost of the public parking will be an operation expense. The cost of the construction of the public parking will be financed as part of the overall project. The debt service for the public parking portion will be paid from the revenues of the public parking deck.

Private Parking

Ownership, operation and maintenance of the private parking is the responsibility of the owner.

Temporary Parking

During the period of time that the current parking is not available, the most effective solution would be a valet & shuttle service operated by In-House Valet/Mr. Steve Ferich. Hours of operation are expected to be 6:30a until 8:00p from Monday through Saturday. The shuttle service will operate passenger vans traveling a specific route with designated pickup and drop off areas. The parking spaces lost during this time are made-up by off-site parking agreements with local real estate owners that have parking spaces available during normal business hours such as some of the churches, vacant land parcels and excess shopping center parking.

Contractors Parking during Construction

During the course of the construction, all contractors will be required to use the shuttle service. This will minimize the effect the contractor traffic will have on the availability of parking for business owners, employees, and most importantly, the guests, customers and diners that coming to Birmingham.

Future Adaptive Re-Use of Parking

Looking to the future, the increase in ride-sharing solutions and the rapid development of autonomous automobiles, we must begin to consider the re-use of what may become excess parking areas. With this in mind, the parking structure will be designed to provide a format for many options for re-use or repurposing of the future spaces.

Some of the re-uses to consider are:

- Self-storage
- Additional residential units at the north looking out over Rouge River and at Booth Park
- Grocery Store
- Event Space
- Retail
- Restaurants & eateries

Construction Proposal for Public Infrastructure

To be cost effective and efficient, the construction of public infrastructure, such as roads, sidewalks, plazas etc. will have to be completed as a part of the overall development. Scheduling of the construction of these aspects will be part of the overall schedule and maximized for efficiency and cost-effectiveness.

Upon completion, the public infrastructure will become the property of the City of Birmingham.

ANTICIPATED ROLE/OBLIGATIONS OF THE CITY

TIR Equities would expect the City to participate in a manner conducive to the success of the project including but not limited to:

- Provide any possible assistance where possible with all the necessary planning, plan review and development approvals.
- Provide all the existing information related to the site including but not limited to surveys, baseline environmental studies, utility availability analyses, title search, parking use studies, current Bates Street information and all civil engineering information.
- Assist with the coordination, implementation and success of the temporary parking operation during the construction period.
- Assist and plan the required public meetings in order to present the plans for review and discussion by all Boards and Committees as necessary.

PROPOSED PUBLIC ENGAGEMENT

As a local resident whose family is a retail business owner, Darakjian Jewelers, we can speak on behalf of the public.

Through the design development process, we plan on meeting with local organizations as well as retail and business owners. The goal being to further understand the potential impacts on the neighborhood and surrounding community, and to assure that these needs are met and exceeded.

We expect to hold public ceremonies and events throughout the development and construction process at various milestones to keep the community engaged and channels of communication open throughout the project. An example of this would be the groundbreaking.

We will be holding a handful of public information / discussion sessions as well. The purpose of these is to keep the community and stakeholders engaged and informed about the project schedule and what will be observed.

We will be actively participating in interviews as requested.

Our residential marketing campaign will begin approximately 6-8 months before units are available for occupancy. As we market the retail space and secure recognized brands, we will inform the community through marketing and a newsletter distributed to all Birmingham residents.

The working title for the newsletter is "The Booth".

As the bridge and proposed gazebo are part of the park, often times these public park items are funded through donors for memorialization or naming rights.

Construction Estimate & Timeline

Project Conceptual Preliminary Budget

The enclosed budget is assuming a phased project.

DESCRIPTION	PHASE 1 COST	PHASE 2 COST	TOTAL COST
TEMPORARY FACILITIES	1,628,540	1,548,350	3,176,890
QUALITY CONTROL	500,000	500,000	1,000,000
DEEP FOUNDATIONS	5,472,000	5,173,400	10,645,400
DEMOLITION	1,525,000	125,000	1,650,000
EARTHWORK	11,372,605	9,975,130	21,347,735
ASPHALTPAVING	77,952	77,952	155,904
CONCRETE PAVING	165,187	167,187	332,374
SITE SIGNAGE/MONUMENT SIGNAGE	60,000	60,000	120,000
SIT'E UTILITIES	337,500	279,750	617,250
LANDSCAPE & IRRIGATION	265,000	265,000	530,000
CONCRETE FOUNDATIONS	1,565,133	1,263,200	2,828,333
CONCRETE SLABS	991,401	1,862,211	2,853,612
PARKING DECK SUPERSTRUCTURE	12,728,517	9,187,350	21,915,867
AUTOMATED PARKING SYSTEM	0	9,620,000	9,620,000
MASONRY	6,350,676	8,083,122	14,433,798
STRUCTURAL STEEL	3,961,822	6,578,908	10,540,730
MISC. METALS & STAIRS	431,200	483,600	914,800
SPECIAL CONSTRUCTION/EXTERIORAMPHITHEATRE	3,483,740	195,000	3,678,740
ROUGH CARPENTRY	967,621	1,229,552	2,197,173
WATERPROOFING/JOINT SEALANTS	2,302,708	2,332,912	4,635,620
SPRAY ON FIREPROOFING	103,236	124,905	228,141
ROOFING/SIDING	6,607,168	8,057,390	14,664,558
DOORS & HARDWARE	775,700	714,800	1,490,500
GLAZING ASSEMBLIES/WINDOWS	1,255,000	1,687,800	2,942,800
DRYWALL ASSEMBLIES	3,514,000	4,720,800	8,234,800
HARD TILE	1,156,500	1,291,500	2,448,000
CEILING ASSEMBLIES	1,706,946	1,605,496	3,312,442
FLOORFINISH	2,978,829	2,913,612	5,892,441
PAINTING/WALL COVERING	2,140,496	2,161,242	4,301,738
TOILET PARTITIONS & ACCESSORIES	154,200	396,600	550,800
DIRECTORIES/SIGNAGE/BUILDING DIRECTION	146,608	165,858	312,466
BUILDING SPECIALTIES RESIDENTIAL APPLIANCES	104,600 707,600	40,650 634,400	145,250
PARKING CONTROL	•	·	1,342,000
BUILDING EQUIPMENT	250,000 122,500	250,000 157,500	500,000 280,000
CASEWORK/SOLID SURFACE	3,137,260	2,829,040	5,966,300
WINDOW TREATMENTS	156,600	140,400	297,000
ELEVATOR	4,760,000	5,040,000	9,800,000
PIJIMBING	2,894,343	3,516,937	6,411,280
FIRE PROTECTION	1,688,887	2,011,543	3,700,430
HVAC	6,874,975	7,709,719	14,584,694
ELECTRICAL	9,317,004	11,949,406	21,266,410
SOUND / VIDEO SECURITY SYSTEMS	828,874	1,346,436	2,175,310
VOICE & DATA	0	0	0
SUBTOTAL COST #1	105,567,928	118,473,658	224,041,586
CONTINGENCY	10,556,793	11,185,365	21,742,158
GENERAL CONDITIONS	5,827,962	5,115,790	10,943,752
ARCHITECTURAL & ENGINEERING	6,861,915	7,700,788	14,562,703
TEMPO RARY PARKINGS HUTTLE SERVICE	522,000	522,000	1,044,000
WINTER CONDITIONS	1,715,000	1,680,000	3,395,000
SUBTOTAL COST #2	131,051,598	144,677,601	275,729,199
BUILDINGPERMIT	1,855,016	1,947,522	3,802,538
GENERAL LIABILITY INSURANCE	300,000	314,960	614,960
BUILDERS RISK	281,003	258,715	539,718
PAYMENT/PERFORMANCE BOND	817,848	858,632	1,676,480
SUBTOTAL COST #3	134,305,465	148,057,430	282,362,895
SUBTOTAL COST #3 HOP	134,305,465 3,807,647	148,057,430 3,996,439	282,362,895 7,804,086

PROPOSED TIMELINE

We have presented two timelines for review and discussion. The first timeline is a single-phase and the second timeline is a multi-phase.

Within both timelines, it is assumed that the project is awarded in March of 2018. The community and plan review process is assumed to take 9 months from the award date.

As a single-phase project, the construction period is expected to be 36 months. Bringing the completion of the project to a total of 60 months from the Recommendation of Developer to City Council.

D 1C' 1 DI T' I	Schedule			
Proposed Single Phase Timeline	Begin	Completed	Months	
Recommendation of Developer to Cirty Council	03/18	03/18	-	
Conduct Community & Plan Review Process	04/18	12/18	9	
City Commission Approval of Final Plans	01/19	01/19	1	
Building Permit	02/19	10/19	9	
Construction (Single Phase)	03/20	02/23	36	
Total Months to Complete	03/18	02/23	60	

As a multi-phase project, the construction period for each phase is expected to be 29 months. Bringing the completion of the project to a total of 82 months from the Recommendation of Developer to City Council.

D	Schedule			
Proposed Multi-phase Timeline	Begin	Completed	Months	
Recommendation of Developer to Cirty Council	03/18	03/18	5	
Conduct Community & Plan Review Process	04/18	12/18	9	
City Commission Approval of Final Plans	01/19	01/19	1	
Building Permit	02/19	10/19	9	
Construction (Phase 1)	03/20	07/22	29	
Construction (Phase 2)	07/22	12/24	29	
Total Months to Complete	03/18	12/24	82	

As a multi-phased project, the time to project construction completion increases from 36 months to a total of 58 months which is an increase of 22 months. Additionally, the multi-phasing increases the overall construction costs of the project by over \$5,000,000.

Market Studies

STRATTON RESEARCH

NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

MARKET STUDY

TIR EQUITIES, LLC BIRMINGHAM, MI

JANUARY 03, 2018

The subject site is a four-acre (approximately) site containing a parking structure and surface parking located in the Birmingham CBD.

The property is owned by the City, which is soliciting development plans for it. Development requirements include the creation of at least 1,150 parking spaces and a mix of residential and commercial uses in a pedestrian-oriented plan.

The TIR Equities/Designhaus team's proposal includes:

- 60,000 square feet of retail
- 321 residential units averaging about 1,200 square feet
- Potentially a hotel condo component
- A total of about 1,700 parking spaces
- Pedestrian-oriented public areas including a park, seating area, grilling station
- Amenities to include concierge type services, full service spa, indoor and outdoor activities, pools, sauna, steam, massage, Pilates, gym and workout facilities

In this report, we consider the market fundamentals for the proposed development.

Our review of market data indicates that the Birmingham market is under-supplied with both housing and retail.

There has been relatively little new residential construction for several years. As a result, the housing vacancy rate is very low. The market for homes is strong and prices have risen rapidly.

The lack of housing has created pent-up demand among buyers and renters who would like to live in Birmingham.

One of the attractions of the city is the prevalence of shopping, dining and services in a walkable scale. Birmingham is a strong retail market in several categories. It is also losing sales in many other categories. There is certainly opportunity for the city to support additional retail.

The Birmingham real estate market is best understood if seen in a larger context.

It is embedded in the market for real estate in Oakland County, which in turn is influenced by trends and conditions in the larger Detroit metropolitan area. The conditions relevant to real estate demand include employment, population growth and income, among other factors.

Employment growth has been good in the Detroit metropolitan area. Since the economy began to recover in 2010 through 2016 the area added 232,400 jobs, an average of 38,700 per year. About 40,400 jobs will be added in 2017, a 2.0% increase over 2016. Conditions are favorable for continued growth at about this rate for the next few years. Employment has been growing at a slightly faster pace in Oakland County than in the metro area. The October unemployment rate was 4.2% in the metro area and 3.3% in Oakland County.

Oakland County's share of the metro area population has been slowly growing, to about 29% this year. The county population has grown by an average of 7,251 per year since 2010. The number of households has increased by 3,118 annually.

The near-term outlook for the national and regional economies is good.

The national economy continues to see net job growth and GDP growth has been relatively strong recently. International economic conditions are positive. There are many future unknowns, of course, including how the final Federal tax reform legislation will affect the economy.

The University of Michigan's recent forecast of employment growth in the state shows modest growth continuing in the range of 1.0% to 1.2% annually over the next two years.

The growth of employment in Birmingham depends on the availability of buildings to house workers and the desire of firms to locate in the City. Although the SEMCOG projection shows slow growth, with the net addition of just 400 workers between 2015 and 2020, it could easily be faster.

Over 17,000 people work in Birmingham on a typical day.

That's according to SEMCOG. About 40% work in "knowledge-based services", which includes professional services, finance, law and other office-based industries. Others work in leisure and hospitality, various services, retail, government, etc. Many Birmingham residents work outside of the City. About 70% of the 9,800 employed Birmingham residents travel 15 minutes or more to their place of work.

The total daytime population of the City is about 26,000—which is higher than the resident population by about 4,500. The daytime population generates demand for many retail services.

The population of Birmingham is about 21,294 this year (2017).

Key factors for the City of Birmingham:

- High population density of 4,195 persons per square mile
- Relatively high median age, at 43.0
- Highly educated population, with 78% of adults having a bachelor's degree or higher
- Low average household size of 2.24 persons
- About 34% single person households
- High median household income of \$114,243
- Good balance of homeowners and renters (71%/29%)
- About 15% of the housing inventory is in multifamily buildings (5 or more units)

ESRI projects the population to grow to 22,027 by 2022, or 147 per year, on average. Households are projected to grow by 63 per year.

These projections are based on the expectation of slow growth in the housing inventory, which the proposed scale of development would upend.

There is pent-up demand for new housing in Birmingham.

There has been very little new construction for many years. In the 2000 to 2017 period the total net gain in housing units was 748 units, or about 44 per year. (Units permitted less demolitions. Source: SEMCOG.) Most of the permits have been for single family homes.

Permitted units by type from 2000-2017:

Single family	1,214
Two-family	0
Attached condo	41
Multifamily	193
Total	1,448
Less demolitions	-700
Net change	748

The highest number of multifamily units permitted in the city was 131 units in 2013. There have been on 35 units permitted since then.

Residential construction has been on the rise in Oakland County:

After bottoming out at only 460 units permitted for construction in 2009 the total reached 3,004 in 2016 and is on pace to meet or exceed this volume in 2017.

Recent trend:

Year	Total	1-unit	2-unit	Condo	MF
2013	2,876	2,210	2	123	541
2014	2,413	2,028	4	87	294
2015	2,816	2,046	18	205	547
2016	3,004	1,964	2	184	844

This year, 2017, permits are running very close to the 2016 total.

The average annual demand for new housing in the county might average 3,637 units over the next five years.

Oakland County is projected to add about 2,955 households annually over the next five years.

Growth in households is one of three sources of demand for new housing. The other two are replacement demand and vacancy change.

About 450 units are removed from the county housing inventory each year, on average. If we assume a stable housing vacancy rate over the next five years, then housing that is demolished or otherwise removed will need to be replaced. In addition, the number of vacant units will need to increase.

Under these assumptions the average annual demand for new housing in the county will average 3,637 units over the next five years.

The total demand for housing in the county is closer to 60,000 units.

The total demand includes demand for existing sales and rental housing as well as new housing.

Analysis of household mobility provides an inclusive picture of housing demand. Most of the demand for housing (existing and new) is a result of the movement of households.

Overall, about 12% of the households in Oakland County are likely to move every year—some 60,000 movers altogether over the next year. (There may also demand for second homes, which is not captured by household mobility analysis.)

The movers include households moving into the county from elsewhere, households that are newly formed within the county and households that move from place to place in the county. The movement of these households creates housing demand.

Source of Movement	Number	Pct. of All Households
In-migration	24,819	4.9%
New household formations	7,627	1.5%
Movers within the county	28,237	5.6%
Total	60,684	12.0%

About 38% of the county's movers are likely to buy housing while 62% will be renters. The economy, interest rates, home prices and other factors affect mobility rates from year to year.

Here is a rough estimate of who the movers are likely to be by income range:

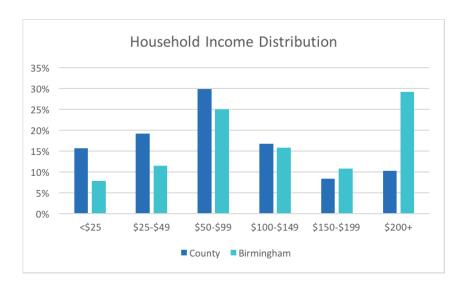
Income	Households	Mobility	Rate	Movers
Under \$25,000	79,368	15.1%	12,010	
\$25,000 - \$49,999	97,061	13.7%	13,265	
\$50,000-\$99,999	150,647	12.2%	18,380	
\$100,00-\$149,999	84,928	10.7%	9,117	
\$150,000-\$199,999	41,959	9.3%	3,889	
\$200,000 +	51,563	7.8%	4,023	
Total	505,526	12.0%	60,684	

A new luxury housing development in Birmingham should be very attractive to movers.

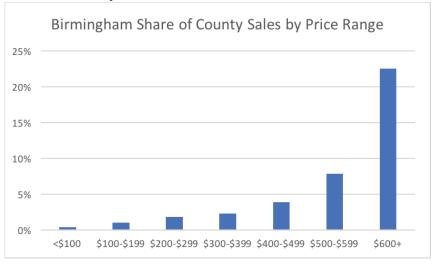
Birmingham is most likely to attract movers in the upper half of the income range. About 56% of the resident households have incomes over \$100,000 per year. And 29% have income of \$200,000 or more.

Over the past 12 months, Birmingham accounted for almost 3% of all the existing home sales in the county. Nearly 600 sales were recorded. About 40% of the sales were in the \$600,000 and over price range.

Here is how the current income profile of the City compares with the county:



And here is the sales profile:



The rental housing market is very tight across the region.

The overall Detroit metro vacancy rate is 2.8% this year, one of the lowest rates in the country, according to Marcus & Millichap. It was even lower, 2.6%, in the submarket that includes Birmingham. A tight market creates upward pressure on rents, which have risen by 5.2% in the metro area and 8.0% in the submarket over the past year.

The inventory in the area is aging—90% of the inventory in the Troy submarket was built before 1980. This is generally true of Birmingham as well.

The average 2-bedroom apartment in Birmingham rents for \$1,215 per month, or \$1.21 per square foot, according to Yardi Matrix. The average size is 1,003 square feet.

Birmingham has the highest rents in the region per the same source. Compare 2-bedroom rent averages:

Birmingham	\$1,215
Farmington Hills	\$1,052
Novi	\$1,083
Troy	\$1,149
Rochester Hills	\$1,079

There are several apartment complexes in Birmingham that rent for much more than average, of course. Recent 2 bedroom listings seen in the area:

Property	Rent	PSF
622 Purdy Street	\$3,500	\$3.40
550 West Brown Street	\$6,000	\$2.73
235 Townsend Street	\$4,995	\$3.22
555 Old Woodward Avenue	\$3,317	\$2.65
Irongate of Birmingham	\$4,325	\$2.30
555 Residences	\$3,340	\$2.67
Source: Apartments com		

The absorption potential for new luxury rentals in Birmingham depends on how large a share of the potential rental demand it can capture.

The minimum demand for luxury rental housing in Birmingham is expressed by looking at household movement within the city, only. There are nearly 3,800 households in Birmingham with incomes of \$150,000 or more and we estimate that about 85 of them are likely to move to rental housing each year, on average. That's a small pool of demand.

But the creation of new luxury rentals will draw households from elsewhere in the county and the region. Countywide there are approximately 2,300 potential movers to rental housing in the \$150,000 and over income group annually. That's a large pool to draw from. But there is competition, much of it in Birmingham.

If a new development could capture 10% of the potential demand it could absorb 230 units. Given the size of the county and the competition from other apartments, condominiums and rental homes, that may be an aggressive share to strive for. But a lot of the demand is focused in southeast Oakland County.

There are many new multifamily projects in the works in Oakland County.

There may only be two projects under construction at the present time totaling 171 units, in Oxford and Auburn Hills. But a lot more is coming.

There are at least 12 planned projects, with a combined total of 1,426 units, and another 11 projects with 1,851 units proposed. (Source: Berkadia.)

The planned projects in the county are likely to be built over the next year or two. The proposed projects will take longer to be built and some may never be started.

Here is how the county build out might look over the next few years:

Year	Units
2018	700-900
2019	800-1,000
2020	700-900

This volume multifamily construction is in line with recent trends and our projection that the demand for new multifamily housing is likely to be in the range of 900 to 1,100 units annually over the next few years in the county.

The units that are built will be a mix of both for-rent units and for-sale condominiums.

Two of the planned and six proposed projects are in the Birmingham/Troy area:

Status	Location	Projects Units	
Planned Troy		2	360
Proposed	Troy	3	1,046
Proposed	Birmingham	3	200

The subject site is in a good retail location.

It is at the north end of the Birmingham's downtown shopping district, comprised of nearly 300 retailers, which is centered along Old Woodward Avenue. The shopping district has a high retail occupancy rate and needs more space for growth. Birmingham is in the South Oakland submarket, where the retail vacancy rate is only about 6.5% and the average asking rent is \$20.48 per square foot (ReisReports).

There is considerable support for more retail space in Birmingham for several reasons:

- Dense population that is affluent and highly educated
- There is ample parking, though more may be needed with new development
- There is a high daytime population—workers and residents
- Downtown Birmingham has an active marketing program
- There is a high population in surrounding area

Retailers in Birmingham serve both local and regional markets.

It is well recognized that the retailers in downtown Birmingham serve a regional clientele. Birmingham is a destination for shoppers.

The region within a 20-minute drive is probably a fair approximation of the primary trade area for Birmingham retailers. The population of this area is about 500,000 this year and is projected to grow to about 512,000 by 2022.

About 18% of the region's 210,000 households have income of \$150,000 or more. Two thirds of all households are homeowners. About 48% of the adult population has a bachelor's or graduate degree.

The estimated retail demand of this regional population is \$9.6 billion according to ESRI.

Birmingham retailers are capturing about 4.4% of this sales potential. That's about on par with the city's share of the regional population, which is 4.3%.

But retail sales are exceeding expectations in some areas and falling short in others.

On the whole, Birmingham does not have enough retail to meet the demands of its residents.

It may be "leaking" \$301 million in sales each year. That's according to data provided by ESRI which compares retail demand with retail sales.

Major categories in which Birmingham is losing sales include (in millions of dollars):

- \$98.9 General merchandise stores
- \$68.9 Food & beverage stores
- \$66.1 Motor vehicle & parts dealers
- \$52.4 Gasoline stations

At the same time, the city is making more than its share of sales in several categories, principally (in millions of dollars):

- \$32.0 Clothing stores
- \$12.9 Jewelry, luggage, leather goods
- \$8.6 Food services & drinking places
- \$11.6 Restaurants/other eating places

In clothing Birmingham is capturing 16.4% of regional sales potential. In food services, 8.6%. And in restaurants, 9.0%.

This pattern reflects the character of retailing in Birmingham—it is oriented towards luxury products and dining out.

A review of product ownership and spending patterns by Birmingham residents provides additional insight into retail potential.

Birmingham residents have a very high potential to:

- Own an iPhone, an Apple/Mac computer and a digital SLR camera
- Own stocks and bonds and a 401K plan
- Have average monthly credit card expenditures of \$1,000 or more
- Use organic food
- Exercise at a club 2+ times per week
- Use a maid/housekeeper/cleaning service
- Buy books and read newspapers
- Travel domestically and to foreign destinations
- Attend live theater

Birmingham residents have only average propensity to buy clothing and eat at restaurants. The high sales in these categories reinforces the notion that Birmingham is a magnet for people in the region seeking these kinds of good and services.

These considerations point to certain types of stores and services that should be targeted in the proposed development:

- Electronics
- Apparel & accessories, including jewelry
- Financial services
- Specialty food retailers
- Exercise club
- Eating and drinking
- Independent book store
- Coffee/tea



NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

MARKET STUDY

TIR EQUITIES, LLC BIRMINGHAM, MI

JANUARY 03, 2018

Executive Summary

This study finds that the Downtown Birmingham study area has an existing statistical market demand for up to 151,500 square feet (sf) of new retail development producing up to \$60.4 million in sales.



Figure 1: Downtown Birmingham can presently statistically support an additional 151,500 sf of retail and restaurant development.

Please find below a summary of the 2017 supportable retail:

36,600	sf	Department Store Merchandise
21,400	sf	Limited-Service Eating Places
12,700	sf	Full-Service Restaurants
13,200	sf	Apparel & Shoe Stores
11,600	sf	Grocery Stores
8,600	sf	Bars, Breweries & Pubs
7,500	sf	General Merchandise Stores
7,100	sf	Special Food Services
6,700	sf	Pharmacy
5,300	sf	Hardware
5,000	sf	Miscellaneous Store Retailers
4,100	sf	Cosmetics
2,500	sf	Beer, Wine & Spirits Stores
2,400	sf	Sporting Goods & Hobby Stores
2,300	sf	Gifts
2,300	sf	Book & Music Stores
2,200	sf	Electronics & Appliance Stores
151 500	C	D 11T 1A11: 10 11 D 1

151,500 sf Potential Total Additional Supportable Retail

By 2022, this demand will likely generate up to \$63.5 million in gross sales. This new retail demand could be absorbed by existing businesses and/or with the opening of 45 to 60 new stores and restaurants. If constructed as a new single-site center, the development would be classified as a small community center by industry definitions and could include a gourmet grocer, 6-7 department store merchandise shops, 10-12 restaurants, 6-8 apparel and shoe stores, 2-4 general merchandise stores, cosmetics, pharmacy and an assortment of other retail offerings.

Trade Area Boundaries

This study estimates that the Birmingham primary trade area is limited by Square Lake Road to the north, Livernois Road to the east, Inkster Road to the west, and 13 Mile Road to the south. The boundaries roughly equate to a 50 square-mile area or a 2-4 mile radius. Consumers inside the primary trade area will account for up to 50 to 60 percent of the total sales captured by retailers in the study area.

Furthermore, the secondary and tertiary trade areas extend in all directions to include consumers who because of convenient access and the lack of relevant competition may generate expenditure for study area retailers. Residents, who live in the secondary, but not within the primary trade area, will shop study area retailers frequently, but the area will not be their primary shopping destination. Consumer expenditure by these residents will account for 15 to 25 percent of retail sales. Birmingham's established reputation as the metro area's premier downtown expands the tertiary trade area to include most of the region. These residents are likely to patronize the study area once per quarter and account for 10 to 15 percent of sales.

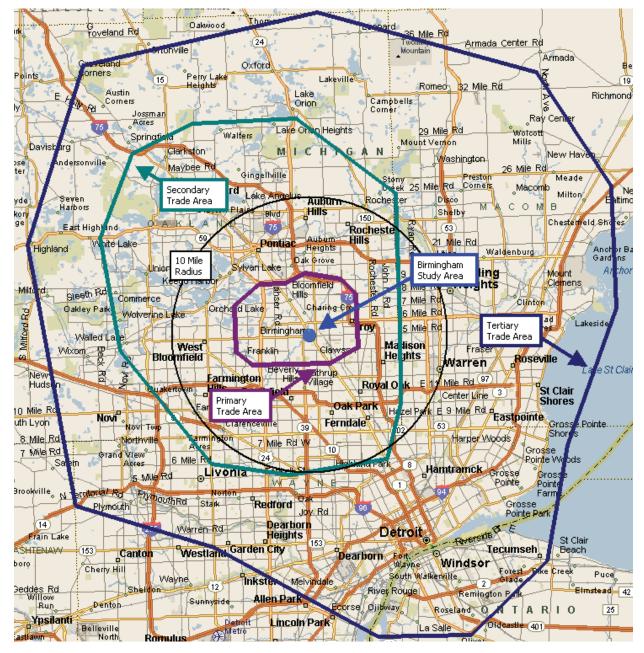


Figure 2: The Birmingham study area has an approximate 50 square-mile primary trade area, a 425 square-mile secondary trade area and a 1,495 square-mile tertiary trade area (shown in purple, green and blue respectively. Consumers within the primary trade area will account for 50 to 60 percent of sale.

Trade Area Demographics

The primary trade area includes 112,400 people, which is expected to increase at an annual rate of 0.49 percent to 115,100 by 2022. The current 2017 households number is 47,000, which is projected to increase to 48,200 by 2022. The present year average household income is \$158,200 and is estimated to increase to \$171,900 by 2022. Median household income in the trade area is \$104,600 and is estimated to increase to \$110,400 by 2022. Moreover, 64.2 percent of the households earn above \$75,000 per year. The average household size of 2.37 persons in 2017 is expected to stay constant by 2022; the median age is 46.1 years old. Educational attainment is exceptional with 69.6 percent of adults aged 25 or higher having earned a bachelor's degree or higher.

In comparison, the larger secondary trade area reports current average household income as \$98,600 and median household income as \$67,800. By 2022, the average household income will rise to \$109,600, while the median household income rises to \$75,900. Population and household counts are expected to increase at a slower pace than the primary trade area, with annual growth rates through 2022 noted at 0.46 percent and 0.50 percent, respectively. The average household size is expected to decrease to 2.40 and the median age is expected to increase to 42.9 by 2022.

Table 1: Demographic Characteristics

Demographic Characteristic	Primary Trade Area	Secondary Trade Area	Tertiary Trade Area	State of Michigan	USA
2017 Population	112,400	965,300	3,173,600	10,024,800	327,514,300
2017 Households	47,000	396,300	1,256,300	3,940,000	123,158,900
2022 Population	115,100	987,600	3,203,100	10,131,000	341,323,600
2022 Households	48,200	406,200	1,270,800	3,986,500	128,069,400
2017-2022 Annual Population Growth Rate	0.49%	0.46%	0.19%	0.21%	0.83%
2017-2022 Annual HH Growth Rate	0.50%	0.50%	0.23%	0.23%	0.79%
2017 Average Household Income	\$158,200	\$98,600	\$78,400	\$71,400	\$80,700
2017 Median Household Income	\$104,600	\$67,800	\$54,300	\$52,100	\$56,100
2022 Average Household Income	\$171,900	\$109,600	\$87,900	\$80,600	\$91,600
2022 Median Household Income	\$110,400	\$75,900	\$59,400	\$56,400	\$62,300
% Households w. incomes \$75,000 or higher	64.2%	46.2%	37.1%	33.6%	38.1%
% Bachelor's Degree	34.4%	26.2%	19.3%	17.4%	19.3%
% Graduate or Professional Degree	35.2%	20.1%	13.1%	10.9%	11.8%
Average Household Size	2.37	2.41	2.50	2.49	2.48
Median Age	46.1	42.0	41.2	40.1	38.2

Table 1: Key demographic characteristics of the study area's primary trade area, secondary trade area and tertiary trade area, compared to the State of Michigan and USA.

Table 2: 2017 & 2022 Supportable Retail Table

	Estimated Supportable SF	2017 Sales\$/SF	2017 Estimated Retail Sales	2022 Sales/SF	2022 Estimated Retail Sales	Number of Stores
	R	ETAILERS				
Apparel Stores	9,900	355	3,514,500	375	3,712,500	4-5
Beer, Wine 7 Spirits Store	2,500	400	1,000,000	420	1,050,000	1
Books & Music Stores	2,300	280	644,000	295	678,500	1
Cosmetics	4,100	380	1,558,000	400	1,640,000	2-3
Department Store Merchandise	36,600	350	12,810,000	370	13,542,000	6-7
Electronics & Appliance Stores	2,200	455	1,001,000	480	1,056,000	1-2
Florists	900	225	202,500	235	211,500	1
Gifts	2,300	325	747,500	340	782,000	2
General Merchandise Stores	7,500	350	2,625,000	370	2,775,000	2-3
Grocery	11,600	525	6,090,000	550	6,380,000	1-2
Hardware	5,300	285	1,510,500	300	1,590,000	1-2
Miscellaneous Store Retailers	4,100	345	1,414,500	360	1,476,000	2-3
Pharmacy	6,700	415	2,780,000	435	2,914,500	1-2
Shoe Stores	3,300	370	1,221,000	390	1,287,000	2-3
Sporting Goods & Hobby Stores	2,400	320	768,000	335	804,000	1-2
RETAILER TOTALS	101,700	359	37,887,000	377	39,899,000	28-39
RESTAURANTS						
Bars, Breweries & Pubs	8,600	385	3,311,000	405	3,483,000	3-4
Full-Service Restaurants	12,700	495	6,286,500	520	6,604,000	3-4
Limited Service Eating Places	21,400	460	9,844,000	485	10,379,000	7-8
Special Foods Services	7,100	435	3,088,500	455	3,230,500	4-5
RESTAURANT TOTALS	49,800	444	22,530,000	466	23,696,500	17-21
RETAILER & RESTAURANT TOTALS	151,500	377	60,417,000	396	63,595,500	45-60

Table 2: The study area's primary trade area has demand for 151,500 sf of new supportable retail and restaurants.

Assumptions

The projections of this study are based on the following assumptions:

- No other major retail centers are planned or proposed at this time and, as such, no other retail is assumed in our sales forecasts.
- No other major retail will be developed within the trade area of the subject site.
- The region's economy will stabilize at normal or above normal ranges of employment, inflation, retail demand and growth.
- The new retail development will be planned, designed, built, leased and managed as a walkable town center, to the best shopping center industry practices of the American Planning Association, Congress for New Urbanism, the International Council of Shopping Centers and Urban Land Institute.
- Parking for the area is assumed adequate for the proposed uses, with easy access to the retailers in the development.
- Visibility of the shopping center or retail is assumed to meet industry standards, with signage as required to assure good visibility
 of the retailers.

Methodology

To determine the amounts and types of retail supportable in the Birmingham study area, GPG defined a trade area that would serve the retail in the study area based on geographic and topographic considerations, traffic access/flow in the area, relative retail strengths and weaknesses of the competition, concentrations of daytime employment and the retail gravitation in the market, as well as our experience defining trade areas for similar markets. Population, consumer expenditure and demographic characteristics of trade area residents were collected by census tracts from the U.S. Bureau of the Census, U.S. Bureau of Labor Statistics and Esri (Environmental Systems Research Institute).

Finally, based on the projected consumer expenditure capture (demand) in the primary trade area of the gross consumer expenditure by retail category, less the current existing retail sales (supply) by retail category, GPG projects the potential net consumer expenditure (gap) available to support existing and new development. The projected net consumer expenditure capture is based on household expenditure and demographic characteristics of the primary trade area, existing and planned retail competition, traffic and retail gravitational patterns and GPG's qualitative assessment of the Birmingham study area. Net potential captured consumer expenditure (gap) is equated to potential retail development square footage, with the help of retail sales per square foot data provided by Dollars and Cents of Shopping Centers (Urban Land Institute and International Council of Shopping Centers), qualitatively adjusted to fit the urbanism and demographics of the study area.

For the purposes of this study, GPG has assumed the following:

- Other major community retail centers may be planned or proposed, but only the existing retail is considered for this study. The
 quality of the existing retail trade in the study area is projected to remain constant. Gains in future average retail sales per sf reflect
 higher sales per sf in newly developed retail and selected increases in sales per sf by individual retail categories.
- No major regional retail centers will be developed within the trade area of this analysis through 2022 for the purposes of this study.
- The region's economy will continue at normal or above normal ranges of employment, inflation, retail demand and growth.
- The subject site is properly zoned to support infill and redevelopment projects with current and innovative standards, and the existing infrastructure (water, sewer, arterial roadways, etc.) can support additional commercial development.
- Annual population growth for the primary trade area is estimated to be 0.57 percent throughout the five-year period of this study.
- Employment distribution is projected to remain constant, without a spike or decline in employment by NAICS categories.
- The projected lease and vacancy rate model is based on our proprietary econometric model of the relationship between changes in employment and changes in vacancy and lease rates. Data was gathered from the U.S. Census Bureau, Esri, CBRE and local brokerage services.
- Any new construction in the study area will be planned, designed, built and managed to the best practices of the American Institute of Architects, American Planning Association, American Society of Landscape Architects, Congress for the New Urbanism, International Council of Shopping Centers and The Urban Land Institute.
- Parking for new development projects or businesses will meet or exceed the industry standards.
- Visibility of any new retail is also assumed very good, with signage as required to assure easy visibility of the retailers.
- Infill or redevelopment projects in the study area will open with sustainable amounts of retail and anchor tenants, at planned intervals and per industry standards.

Limits of Study

The findings of this study represent GPG's best estimates for the amounts and types of retail tenants that should be supportable in the Birmingham study area's primary trade area now and through 2022. Every reasonable effort has been made to ensure that the data contained in this study reflect the most accurate and timely information possible and are believed to be reliable. It should be noted that the findings of this study are based upon generally accepted market research and business standards. It is possible that the study site's surrounding area could support lower or higher quantities of retailers and restaurants yielding lower or higher sales revenues than indicated by this study, depending on numerous factors including respective business practices and the management and design of the study area.

This study is based on estimates, assumptions and other information developed by GPG as an independent third-party research effort with general knowledge of the retail industry, and consultations with the client and its representatives. This report is based on information that was current as of December 18, 2017, and GPG has not undertaken any update of its research effort since such date.

This report may contain prospective financial information, estimates, or opinions that represent GPG's view of reasonable expectations at a particular time. Such information, estimates, or opinions are not offered as predictions or assurances that a particular level of income or profit will be achieved, that particular events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our market analysis may vary from those described in our report, and the variations may be material. Therefore, no warranty or representation is made by GPG that any of the projected values or results contained in this study will be achieved.

This study *should not* be the sole basis for designing, financing, planning, and programming any business, real estate development, or public planning policy. This study is intended only for the use of the client and is void for other site locations, developers, or organizations.

- End of Study -

Appendix

Appendix EXHIBIT A1: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

Population Summary	
2000 Total Population	11
2010 Total Population	108
2017 Total Population	112
2017 Group Quarters	
2022 Total Population	11
2017-2022 Annual Rate	0
2017 Total Daytime Population	14.9
Workers	91
Residents	53
Household Summary	
2000 Households	45
2000 Average Household Size	
2010 Households	45
2010 Average Household Size	
2017 Households	47
2017 Average Household Size	
2022 Households	48
2022 Average Household Size	
2017-2022 Annual Rate	0
2010 Families	29
2010 Average Family Size	
2017 Families	30
2017 Average Family Size	
2022 Families	30
2022 Average Family Size	
2017-2022 Annual Rate	0
Housing Unit Summary	
2000 Housing Units	47
OwnerOccupied Housing Units	7
Renter Occupied Housing Units	19
Vacant Housing Units	
2010 Housing Units	4
OwnerOccupied Housing Units	7
Renter Occupied Housing Units	20
Vacant Housing Units	<u></u>
2017 Housing Units	50
Owner Occupied Housing Units	71
	22
Renter Occupied Housing Units Vacant Housing Units	2.
2022 Housing Units	51
	5. 71
Owner Occupied Housing Units	
Renter Occupied Housing Units	2
Vacant Housing Units	
Median Household Income	440.4
2017	\$104
2022	\$ 110
Median Home Value	
2017	\$342
2022	\$359
Per Capita Income	
2017	\$66
2022	\$72
Median Age	
2010	
2017	
2022	

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita income represents the income received by all persons aged 15 years and over divided by the total population.

Appendix EXHIBIT A2: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

2017 Households by Income	
Household Income Base	47,0
<\$15,000	4.
\$15,000 - \$24,999	4.
\$25,000 - \$34,999	5.
\$35,000 - \$49,999	8.
\$50,000 - \$74,999	13.
\$75,000 - \$99,999	11.
\$100,000 - \$149,999	17.
\$150,000 - \$199,999	9.
\$200,000+	24.
Average Household Income	\$158,
2022 Households by Income	
Household Income Base	48,
<\$15,000	4.
\$15,000 - \$24,999	4.
\$25,000 - \$34,999	4.
\$35,000 - \$49,999	7
\$50,000 - \$74,999	12.
\$75,000 - \$99,999	12.
\$100,000 - \$149,999	19
\$150,000 - \$199,999	10.
\$200,000+	25.
Average Household Income	\$ 17 1,
2017 Owner Occupied Housing Units by Value	
Total	35,
<\$50,000	2.
\$50,000 - \$99,999	3.
\$100,000 - \$149,999	6.
\$150,000 - \$199,999	9.
\$200,000 - \$249,999	9.
\$250,000 - \$299,999	11
\$300,000 - \$399,999	17
\$400,000 - \$499,999	13
\$500,000 - \$749,999	16.
\$750,000 - \$999,999	5
\$1,000,000 +	5
Average Home Value	\$415,
2022 Owner Occupied Housing Units by Value	
Total	36,
<\$50,000	1
\$50,000 - \$99,999	1
\$100,000 - \$149,999	4
\$150,000 - \$199,999	9
\$200,000 - \$249,999	10
\$250,000 - \$299,999	12
\$300,000 - \$399,999	18
\$400,000 - \$499,999	14
\$500,000 - \$749,999	16
\$750,000 - \$749,999	6
\$1,000,000 +	5

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Appendix EXHIBIT A3: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

2010 Population by Age	
Total	108,5
0 - 4	4.9
5 - 9	6.2
10 - 14	7.:
15 - 24	9.9
25 - 34	10.:
35 - 44	12.9
45 - 54	17.0
55 - 64	14.6
65 - 74	8.6
75 - 84	6.0
85 +	2.7
18 +	77.3
2017 Population by Age	
Total	112,3
0 - 4	4.4
5 - 9	5.5
10 - 14	6.6
15 - 24	10.5
25 - 34	9.9
35 - 44	11.5
45 - 54	14.6
55 - 64	15.9
65 - 74	11.4
75 - 84	6.4
85 +	3.2
18 +	79.3
2022 Population by Age	
Total	115,1
0 - 4	4.4
5 - 9	5.2
10 - 14	6.0
15 - 24	9.7
25 - 34	10.0
35 - 44	12.
45 - 54	13.2
55 - 64	15.4
65 - 74	13.0
75 - 84	7.5
85 +	3.3
18 +	80.5
2010 Population by Sex	
Males	52,4
Females	56,1
2017 Population by Sex	
Males	54,3
Females	58,0
2022 Population by Sex	
Males	55,6
Females	59,4

Appendix EXHIBIT A4: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

2010 Population by Race/Ethnicity	
Total	10
White Alone	
Black Alone	
American Indian Alone	
Asian Alone	
Pacific Islander Alone	
S ome Other Race Alone	
Two or More Races	
Hispanic Origin	
Diversity Index	
2017 Population by Race/Ethnicity	
Total	1
White Alone	
Black Alone	
American Indian Alone	
Asian Alone	
Pacific Islander Alone	
S ome Other Race Alone	
Two or More Races	
Hispanic Origin	
Diversity Index	
2022 Population by Race/Ethnicity	
Total	
White Alone	
Black Alone	
American Indian Alone	
Asian Alone	
Pacific Islander Alone	
Some Other Race Alone	
Two or More Races	
Hispanic Origin	
Diversity Index	
2010 Population by Relationship and Household Type	
Total	10
In Households	
In Family Households	
Householder	
Spouse	
Child	
Otherrelative	
Nonrelative	
In Nonfamily Households	
In Group Quarters	
Institutionalized Population	
Noninstitutionalized Population	

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Appendix EXHIBIT A5: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

Total	81,9
Less than 9th Grade	0.
9th - 12th Grade, No Diploma	1.
High S c hool G raduate	9.
GED/Alternative Credential	0.
S ome College, No Degree	13.
Associate Degree	5
Bachelor's Degree	34
Graduate/Professional Degree	35
2017 Population 15+ by Marital Status	
Total	93,
Never Married	26.
Ma rrie d	60.
Widowed	5.
Divorced	8.
2017 Civilian Population 16+ in Labor Force	
Civilian Employed	96.
Civilian Unemployed (Unemployment Rate)	3
2017 Employed Population 16+ by Industry	
Total	60,4
Agriculture/Mining	0
Construction	3.
Manufacturing	16.
Wholesale Trade	3.
RetailTrade	7.
Transportation/Utilities	1.
Information	1
Finance/Insurance/Real Estate	10
Services	55.
Public Administration	1.
2017 Employed Population 16+ by Occupation	
Total	60,4
White Collar	84.
Management/Business/Financial	27.
Professional	36.
Sales	11.
Administrative Support	8.
S ervices	8.
Blue Collar	6.
Farming/Forestry/Fishing	0.
Construction/Extraction	1.
Installation/Maintenance/Repair	1.
P roduc tion	2.
Transportation/Material Moving	1
2010 Population By Urban/Rural Status	
Total P opulation	108,5
Population Inside Urbanized Area	100.
Population Inside Urbanized Cluster	0.

Appendix EXHIBIT A6: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

Total	45
Households with 1 Person	2
Households with 2+ People	7
Family Households	,
Husband-wife Families	5
With Related Children	2
Other Family (No S pouse Present)	4
Other Family with Male Householder	
With Related Children	
Other Family with Female Householder	
With Related Children	
Nonfamily Households	
All Households with Children	2
Multig enerational Households	
Unmarried Partner Households	
Male-female	
S a me-sex	
2010 Households by Size	
Total	45
1Person Household	2
2 Person Household	3
3 Person Household	1
4 Person Household	1
5 Person Household	
6 Person Household	
7 + Person Household	
2010 Households by Tenure and Mortgage Status	
Total	45
Owner Occupied	7
Owned with a Mortgage/Loan	5
Owned Free and Clear	2
RenterOccupied	2
2010 Housing Units By Urban/Rural Status	
Total Housing Units	4
Housing Units Inside Urbanized Area	10
Housing Units Inside Urbanized Cluster	

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Appendix EXHIBIT A7: Primary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham PTA Area: 50.44 square miles Prepared by Esri

Top 3 Tapestry Segments	TT:
1.	TopTi
2.	E xurbanit
3.	In S ty
2017 Consumer Spending	*
Apparel & S ervices: Total \$	\$194,50
Average S pent	\$4,1
S pending P otential Index	
Education: Total\$	\$147,57
Average S pent	\$3,1
S pending P otential Index	
Entertainment/Recreation: Total\$	\$281,69
Average S pent	\$5,9
S pending P otential Index	
Food at Home: Total\$	\$424,51
Average S pent	\$9,0
S pending P otential Index	
Food Away from Home: Total\$	\$293,38
Average S pent	\$6,2
S pending P otential Index	
Health Care: Total \$	\$496,40
Average S pent	\$10,5
S pending P otential Index	
HH Furnishings & Equipment: Total\$	\$176,33
Average S pent	\$3,7
S pending P otential Index	
Personal Care Products & Services: Total\$	\$72,66
AverageSpent	\$1,5
S pending P otential Index	
Shelter: Total\$	\$1,470,42
Average S pent	\$31,2
S pending P otential Index	
Support Payments/Cash Contributions/Gifts in Kind: Total\$	\$223,3
Average S pent	\$4,7
S pending P otential Index	
Travel: Total\$	\$205,63
Average S pent	\$4,3
S pending P otential Index	
Vehicle Maintenance & Repairs: Total\$	\$93,96
Average Spent	\$1,9
S pending P otential Index	+ -/-

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and A verage A mount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics. Es ri.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Es ri forecasts for 2017 and 2022 Es ri converted Census 2000 data into 2010 geography

Appendix EXHIBIT B1: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

Population Summary	
2000 Total Population	95
2010 Total Population	93
2017 Total Population	9
2017 Group Quarters	
2022 Total Population	98
2017-2022 Annual Rate	
2017 Total Daytime Population	1,00
Workers	5
Residents	4
Household Summary	
2000 Households	3
2000 Average Household Size	
2010 Households	3
2010 Average Household Size	3,
2017 Households	39
2017 Average Household Size	33
2022 Households	4
2022 Average Household Size	
2017-2022 Annual Rate	
2010 Families	24
2010 Average Family Size	-
2017 Families	24
2017 A verage Fa mily S ize	_
2022 Families	25
2022 Average Family Size	
2017-2022 Annual Rate	
Housing Unit Summary	
2000 Housing Units	39
Owner Occupied Housing Units	
Renter Occupied Housing Units	
Vacant Housing Units	
2010 Housing Units	4:
OwnerOccupied Housing Units	
Renter Occupied Housing Units	
Vacant Housing Units	
2017 Housing Units	4
Owner Occupied Housing Units	-
Renter Occupied Housing Units	
Vacant Housing Units	
2022 Housing Units	4
Owner Occupied Housing Units	
Renter Occupied Housing Units	
Vacant Housing Units	
Median Household Income	
2017	\$6
2022	\$7
Median Home Value	,
2017	\$2
2022	\$23
	\$2:
Per Capita Income 2017	^.
	\$4
2022	\$4
Median Age 2010	
2010 2017	

Data Note: Household population includes persons not residing in group quarters. A verage Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Appendix EXHIBIT B2: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

2017 Households by Income	
Household Income Base	396,262
<\$15,000	9.0%
\$15,000 - \$24,999	8.1%
\$25,000 - \$34,999	8.2%
\$35,000 - \$49,999	11.6%
\$50,000 - \$74,999	16.9%
\$75,000 - \$99,999	12.7%
\$100,000 - \$149,999	15.9%
\$150,000 - \$199,999	7.6%
\$200,000+	10.0%
Average Household Income	\$98,624
2022 Households by Income	****
Household Income Base	406,185
<\$15,000	8.8%
\$15,000 - \$24,999	7.5%
\$25,000 - \$34,999	7.2%
\$35,000 - \$49,999	10.2%
\$50,000 - \$74,999	15.6%
\$75,000 - \$99,999	13.3%
\$100,000 - \$149,999	17.9%
\$150,000 - \$199,999	8.5%
\$200,000+	11.0%
Average Household Income	\$109,595
2017 Owner Occupied Housing Units by Value	Ų 103,033
Total	273,108
<\$50,000	7.6%
\$50,000 - \$99,999	11.9%
\$100,000 - \$149,999	13.7%
\$150,000 - \$199,999	16.3%
\$200,000 - \$249,999	12.7%
\$250,000 - \$299,999	10.9%
\$300,000 - \$399,999	11.7%
\$400,000 - \$499,999	6.3%
\$500,000 - \$749,999	6.1%
\$750,000 - \$999,999	1.6%
\$1,000,000 +	1.4%
Average Home Value	\$253,090
2022 Owner Occupied Housing Units by Value	Ç253,031
Total	279,425
<\$50,000	5.2%
\$50,000 - \$99,999	7.6%
\$100,000 - \$149,999	10.6%
\$150,000 - \$199,999	17.2%
\$200,000 - \$249,999	15.3%
\$250,000 - \$299,999	12.89
\$300,000 - \$399,999	13.7%
\$400,000 - \$499,999	7.49
\$500,000 - \$749,999	7.0%
\$750,000 - \$999,999	1.79
\$1,000,000 +	1.5%
Average Home Value	\$279,03

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Appendix EXHIBIT B3: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

2010 Population by Age	
Total	933,7
0 - 4	5.7
5 - 9	6.2
10 - 14	6.7
15 - 24	12.:
25 - 34	12.2
35 - 44	13.8
45 - 54	15.9
55 - 64	13.4
65 - 74	7.3
75 - 84	4.7
85 +	2.2
18 +	77.
2017 Population by Age	
Total	965,3
0 - 4	5.2
5 - 9	5.7
10 - 14	6.2
15 - 24	11.8
25 - 34	12.4
35 - 44	12.5
45 - 54	14.
55 - 64	14.6
65 - 74	10.
75 - 84	4.9
85 +	2.5
18 +	79.2
2022 Population by Age	
Total	987,5
0 - 4	5.
5 - 9	5.4
10 - 14	5.9
15 - 24	10.9
25 - 34	12.5
35 - 44	12.8
45 - 54	12.9
55 - 64	14.3
65 - 74	11.7
75 - 84	6.0
85 +	2.5
18 +	0.08
2010 Population by Sex	
Males	449,1
Females	484,6
2017 Population by Sex	
Males	465,0
Females	500,2
2022 Population by Sex	
Males	476,8
Females	510,7

Appendix EXHIBIT B4: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

2010 Population by Race/Ethnicity	
Total	933,7
White Alone	70.
Black Alone	20.
American Indian Alone	0.
Asian Alone	5.
Pacific Islander Alone	0.
Some Other Race Alone	1.
Two or More Races	2.
Hispanic Origin	3.
Diversity Index	4
2017 Population by Race/Ethnicity	
Total	965,
White Alone	67.
B lack A lone	20.
American Indian Alone	0.
Asian Alone	7.
Pacific Islander Alone	0.
Some Other Race Alone	1
Two or More Races	2.
Hispanic Origin	4
Diversity Index	·
2022 Population by Race/Ethnicity	
Total	987,
White Alone	65
Black Alone	21
American Indian Alone	0
Asian Alone	8
Pacific Islander Alone	0
Some Other Race Alone	1
Two or More Races	2
Hispanic Origin	4
Diversity Index	
2010 Population by Relationship and Household Type	
Total	933,
In Households	98
In Family Households	81
Householder	26
Spouse	19
Child	30
Other relative	3
Nonrelative	1
In Nonfamily Households	17
In Group Quarters	1
Institutionalized Population	0
Noninstitutionalized Population	0

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Appendix EXHIBIT B5: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

Total	680
Less than 9th Grade	
9th - 12th Grade, No Diploma	
High S chool G raduate	1
GED/Alternative Credential	
Some College, No Degree	2
Associate Degree	
Bachelor's Degree	2
Graduate/Professional Degree	
2017 Population 15+ by Marital Status	
Total	80
Never Married	3
Ma rrie d	!
Wid o we d	
Divorced	
2017 Civilian Population 16+ in Labor Force	
Civilian Employed	9
Civilian Unemployed (Unemployment Rate)	
2017 Employed Population 16+ by Industry	
Total	50
Agric ulture/Mining	
Construction	
Manufacturing	:
Wholesale Trade	
R eta il Tra de	
Transportation/Utilities	
Information	
Finance/Insurance/Real Estate	
Services	5
Public Administration	
2017 Employed Population 16+ by Occupation	
Total	50
White Collar	7
Management/B usiness/Financial	1
Professional	2
Sales	
Administrative S upport	
Services	1
Blue Collar	1
Farming/Forestry/Fishing	
Construction/Extraction	
Installation/Maintenance/Repair	
Production	
Transportation/Material Moving	
2010 Population By Urban/Rural Status	
Total P opulation	933
Population Inside Urbanized Area	9
Population Inside Urbanized Cluster	

Appendix EXHIBIT B6: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

2010 Households by Type	
Total	381,
Households with 1Person	30
Households with 2+ People	69
Family Households	64
Husband-wife Families	47
With Related Children	20
Other Family (No S pouse Present)	16
Other Family with Male Householder	4
With Related Children	2
Other Family with Female Householder	12
With Related Children	7
Nonfamily Households	5
All Households with Children	30
Multig enerational Households	3
Unmarried Partner Households	5
Ma le - fe ma le	4
Same-sex	0
2010 Households by Size	
Total	381,
1Person Household	30
2 Person Household	32
3 Person Household	15
4 Person Household	13
5 Person Household	5
6 Person Household	1
7 + Person Household	1
2010 Households by Tenure and Mortgage Status	
Total	381,
OwnerOccupied	70
O wned with a Mortgage/Loan	52
Owned Free and Clear	17
RenterOccupied	29
2010 Housing Units By Urban/Rural Status	
Total Housing Units	417,
Housing Units Inside Urbanized Area	99
Housing Units Inside Urbanized Cluster	0
Rural Housing Units	0

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Appendix EXHIBIT B7: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham STA Area: 425.36 square miles Prepared by Esri

Top 3 Tapestry Segments	
1.	R us tbelt T raditions
2.	S avvy S uburbanites
3.	F amily F o undations
2017 Consumer Spending	
Apparel & Services: Total\$	\$1,036,003
Average S pent	\$2,61
S pending Potential Index	
Education: Total\$	\$733,680
Average S pent	\$1,85
S pending Potential Index	
Entertainment/Recreation: Total\$	\$1,499,609
Average S pent	\$3,78
S pending Potential Index	
Food at Home: Total\$	\$2,382,298
Average S pent	\$6,03
S pending P otential Index	
Food Away from Home: Total\$	\$1,597,739
Average S pent	\$4,03
S pending P otential Index	
Health Care: Total\$	\$2,684,423
Average S pent	\$6,77
S pending P otential Index	
HH Fumishings & Equipment: Total\$	\$940,329
Average S pent	\$2,37
Spending Potential Index	
Personal Care Products & Services: Total \$	\$386,215
Average S pent	\$97
S pending P otential Index	
Shelter: Total\$	\$7,850,111
Average S pent	\$19,83
S pending P otential Index	
S upport P ayments/Cash Contributions/G ifts in Kind: Total\$	\$1,148,884
Average S pent	\$2,89
S pending P otential Index	
Travel: Total\$	\$1,018,839
Average S pent	\$2,57
S pending P otential Index	
Vehicle Maintenance & Repairs: Total \$	\$512,498
Average S pent	\$1,29

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and A verage A mount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1 Esri forecasts for 2017 and 2022 Esri converted Census 2000 data into 2010 geography

Appendix EXHIBIT C1: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

Population S ummary	
2000 Total Population	3,3
2010 Total Population	3,1
2017 Total Population	3,1
2017 Group Quarters	
2022 Total Population	3,2
2017-2022 Annual Rate	
2017 Total Daytime Population	3,3
Workers	1,6
Residents	1,6
Household Summary	
2000 Households	1,2
2000 Average Household Size	
2010 Households	1,2
2010 Average Household Size	
2017 Households	1,2
2017 Average Household Size	
2022 Households	1,2
2022 Average Household Size	
2017 - 2022 Annual Rate	
2010 Families	8
2010 Average Family Size	
2017 Families	8
2017 Average Family Size	
2022 Families	8
2022 Average Family Size	
2017 - 2022 Annual Rate	
Housing Unit Summary	
2000 Housing Units	1,3
OwnerOccupied Housing Units	
RenterOccupied Housing Units	
Vacant Housing Units	
2010 Housing Units	1,41
OwnerOccupied Housing Units	
RenterOccupied Housing Units	
Vacant Housing Units	
2017 Housing Units	1,4
OwnerOccupied Housing Units	
RenterOccupied Housing Units	
Vacant Housing Units	
2022 Housing Units	1,41
OwnerOccupied Housing Units	
RenterOccupied Housing Units	
Vacant Housing Units	
Median Household Income	
2017	\$!
2022	\$!
Median Home Value	
2017	\$1
2022	\$1
Per Capita Income	
2017	\$
2022	\$
Median Age	
2010	
2017	
201/	

Data Note: Household population includes persons not residing in group quarters. A verage Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Appendix EXHIBIT C2: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

2017 Households by Income	
Household Income Base	1,256,
<\$15,000	13
\$15,000 - \$24,999	10 .
\$25,000 - \$34,999	9.
\$35,000 - \$49,999	12 .
\$50,000 - \$74,999	17.
\$75,000 - \$99,999	11.
\$100,000 - \$149,999	13.
\$150,000 - \$199,999	5.
\$200,000+	5.
Average Household Income	\$78,
2022 Households by Income	
Household Income Base	1,270,
<\$15,000	12.
\$15,000 - \$24,999	9.
\$25,000 - \$34,999	8.
\$35,000 - \$49,999	11
\$50,000 - \$74,999	15.
\$75,000 - \$99,999	12
\$100,000 - \$149,999	15.
\$150,000 - \$199,999	6.
\$200,000+	6
Average Household Income	\$87,
2017 Owner Occupied Housing Units by Value	
Total	843,
<\$50,000	14
\$50,000 - \$99,999	18
\$100,000 - \$149,999	15.
\$150,000 - \$199,999	15.
\$200,000 - \$249,999	10
\$250,000 - \$299,999	8.
\$300,000 - \$399,999	8.
\$400,000 - \$499,999	4.
\$500,000 - \$749,999	3.
\$750,000 - \$999,999	0
\$1,000,000 +	0.
Average Home Value	\$197,
2022 Owner Occupied Housing Units by Value	+=://
Total	854,
<\$50,000	10
\$50,000 - \$99,999	13
\$100,000 - \$149,999	13
\$150,000 - \$199,999	17
\$200,000 - \$249,999	13
\$250,000 - \$299,999	10
\$300,000 - \$399,999	10
\$400,000 - \$499,999	5
\$500,000 - \$749,999	4
\$750,000 - \$743,333	1
\$1,000,000 +	0
Q-1,000,000 ·	\$223

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Appendix EXHIBIT C3: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

2010 Population by Age	
Total	3,152,054
0 - 4	6.1%
5 - 9	6.5%
10 - 14	7.0%
15 - 24	13.4%
25 - 34	12.0%
35 - 44	13.7%
45 - 54	15.5%
55 - 64	12.4%
65 - 74	6.8%
75 - 84	4.5%
85 +	2.0%
18 +	75.8%
2017 Population by Age	
Total	3,173,596
0 - 4	5.7%
5 - 9	6.1%
10 - 14	6.4%
15 - 24	12.5%
25 - 34	12.8%
35 - 44	12.5%
45 - 54	13.8%
55 - 64	14.0%
65 - 74	9.4%
75 - 84	4.5%
85 +	2.3%
18 +	78.0%
2022 Population by Age	
Total	3,203,098
0 - 4	5.6%
5 - 9	5.8%
10 - 14	6.2%
15 - 24	11.5%
25 - 34	12.9%
35 - 44	12.7%
45 - 54	12.7%
55 - 64	13.8%
65 - 74	11.0%
75 - 84	5.5%
85 +	2.3%
18 +	78.6%
2010 Population by Sex	
Males	1,519,580
Females	1,632,475
2017 Population by Sex	
Males	1,532,918
Females	1,640,680
2022 Population by Sex	
Males	1,551,273
Females	1,651,827

Appendix EXHIBIT C4: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

2010 Population by Race/Ethnicity	
Total	3,152,054
White Alone	64.19
B lack A lone	28.39
American Indian Alone	0.39
Asian Alone	3.79
Pacific Islander Alone	0.09
Some Other Race Alone	1.39
Two or More Races	2.39
Hispanic Origin	4.09
Diversity Index	54.
2017 Population by Race/Ethnicity	
Total	3,173,598
White Alone	63.09
B lack A lone	27.79
American Indian Alone	0.3%
Asian Alone	4.99
Pacific Islander Alone	0.09
Some Other Race Alone	1.59
Two or More Races	2.79
Hispanic Origin	4.59
Diversity Index	56.
2022 Population by Race/Ethnicity	
Total	3,203,09
White Alone	61.59
B lack A lone	27.79
American Indian Alone	0.39
Asian Alone	5.89
Pacific Islander Alone	0.09
Some OtherRace Alone	1.69
Two or More Races	3.09
Hispanic Origin	4.99
Diversity Index	58.
2010 Population by Relationship and Household Type	
Total	3,152,05
In Households	98.89
In Family Households	82.49
Householder	25.59
S pouse	17.0
Child	33.6
O ther relative	4.2
Nonrelative	2.1
In Nonfamily Households	16.5
In G roup Quarters	1.2
Institutionalized Population	0.69
Noninstitutionalized Population	0.59

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Appendix EXHIBIT C5: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

2017 Population 25+ by Educational Attainment	
Total	2,200
Less than 9th Grade	
9th - 12th Grade, No Diploma	
High S chool G raduate	2
GED/Alternative Credential	
S ome College, No Degree	2
Associate Degree	
Bachelor's Degree	:
Graduate/Professional Degree	
2017 Population 15+ by Marital Status	
Total	2,59
Never Married	3
Ma rrie d	4
Widowed	
Divorc ed	
2017 Civilian Population 16+ in Labor Force	
Civilian Employed	9
Civilian Unemployed (Unemployment Rate)	
2017 Employed Population 16+ by Industry	
Total	1,50
Agric ulture/Mining	
Construction	
Ma nufa c turing	1
Wholes a le Tra de	
Retail Trade	1
Transportation/Utilities	
Information	
Finance/Insurance/Real Estate	
Services	4
Public Administration	
2017 Employed Population 16+ by Occupation	
Total	1,505
White Collar	6
Management/Business/Financial	1
Professional	2
Sales	1
Administrative Support	1
Services	1
Blue Collar	1
Farming/Forestry/Fishing	
Construction/Extraction	
Installation/Maintenance/Repair	
Production	
Transportation/Material Moving	
2010 Population By Urban/Rural Status	
Total P opulation	3,152
Population Inside Urbanized Area	9
Population Inside Urbanized Cluster	
R ural P opulation	

Appendix EXHIBIT C6: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

2010 Households by Type	
Total	1,241,6
Households with 1Person	30.
Households with 2+ People	69.
Family Households	64.
Husband- wife Families	43.
With Related Children	19.
Other Family (No S pouse Present)	21.
Other Family with Male Householder	5.
With Related Children	2.
Other Family with Female Householder	16.
With Related Children	10.
Nonfamily Households	5.
All Households with Children	32.
Multigenerational Households	4.
Unmarried Partner Households	5.
Ma le - fe ma le	5.
S a me- sex	0.
2010 Households by Size	
Total	1,241,6
1Person Household	30
2 Person Household	30.
3 Person Household	15.
4 Person Household	13
5 Person Household	6.
6 Person Household	2.
7 + Person Household	1.
2010 Households by Tenure and Mortgage Status	
Total	1,241,6
OwnerOccupied	68.
Owned with a Mortgage/Loan	48.
Owned Free and Clear	20.
RenterOccupied	31.
2010 Housing Units By Urban/Rural Status	
Total Housing Units	1,405,0
Housing Units Inside Urbanized Area	98.
Housing Units Inside Urbanized Cluster	0.
Rural Housing Units	1.

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Appendix EXHIBIT C7: Secondary Trade Area Community Profile

Gibbs Planning Group

Community Profile

Birmingham TTA Area: 1,495.15 square miles Prepared by Esri

Top 3 Tapestry Segments	
1.	Modest Income Hon
2.	R us tbelt T raditions (
3.	Traditio nal Living (1
2017 Consumer Spending	
Apparel & Services: Total\$	\$2,614,018,8
Average S pent	\$2,080
S pending P otential Index	
Education: Total\$	\$1,790,186,7
Average S pent	\$1,424
S pending P otential Index	
Entertainment/Recreation: Total\$	\$3,813,633,2
Average S pent	\$3,035
S pending P otential Index	
Food at Home: Total\$	\$6,199,768,
Average S pent	\$4,934
S pending P otential Index	
Food Away from Home: Total\$	\$4,064,388,
Average S pent	\$3,235
S pending P otential Index	
Health Care: Total\$	\$6,908,138,
Average S pent	\$5,498
S pending P otential Index	
HH Furnishings & Equipment: Total\$	\$2,385,786,3
Average S pent	\$1,899
Spending Potential Index	
Personal Care Products & Services: Total\$	\$973,285
Average S pent	\$774
S pending P otential Index	
Shelter: Total\$	\$19,821,562,9
Average S pent	\$15,777
S pending P otential Index	
Support Payments/Cash Contributions/Gifts in Kind: Total\$	\$2,890,467,
Average S pent	\$2,300
S pending Potential Index	
Travel: Total\$	\$2,489,265,
Average S pent	\$1,983
S pending P otential Index	
Vehicle Maintenance & Repairs: Total \$	\$1,318,417,8
Average S pent	\$1,049
Spending Potential Index	

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022 Esri converted Census 2000 data into 2010 geography.

which uses census block groups to allocate business summarydata to custom area:

Copyright 2017 Infogroup, Inc. A II rights reserved. Esri Total Residential Population forecasts for 20T.

Source: Copyright 2017 Infogroup, Inc. A II rights reserved. Estimate Date Note: Date on the Business Summary report is calculated

Esri's Data allocation

Appendix EXHIBIT D1: Drivetime Business Summary

Prepared by Esri

117 Willits St, Birmingham, Michigan, 48009 Drive Time: 5, 10, 15 minute radii

Business Summary

Gibbs Planning Group

14% 18% 2.2% 14% 12% 6.8% 3.7% 2.3% 2.3% 4.0% 0.8% 45.8% 0.8% 15% 2.0% 20.9% 100.0% 4,877 3,044 2,651 101,591 26,051 27,497 8,299 1,893 15,173 3,305 46,373 221,928 15 minutes 276,232 221,928 15,862 13% 15% 2.4% 16% 5.1% 19% 3.0% 2.6% 5.3% 12.8% 46.4% 16% 18% 16% 100.0% 7,361 15,862 584 224 159 26 26 584 209 241 376 254 809 2,025 309 468 407 53 259 343 1,279 854 292 246 926 2.8% 2.4% 1.9% 1.5% 7.4% 2.1% 2.5% 13% 5.9% 11% 2.2% 17.3% 49.7% 300.001 5.6% 2,129 5,745 470 653 520 2,270 82,691 594 1,690 2,290 1,981 1,604 1,222 6,153 2,571 1,701 2,096 1,042 4,920 105,105 11098 893 14,337 265 1803 10 minutes 82,691 94,587 6,206 14% 15% 3.1% 17% 5.0% 5.6% 2.9% 12% 0.8% 0.2% 3.5% 2.0% 3.5% 2.3% 6.0% 16% 2.4% 8.8% 2.6% 17% 300.00 100 146 546 345 108 262 182 73 51 14 14 37 33 86 94 194 108 311 2,840 863 125 220 145 373 381 6,206 2.3% 17% 18% 2.2% 16% 8.9% 2.1% 6.3% 0.9% 11.8% 0.4% 48.0% 3.3% 7.6% 2.3% 100.0% 389 93 66 17 296 294 303 376 266 1512 360 1,074 152 2,005 16,937 464 3,590 3,136 130 557 384 16,937 15,986 1,755 106 11% 0.3% 0.2% 2.4% 10% 10% 4.2% 16% 4.6% 2.5% 5.0% 11% 15% 100.0% 6 17 18 73 73 81 81 43 87 31 39 299 9 137 1755 Employee/Residential Population Ratio (per 100 Residents) A uto Dealers, Gas Stations, A uto Aftermarket R eal Estate, Holding, Other Investment Offices Finance, Insurance, Real Estate Summary Banks, Savings & Lending Institutions Data for all businesses in area Education Institutions & Libraries Motion Pictures & Amusements Furniture & Home Furnishings General Merchandise Stores A pparel & A cces sory S tores Insurance Carriers & Agents Total Residential Population: Unclas sified Establishments Eating & Drinking Places Mis cellaneous Retail A utomotive Services Retail Trade Summary Home Improvement Securities Brokers by S IC Codes Agriculture & Mining Hotels & Lodging Services Summary Health Services Fotal Businesses: Legal Services Other Services Fotal Employees: Who les ale T rade Communication Transportation Manufacturing Construction Sovernment

Appendix EXHIBIT D2: Drivetime Area Business Summary

Prepared by Esri Latitude: 42.54747 ongitude: -83.21641

117 Willits St, Birmingham, Michigan, 48009 Drive Time: 5, 10, 15 minute radii

Business Summary

Gibbs Planning Group

by NAICS Codes	Number	P ercent	Number	P erc ent	Number	P ercent	Number	P ercent	Number	P ercent	Number	P ercent
A gric ulture, F ores try, F is hing & H unting	0	%0:0	0	%0.0	0	%0.0	0	%0.0	Ŋ	%0.0	89	0.0%
Mining	4	0.2%	28	0.2%	9	0.1%	35	0.0%	7	%0.0	39	0.0%
Utilities	1	0.1%	9	%0.0	9	0.1%	482	%9.0	п	0.1%	583	0.3%
Construction	80	4.6%	724	4.3%	313	2.0%	3,648	4.4%	790	2.0%	7,381	3.3%
Manufacturing	38	2.2%	439	2.6%	201	3.2%	5,408	6.5%	603	3.8%	24,376	110%
Who les ale Trade	42	2.4%	296	17%	209	3.4%	1,961	2.4%	561	3.5%	8,103	3.7%
R etail T rade	248	14.1%	1,734	10.2%	855	13.8%	11,566	14.0%	1,985	12.5%	24,566	111%
Motor Vehicle & Parts Dealers	14	0.8%	288	17%	69	17%	1,877	2.3%	157	10%	4,497	2.0%
Furniture & Home Furnishings Stores	15	%6:0	178	11%	59	10%	788	10%	116	0.7%	1,254	9.0
Electronics & Appliance Stores	∞	0.5%	84	0.5%	39	%9.0	486	%9.0	103	%9.0	1,358	0.6%
B ldg Material & Garden Equipment & Supplies Dealers	11	%9.0	55	0.3%	37	%9.0	594	0.7%	118	0.7%	1,716	0.8%
Food & Beverage Stores	17	10%	248	15%	99	11%	2,027	2.5%	170	11%	3,456	16%
Health & Personal Care Stores	21	12%	124	0.7%	66	79%	734	%6.0	210	13%	1,853	0.8%
G as o line S tations	4	0.2%	15	0.1%	24	0.4%	104	0.1%	84	0.5%	380	0.2%
Clothing & Clothing Accessories Stores	88	5.1%	447	2.6%	232	3.7%	1,795	2.2%	452	2.8%	3,429	15%
Sport Goods , Hobby, Book, & Music Stores	12	0.7%	00	%9.0	53	%6:0	470	%9.0	133	%8'0	1,193	0.5%
G eneral Merchandise S tores	9	0.3%	16	0.1%	33	0.5%	1,690	2.0%	79	0.5%	3,110	14%
Mis cellaneous Store Retailers	45	7.6%	170	70%	120	19%	627	%8.0	304	19%	1,750	0.8%
Nonstore R etailers	9	0.3%	6	0.1%	23	0.4%	375	0.5%	59	0.4%	570	0.3%
Transportation & Warehousing	7	0.4%	42	0.2%	47	%8.0	347	0.4%	170	11%	1,578	0.7%
Information	42	2.4%	731	4.3%	167	2.7%	2,580	3.1%	474	3.0%	6,718	3.0%
Finance & Insurance	166	9.5%	1,611	9.5%	203	8.1%	4,898	86.5	1,205	7.6%	18,6 B	8.4%
C entral B ank/C redit Intermediation & R elated Activities	41	2.3%	352	2.1%	123	2.0%	1,691	2.0%	305	19%	8,259	3.7%
Securities, Commodity Contracts & Other Financial	94	5.4%	1,107	6.5%	234	3.8%	2,154	2.6%	490	3.1%	5,297	2.4%
Insurance Carriers & Related Activities; Funds, Trusts & Other	31	18%	152	%6:0	146	2.4%	1,053	13%	410	7.6%	5,057	2.3%
R eal Estate, R ental & Leasing	121	%6.9	1,701	10.0%	344	2.5%	3,688	4.5%	814	5.1%	8,350	3.8%
Professional, Scientific & Tech Services	328	18.7%	2,959	17.5%	1,096	17.7%	11,202	13.5%	2,828	17.8%	31,473	14.2%
Legal Services	127	7.2%	1,159	%8.9	371	%0.9	4,211	5.1%	916	2.8%	9,234	4.2%
Management of Companies & Enterprises	m	0.2%	32	0.2%	6	0.1%	46	0.1%	18	0.1%	149	0.1%
A dminis trative & Support & Was te Management & Remediation	61	3.5%	452	2.7%	211	3.4%	1,647	2.0%	209	3.8%	8,103	3.7%
E ducatio nal S ervices	32	2.0%	655	3.9%	136	2.2%	4,729	2.7%	329	2.3%	11,308	5.1%
Health Care & Social Assistance	156	%6.8	1,546	9.1%	648	10.4%	15,748	19.0%	1,601	10.1%	30,289	13.6%
A rts, Entertainment & R ecreation	33		31/	75.3%	101	. Te	1,401	17%	250	16%	3,739	17%
A CCO MIMO dation & F 00 d S ervices	8 4	0.0%	1,745	13%	343	%r.c.	ed,/	0.7%	693	%0.0	1000	86.7
Food Cervines & Drinking Disease	8 68	A 7%	1517	%CT	323	200	200	7.6%	840	% c.o. r.	15.587	7.0%
Other Services (except Public Administration)	167	9.5%	1518	%0.6	286	9.4%	4.963	%0.9	1507	9.5%	11349	5.1%
A uto mo tive R epair & Maintenance	6	0.5%	52	0.3%	78	13%	7.16	%6:0	201	13%	2,132	10%
Public A dminis tration	6	0.5%	384	2.3%	44	0.7%	917	11%	248	16%	7,178	3.2%
Unclas sified Establishments	125	7.1%	Ω	0.1%	381	9.3%	265	0.3%	926	2.8%	548	0.2%
	1	0		20000		300		000	į	200		000
Total	1,755	300.0%	16,937	300.0%	6,206	300.00%	82,691	300.00%	15,862	300.00	221,928	300.0%
Source: Convight 2017 Infogroup Inc. All rights reserved. Estit of all Residential Population forecasts for 2017	nobi so dicto.	The second second	A - 4	1000								

Amenities

AMENITIES

Amenities play a major role in developing a property. There is a strong connection between the quality of social infrastructure and the well being of the new residents of any project.

Escalating stress levels involved in the professional life along with the inconvenience of traveling have lead to the need for amenities in residential projects. Thus the notion that a home should be more than just a place to arrive after work, but also a personal haven where you can do what you want and enjoy it in the best possible way.

What brings a sense of community identity and belonging in a society or a residential project is engaging people in some form and that's where amenities play an important role.

Social infrastructure and amenities are crucial to creating sustainable communities. Experience from the post-war New Towns to more recent new housing settlements has repeatedly shown that local services like schools, shops and public transport, are needed in new communities.

Research from the government, the Joseph Rowntree Foundation and the Commission for Architecture and the Built Environment (CABE) has explored what residents want from a new community and concluded that social infrastructure and services are as important as good quality housing and need to be in place early in the life of a new community.

Schools, nurseries and play areas have a particularly important role in new communities. As well as attracting families to settle in new places, schools and nurseries create opportunities for people from different backgrounds to meet other parents and build relationships.

Evidence shows that housing and employment are the main motivations for people relocating to a new community. Therefore local job opportunities need to be integrated into a new community both in terms of attracting employers to nearby business parks or office space, but also providing flexible space for local entrepreneurs and social enterprise. There is growing interest in the idea of 'meanwhile uses' and spaces, from grow-bag allotments in empty plots of land to empty buildings temporarily housing social enterprises, community projects or drop-in clinics for local public services.

Milton Keynes has successfully developed a model for providing a temporary community house in new developments, along with £10,000 in funding for supporting community activities.

"Cohesive communities need a balanced age profile" - this is a finding from the New Towns review, which noted that many of the early New Towns were dominated by young families and social rented housing failed to attract a mix of backgrounds, ages and ethnicities.

Introducing eco-friendly infrastructure into new communities often requires people to adapt to new ways of living, such as using their car less for traveling short distances. There are various examples of new ecological settlements that have been created with the involvement of residents from the very beginning and of ways in which eco-friendly infrastructure can promote healthier lifestyles.

Applying the WHO definition of health; a state of mental, physical and social well-being rather than just the absence of disease, draws out the wide span of the relationship between physical design and the health of communities.

Communal amenity spaces have gotten bigger and more extravagant in recent years—a trend industry professionals aren't sure will change any time soon.

Having spaces where people can meet—conference rooms have become very popular as more and more people work from home nowadays and enjoy relaxing socially with a laptop computer nearby.

The quality and number of amenities that a multifamily building offers can often determine its rent-ability.

TIR EQUITIES LLC 56

Multifamily products are attracting all adult cohorts, but their true targets seem to be Millennials and empty nesters. TIR Equities will position the development to align with these demographic delineations that are mostly Millennials, who will trade space for close-in location and want to live near like-minded people.

Industry observers say the common thread that connects these groups is the desire for a low-maintenance, urban—or at least walkable—experience, enhanced by amenities and technology that create a communal live-work-play nirvana.

"New construction today differs from the past because it's a lot more urban, not only in primary cities but also in places like Denver and Cincinnati," says John Seebee, National Director of Marcus & Millichap's Multifamily Housing Group.

Sources Used:

https://catalinadesign.com/2015/11/the-10-hottest-trends-in-multi-family-housing-amenities/https://www.propertymanagementinsider.com/top-multifamily-amenitieshttps://rescour.com/2015/11/22/20-apartment-amenities-guaranteed-to-attract-and-retain-millennial-renters/

TIR EQUITIES LLC 57

A top priority for many apartments is to attract and retain Millennial renters. Gen Y renters look for two key things: location and amenities. And while you can't change your location, you can offer amenities they'd be hard pressed to find anywhere else. We put together a list of 20 amenities important to Millennial tenants for those looking to buy a multifamily property or renovating a current one:

Individual Unit Amenities

1. PET FRIENDLY

57% of Millennial households own a dog or cat. According to appfolio, Millennials make up 40% of the housing market and of those 90% will be renters. With numbers like that you can't afford to let them pass on you because their furry friends aren't welcome.

2. HAVING WOOD OR WOOD LIKE FLOORING

Wood is the number one choice of younger renters. It's easy to clean, especially with pet hair, and it eliminates the need to buy a vacuum. It also looks very modern and simple, which leaves Millennial renters with the option to design on a clean slate. Plus you can slide around on your socks and pretend like you're ice skating.

3. WASHER AND DRYERS IN UNITS

The convenience of being able to wash clothes in the comfort of your own home is priceless. If the units are already a little tight on space, consider adding stacked washers and dryers. Millennial renters are willing to give up space for this accommodation.

4. UPDATED KITCHENS

76% of Millennials say they enjoy cooking and cook at least 4 times a week according to YPULSE. An upgraded kitchen speaks to this foodie generation. Seeing granite or quartz counters, stainless steel appliances, and subway-tiled backsplashes will definitely sway their opinion.

5. CHARGING OUTLETS WITH USB PORTS

This is such a small convenience, but an increasingly important one in our ever-growing technological world. Most apartment buildings don't come stock with these, but coupling this small renovation with a few other amenities on this list could lead Millennial renters into seeing your property as technology-minded, and thus a better choice.

6. ENERGY EFFICIENT APPLIANCES

With Millennial's propensity to be eco-friendly, energy efficient appliances are a given. Energy efficient appliances are known to save money in the long term and young renters want to save cash on their utility cost if they are paying extra for other amenities. Gen Y is on the lookout for the "Energy Star" labels on washing machines, dishwashers, and refrigerators. So in our opinion, it's worth the splurge for multifamily properties to avoid being edged out by a more eco-friendly option.

7. SMART CONTROLS FOR HVAC SYSTEM

Speaking of eco-friendly and saving money, smart HVAC controls, like Nest or even just programmable controls, are an amenity that aren't seen enough. Nest has the ability to self-learn from the household habits and can be controlled from your phone. If that is too big of a cost, go for simple programmable devices. Both are small, yet modern luxuries sure to set your property apart.

8. GREATER AMOUNTS OF STORAGE

Millennials grew up in a time when walk-in closets started becoming a social status and anything they want is at the click of a mouse. And while they are willing to sacrifice living area space, they are not willing to do the same in storage. A study showed almost 50% of Millennial females shop for clothing more than twice a month, leaving a need for closet space. Walk-in closets are a BIG draw. A big walk-in closet could certainly sell an apartment by itself, especially for Millennial women. If that isn't an option, multiple closets could be just as good.

Property Amenities

In the last decade, there has been a dramatic increase in the percentage of renters versus homeowners in the United States.

To offer a product with high desirability, developers are building apartment communities more like resorts, with resort-like amenities, such as concierge services and coffee bars. The higher the perceived value of the amenity, the more attractive a property looks to renters.

1. 24hr ON-SITE CONCIERGE SERVICE

Concierges who cater to tenants' every whim are on call. The quality of a property's amenities plays a huge role in the clientele it attracts and the rents it can fetch.

2. DOG PARK/PET WASHING STATION

Petfoodindustry.com reported that 63% of Millennials think pets should be pampered. This means including little comforts like an area for dogs to socialize/run off-leash or rooms where owners can wash their dogs after a muddy playdate may be enough to gain their monthly dollars and keep them there for awhile. Appealing to a man's best friend is a great way to attract the young professional.15 years ago establishments allowing pets were scarce, but now nearly every building is pet friendly. Accordingly, nearly every community has a pet spa. These spaces include an area with big tubs and dryers where tenants can bathe their beloved 4-legged friends.

We design these rooms with all tile floors and walls so everything can be easily hosed down. We also hang waterproof artwork that can also be hosed down to give the room more character and make it fun and lively.

3. FITNESS AREAS WITH STUDIOS FOR YOGA AND CLASSES

76% of consumers aged 18-29 are more likely to be doing gym-type activities including fitness classes, indoor group training, yoga, pilates, etc. Gone are the days of small rooms with two treadmills and a bike machine. Millennial renters want to have more studio-like fitness areas to align with their fitness interests.

4. ONLINE LEASING / RENT PAY / MAINTENANCE REQUESTS

If you are still requiring paper for any of these things you will be perceived as living in the stone age. Gen Y has moved away from traditional paper documents in any aspect of their life possible and that should include their living arrangements. They now choose to receive electronic bank statements, use digital coupons, and get their news online. Most probably don't even own checks, so doing all of this manually would be a big turn off. Look into systems like On-Site.com or RealPage.

5. BIKE RACKS OR BIKE STORAGE

Biking as a mode of transportation is on the rise. In fact, the U.S. Census Bureau reported that in the past 10 years biking to work has increased 60%. Millennials don't want their bikes to take up precious floor space, but they want to know they are in a safe place. An amenity like a bike rack or bike storage can reel them in, especially if your property is just outside of an ideal neighborhood, business area, or public transportation hub.

6. FREE WIFI AVAILABILITY, FIBER INTERNET, AND GREAT CELL RECEPTION

The increasingly connected lives of Millennials means never having to be offline. Most actually expect wifi availability throughout the entire community and won't accept bad cell service in their homes. The newest amenity millennial renters are on the lookout for is fiber Internet, which is essentially super fast Internet.

7. SHARED CAR SERVICES

According to some studies up to 56% of Gen Y and Gen Z were open to sharing rides. Flexibility in transportation is super important to Millennial renters. They may use their bikes and public transportation more, but they want to know they have options. On the rare occasion they need to travel to an area that can't be reached by those means, a shared car is very valuable. Check out Zipcar to see how you can bring shared car services to your multifamily property.

8. ELECTRIC CAR CHARGING STATIONS

If the environmentally conscious millennial decides to own a car, many look to hybrid and electric vehicles to minimize their carbon footprint. In fact, there have been 416,941 total electric drive vehicle sales from Jan. to Oct. of 2015 according to the Electric Drive Transportation Association. Having charging stations would be a big attraction. Look to places like ChargePoint to install for you or if you have an in house handyman you could always buy a few from Home Depot.

9. RECYCLING SERVICES

Offering to bring recycling services straight to their door, even if it costs extra, will be totally worth it in their eyes.

10. VALET TRASH

Millennials LOVE convenience and there is nothing more convenient than avoiding the daily walk to the dumpster. Valet trash has become an amenity many properties are offering and young renters appreciate the service. Valet Waste is one of the most popular service providers and they also offer doorstep recycling collection services.

11. COMFORTABLE OUTDOOR AREAS

If the potential tenant is sacrificing square footage or personal outdoor space a great communal outdoor area is the way to go. Splurge on nice outdoor furniture, install a fire pit for year round use, and think about using rooftop space for great views. It's important to give Millennial renters a comfortable space to gather with a group of friends. It also pairs really well with community wide wifi as a lot of Gen Y have more flexible jobs that allow for working from home.

12. COMMUNITY PERKS

This isn't quite an amenity, but community perks can really help sell a potential Millennial renter. Think about hosting yoga classes, holding a summer BBQ, or having a food truck come once a month. Bringing these sort of perks to an apartment can really make up for being a little further away from the city or a cool neighborhood.

13. ENERGIZED PUBLIC SPACES

Most apartments come with the standard business room and a communal space with a TV. Honestly though, most people don't need the business room anymore. Sure they may need a printer or scanner here and there, but for the most part they have their own computers and can print/scan things at their office. Move toward an all around media center with satellite TV to watch big games on, a coffee bar for a morning pick-me-up, and a few office gadgets. Think more like a hotel lobby and less like an Internet cafe with attached sitting area.

14. ROOFTOP DECKS AND TERRACES

Must-haves for mid- and high-rise buildings. The trappings of these terraces include comfy seating, sonic sound systems, big-screen TVs, kitchens with barbecue grilles and pizza ovens, and even cabanas. Just like outdoor spaces and theaters, rooftop decks give tenants extra room for entertaining or just hanging out. This is a highly desirable amenity for today's renter. The rooftop deck, commonly called a party deck, is usually divided into separate spaces so that it can be utilized comfortably by several groups of people. Dining tables and barbecues are also a staple to making the rooftop deck a great place to gather. We recommend making the rooftop deck feel like an outdoor living room with comfortable furniture for relaxing, outdoor heaters for cooler nights, and overhangs to provide shade for those extra sunny days. It is also fun to add statement pieces; something a little different, such as a hanging egg chair, will make the space more memorable and continuously draw people back.

15. COMMON SPACES RESEMBLING HOTELS AND RESORTS

Common Spaces, especially in luxury buildings, are starting to resemble hotels and resorts in their look and feel, and in the services they provide. The upper lobby in the apartment building ECO, one of eight buildings in the Green District complex in Allston, Mass, and common areas in multifamily buildings, especially those charging higher rents, often look more like lobbies found in hotels.

Common areas are being equipped with the technology needed to facilitate these live-work interactions. USB ports, dependable WiFi, iCafes, and other Web-access features are now common practice. To withstand greater usage, common areas are being decked out with more durable furniture and carpeting.

It is really important to attract and retain millennial renters (and eventually Gen Z renters) because of their longevity in renter status. We know all of these won't suit every millennial, but they can really improve your odds if you are sitting between those trendy neighborhoods. Obviously don't feel like you have to have all of them, but a handful together are enough to perk young renters ears.

16. OUTDOOR LIVING SPACES FOR ENTERTAINING

Sunscreen by day, s'mores by night — This is one trend that is so well received that we are certain it is here to stay. With apartments being small, this amenity acts as an extension of the tenant's living space. These outdoor spaces commonly have a clubroom with a kitchen that flows out into the pool area for parties and gatherings. Outside, the patio is usually complete with fire pits and plenty of seating area for lounging.

17. 24-HOUR FITNESS CENTERS WITH EXERCISE ROOMS

Waking up before the sun to get a run in, only to come back after work for some yoga? Might not sound ideal, but to your renter it is. 24-hour fitness centers are the most important and most used amenity in multi-family housing. In fact, it is the number one amenity for all of the projects we currently have on our boards! It's not just a fitness center, though (which are usually large, two floors, and feels more like a gym that you would belong to); we typically have a separate dual-purpose exercise room for yoga, Pilates, Zumba or spin class. These centers are going high-tech, too. The exercise room has a virtual feature that acts as a virtual instructor.

18. OUTDOOR THEATERS

Outdoor theaters are the latest trend we have seen emerge over the last year or so. In many of these multi-family developments, the tenants are single, young professionals who are looking for spaces to conveniently hang out with friends. These outdoor theatres can be out by a lawn or a fire pit and are a great way to add to the functionality and features of the outdoor seating area.

19. GOLF SIMULATOR ROOM

Golf simulators are a new and innovative trend that we are seeing, hitting it especially big. This is a definite differentiator, but certainly trendy.

20. OFFICE SPACES OR CUBICLES

Renters are seeking work areas outside of their homes, but close enough where they can easily embrace the extra workspace. Office spaces in today's Multi-Family housing communities are geared more towards the areas that we use to refer to as "Business Centers." Traditionally, there would be computers and printer stations for tenants to conveniently access if they didn't have their own. Today, since nearly everyone has a laptop, we have gotten away from these traditional business centers and headed towards more of a Cyber Cafe or e-Lounge.

21. CONFERENCE ROOM FOR TENANTS

Most would agree that no commute is the best commute. Within the office spaces, it is also common to find a conference room for use. Entrepreneurs, business owners, and even study groups can utilize this space for meetings without any outside distractions or interruptions. Sometimes there are also cubbies with banquette seating to provide an alternative open space to meet.

22. SPORTS BAR (ENTERTAINMENT AREA FEATURE)

Like the clubroom, the sports bar is a place to entertain and hang out with fellow tenants and friends. It is more about casual entertaining; a space with activities and a TV; a place where you can hang out with your buddies, shoot pool, and drink beer while watching the big game. The sports bar is definitely a hit with renters.

23. STARBUCKS-LIKE CYBER CAFÉ

Because apartments tend to be smaller and less open, smart multi-family developers are finding success with open areas that act as an extension of living quarters. The Cyber Café is a favorite amongst prospective tenants. Who wouldn't want to lounge with your friends while working with a homemade espresso in hand?

- 24. Dry cleaning/laundry service
- 25 .Package delivery management
- 26. Personal shopper
- 27. Spa/massage center
- 28. Tech/business center
- 29. Wine cellar
- 30. Yoga/Aerobics/Wellness classes

Proforma

Proforma

The property will be divided into four discernible types: Retail, Commercial Class A, Residential Rentals, and Parking, each of which will be described in more detail below.

Overall Proforma:

Based on the previous section, the following is the 5-year projected income statement for the project:

Cash Flow from Operations						
Bates Street Development						
	(estimated)					
	Year 1	Year 2	Year 3	Year 4	Year 5	
Gross Income (ex. Sales)	10,915,207	14,765,973	15,110,011	15,504,787	15,869,242	
Operating Expenses	(4,673,961)	(6,471,029)	(6,656,896)	(6,850,164)	(7,047,132)	
Expense Recovery	2,245,136	3,377,827	3,451,731	3,548,424	3,631,140	
Effective Gross Income	8,486,383	11,672,772	11,904,845	12,203,047	12,453,250	
Land Lease	TBD	TBD	TBD	TBD	TBD	
Capital Reserve	(30,362)	(30,362)	(30,362)	(30,362)	(30,362)	
Cash Flow	8,456,021	11,642,411	11,874,484	12,172,686	12,422,888	
Debt Service	TBD	TBD	TBD	TBD	TBD	
Property Taxes Paid	2,128,035	2,780,647	2,834,077			

This proforma contains forward-looking statements. Such forward-looking statements necessarily involved known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward looking statements

RETAIL

Retail space, which includes restaurants, will occupy the first floor of each building. This space will be further divided into Premium and Standard Retail spaces, wherein Premium Retail faces Old Woodward and Willis Street (roughly, east and south facing portions) and Standard Retail faces inward (roughly west and north facing portions.

Premium Retail Vital Statistics	
Approximate SF	30,412
Assumed Rentable Space	100%
Units Available	Undetermined (Dividable)
Anticipated Rate	\$4.17 per SF per month
Anticipated Occupancy	95% within 12 months of operations
Terms	Triple Net to Lessee
Property Tax Estimate	
Year One (Operations):	\$384,000
Year Five (Operations):	\$558,000

Standard Retail Vital Statistics				
Approximate SF	30,311			
Assumed Rentable Space	100%			
Units Available	Undetermined (Dividable)			
Anticipated Rate	\$1.17 per SF per month			
Anticipated Occupancy	95% within 12 months of operations			
Terms	Triple Net to Lessee			
Property Tax Estimate				
Year One (Operations):	\$155,000			
Year Five (Operations):	\$231,000			

COMMERCIAL CLASS A

With Class A space already at a premium in Birmingham, it is anticipated that this space will become occupied quickly. A portion of each building's second floor will be allocated toward commercial/office use.

Commercial Class A Vital Statistics	
Approximate SF	22,039
Assumed Rentable Space	100%
Units Available	Undetermined (Dividable)

Anticipated Rate	\$2.08 per SF per month		
Anticipated Occupancy	90%within 12 months of operations		
Terms	Triple Net to Lessee		
Property Tax Estimate			
Year One (Operations):	\$121,000		

RESIDENTIAL RENTALS

The remaining portion of square footage is allocated toward rentable high-value condominiums. Each unit will provide the City of Birmingham with additional living space that is high in demand by both young professionals and families seeking the benefits of downtown living with suburban benefits.

Residential Rental Vital Statistics				
Approximate SF	377,446			
Assumed Rentable Space	89.4%			
Units Available	321			
Anticipated Rate	\$2.75 per SF per month			
Anticipated Occupancy	95%within 12 months of operations			
Terms	12-month lease			
Property Tax Estimate				
Year One (Operations):	\$1,384,000			
Year Five (Operations):	\$1,890,000			

PARKING

The City of Birmingham currently operates a parking location at the anticipated site. This site offers 1,150 parking spots to both monthly renters and daily parkers. As anticipated, those 1,150 parking spots will be improved, integrated into the project's underground, above-ground, and street level parking plans. At an assumed \$100 per month for monthly renters and \$8 per day per spot for 24 days per month, the revenue to the city associated with this improved parking is estimated to be approximately \$126,000 per month of net operating income, to be directed toward debt service of the improvements until liquidated, after which the City shall receive the ongoing net operating income associated with the 1,150 parking spots. We will operate the parking facilities on behalf of the City.

In addition, the project anticipates adding 631 additional parking spots, divided among Premium Retail, Standard Retail, Commercial Class A, and Residential Rental users.

Residential Rental Vital Statistics	
Approximate SF	175,900 (beyond SF allocated to City ownership)

Property Tax Estimate ⁺	
Year One (Operations):	\$84,000
Year Five (Operations):	\$112,000

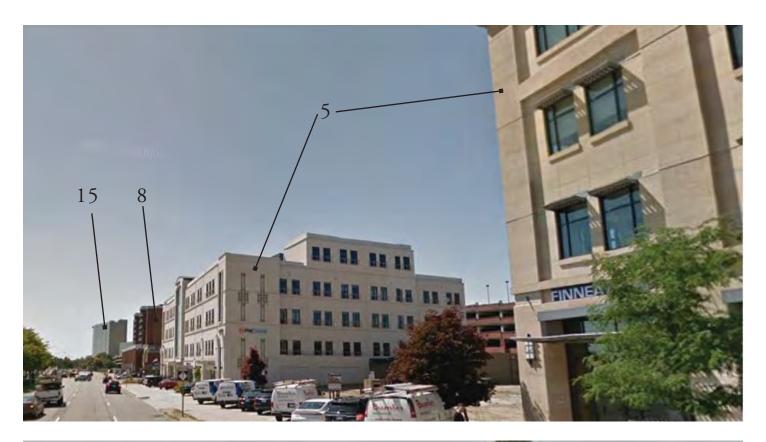
⁺Assessor may choose to allocate value based on property type value rather than revenue-based value as assumed here.

LAND LEASE

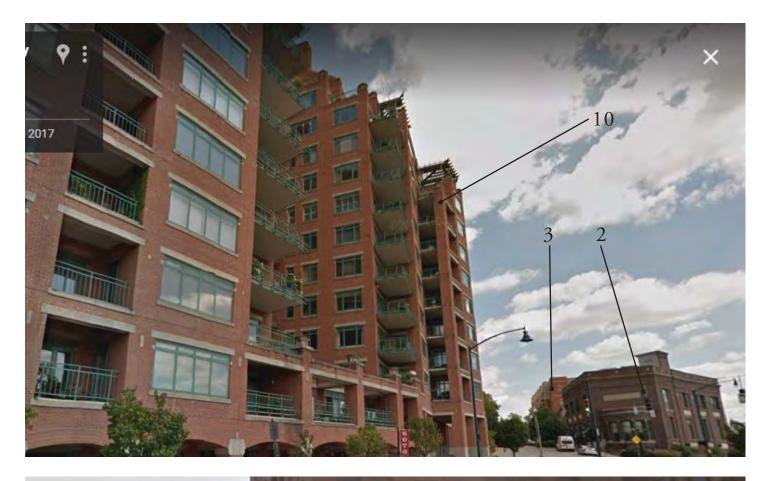
It is anticipated that the land for the project will be leased from the City under a long-term lease at an agreed upon rate that will be negotiated.

Suburban Residential Height Mix Analysis

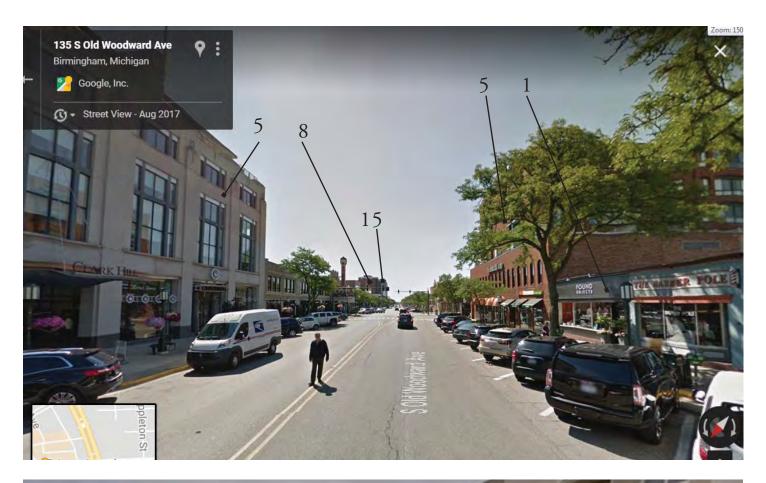
Suburban Residential Height Mix Analysis















TEAM

DEVELOPMENT TEAM CREATION

The TIR team is comprised of the professionals best suited to successfully execute the North Old Woodward / Bates Street Parking and Site Development. The selection process for the team was based on capacity to perform, willingness to engage and a track record of experience honed by past projects precisely matched to this task at hand. As stated by the municipality, this project is the largest public/private venture undertaken to date by the City of Birmingham. With that in mind, hedging against poor performance caused by a lack of talent, relevance or experience is the most critical first step.

Our consultants for Design and Construction were selected through a process of analyzing not just local, but also national markets, in an effort to fit the team to the project, as opposed to fitting the project to the team. Considering the sheer size of the project and its intertwining of urban planning, recreational space, municipal parking, commercial activity and residential living, the architect options, even nationally, are limited. A final selection was made, and an invitation extended, after contemplating the "character" of the context; the genius loci. This fundamental aesthetic consideration led the team to invite one of, if not the most appropriate Architecture Firm in the country, insofar as there is an undeniable and direct correlation in terms of scale, design style and broadness of project parameters between the strengths of Robert A.M. Stern Architects, LLP and the North Old Woodward / Bates Street Parking and Site Development. New York City-based Robert A.M. Stern Architects, LLP (RAMSA as they are known) have a rich history successfully stewarding projects such as this worldwide. The firm profile in the RFQ response demonstrates confirmation of this and represents the rationale for the invitation. RAMSA reviewed the RFQ, met with the team and has fully committed to leading the design of this very significant undertaking. RAMSA's design leadership on this project will be the driving force in obtaining the "buy-in" of the citizens of Birmingham.

After studying the likely physical attributes of this project for several months, our team has developed a thorough understanding that the majority of the efforts, and likely the greatest expense will be in below grade and automated parking structures. The City of Birmingham is requiring 1,150 spaces alone, which leads one to assume, quality construction of, and deep expertise regarding parking structures will be at the top of their priorities. The selection of a Construction Services firm, must therefore, have an organization that reflects the needs, in type, technology and scale, of this particular project. For these reasons, Colasanti Construction Services, Inc. of Macomb Township was solicited to join us. Colasanti is by far, the region's leader in cast-in-place concrete, precast concrete parking structures, integrated parking structures, below grade parking and simultaneously have a well-rounded portfolio of commercial construction; much of which is above, below or wrapped around parking. The Colasanti project history is precisely commensurate with the North Old Woodward/Bates Street Parking and Site Development. Most of their recent work has been on very tight urban sites with complex existing conditions, and many of the parking projects have as many, or more, parking spaces than we anticipate for this project. Past relationships and experience with other members of the team, along with a thorough review of the feasibility of this venture led to their enthusiasm to join us.

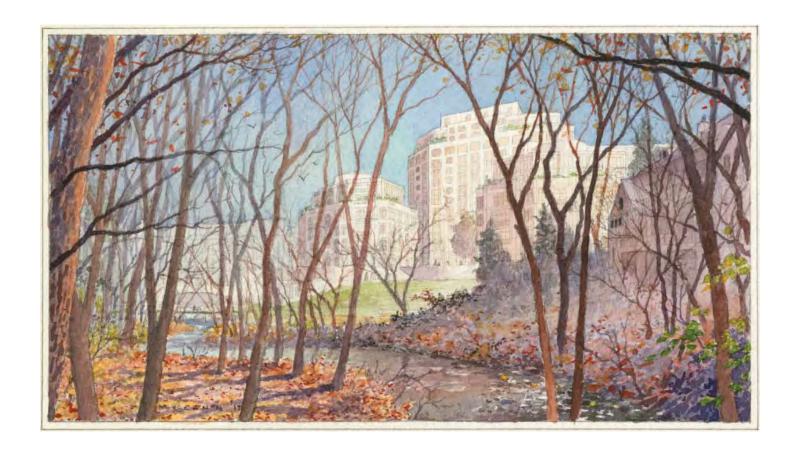
The supporting team members, along with the financial and managerial force of TIR Equities, are comprised of the region's most successful and capable. These support roles have been likewise chosen for their particularly appropriate experience as it regards the North Old Woodward / Bates Street Parking and Site Development. Among these are advisors and consultants which will conduct planning, legal, entitlement, marketing and accounting support to ensure the difficulties and challenges of the process are met with professionalism, timeliness and thoroughness while maintaining a cohesion of objectives and ideas that allows for a project to exceed the sum of its parts. Profiles and roles are clearly laid out in the ensuing pages of this response.

The TIR Equities team has been uniformly and individually selected, among a group of peers and firms with mutual experience, for the specific needs of this venture. It is a group of professionals unified around the objectives of the City of Birmingham. It is in the best interest of the city to demand from a developer that the consultant group fits the project. TIR Equities team does just that.

Please refer to the TIR Equities RFQ Response for in depth information on the team members. If you would like a digital copy of the RFQ, one will be provided upon request.

TIR Equities Exclusive Team Members

TIR Equities, LLC Ara J. Darakjian	Developer
Robert A. M. Stern Architects, LLP (RAMSA) Graham Wyatt & Dan Lobitz	Architect
Designhaus, PLLC Peter Stuhlreyer	Local Consultant Coordinator
Gibbs Planning Group Robert Gibbs	Urban Retail Planning
Colasanti Construction Services Pat Wysocki & Scott Kowalkowski	Construction Management
Nowak & Fraus, PC Timothy Germain & Brad Brickel	Civil Engineering
PM Environmental Elizabeth Masserang	Environmental Consultant
Stokes Bieri Real Estate James Bieri	Retail Leasing
Colliers International Paul Choukourian	Commercial Leasing
Max Broock Christian Grothe	Residential Sales Consultant
FirstService Residential Marc Kaplan, David Epstein	Property Management
In-House Valet Steve Ferich	Valet Parking
Heirloom Hospitality Jeremy Sasson	Dining Experience Consultant
Barwis Methods Mike Barwis & Dan Mozes	Fitness Center Management
Jackier Gould, PC Eric Bean	Legal Counsel
UHY Advisors Gordon Follmer & Timothy Caughlin	Accounting & Audit
Berkadia Colin Callahan & Andrew Frith	Financing
LIV unLtd Mitch Friedlander & Michael Fazio	Amenities Package















January 3, 2018

City of Birmingham
City Commissioners
Ad Hoc Parking Development Committee
City Manager and Staff

RE: North Old Woodward / Bates Street Parking & Site Development

Dear Mayor, Commissioners & Committee Members:

The City of Birmingham has remarkable strengths, a solid residential community, a strong business sector, top-rated dining / entertainment and beautiful civic amenities. Woodward Bates Partners LLC wants to build on those strengths. The four partner firms of our team each bring unique professional strengths to the project.

The Bates Road extension along with the parking structure and mixed-wse building projects are the last major pieces to complete the 2016 Plan. This is a one-time opportunity to do it right. Our Request for Proposals submission is a thoughtful response to accomplish the civic goals for the City of Birmingham including a new street; a new parking structure; streetscape improvements; economic development; a variety of housing types; Class A office space; retail storefronts; downtown connectivity; and an urban plaza with park enhancements.

In addition to our hardcopy submission, we have produced a video which is a preview of the exciting opportunity ahead of us.

Woodward Bates Partners LLC wants to partner with the City of Birmingham. Working together we can accomplish this extraordinary project.

We look forward to the opportunity to present our team in person.

Victor Saroki, FAIA Founder & President Saroki Architecture John Rakolta, Jr. Chairman & CEO Walbridge

Ron Boji President Boji Group

Ronne & Bois

Paul C. Robertson, Jr. Chairman Robertson Brothers Homes

The information contained herein is given voluntarily, and is proprietary, containing trade secrets and financial and/or commercial information. We request that the information remain confidential pursuant to the Michigan Freedom of Information Act exemption 15.243(1)(f)(i)-(iii). Developer specifically requests and expects that it will be notified in the event there is any request for this information by any third party under the Michigan Freedom of Information Act, or otherwise.

ATTACHMENT A

COVER SHEET

In submitting this proposal, as herein described, the Consultant agrees that:

- 1. They have carefully examined the specifications and terms of the Request for Proposal and all other provisions of this form and understand the meaning, intent, and requirement of it.
- 2. They will enter into written contract and furnish the item or items in the time specified in conformance with the specifications and conditions contained therein for the price quoted by the proponent on this proposal.

Woodward Bates Partners LLC	January 3, 2018		
BID PREPARED BY (Print Name)	DATE SUBMITTI		
Victor Saroki	January 3, 2018		
AUTHORIZED SIGNATURE	DATE		
Founder, President, Saroki Architects			
TITLE			
Woodward Bates Partners LLC			
COMPANY			
430 N. Old Woodward, Birmingham, MI 48009	248.258.5707		
ADDRESS	PHONE		
Not Applicable			
NAME OF PARENT COMPANY	* 1 * * * * * * * * * * * * * * * * * *		
ADDRESS	PHONE		

City of Birmingham, Michigan 15 Request for Proposals



1 EXECUTIVE SUMMARY

PARKING MITIGTION PLAN

DETAILED SITE PLAN

DEVELOPMENT OBJECTIVES & GUIDELINES

DEVELOPMENT TERMS

ESTIMATED BUDGET

7
PROPOSED TIMELINE

A APPENDIX



EXECUTIVE SUMMARY

TEAM
EXPERIENCE
OBJECTIVES
CHALLENGES
ENVIRONMENT
ECONOMIC IMPACT

Shared Vision

We share the City of Birmingham's vision for redeveloping a key parcel of public property within the City's Central Business District, building on Birmingham's stature as one of the top walkable communities in the country, and using a holistic, integrated approach to enhancing the City's deep sense of place.

The proposed development incorporates the City's development objectives into every aspect of the project and includes both public and private components to that end. Thoughtful design serves to contrast high energy, urban streetscapes with expanded public spaces and best green practices, and captures the main themes of the RFP. Estimated private and public total development costs, based on conceptual renderings, is \$127,000,000.

Walkability | Active Urban Streetscapes Mixed-use Development | Connectivity Compatibility | Expanded Public Spaces Parking & Access | Environmentally Conscious

Woodward Bates Partners LLC is a collaboration of four highly qualified organizations, with extensive experience in the development, finance, design and construction of mixed-use, premier properties throughout Michigan. Our expertise includes high-rise, mixed-use buildings with retail, office and residential developments, parking structures and public spaces.

Our development team combines the design knowledge and intimate familiarity of Birmingham with Saroki Architecture, the construction management capability of Walbridge, the public-private partnership proficiency of the Boji Group, and the local residential know-how of Robertson Brothers Homes.

Proposed Master Development Plan

Building 2 is proposed with a retail liner to activate the streetscape and create a continuous shopping pattern, and also serves to "hide" the parking deck. While the site is challenged by geometry and depth, Developer has attempted to balance the City's objectives with the site limitations and parking requirements. As an option, 18 residential units can be added on the two floors above the retail liner, but necessitates a discussion on parking requirements. This subject is discussed more fully in the Deal Structure section of our proposal.

In addition, the group has teamed with industry-recognized leaders including Carl Walker for parking design; Michael Dul for landscape architecture and place making; Zimmerman/Volk for market studies and research; and Signature Associates for commercial leasing.

Company information, key employees, experience and references has been provided in our response to the RFQ issued for this project. Most importantly, our team members have been engaged business owners and civic activists in Southeast Michigan for decades, have invested millions in local development, and have a vested interest in the success of each and every project and a long-term commitment to the community.

Public-Private Partnerships (P3)

Our team has completed several public-private-partnerships (PPP's or P3's), and brings unique capability to the proposed project, having utilized PPP's from both private and public-sector perspectives, and with varying levels of state and local government, as well as higher education. By anticipating common PPP project impediments and understanding the critical public aspects of a project – transparency, communications and fiscal responsibility – the team develops a proactive strategy to minimize project disruptions and keep it moving forward. This distinctive experience sets our team apart, and lessons learned from multiple projects results in optimal leveraging of resources to complete a project on time and on budget.

Public-private partnerships are a proven tool for achieving important public objectives. These partnerships mitigate public risk, while maintaining public control, and leverage the resources of the whole team for the delivery of a public good in the best interest of the citizens. While many elements of a P3 are important, **COMMUNICATION** is critical, and a robust, collaborative

communication strategy is essential to project success. Developer will engage a public relations firm and work with the City to execute a community outreach plan to effectively demonstrate project transparency and seek citizen input and support.

Parking Mitigation

Our team understands the monumental importance of parking and access both during construction and post development, and has dedicated considerable attention to it. We have taken appropriate steps to ensure uninterrupted access to surrounding properties during construction, and provided a parking mitigation plan within this response.

- A parking pavilion for shuttle service will be completed prior to any other projects commence construction. Developer has identified several potential parking sites within a 2-mile radius of the current structure, and will work with the City to find an effective solution to interim parking displacement.
- Woodward Bates Partner, Walbridge, has successfully implemented a shuttle service in previous projects, using a proprietary application, which will be used for the proposed project with the intention of having it interface with the City's existing parking application.
- Carl Walker was engaged to conduct a shared parking study, which is included in the Appendix to this proposal. Based on the proposed development, including the optional residential units in Building 3, the report concluded that the estimated peak demand is 40 spaces less than required by the RFP. The demand was conservatively high, as it was based on a 100% driving ratio, and did not consider a captive market meaning one parker may visit more than one place, which would further reduce the demand.
- Developer has considered the parking requirements of the RFP, the results of the Carl Walker shared parking study, and parking construction costs, and has offered various options for the City to consider in their decision making.

Parking is a complex and important public issue. Our team will work with the City to find effective solutions to temporary parking displacement, access and permanent need.

Parking is a complicated and passionate public issue, and Developer fully appreciates the need for stakeholder input and real solutions to remove concerns and impediments interfering with project success.

Economic Impact

Economic impact is projected at \$166 million. SB Friedman Development Advisors, Chicago, was engaged to conduct an economic impact assessment of the proposed development (private investment components only, using the mixed-used, retail/residential liner located within the parking structure). The company used a typical direct, indirect and induced impacts methodology. Sources included CoStar, Longitudinal Employer-Household Dynamics (LEHD) data for comparable projects, Oakland County IMPLAN Profess

\$106,000,000
construction impact
\$73,000,000
private investment
\$60,400,000 annual
economic impact
\$747,000 additional
annual property
taxes

comparable projects, Oakland County IMPLAN Professional software, an economic impact assessment program, and Woodward Bates Partners.

The economic impact did not consider the public components of the project, which will significantly increase construction period jobs, investment dollars and jobs related to expanded public spaces and facilities. The economic impact analysis is based on a point in time in our proposal development. The project program continued to be refined, and economic impact is likely greater than presented in our proposal.

Our Commitment

Our proposal is responsive to all aspects of the RFP, and tells the story the best that paper can. Further sections detail how our proposal meets the goals of the City and the objectives of the RFP; outlines a proposed deal structure including estimated project budgets for all public and private components of the project; and presents a holistic, collaborative strategy to complete all projects in an efficient manner.

We look forward to meeting with the City and taking next steps to transform key public assets into a further enlivened downtown with enhanced public spaces, building on the walkability and attractiveness that is the City of Birmingham.

Project		Retail SF	Office SF	Residential Units	Parking Required	Parking Provided	
Pub	Public Investment						
1a	Parking Structure				1,150	1,276	
1b	Bates St. Expansion					9	
1c	Public Plaza						
Priva	Private Investment						
2	N. Old Woodward Mixed-Use Building	8,100	18,000	11	64	-	
3	Mixed-Use Liner in Parking Structure+	4,050			7	-	
4	Bates/Rouge River Mixed-Use Building	5,625		36	64	70	
5	Willits Mixed-Use Building	3,150	27,750	11	72	45	
Tota	l Private	20,925	45,750	58	207	115	
TOT	AL PROGRAM & PARKING	20,925	45,750	58	1,357	1,400	

1 | EXECUTIVE SUMMARY | THE TEAM

On behalf of our entire team, we thank you for giving us the opportunity to demonstrate our unique qualifications and approach to the North Old Woodward and Bates Street Parking and Site Development project. We recognize the size, complexity and magnitude of this transformative project, as well as the impact it will have on the Birmingham community. Crafting an approach for such an undertaking cannot be taken lightly and we have carefully assembled a team with global experience, resources and local knowledge.

- Using the best principles of urban design and sustainable architecture, **Saroki Architecture** creates spaces with obvious synergy and resonance. Its buildings have created places and attractions that have evolved the social, cultural, and financial well-being of many communities. A team of attentive listeners, the City of Birmingham will be integrated into every aspect of design execution, from planning the character and texture of spaces to their ultimate creation.
- Headquartered in Detroit since 1916, Walbridge is Michigan's leading construction company. We're certain Walbridge's deep ties to labor, subcontractors and local vendors will play a positive and effective role in the North Old Woodward and Bates Street Parking and Site Development project's success.
- **Boji Group, LLC**, specializing in public-private partnerships, provides services for more than 2 million square feet of state-of-the-art commercial space. Headquartered in the heart of downtown Lansing, Boji Group has a seasoned, high caliber leadership with more than 25 years of real estate experience and an extensive network of professionals and industry experts to complete the span of project requirements.
- For more than 70 years, **Robertson Brothers Homes (RB)** has been elevating the Metro Detroit landscape by building high-quality homes and first-rate communities. Garnering national attention and receiving a myriad of awards since its founding, RB is passionate about building lively, beautiful communities with a wide array of home styles to meet the needs and exceed the desires of Michigan residents.

These four nationally-recognized leaders are excited about teaming together to provide the City of Birmingham with a solution that will address the complexity, understanding and resources necessary to achieve project success. **Through this partnership, the whole truly is greater than the sum of its parts.**



SAROKI ARCHITECTURE VICTOR SAROKI, FAIA

- Leads architectural design
- Leads local approval process
- Manages relationship with City staff and elected officials
- Creates design materials for City responses
- Engages design professionals and engineers, as needed, including landscape architect (Michael Dul) and parking consultant (Carl Walker)



WALBRIDGE JOHN RAKOLTA, JR.

- Develops project cost estimates under various scenarios
- Prepares final budget and on-going budget tracking reports
- Prepares project timeline
- Conducts all preconstruction planning
- Manages trade contractor planning, procurement, management and administration
- Closes out project construction



BOJI GROUP RON BOJI

- Provides public-private partnership expertise
- Leads concept development and design oversight
- Pursues all project agreements approvals
- Engages public relations firm, on behalf of the City, for positive project campaign including community meetings and public hearings
- Coordinates all third-party consultants and professionals for pre-development requirements
- Engages real estate broker
- Pursues project financing options with lending institutions and pursues economic incentives



ROBERTSON BROS. HOMES PAUL C. ROBERSTON, JR.

- Provides public-private partnership expertise
- Leads all residential aspects of the project
- Expertise with the approval process
- Works on financing options for the residential components of the project
- Handles all sales or leasing for residential units
- Responsible for unit design and layouts
- Expertise in residential construction



THE WILLITS | BIRMINGHAM



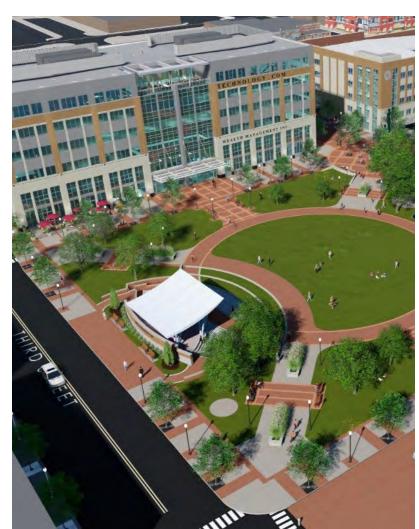
FOREST AVE. DEVELOPMENT | BIRMINGHAM



THE DISTRICT LOFTS | BIRMINGHAM



NORTH MAIN LOFTS | ROYAL OAK



CENTRAL PARK DEVELOPMENT | ROYAL OAK



750 FOREST AVE. DEVELOPMENT | DETROIT



28GRAND MICROLOFTS | DETROIT



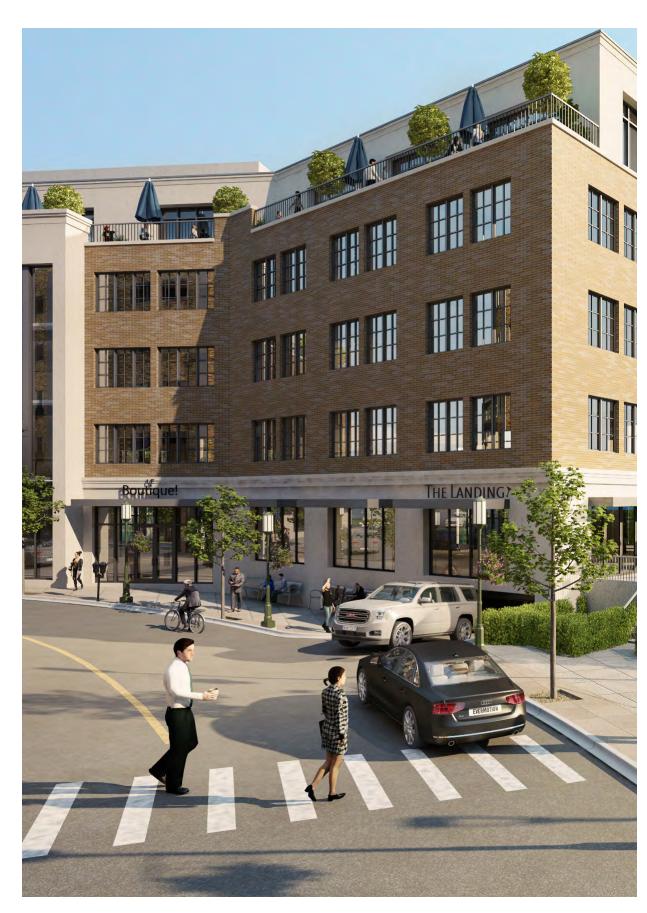
15TH & PEARL PARKING | BOULDER



CAPITOL VIEW PHASE II | LANSING



THOMPSON ST. PARKING DECK | ANN ARBOR



North Old Woodward/Bates Street SITE CHALLENGES

The North Old Woodward/Bates Street and Site Development project is located in an area of the City of Birmingham where people live, work and play. Therefore, there is a heightened level of sensitivity that needs to be embedded in the planning and execution of the work to assure that the project behaves like a good neighbor and exhibits the appropriate level of sensitivity to the surrounding community. Proactive planning drives efficient execution of the work. We will seek out practical and common sense solutions to some of the key challenges that need to be solved including:



Traffic, Access & Public Safety

Public safety will be our top priority. We will, in coordination with the project stakeholders, develop and maintain a project logistics plan in order to assure public safety and the implementation of the proper traffic and pedestrian controls. This plan will include designated construction traffic routes, pedestrian detours, access points to the project, the identification of the construction zone with use of perimeter fencing and signage throughout. In addition, construction traffic and equipment that will be accessing the project will have designated flagmen that will direct the equipment and coordinate both pedestrian and vehicle flow at the access points – allowing for uninterrupted access during construction.

Working with the City's Public Safety team, we will develop the necessary level of understanding of the local environment with respect to pedestrian and traffic flow, unique needs of local businesses and residents and visitors in the immediate area, and potential impacts to local events throughout the year. Our **comprehensive safety plan** will encompasses not only worker safety, but also the following:

- Informational signage at appropriate locations
- Pedestrian flow (avoiding pinch points), protective measures, cross walks, and associated safety and informational signage
- Traffic flow, temporary lane closures, detours, and associated signage
- Unique needs of local businesses (i.e. access to loading docks)
- Coordination with public and private utility companies and the impact of their work on the immediate area
- Scheduling of deliveries during non-peak hours



Environmental Impacts

We have extensive experience working in dynamic urban environments – managing public safety, pedestrian and motorized traffic, tight logistics – and we will apply those experiences and lessons learned to this project. We will be sensitive to the impacts to the local community and will work to **minimize any impacts from construction noise, dust and vibration** that may be generated by various construction activities. This will include exploring design solutions that allow for construction methods that reduce these impacts during construction. In addition, we will follow local restrictions with respect to working hours which will also be applied to issues like equipment idling, waste dumpster removals, material deliveries, etc.

Woodward Bates Partners is committed to providing environmental stewardship through architecture, engineering and construction expertise in the communities and ecosystems in which we build. As an active member of the U.S. Green Building Council (USGBC), we can meet the sustainability standards established throughout the world.

Walbridge has taken sustainability to a new level—the day-in and day-out construction activities that, unlike the past, were not earth friendly. One of the tools available on this project to help facilitate the recognition of this facility as a significantly green project and help foster the culture of sustainability, is Walbridge's trademarked GreenWISE (Walbridge Intelligent Sustainability & Environmental) program.

ISO Certified

14001

COMPLIANT

Dedicated

CONSTRUCTION WASTE

IS DIVERTED/ RECYCLED

World

Record Holder

Consistent

PROJECTS

Expertise

ACCREDITED

PROFESSIONALS

Walbridge GreenWISE Program



safety & spill control

vehicles and

equipment

ite fencing, soil erosion

and temporary roads



temporary building and site lighting

battery powered

tools & equipment

logistics



temporary conditioning of interior space

preventive

maintenance

eco-office

trailer



temporary wood and formwork

waste management

and recycling

main office and

trailer city offices



temporary power generation



fuels for construction equipment & emissions



subcontractor



expectations



water use reduction





supplies



LIVING ROOF

Ford Motor Company Heritage 2000 Dearborn, Michigan





\$166 IVI

\$60.4 M ANNUAL ECONOMIC IMPACT

SB Friedman Development Advisors, Chicago, was engaged to conduct an economic impact assessment of the Woodward Bates Partners proposed development, using a typical direct, indirect and induced impacts methodology. Sources included Woodward Bates Partners, CoStar, Longitudinal Employer-Household Dynamics (LEHD) data for comparable projects, and Oakland County IMPLAN Professional software, an economic impact assessment program. The results are summarized on this page.



JOBS

614 construction period 405 permanent (211 in office sector) \$22.3 million in permanent employee annual compensation



HOUSING

58 - 76 residential units*
140 new residents
\$130,000 estimated minimum annual
household income

*including optional residential building 3 liner



PRIVATE INVESTMENT

\$73 million \$11.8 million in annual retail sales \$747,000 in additional annual property taxes

Focused on **EXCEEDING**the CITY OF BIRMINGHAM'S DEVELOPMENT OBJECTIVES

BATES STREET EXTENSION

The extension of Bates Street completes the 2016 Plan. Bates Street will be extended from Willits to North Old Woodward. Street parking will be provided on one side and pedestrian sidewalks with trees will be provided on each side of the street. The Bates extension will **promote and enhance the walkability of the City** and promote improved vehicle accessibility/connectivity. Street trees, street lights and paving patterns will be included based upon the downtown street standards.

DOWNTOWN BIRMINGHAM PARKING EXPANSION

The proposed new parking structure will accommodate 1,276 cars. The new structure will be three levels below grade and six levels above the ground. Retail storefronts will line the first floor of the structure on Bates Street with the option of small loft units integrated above. The structure will be comfortably nestled between two new mixed-use buildings on North Old Woodward and Willits. The new **state-of-the art parking structure** will be fully accessible and sustainable. The street façade of the parking structure will incorporate appropriate architecture for a sophisticated urban aesthetic. The parking structure is intentionally designed where more than 2/3 of the floors are completely flat, primarily along the entire Bates facade. These flat floors allow for easy redevelopment into commercial, office and residential uses. Of special note, the top level of the parking structure can also be converted to a green roof as an extension of the City's park system.

DEVELOPMENT OF A PUBLIC PLAZA

The project will include an urban plaza that will offer landscape and water features, seating and gathering areas and adjacent restaurant, beverages, ice cream, newsstand, etc. In addition, the plaza will provide **pedestrian connectivity** to Booth Park through ramps/stairs and a pedestrian bridge over the river. The plaza will offer new scenic views of the area's natural beauty to the northwest river valley view.

DEVELOPMENT OF NEW MIXED-USE BUILDINGS

Three new separate mixed-use buildings will be developed on North Old Woodward, Willits and Bates. Each building will be five floors and each building will provide on-site parking. The buildings on North Old Woodward and Willits will include first floor retail, office and residential. The Bates Street building will have first floor retail and upper floors of residential units with a variety of sizes to appeal to all generations. In addition, the project will include a retail liner within the parking structure along Bates, and an **optional affordable rental residential units** (studio/loft) above. These new buildings will infill gaps on our street frontages and each building will be different with unique, high quality architecture. The top floors of all the buildings will be set back along the street frontage lines.





PARKING MITIGATION PLAN

Parking Requirements

The City requested 380 spaces in addition to the 770 currently existing in the structure, of 1,150, and 1 space per 564 square feet of retail and office space in the RFP and 1.5 spaces per residential unit. As proposed, our development exceeds the parking requirement by 43 spaces. If the residential units are included in Building 3, there is a nominal shortage of parking spaces.

The parking structure as currently proposed provides 1,276 parking spaces, with three below grade levels. Level B3 accommodates 138 parking spaces. The cost of these parking spaces may be considered prohibitive, at approximately twice the cost of above grade parking. The City may consider an additional level of parking above grade, and is directed to the N. Old Woodward Building Height Study contained within this RFP to provide context and relationship of the surrounding building heights.

A shared parking analysis was prepared by Carl Walker and is included in the Appendix to this proposal. The report concluded that the estimated peak demand is 40 spaces less than required by the RFP. A conservatively high estimate of peak parking demand was calculated based on a 100% driving ratio, and did not consider a captive market factor, meaning often a parker will visit more than one place per visit. Applying a captive market factor would further reduce the demand. The demand study was based on the mixed-use liner, including 18 residential units, in Building 3, so if this option is not selected, it would further reduce the demand. If the residential units are added, there is a shortage of 49 spaces per the RFP, but considering the parking study indicates an overage of 40 spaces at peak demand, the shortage is negligible.

Our proposal exceeds the parking requirement by 43 spaces and the shared parking analysis indicates that the peak demand is 40 spaces less than required by the RFP. The City may consider various options to address parking concerns, including removing the third level of below grade parking; permitting an additional level of parking above grade; or making an exception to the RFP parking requirements. Understanding that parking is a complicated and passionate issue that weighs many factors in decision making.

Parking Mitigation Plan

Because of the demolition of the existing parking garage and surface lots, it will be critical to implement a **temporary parking solution** to ensure uninterrupted access to adjacent properties. Woodward Bates Partners prior experience recognizes the goals and challenges of maintaining and operating high quality customer-focused public parking encouraging economic growth for the benefit of residents, businesses, and visitors.

Businesses operating along the N. Old Woodward and Bates St. areas will be impacted because workers, shoppers and visitors (WSV) alike will not be able to park and access these areas to work, shop and play. The loss of short-term parking spaces are most likely to affect those who make discretionary trips to these areas – trips that could go elsewhere or not occur at all if they are too difficult to make. Therefore, it is critical that loss of short-term paid parking be mitigated to minimize the impact to businesses.

The Goal Retain WSV of the N. Old Woodward area by ensuring that parking is AVAILABLE; AFFORDABLE; SAFE & PROXIMATE

The Strategy Shuttle WSV between key destinations and parking

Strategy Objective: Utilizing real-time mobile app (similar to Ride Share platform), make it easier for WSV to park once and reach multiple destinations in the N. Old Woodward area. Also allows WSV to park further from these destinations, which increases available supply.

The Route Potential routes for the shuttle have been identified with all locations being within 1.5 miles from the N. Old Woodward area. The shuttle parking locations are depicted in Section 3 Detailed Site Plan/Page 8. Alternative routes or future extensions would be considered during detailed planning.



Off-Site Parking < 2 miles from project site



Temporary Shuttle Station conveniently located at Building 5



Work Shop Visit



Mobile Application to track shuttle availability/time

Parking Mitigation **CASE STUDY**

Walbridge has experience with providing parking solutions. As an example, a large local campus redevelopment program, which attracts more than 20,000 visitors per day, included the construction of three parking structures. A total of 1,750 spaces were seemlessly displaced during construction. In order to mitigate the impact to the lost parking during construction, Walbridge's in-house technology team, utilizing a combination of pre-developed applications and custom programming, instituted the following strategies:

- Walbridge helped develop a mobile device shuttle tracker application that tracks vehicle locations on a digital map via global positioning satellite receivers on buses; updated every four seconds
- A real-time map was integrated with a transit screen application to show status of actual shuttle traffic

Campus Program Elements

Parking Deck #1

- 500 spaces vacated for construction of a new 750 space parking deck
- Employee parking was relocated to two lots on the west side of the campus
- Several bus shelters were built at the lots and transportation for the employees ran daily from these two lots for one year
- At completion the deck and reconstructed site provided approximately 1,000 spaces of new parking

Parking Deck #2

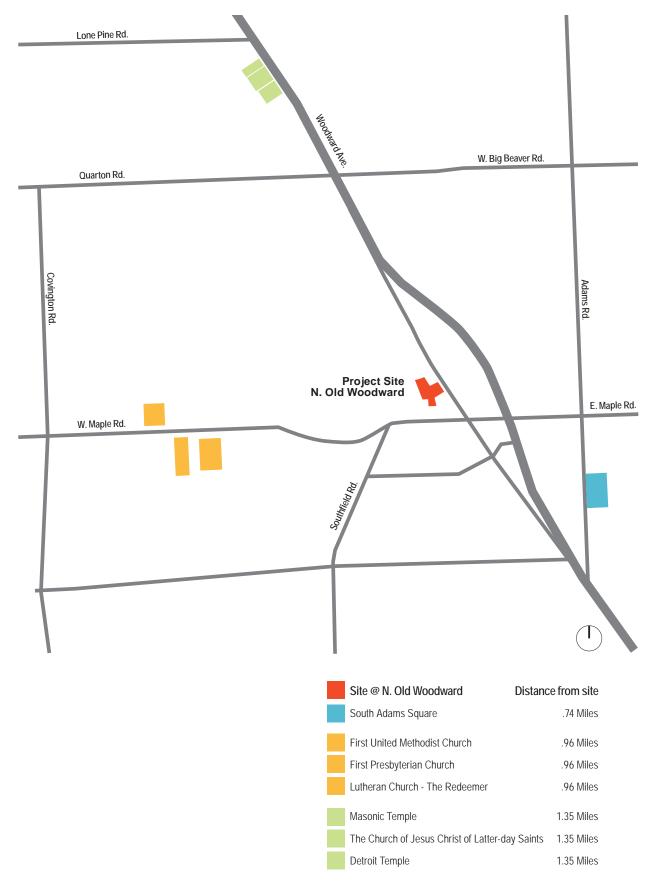
- 350 spaces vacated for construction of an 1,100 space parking deck
- Walbridge constructed a new parking lot in a grass area close to the building that provided 160 spaces
- Parking was made available in a nearby lot and bussing for approximately 200 personnel / visitors runs daily (Mon-Fri)
- New parking deck will provide 1,100 parking spaces to accommodate displaced spaces for construction of a new office facility

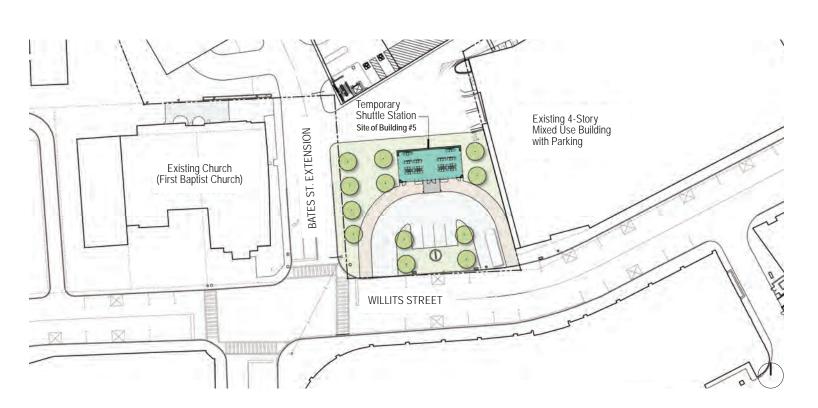
Parking Deck #3

- 900 spaces will be vacated in April 2018
- During the 1st five months of construction, approximately
 1,200 personnel will park in parking lots (5) north of the new office facility
- Several bus shelters will be constructed and transportation for the employees will run daily (Mon-Fri)
- Upon completion of the parking deck, 1,100 spaces will be available in the deck and another 160 spaces will be available at the recently constructed parking lot north of the building

A similar plan will be developed for the displacement of parking during the N. Old Woodward / Bates Street Parking & Site Development project.

2 | PARKING MITIGATION PLAN | PROPOSED SHUTTLE PARKING // SITE OF BUILDING 5 // During Construction of Parking Structure All renderings are conceptual in nature

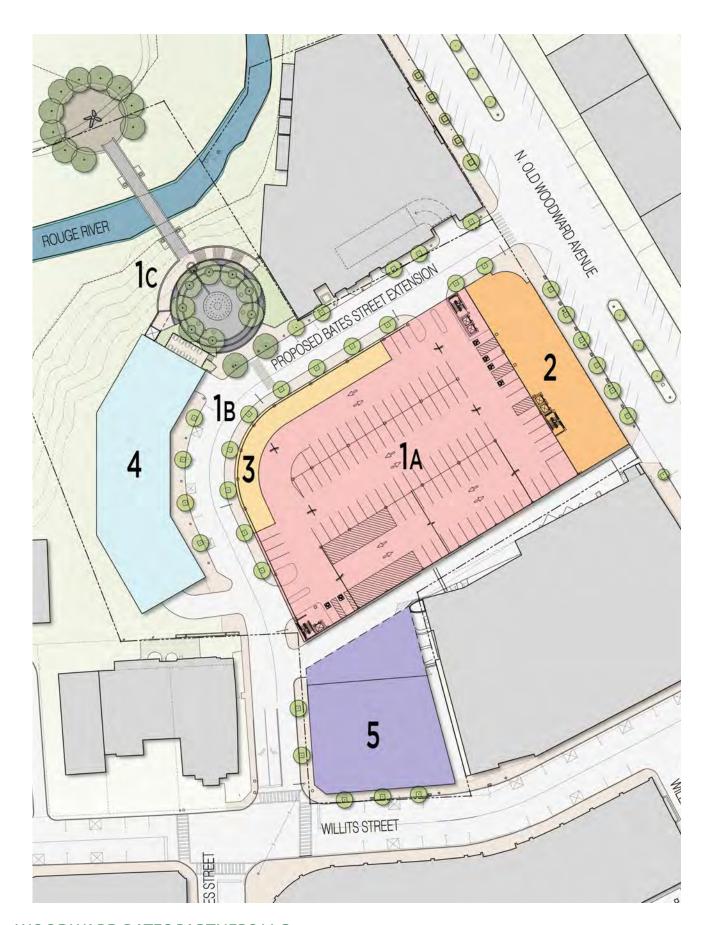






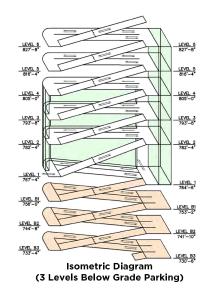


3 DETAILED SITE PLAN

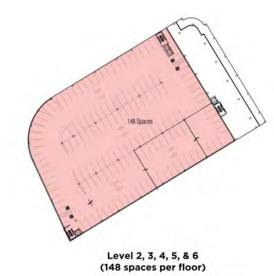


	BUILDING PROGRAM					
1a	Parking Garage – 1,276 Parking Spaces					
1b	Bates Street Road Extension					
1c	Plaza & Booth Park Connection with Pedestrian Bridge					
2	5-story Mixed-Use Building – Retail, Office & Residential					
3	3-story Mixed-Use Building – Retail & Optional Residential					
4	5-story Mixed-Use Residential Building – Retail & Residential with Parking					
5	5-story Mixed-Use Building – Retail, Office & Residential with Parking					





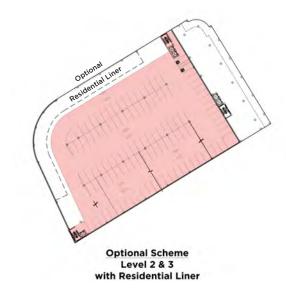


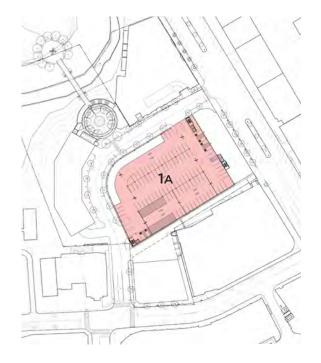




Level 1

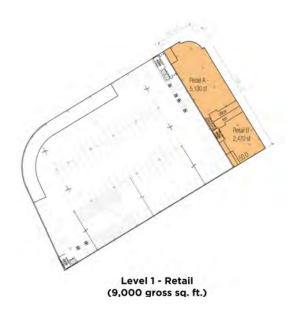
(102 spaces per floor)

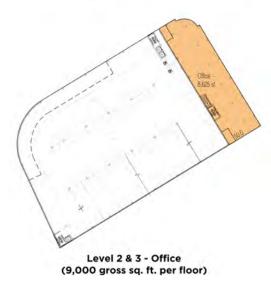


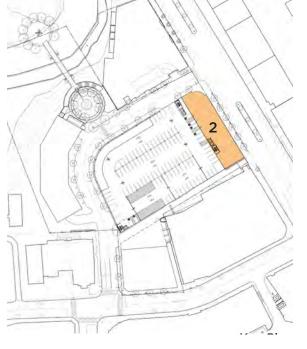


PROGRAM BREAKDOWN					
LEVEL	PUBLIC				
B3	138				
B2	148				
B1	148				
1st Level	102				
2nd Level	148				
3rd Level	148				
4th Level	148				
5th Level	148				
6th Level	148				
TOTAL	1,276				



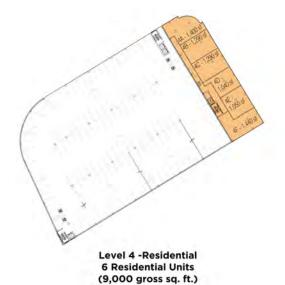


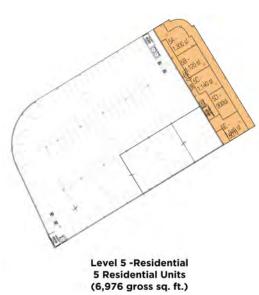




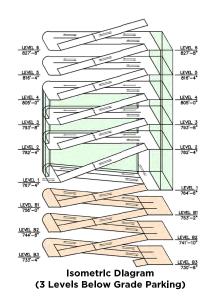
PROGRAM BREAKDOWN			
	7,600 SF Retail		
1st Level	500 SF Office Lobby		
	900 SF Residential Lobby		
2nd Level	9,000 SF Office		
3rd Level	9,000 SF Office		
4th Level	9,000 SF Residential		
5th Level	6,976 SF Residential		
TOTAL	42,976 SF		

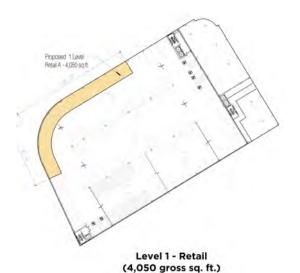
PARKING BREAKDOWN				
Units	11 Residential Units 26,100 SF Office & Retail			
Required Residential	11 x 1.5 = 17 Spaces (1.5 Spaces Required per Unit) 26,100 / 564 = 47 Spaces (1 Space per 564 SF)			
Required Commercial				
TOTAL REQUIRED	64 Spaces			

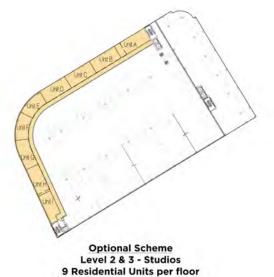




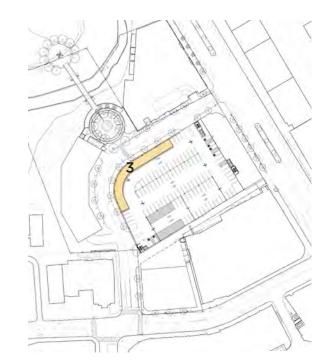








(9,030 gross sq. ft. per floor)



PROGRAM BREAKDOWN

1st Level 4,050 SF Retail

PARKING BREAKDOWN					
Required Commercial	4,050 / 564 = 7 Spaces (1 Space per 564 SF)				
TOTAL REQUIRED	7 Spaces				

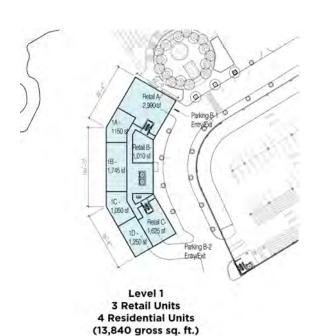
OPTIONAL SCHEME

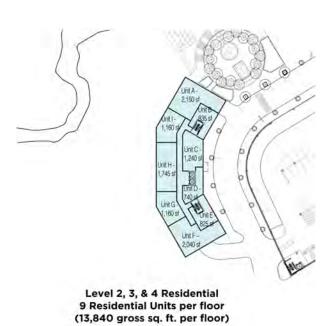
2nd Level	9,030 SF Residential
3rd Level	9,030 SF Residential

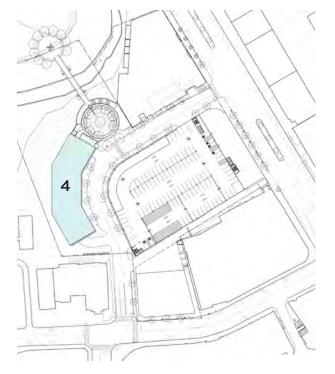
OPTIONAL F	PARKING SCHEME			
Units	18 Residential Units			
Required Residential*	18 / 1 = 18 Spaces (1 Space per Studio Unit)			
TOTAL REQUIRED	18 Spaces			

*Based on the square footage of the residential unit, we have allocated 1 space per unit.









PROGRAM BREAKDOWN				
5,625 SF Retail 8,215 SF Residential				
13,840 SF Residential				
13,840 SF Residential				
13,840 SF Residential 9,375 SF Residential				
			64,735 SF	
13,840 SF - 35 Spaces				
13,840 SF - 35 Spaces				
27,680 SF				

PARKING BREAKDOWN				
Units	36 Residential Units 5,625 SF Retail			
Required Residential	36 x 1.5 = 54 Spaces (1.5 Spaces Required per Unit)			
Required Commercial	5,625 / 564 = 10 Spaces (1 Space per 564 SF)			
TOTAL REQUIRED	64 Spaces			
PROVIDED	70 Spaces			





3 | DETAILED SITE PLAN | BUILDING 5 // 5-STORY MIXED-USE All renderings are conceptual in nature



WILLITS STREET (R.O.W. VARIES)

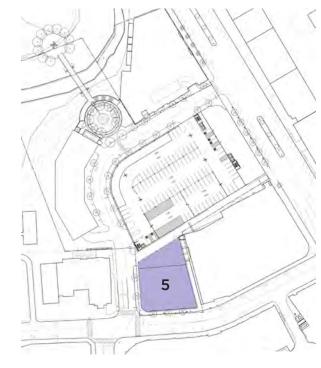
Level 4 Residential 6 Residential Units

Existing Church (First Bapost Church)

Existing 4-Story Mixed Use Building with Underground Parking







PROGRAM BREAKDOWN				
1st Level	2,870 SF Retail 280 SF Office Lobby 660 SF Residential Lobby			
2nd Level	13,875 SF Office			
3rd Level	13,875 SF Office			
4th Level	10,200 SF Residential			
5th Level	8,320 SF Residential			
TOTAL	50,080 SF			
	•			
B1	10,065 SF - 25 Spaces			

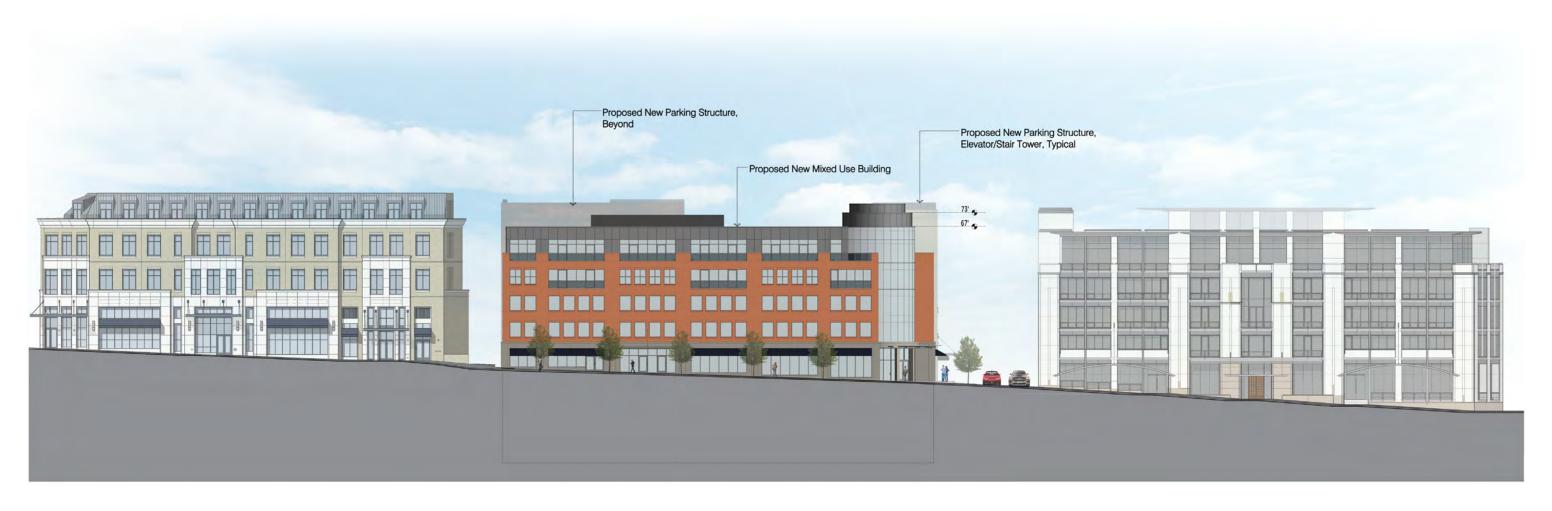
11,080 SF - 20 Spaces

PARKING BREAKDOWN					
Units	11 Residential Units 30,900 SF Office & Retail				
Required Residential	11 x 1.5 = 17 Spaces (1.5 Spaces Required per Unit)				
Required Commercial	30,900 / 564 = 55 Spaces (1 Space per 564 SF)				
TOTAL REQUIRED	72 Spaces				
PROVIDED	45 Spaces				



1st Level

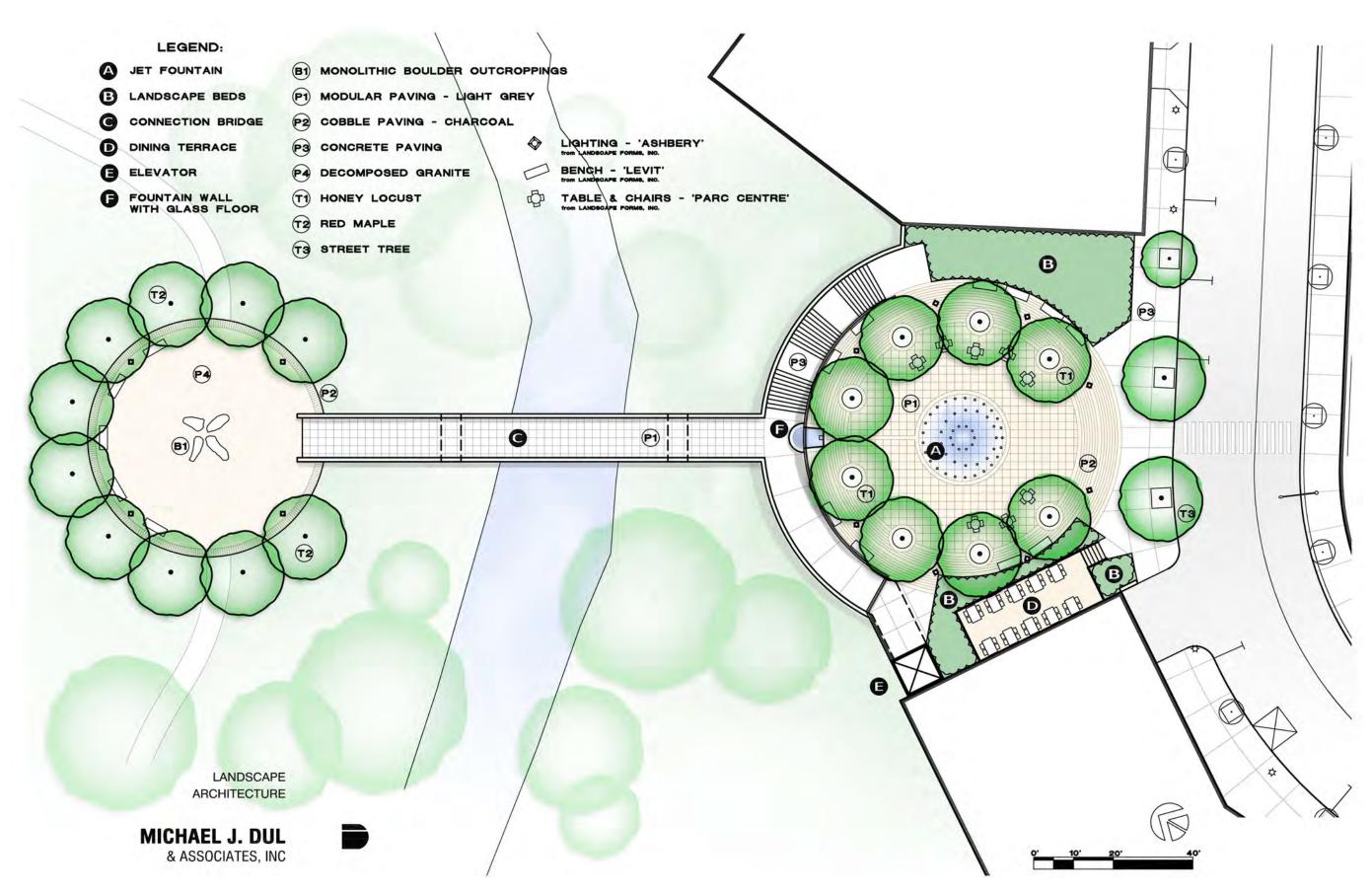
3 | DETAILED SITE PLAN | N. OLD WOODWARD AVENUE BUILDING HEIGHT STUDY



325 North Old Woodward Proposed Building #2

Brookside Residences 369 N. Old Woodward

Building height study illustrates that proposed new 5-story building relates to the surrounding buildings harmoniously in both scale and proportion





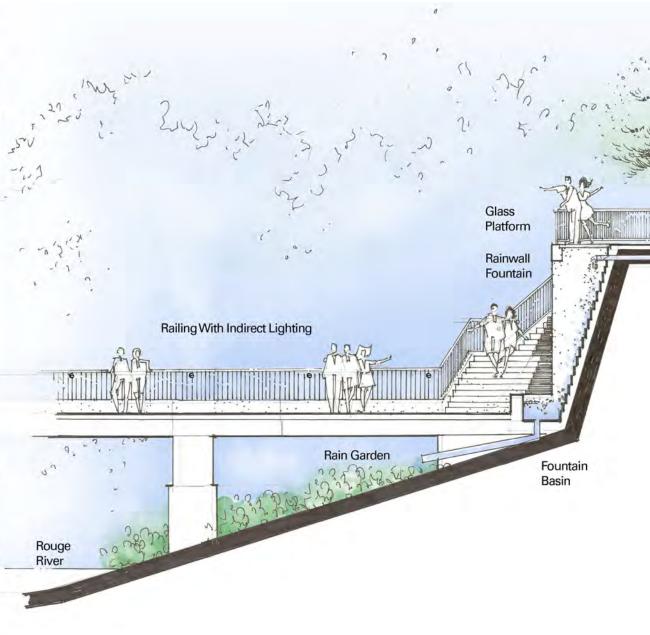
SPLASH PAD



SEATING AREA - ORNAMENTAL PAVING



PUBLIC GATHERING SPACE



LANDSCAPE ARCHITECTURE

MICHAEL J. DUL & ASSOCIATES, INC



PEDESTRIAN STREETSCAPE

Conceived in Duany's 2016 master plan, the Bates Street extension will provide a new pedestrianorientated urban streetscape from Willits to North Old Woodward Ave. This concept, along with the integration of an urban courtyard, will provide a dramatic overlook and connection to Booth Park and the City's trail system.

URBAN COURTYARD

An urban courtyard will extend from the streetscape and create spatial contrast and relief from the mass of new buildings. The plaza itself will feature an illuminated focal point splash pad fountain. Benches and canopy trees will be will be integrated within a radial paving pattern with a focus on the water feature.

PEDESTRIAN CONNECTION TO BOOTH PARK

Perched high above the Rouge River, the plaza will provide the starting point to a Booth Park pedestrian connection. An elevator and a grand staircase concentric to the plaza will facilitate the pedestrian descent to a bridge that crosses the river, connecting to the trail system and park. A generous space is defined at the base of the descent that will serve as a pedestrian transition area from park to plaza.

STORMWATER MANAGEMENT

Rainwater discharge is integrated within the plaza design in a way that celebrates its relationship with nature. A stainless steel lineal drainage grate collects and creatively discharges surface water down a notched portion of the 15' high plaza wall. It is collected in a fountain basin at the foot of the staircase then makes its way to a rain garden and to the river. A glass floor at the upper plaza level is positioned over the waterfall wall and provides a view that demonstrates the relationship between nature and the built environment.

& ASSOCIATES, INC



OPEN TRANSITION AREA



BOOTH PARK STONE FEATURE



STONE OUTCROPPINGS

BOOTH PARK – BATES STREET CONNECTION

A circular gathering place will serve as a transition between Booth Park's nature trail and the urban plaza above and south of the river. The crushed aggregate surface is in tune with the natural setting and provides stability for pedestrian movement. Benches are placed at the perimeter and orientated towards a stone monolith arrangement which recalls the stone outcroppings featured in the

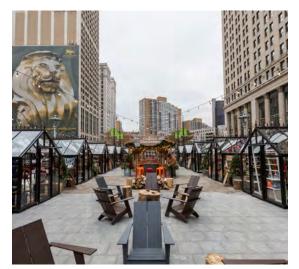




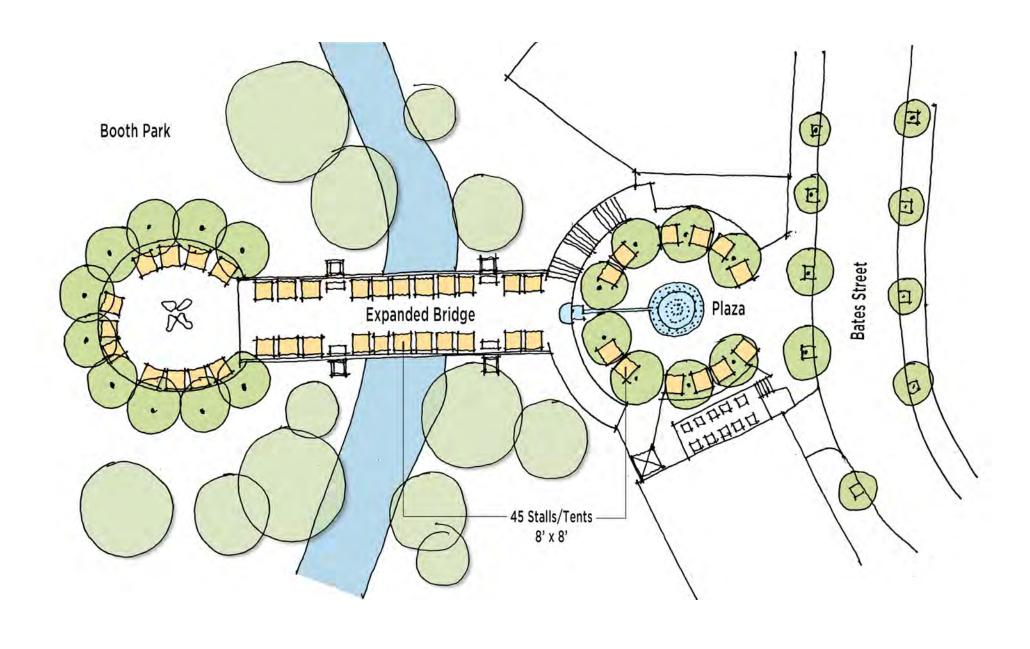
Farmers Market



Winter Market



Pop-Up Shops



OPTIONAL BRIDGE / PLAZA PLAN

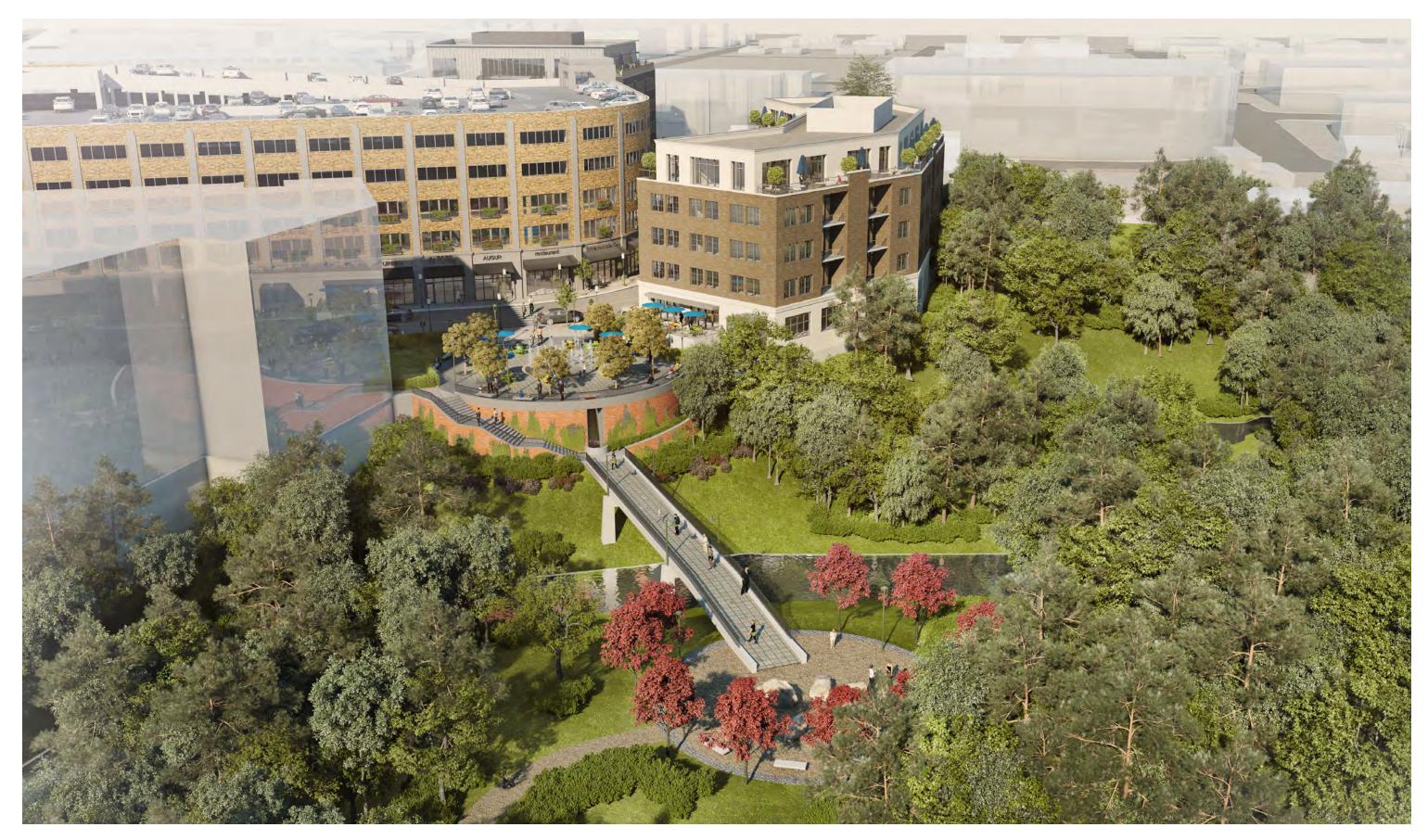
The Bridge between the new Plaza and Booth Park provides connectivity. A wider, enhanced Bridge becomes an opportunity for activities. The Bridge becomes a pedestrian street anchored by the Plaza on the south side and Booth Park on the north side. Together they provide a new event space.

The expanded bridge presents an opportunity to extend or to provide a new venue for Birmingham's popular farmers market, art fairs, and the winter market. The Plaza and Bridge can even host pop-up shops, food trucks, etc. The Plaza Bridge and Booth Park landing will provide electrical, wireless Internet and water connections to support the stalls/tents.

3 | DETAILED SITE PLAN | VIEW FROM PLAZA TOWARDS PARKING STRUCTURE OPTIONAL RESIDENTIAL UNITS ON FLOORS 2 & 3

All renderings are conceptual in nature

















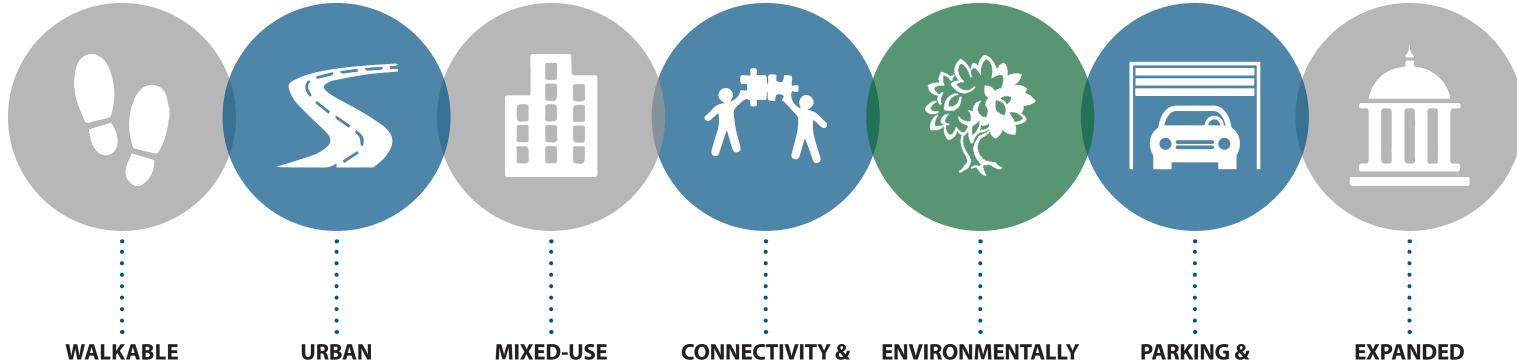


4

DEVELOPMENT OBJECTIVES & GUIDELINES

Written response indicating how the proposal meets each of the City's development objectives and development guidelines

The City of Birmingham clearly articulated development objective in the Request for Proposals, which carried common themes throughout. Woodward Bates Partners has incorporated these objectives into the development.



COMMUNITY

Birmingham is one of the top walkable communities in the country. Throughout the RFP, ordinances and adopted plans, the City has emphasized walkability and sense of place existing in Birmingham's downtown. Our proposal considered walkability and connectivity to the existing businesses, shops and dining patterns as a key element of each component of the development

STREETSCAPES

The proposed development serves to enhance urban streetscapes by locating retail spaces at street level, and features the Birmingham streetscape elements including street furniture, lighting, bicycle loops and urban landscaping. The holistic approach of the development incorporates active urban streetscapes with connectivity and walkability.

DEVELOPMENT

Our proposal includes four new, multi-story buildings of mixed-use including retail, office and residential, as well as underground parking. Streetlevel design will feature retail use, serving as store fronts to activate the streets and enhance walkability and connectivity. The residential uses promote 24/7/365 activity in Birmingham's downtown.

COMPATIBILITY

The extension of Bates Street provides connectivity to Willits to North Old Woodward. The Bates Street extension and all proposed development features connectivity and is compatible with existing structures, improvements and City ordinances/codes that align

with one another to achieve a robust sense of place.

CONSCIOUS

The proposed improvements will feature energy efficiency and best green design practices.

The connectors and public spaces will feature the Birmingham streetscape elements including wide sidewalks, bicycle loops and trees with urban landscaping.

ACCESS

The existing 770-space parking structure will be replaced with a new, approximately 1,276 space structure. During

demolition and reconstruction, a parking mitigation plan will be established to provide a parking solution during this time. The structure will provide electric charging stations.

PUBLIC SPACES

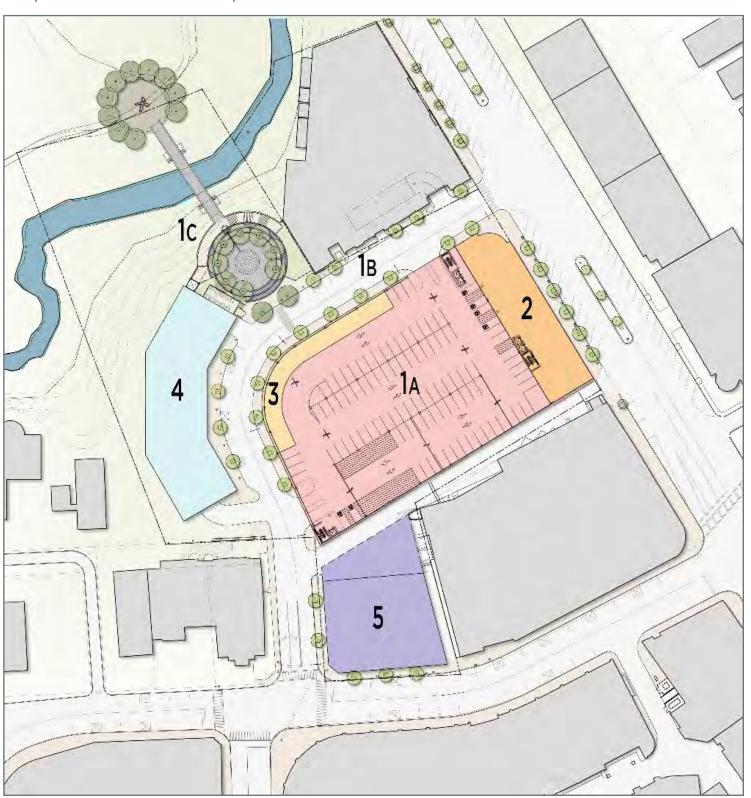
Our development proposal includes a public plaza, designed to be an active urban space with ample landscaping and a water feature. The plaza will include a pedestrian bridge over the Rouge River to Booth Park, enhancing connectivity to the City's park system and expand public spaces. The improvements will be ADA compliant.

		LOPMENT OJECT	HOW DEVELOPMENT MEETS OBJECTIVES & GUIDELINES	Walkable Community	Urban Streetscapes	Mixed-use Development	Connectivity and Compatibility	Environmentally Conscious	Parking and Access	Expanded Public Spaces
1a	Parking Structure		The 1,276-car parking structure is three levels below-grade and six levels above-grade. The structure is ideally located in downtown Birmingham to serve businesses north of Maple Road. It is a structure that also provides a mix of uses including first floor retail with optional residential above. The structure will provide all technologies, electric charging stations and best green design practices.	√	√	√	√	√	√	√
1b	Bates Street Extension		The extension of Bates Street allows connectivity from Willits to North Old Woodward in the downtown. The street will be active with retail storefronts and will be pedestrian-friendly with wide sidewalks on both sides. The street and sidewalks will feature the Birmingham streetscape elements including pavers; street furniture; lighting; bicycle loops; and trees/urban landscaping. This extension will promote walkability from the downtown to the north end of town. Parking will also be provided on one side of the new Bates Street.	✓	✓	√	√	√	√	√
1c	Public Plaza w/Foot Bridge to Booth Park		The proposed public plaza will be an active urban space with urban furniture, landscaping and a play/fountain water feature. It will be a space for gathering, activities, cafes and relaxation. The plaza will also provide a direct bridge connection to Booth Park, over the Rouge River, to provide more connectivity within the City's parks system. Promoting walkability, the plaza and bridge will be designed to meet ADA (Americans with Disabilities Act) compliance standards for everyone's enjoyment.	√	√	√	√	√	√	√
2	N. Old Woodward Mixed-Use Building		This new five-story mixed-use building will have first floor retail on North Old Woodward Avenue with two floors of office and two floors of residential above. This building is directly in front of the parking structure and will serve as a gateway for the Bates Street extension and provide more connectivity for the downtown walking/shopping patterns. This new building will "fill-in" a gap on the North Old Woodward streetscape with retail, office and residential uses.	√	√	√	√	√	√	√
3	Parking Structure Mixed-Use Liner		This new building will be totally integrated into the proposed 1,276-car parking structure. The first floor retail will serve as an active liner for storefronts to activate the street and encourage more walkability and connectivity. The upper three floors of optional residential units will also be integrated into the structure, making it a true mixed-use building while providing an active façade of residential uses. The residential uses promote the 24/7 activities of the downtown.	√	√	√	√	√	√	√
4	Bates/ Rouge River Residential/ Mixed-Use Building		This five-story mixed-use building follows the shape of the street with first floor retail storefronts, four levels of residential above and two levels of underground parking. The residential uses promote the 24-hour activity downtown. The building will offer views of the new Bates Street and views of the natural setting including the Rouge River. A proposed restaurant space on the north end will also provide outdoor café seating adjacent to the public plaza.	√	√	√	√	√	√	√
5	Willits Mixed-Use Building		This proposed five-story mixed-use building will have first floor retail, two floors of office and two floors of residential. There will also be two levels of parking proposed. This building will front on Willits Street and provide more connectivity and activity in this part of the downtown. A proposed walking "via" will be developed on the east side between this new building and the existing building to the east. This urban via will also allow the existing mixed-use building to maintain their windows/daylight and will also allow our new proposed building to provide windows on our east elevation for day light.	√	√	√	√	√	√	√



DEVELOPMENT TERMS

Proposed Master Development Plan



PUBLIC COMPONENTS	PRIVATE COMPONENTS
a Parking Structure	2 North Old Woodward Mixed-Use Building
b Bates Street Extension	3 Parking Structure Mixed-Use Liner
c Public Plaza with Pedestrian Bridge to Booth Park	4 Bates/Rouge River Residential/Mixed-Use Building
	5 Willits Mixed-Use Building

A detailed parking and programming summary has been included within the body of this response, and has been thoughtfully designed to achieve the City's objectives stated in the RFP. **Private investment for the project is estimated at \$73,000,000**. Public investment is estimated at \$54,000,000, based on conceptual design, for **total project investment of approximately \$127,000,000**.

5.1 | Recommendations for terms of the development plan for the purchase and/or lease of City land

We share the City of Birmingham's vision for redeveloping a key parcel of public property within the City's Central Business District, building on Birmingham's stature as one of the top walkable communities in the country, and using a holistic, integrated approach to enhancing the City's deep sense of place. Per the requirements of the RFP, we have presented options for either purchase or sale of the land for the City's consideration. Developer's preference is to lease the land, which will provide an annual revenue stream to the City to support the public portions of the project, and result in greater revenue overall to the City.

Site 3 is the retail liner, with optional residential, within the parking structure, which presents challenging site geometry and depth. Developer proposes a retail liner to enliven the streetscape, and an optional design of two floors with 18 smaller, more affordable residential units for lease, which are currently unavailable in the market. Developer has creatively balanced the sub-optimal site with the City's objectives. The site is negatively impact by the market perception of being situated within a parking structure, as well as the shape, and additional construction measures are required to isolate the non-parking uses from the vibration and noise of the deck. This results in a less attractive option in the market, and effects lease rates the property can command, compromising its feasibility. However, either proposed liner option enlivens the deck and creates an activated streetscape and continuous shopping pattern, while effectively "hiding" the parking structure from a typical vantage point. It is the combination of these factors that was considered in the proposed \$0 cost purchase or lease of the smallest site within the master development. This project can be completed at the discretion of the City. Parking ratios are impacted by the decision, which is discussed more thoroughly in the other sections of this response.

	PURCHASE					
Site	Square Footage	Total (Rounded)	Price/SF			
2	42,976	\$2,000,000	\$46.50			
3*	22,110	\$0	\$0			
4	64,735	\$2,900,000	\$45.00			
5	50,080	\$2,500,000	\$50.00			
	ΤΩΤΔΙ	\$7,400,000				

100-YEAR LAND LEASE					
Total Payments	Present Value Annual Pay				
All Numbers are Rounded					
\$12,200,000	\$3,900,000	\$122,000			
\$0	\$0	\$0			
\$15,300,000	\$4,900,000	\$153,000			
\$14,200,000	\$4,500,000	\$142,000			
\$41,700,000	\$13,300,000	\$417,000			

5 | DEVELOPMENT TERMS

5.2 Terms of ownership, operation and/or maintenance of the public parking structure

The City will own and operate the public components of the project, including the parking structure and plaza. Woodward Bates Partner, Walbridge, will construct the public components for the City under a separate agreement between the City and Walbridge.

5.3 | Terms of ownership, operation and/or maintenance of any proposed private assets integrated into the public parking structure building (retail liners, etc.)

Private assets integrated into the public parking structure will be owned and operated by Developer under a condominium arrangement.

5.4 Construction proposal for public infrastructure, such as roads, sidewalks, plazas, etc.

The City is responsible for all infrastructure improvements necessary to service the public and private components of the master development. The developer's responsibility will be from the building structures drip line in.

5.5 | Financing methods

There will be a simultaneous City/Developer finance closing for Phase I items of the master development – Phase I items include 1a, 1b, 1c, 2 and 3. Developer will utilize conventional financing, and it is assumed the City will seek bond financing. The City's bond obligation will be supported by increased parking revenue, increased property taxes and land lease revenue.

5.6 Terms of ownership, operation and/or maintenance of the public parking structure

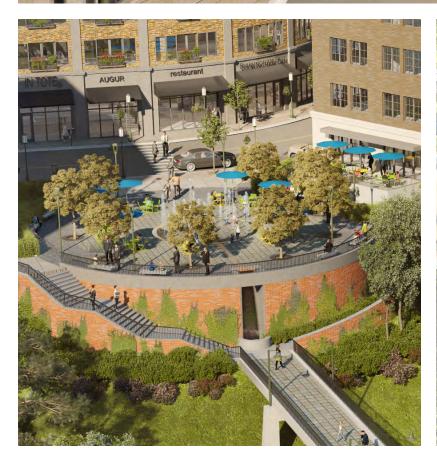
KEY TERMS

- The City and Developer will enter into an **interim agreement** upon recommendation to the City Commission in March 2018. The interim agreement will address key terms of the relationship, including allocation of risk, financial and project management obligations and responsibilities, and a community outreach strategy.
- Critical to the "Community and Plan Review Process" (April-December 2018) is the City establishing an internal point of contact to communicate vertically and laterally, internally and externally, and lead a City team to work collaboratively with the Developer's team toward specific targets, and move the project forward.
- Also vital during this process, the Developer will engage a public relations firm and work with the City to execute a community outreach plan, effectively demonstrating project transparency, seek citizen input and validate the monetizing of public assets for public benefit, toward the end goal of securing community support.

DEVELOPMENT AGREEMENT

- The City of Birmingham (City) and Woodward Bates Partners, LLC (Developer) will ultimately enter into a Development Agreement, based on a shared vision that reflects the RFP requirements, community input and public and private development obligations. While the development agreement will incorporate broad project detail, the proposed deal structure contained herein is intended to be responsive to the City's specific requirements and guidelines as outlined in the RFP.
- The Development Agreement will include a requirement that the City rezone the property to PUD, if needed, so that the property zoning allows for the proposed plan.







- Developer has proposed a parking mitigation plan, described more fully in a separate section of this response, and includes a shuttle service anchored by a temporary pavilion on project site 5 that will be completed prior to commencing work on projects. Developer and the City will work jointly to find alternative parking areas for the shuttle service. Developer has identified several sites within a two-mile radius for consideration. The City will fund the shuttle service and pavilion from parking revenue of the North Old Woodward deck. Parking and access is a significant item to be addressed for the overall development, and a separate section in this response has been dedicated to it.
- Developer will construct the private projects components, consisting of buildings 2, 3, 4 and 5. The City will lease spaces in the parking structure to support buildings 2 and 3. The project will be completed in phases, with buildings 1a, 1b, 1c, 2 and 3 completed in Phase I. It is anticipated that it will take up to two years after substantial completion of Phase I to complete pre-development work and obtain all necessary approvals to commence work on the next phase of the project.
- Developer's requirement to construct projects 2, 3, 4 and 5 is contingent upon the City constructing projects 1a, 1b and 1c. The sequencing of these projects will be closely coordinated with the City to minimize parking and traffic disruptions, and consider other City projects that may be occurring at the same time. Parking and access to adjacent properties will be uninterrupted throughout the construction process.

5.7 Anticipated role/obligations of the City

The anticipated role and obligations of the City have been included in the response items listed above.

Looking Ahead

The proposed deal structure is intended to provide a framework for negotiation and discussion. It is a collective model that has been successfully employed in similar, urban projects, that skillfully addresses both economic and operational concerns of the City, focused on minimizing access and parking disruption to business owners, citizens, and others, while efficiently completing the entire project in a logical sequence.

Developer has extensive experience in creating innovative solutions through thoughtful, fair negotiation, and looks forward to generating a sound agreement with the City of Birmingham that achieves the comprehensive goals of the public-private partnership while keeping the public appropriately informed, managing risk and mitigating controversy.

We stand ready in partnership to complete this transformational, gateway project with and for the City of Birmingham.



ESTIMATED BUDGET

Estimated overall total budget for the project, with sub-totals for land costs and construction costs:

The estimated overall total budget for the private and public components of the project, with sub-totals for land costs, is as follows:

PRIVATE INVESTMENT | LAND PURCHASE SCENARIO

PROJECT SQUARE FOOTAGE		LAND COST		CONSTRUCTION COSTS		TOTAL DEVELOPMENT	
	PER SQUARE FOOT	TOTAL	PER SQUARE FOOT	TOTAL	PER SQUARE FOOT	TOTAL	
2	42,976	\$46.50	\$2,000,000	\$284	\$12,200,000	\$330	\$14,200,000
3	23,290	\$0	\$0	\$308	\$6,840,000	\$308	6,840,000
4*	64,735	\$45	\$2,900,000	\$403	\$26,090,000	\$403	\$28,990,000
5*	50,080	\$50	\$2,500,000	\$400	\$20,000,000	\$450	\$22,500,000
TOTAL	180,001		\$7,400,000		\$65,130,000		\$72,530,000
ROUNDED							\$73,000,000

PRIVATE INVESTMENT | LAND LEASE SCENARIO

PROJECT SQUARE FOOTAGE		LAND COST 100-YEAR LEASE PRESENT VALUE		CONSTRUCTION COSTS		TOTAL DEVELOPMENT	
		PER SQUARE FOOT	TOTAL	PER SQUARE FOOT	TOTAL	PER SQUARE FOOT	TOTAL
2	42,976	\$90.75	\$3,900,000	\$284	\$12,200,000	\$375	\$16,100,000
3	22,210	\$0	\$0	\$308	\$6,840,000	\$308	\$6,840,000
4*	64,735	\$75.70	\$4,900,000	\$403	\$26,090,000	\$479	\$30,990,000
5*	50,080	\$50.00	\$4,500,000	\$400	\$20,000,000	\$490	\$24,500,000
TOTAL	180,001		\$13,300,000		\$65,130,000		\$78,430,000
ROUNDED							\$78,000,000

PUBLIC INVESTMENT

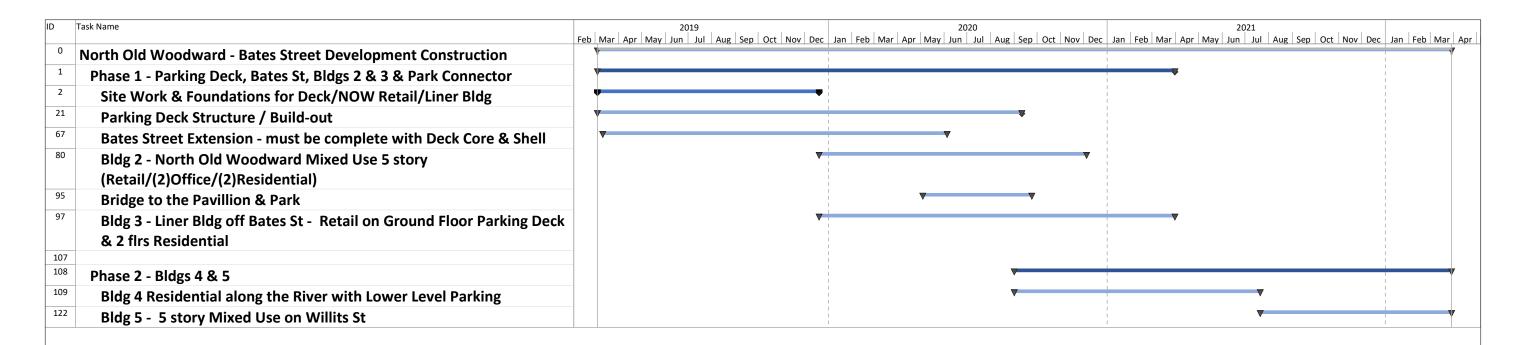
PROJECT	DESCRIPTION	DEVELOPMENT COST ESTIMATES
1a	Parking Structure – 1,276 spaces	\$47,200,000
1b	Bates Street Extension	\$1,200,000
1c	Public Plaza with Pedestrian Bridge to Booth Park	\$5,600,000
ROUNDED TO		\$54,000,000

^{*}Building 3 is an optional design that includes 18 residential units. Buildings 4 and 5 construction costs per square foot does not include below-grade parking square footage. It is the total estimated development cost divided by building square footage.



PROPOSED TIMELINE

7 | PROPOSED TIMELINE | PRELIMINARY MILESTONE SCHEDULE Preliminary schedule assumes a March 2018 award; 1-year public input; entitlement and plan approval with construction starting in Q1 2019



North Old Woodward - Bates Street Development Construction

Page 1 of 1

Jan 2 '18



APPENDIX ECONOMIC IMPACT STUDY PARKING STUDY







Woodward Bates Partners, LLC

Downtown Birmingham Project Economic Impact Assessment

December 12, 2017



VISION | ECONOMICS | STRATEGY | FINANCE | IMPLEMENTATION

Woodward Bates Development Proposal

Woodward Bates Partners is proposing a mixed-use development consisting of four buildings in downtown Birmingham. All buildings will include ground floor retail, upper floor office, and residential units. The total construction costs are estimated to be \$71 million. The proposed development will replace the former City-owned parking structure and will increase total parking availability on the site by 592 stalls.

Proposed

Proposed Married

Pr



21,000SF of retail



46,000SF of office





1,400 parking stalls

Source: Google Maps, SB Friedman, Woodward Bates Partners, LLC

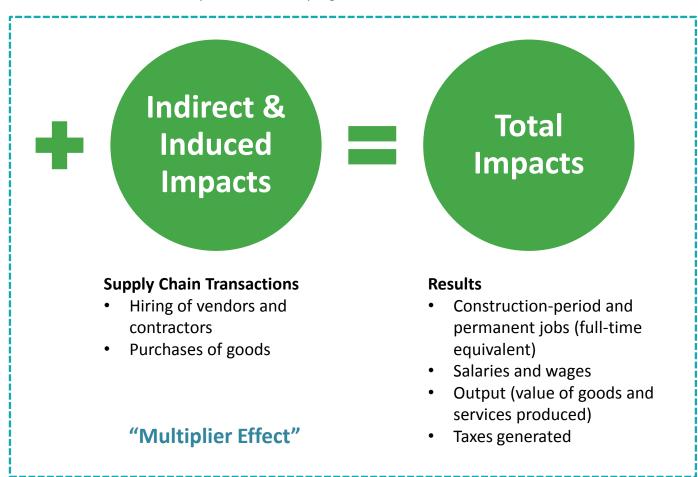
Impact Assessment Methodology

SB Friedman estimated direct, indirect and induced impacts of the proposed project. Direct impacts were estimated using information provided by the Woodward Bates, CoStar and Longitudinal Employer-Household Dynamics data for comparable projects. Indirect and induced impacts were estimated at the Oakland County level using IMPLAN Professional® software, an economic impact assessment program.



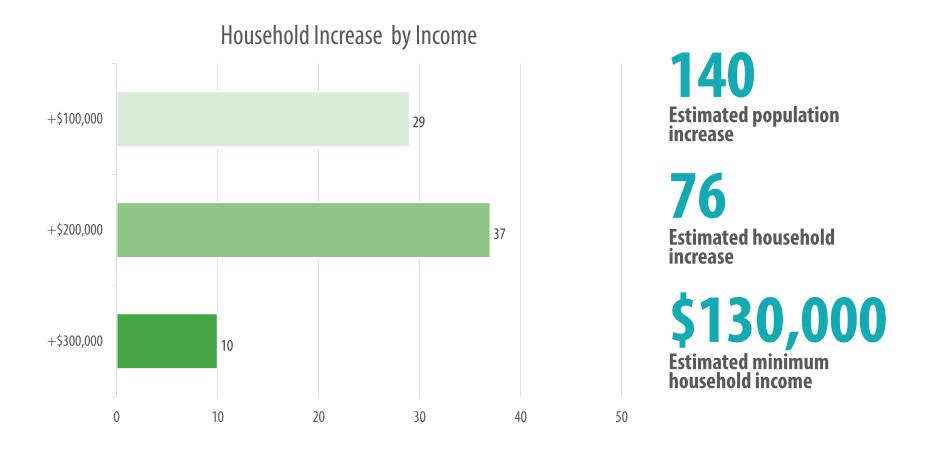
Project Construction & Ongoing Operations

- Construction activities
- Hiring of permanent employees
- Generation of property and sales taxes



140 New Residents Downtown

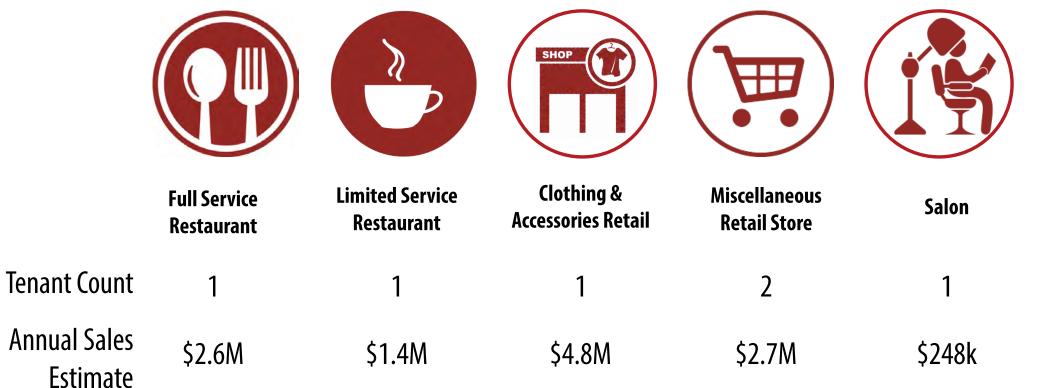
The Woodward Bates Partners development is expected to generate an increase of approximately 140 residents within the proposed 76 rental units. All of the households are projected to have incomes of at least \$130,000, based on the anticipated rents of the project. SB Friedman assumed household income will be three times the total annual housing costs, a typical measure of housing affordability, using Woodward Bates rent and utility cost projections.



Source: CoStar, SB Friedman, US Census, Woodward Bates Partners, LLC, Village of Oak Park

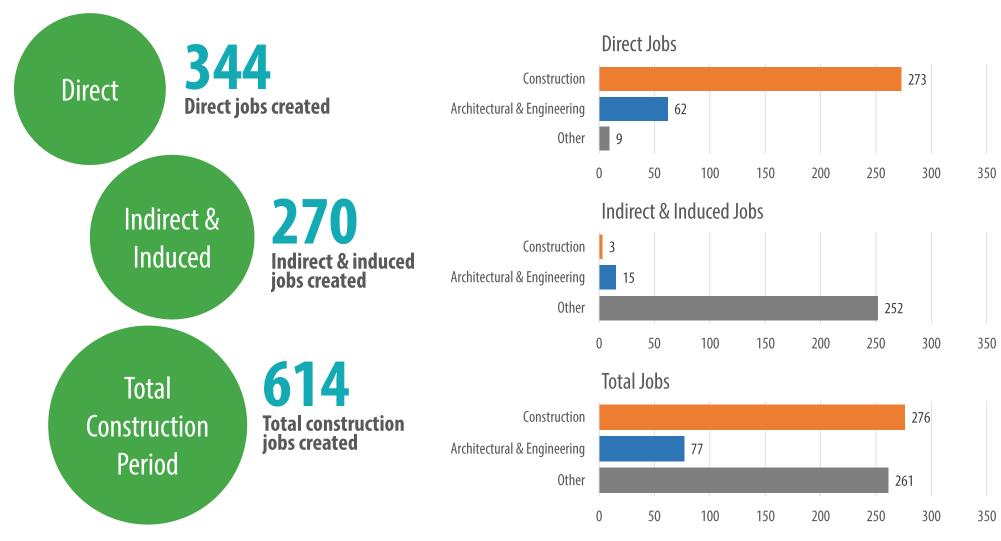
\$11.8 Million in Annual Retail Sales

The 21,000 square feet of retail space in the Woodward Bates development is likely to include approximately six retail tenants. The anticipated tenant mix was developed based on an assessment of the existing downtown tenant mix, with input from a local broker. Retail sales for the proposed space were estimated using sales data for comparable retail tenants and typologies, using industry sources and sales data published in retailer annual reports. Overall, the retail space is expected to generate approximately \$11.8 million in annual sales.



614 Construction Period Jobs

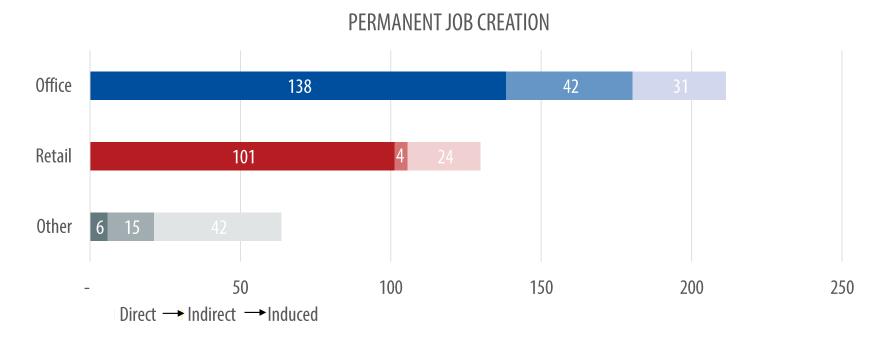
The \$71 million Woodward Bates investment in the proposed development is expected to create 614 full-time equivalent (FTE) jobs in Oakland County during the construction period, including direct, indirect and induced jobs. An estimated 273 of 344 FTE direct jobs are expected to be in the construction industry, with additional direct jobs in architectural and engineering firms.



Source: IMPLAN, SB Friedman, Woodward Bates Partners, LLC Note: Direct job counts do not sum to total because of rounding

405 Permanent Jobs; At Least 245 Jobs Downtown

The proposed Woodward Bates development is expected to result in the creation of 405 FTE permanent jobs, over half of which (211) are in office sectors. The average annual compensation estimated for office employees is \$75,000. Employment in retail sector is expected to increase by 130 FTE employees, with average annual compensation of \$27,000. The direct employment in the proposed office space was estimated using LEHD and CoStar data for existing office development in the region. The direct retail employment for the project was calculated using IMPLAN, based on the anticipated retail tenant mix sales projections. Indirect impacts, induced impacts and employee compensation were all calculated using IMPLAN.



\$75,000
Estimated compensation of employees in office sectors

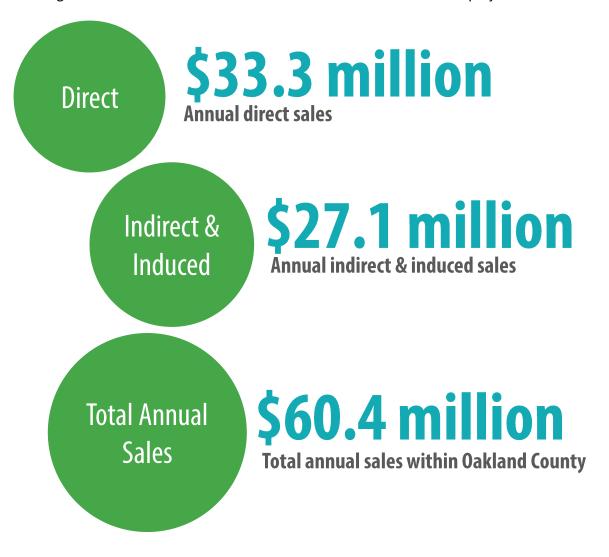
\$27,000
Estimated compensation of employees in retail sectors

\$45,000
Estimated compensation of employees in other sectors

Source: IMPLAN, LEHD OnTheMap, SB Friedman, Woodward Bates Partners, LLC Note: Permanent job counts do not sum to total because of rounding

\$60.4 Million in Annual Economic Impacts

The development is expected to have an annual economic impact in Oakland County of \$60.4 million, reflecting total output, or sales, related to the new office and retail development. SB Friedman estimated direct retail sales impacts of \$11.8 million using sales data for comparable retailers. An additional \$21.5 million in annual direct sales related to the office component was estimated in IMPLAN using the anticipated increase in office employment by existing office sectors in Birmingham. The annual indirect and induced sales associated with the project were estimated in IMPLAN.



Source: IMPLAN, SB Friedman, Woodward Bates Partners, LLC

Note: IMPLAN output impacts measure overall economic output and should not be considered discrete impacts from employment, wage and property tax projections.

8

\$227,000 in Additional Annual Taxes for Birmingham

The development is anticipated to increase tax revenue to the City of Birmingham by \$227,000 annually. The development is expected to generate \$747,000 in total property taxes upon stabilization, with approximately \$206,000 to the City and the remainder to other taxing districts. Beginning in 2021, the State of Michigan is expected to allocate \$80 per new resident in the development, or \$11,000 per year, through the Sales Tax Revenue Share program. In addition, the Birmingham Shopping District is anticipated to generate an additional \$10,000 in annual revenue from the site due to the 21,000 square feet of retail.







\$4.4M assessed value



\$5.5M assessed value



\$2.4M assessed value

\$206,000 Local property tax generation

\$11,000

Michigan Sales Tax Revenue Share generation

\$10,000

Birmingham Shopping District revenue generation

Estimated Assessed Value/SF By Land Use



Assumptions: Property tax rate of 5.34%, Birmingham Shopping District assessment rate of \$0.494 per SF for first floor retail in Zone 1.

Source: Birmingham Township Assessor, City of Birmingham, CoStar, Michigan State Treasury Department, SB Friedman, Woodward Bates Partners, LLC

Overall Impact of Development on Birmingham

The Woodward Bates mixed-use development is anticipated to positively impact population growth in Birmingham, employment downtown and in Oakland County, and generate additional annual sales and property tax revenue for the City. The project will be home to an estimated 140 people, 211 office employees and six retail establishments. Employees generated by this investment in Birmingham are expected to have average annual compensation of approximately \$55,000 and the investment is expected to spur \$165.9 million in overall Oakland County economic impacts: \$105.5 million in one-time construction-related economic impacts and \$60.4 million annually in ongoing office- and retail-related impacts.



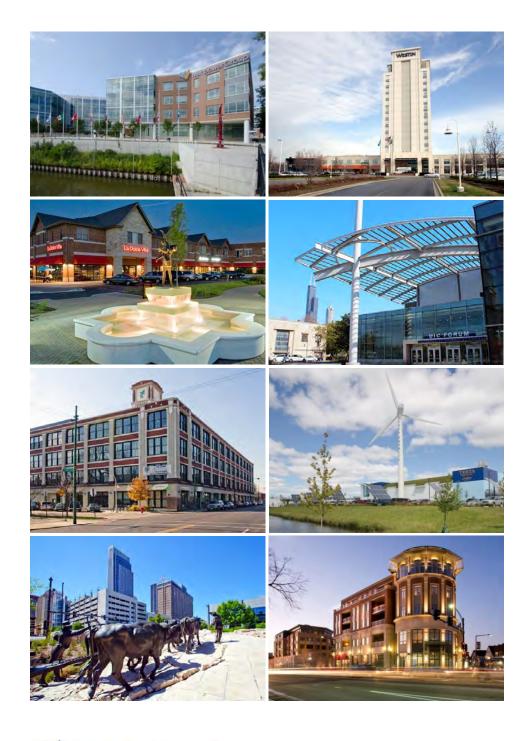
Economic Impact



140 new residents \$130,000 household income or greater across all units

614 FTE construction-period jobs created
405 FTE permanent jobs created
\$22.3M annual employee compensation
\$165.9M estimated Oakland County economic impacts
\$105.5M in construction related sales
\$60.4M in annual office- and retail-related sales

\$206,000 annual City of Birmingham property tax revenue \$306,000 annual Birmingham Public Schools property tax revenue \$11,000 annual Michigan Revenue Sharing \$10,000 annual Birmingham Shopping District revenue



Limitations of Our Engagement

Our report is based on estimates, assumptions and other information developed from research of local government fiscal policies, knowledge of the industry and meetings during which we obtained certain information. The sources of information and bases of the estimates and assumptions are stated in the report. While sources used are ones which we deem reliable, no guarantee can be made as to their accuracy. Some assumptions inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from those described in our report and the variations may be material.

The terms of this engagement are such that we have no obligation to revise the report to reflect events or conditions which occur subsequent to the date of the report. These may include changes in local fiscal policy or other factors.

Our report is intended for your information and for submission to the City of Birmingham for the purposes of evaluating the proposed project, and should not be relied upon for any other purposes. Otherwise, neither the report nor its contents, nor any reference to our firm, may be included or quoted in any offering circular or registration statement, appraisal, sales brochure, prospectus, loan or other agreement or document without our prior written consent.

SB Friedman Development Advisors

221 North LaSalle Street, Suite 820 Chicago, IL 60601 (312) 424-4250 www.sbfriedman.com





MEMO

Date: December 12, 2017

To: Victor Saroki – Saroki Architecture - vsaroki@sarokiarchitecture.com

Terri Fitzpartik – Boji Group – tfitzpatrick@bojigroup.com

From: Bill Surna
Project #: N1-17-017

Regarding: North Old Woodward / Bates Street Parking & Site Development

A shared parking analysis using the methodology outlined in the Urban Land Institute's (ULI) publication <u>Shared Parking</u> was prepared to estimate the peak period parking demand generated by the proposed development. Shared parking analyses are used to estimate peak parking demand for mixed-use developments. Shared parking analyses reflect the fact that parking demands generated by different land uses peak at different times of the day, day of week, and in different seasons.

Within a mixed-use development there is often a "captive market" factor that further reduces the peak period demand for parking spaces. For example, a restaurant located within an office building can be expected to draw a portion of its lunchtime business from office workers in the building. Those workers would not generate any added demand for parking spaces. However, this initial analysis does not include any captive market factors that would further reduce the peak parking demand.

Parking demand is also affected by the availability and usage of public transit and other modes of transportation such as ridesharing, walking, bicycling, etc. To develop a conservatively high estimate of peak parking demand a 100% driving ratio was used in this shared parking analysis.

The analysis uses the following base parking demand ratios; separate ratios are used for customer parking vs employee parking.

Land Use	Weekday Employee or Resident	Weekday Customer or Visitor	Total Weekday Ratio	Weekend Employee or Resident	Weekend Customer or Visitor	Total Weekend Ratio	_
Retail - Spaces per 1,000 s.f.	0.40	1.40	1.80	0.45	1.55	2.00	
Residential - Spaces per Unit	1.37	0.13	1.50	1.37	0.13	1.50	
Office - Spaces per 1,000 s.f.	1.66	0.14	1.80	0.17	0.01	0.18	

The peak base demand (not shared) calculated using the demand ratios above (1.5 spaces per residential unit and 1 space per 564 s.f. of retail or office space) is 237 spaces. Applying these base demand ratios within a shared parking model produces the results as shown in the following graphics. The shared peak parking demand is estimated at 197 spaces occurring on a weekday in December; the shared parking demand reduction is 40 spaces.

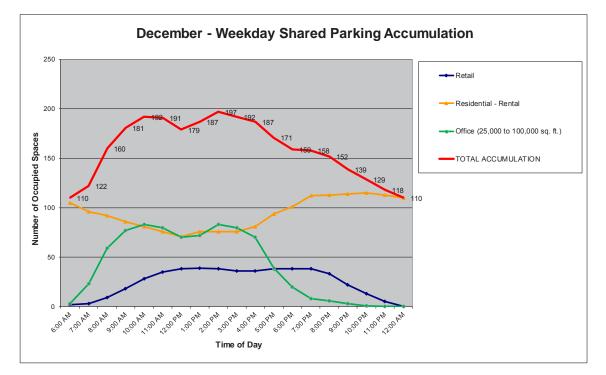
5136 Lovers Lane, Suite 200, Kalamazoo, MI 49002 | 269.381.2222 | wgiparking.com



MEMO

Peak	red Parking Model - Res	Peak Hour of
Accumulation	Day/Month	Accumulation
183	Weekday - January	2:00 PM
133	Weekend - January	7:00 PM
183	Weekday - February	2:00 PM
133	Weekend - February	7:00 PM
185	Weekday - March	2:00 PM
135	Weekend - March	7:00 PM
185	Weekday - April	2:00 PM
134	Weekend - April	7:00 PM
186	Weekday - May	2:00 PM
135	Weekend - May	7:00 PM
186	Weekday - June	2:00 PM
135	Weekend - June	7:00 PM
181	Weekday - July	2:00 PM
135	Weekend - July	7:00 PM
182	Weekday - August	2:00 PM
136	Weekend - August	7:00 PM
185	Weekday - September	2:00 PM
135	Weekend - September	7:00 PM
186	Weekday - October	2:00 PM
135	Weekend - October	7:00 PM
188	Weekday - November	2:00 PM
138	Weekend - November	7:00 PM
197	Weekday - December	2:00 PM
145	Weekend - December	7:00 PM
176	Weekday - Late December (25-31)	2:00 PM
136	Weekend - Late December (25-31)	7:00 PM
197	Weekday - December	2:00 PM
237	Peak Base Demand	
40	Shared Parking Reduction	

Weekday - December										
Land Use	6 am	7 am	8 am	9 am	10 am	11 am	noon	1 pm	2 pm	3 pm
Retail	2	3	9	18	28	35	38	39	38	36
Residential - Rental	105	96	92	86	81	76	71	76	76	76
Office (25,000 to 100,000 sq. ft.)	3	23	59	77	83	80	70	72	83	80
TOTAL ACCUMULATION	110	122	160	181	192	191	179	187	197	192
Land Use	4 pm	5 pm	6 pm	7 pm	8 pm	9 pm	10 pm	11 pm	12 pm	
Retail	36	38	38	38	33	22	13	5	0	



Ideas for parking. SOLUTIONS FOR PEOPLE.

Page **2** of **2**







Jana Ecker < jecker@bhamgov .org>

RE: Old Woodward / Bates RFP

1 message

Ron Mucha <rmucha@morningsideusa.com>

Tue, Oct 24, 2017 at 10:50 AM

To: Paul O'Meara <pomeara@bhamgov.org>

Cc: Jana Ecker <jecker@bhamgov.org>, David Strosberg@dorningsideusa.com>

Thank you Paul – we understand your process concerns.

Upon careful consideration, we have elected not to submit a proposal.

Regards,

Ron



Ronald S. Mucha | Sr. Vice President & Principal

Morningside Equities Group, Inc

223 W. Erie St., Third Floor | Chicago, IL 60654

Office 312.280.7770 x 118 | Mobile 312.804.2134

www.MorningsideUSA.com

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From: Paul O'Meara [mailto:pomeara@bhamgov.org] Sent: Wednesday, October 18, 2017 3:09 PM To: Ron Mucha <rmucha@morningsideUSA.com>

Cc: Jana Ecker <jecker@bhamgov.org>; James Sharba <jsharba@hobbs-black.com>; David Strosberg@morningsideUSA.com>

Subject: Re: Old Woodward / Bates RFP

Hello Ron -

Jana and I reviewed your request together. Based on your email, it sounds like you may well decline the opportunity to submit a proposal, but that decision has not been entirely made. Given that this is a bidding process, we do not think it would be appropriate for us to meet with you before the bid deadline. We would not want any information that you may gain from the meeting somehow impact the bidding process.

If you would like to meet with us after the bid deadline, we will be happy to do so.

On Fri, Oct 13, 2017 at 9:29 AM, Ron Mucha rmucha@morningsideusa.com wrote:

Jana / Paul -

Our team has reached the preliminary conclusion that the site's physical constraints, coupled with its zoning limitations, make it challenging to create a site plan that both accommodates the city's infrastructure requests at reasonable cost and allows for meaningful private development.

Consequently, at this point it is unclear if we will submit a proposal, but we would like to meet with you to share our findings and determine if there is anything that our team is misunderstanding with respect to the RFP requirements.

Please let me know your availability to meet with James Sharba and me next week. We are available on Monday, Wednesday, and Thursday.

Regards,

Ron



Ronald S. Mucha | Sr. Vice President & Principal Morningside Equities Group, Inc

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--

Paul T. O'Meara

City of Birmingham, MI

City Engineer

248-530-1836

pomeara@bhamgov.org

North Old Woodward/Bates Street Development Proposals

Preliminary Evaluation

	PROPOSALS RECEIVED BY DEADLINE: JANUARY 3, 2018					
on Requirements/Guidelines:	Redico/McIntosh Poris	Saroki/Walbridge/Boji/Robertson	Tir Equities LLC			
A) Cover Sheet (Attachment A))	✓	✓	x			
B) Transmittal Letter	✓	✓	✓			
C) Detailed Site Plan	✓	✓	✓			
C1) Proposed Buildings	3 Proposed - 5 Story Mixed Use Buildings + Parking Structure	3 Proposed - 5 Story Mixed Use Buildings + Parking Structure (w/ retail liner)	6 Proposed - Varying heights from 6 to 15 Story Mixed Use Buil Parking Structure			
Parking Structure	8 Level structure (3 Levels Below Grade)	9 Level Structure (3 Levels Below Grade)	4 Level Structure (All Levels Below Grade)			
Retail/Office Space (SF)	· · · · · · · · · · · · · · · · · · ·	66,675 SF	104,051 SF			
Residential Square Footage Units		112,326 SF	377,446 SF			
Residential Units		76	321			
Square Footage of Amount to be leased/purchased		40,765 SF	71,914 SF			
Parking (Net Gain)		592	3 (?)			
C2) Cost estimate for Open Space(s)	Not provided	\$6.8 million	\$3.6 million			
C3) Proposed Uses/Connections and Relationships with Adjacent Properties	Not provided	\$0.8 Hillion	\$3.0 Hillion			
cs) Proposed Oses/Connections and Relationships with Adjacent Properties	•	Provided a matrix illustrating how all elements of the proposed design would meet	V			
D) Description Proposal mosts development goals (chiestives)	Poitorated the design phiestives as defined by the PED	1	Conducted an independent study to establish goals and object			
D) Description - Proposal meets development goals/objectives?	Reiterated the design objectives as defined by the RFP.	the stated goals and objectives as outlined in the RFP.	Conducted an independent study to establish goals and object			
E) Private vs. Public Investment	Not provided	Private Investment \$73million, Public investment \$54million	Private Investment \$211 million, Public Investment \$71 million			
E1) Terms: Purchase or Lease of City Land?	Purchase	Purchase/Lease Options	Lease			
E2) Terms of Ownership, operations and maintenance:						
E2.1) of public parking structures	Developer would pay the prorata share of annual maintenance for the required pkg spaces within the public deck (94 spaces).	City will own/operate public components of project (parking structure and plaza)	City would finance the parking structure dvelopment with prevenues.			
	Yes, developer would pay for rights to develop privately owned assets	Yes, parking structure mixed use liner at \$0 lease (vibration/noise in deck viewed as				
E2.2) any proposed private assets integrated into the public parking structure	within the structure, which include 6,425sq ft of retail and 4,225sf of retail	sub optimal by proposer). Private assets integrated into the parking structure	No			
	and 18 condo/apt. units in a building attached to the parking structure	owned and operated by developer under a condiminium arrangement				
building(s)		City would be recognished for all infractive type increases and the recognists consider				
	Developer would act as construction manager for the entire project. City	City would be responsible for all infrastructure improvements necessary to service	Developer would build all public infrastructure that will beco			
F2) Construction and control for sublicity front was to be for a decidentally allowed to the same of t	would work directly with a general contractor for all public improvements.	the public and private components of the master development. Developer	property of the City.			
E3) Construction proposal for public infrastructure (roads, sidewalks, plazas, etc)		responsibility from the building structures drip line in.				
		Developer-conventional financing methods, expected the City will seek Bond	TIF Increment Fiancing for the public project components. (N			
	Developer would finance through traditional construction debt lending and	financing (Developer anticipates that bond obligation will be supported by	does not currently have a TIF district). Construction and peri			
	a combination of private and institutional equity.	increased parking revenie, property taxes, and land lease revenue.	financing along with equity investment to support constru			
E4) Financing methods						
E5) Proposed contractual terms	Purchase of land and/or air rights.	100 year lease agreement with City.	Lease agreement with City, 20 year lease payback (?)			
	Work with Redico throughout the entitlement approval process and	Re-zoning the property to PUD, ownership, operation, and maintenance of any	Assist with planning, plan review, and approval process, coor			
E6) Anticipated role/obligations of the City	securing funds to fund public improvements	public structure, passing bond measure to finance project.	of temporary parking operation and support public engage			
Fa) Overall Total Budget Estimate (Purchase/Land Acquistion)	\$115,595,145	\$126,530,000	N/A			
Fb) Overall Total Budget Estimate (Lease)	N/A	\$132,430,000	\$312,830,504			
F1) Subtotals for (Purchase/Land acquistion)	8,390,000	7,400,000	N/A			
F2) Subtotals for lease cost	N/A	13,300,000	9,400,000			
F2) Subtotals for construction cost	107,205,145	119,130,000	303,430,504			
G) Proposed Timeline with details on each phase through project completion*	January 2019 - November 2020	March 2019 - March 2021	January 2019 -February 2023 (Phase I)			
Additional Information Additional Information Additional Info	January 2013 NOVERIBER 2020	IVIDICII 2013 - IVIDICII 2021	January 2013 - 1 Cordary 2023 (Friase 1)			
ij Additional information		Developer offer to create and manage parking mitigation during development of	Please note the Overhead and Proft calculation of \$18 milli			
	Developer will work with City to develop parking mitigation plan.	project with considerations for stormwatermanagement and conducted an	1			
		independent economic analysis of the project impact.	construction.			
		I .	1			
	Per letter submitted on February 7, Redico requested to withraw their	The proposal indicated an increase in assessed value of \$12 million.	The proposal indicated an increase in taxable value of \$220			

^{*}Timeline representation condensed to illustrate developer activity from date of their anticipated Commission approval

February 26, 2018

Woodward Bates, LLC 430 N. Old Woodward Birmingham, MI 48009

Attention: Mr. Saroki

Re: North Old Woodward / Bates Street Parking and Site Development

We are in receipt of your proposal dated January 3, 2018 and your supplemental information submitted on February 7, 2018 regarding the above-captioned project and thank you for both.

On February 9, 2018, the Ad Hoc Parking Development Committee ("AHPDC") met to review all proposals and supplemental information submitted from three development teams in response to the Request for Proposals for the above project. After much discussion, the AHPDC selected your development team to move forward in the process. Thus, you and your team are invited to meet with the AHPDC on **March 9, 2018 at 2:45pm** for a formal interview.

As one of two development teams selected to move forward in the selection process for this important project, the AHPCD has requested that you provide the following information to assist them in the evaluation and selection process by **March 6, 2018**.

1. Please complete the following charts summarizing the proposed public and private parking being provided in your proposal, as well as the parking needs as a result of the private development. Please provide total square footage for all commercial uses and the number of residential units proposed in the chart below.

Required Parking	Units	Amount Proposed	Parking Requirement	Total Required
Retail, Office & Restaurant Use			1 space/564 sq.ft.	
Residential Use	# of Units		1.5 spaces/ unit	
			Total:	

Proposed Public Parking	Provided Public Parking
Public Parking:	
On Street Public Spaces	
Structured Public Parking Spaces	
Total Public Parking	
Spaces:	

Proposed Private Parking	Provided Private Parking
Private Parking:	
Building 2	
Building 3	
Building 4	
Building 5	
Total Private Parking Spaces:	
Total Public & Private Parking Spaces Provided	
Subtract Required Parking for New Development	-
Total New Public Parking Spaces:	

Net Parking Gain/Loss	
Total New Public Parking Spaces Proposed After Development Complete	
Subtract Current Public Parking on site	-770
Net Gain/Loss:	

- 2. In addition to completing the charts above, please provide plans that illustrate and color code all proposed public and private parking spaces, and the allocation of private parking spaces to each proposed building, including all retail liners (if any).
- 3. With new development projects, it is customary for the developer to provide some or all of the required infrastructure necessary to accommodate the new development. Please clarify from your proposal which public elements listed on the chart below that you are willing to provide in conjunction with your proposed development scheme.

Public Elements	Total Cost	City's Share of Cost	Developer's Contribution
 Bates Street Extension Water Sewer Road Construction 			
Sidewalk & Streetscape			
Public Parking			
Public Plaza Features			
Bridge to Booth Park			
Total:			

4. Please complete the following to clarify your proposed public parking costs.

	Developer's Estimate
Total Public Parking Costs	
Number of Public Spaces	
Cost Per Space:	

- 5. In order to compare the financial impact of your development to the City with proposals from other developers, please provide the requested information listed in the table below.
 - **Line 1. True Cash Value of Private Elements.** "True Cash Value" as defined by Michigan Combined Laws (MCL) 211.27 means the fair market value or usual selling price of property. Enter the estimated True Cash Value of the property after completion of all private elements.
 - **Line 2. Assessed Value (50% of True Cash Value).** Multiply your response in Line 1 by 50% (.50). This will be the estimated assessed value (taxable value) of the private elements.
 - **Line 3. City Property Taxes Generated on Private Elements.** Divide your response to Line 2 by \$1,000 and multiply by \$14.50. This will be the estimated city property taxes generated by the private elements.

	Amount
Line 1. True Cash Value of Private Elements	
(Fair Market Value)	\$
Line 2. Assessed Value of Private Elements	
(Line 1 times 50%)	\$
Line 3. City Property Taxes Generated on	
Private Elements (Line 2 divided by \$1,000	\$
times \$14.50)	

Thank you very much for your continued interest in working with the City of Birmingham on the N. Old Woodward / Bates Street Project. We look forward to receiving your response to the above questions, and meeting with you on March 9, 2018 at 2:45pm to further discuss your development plans and team qualifications.

Sincerely,

Jana L. Ecker

Planning Director City of Birmingham



January 7, 2016

Jana Ecker Planning Director City of Birmingham 151 Martin Street Birmingham, MI 48012

RE: B. Old Woodward/Bates Redevelopment RFP

Dear Ms. Ecker,

On behalf of the REDICO/McIntosh Poris Team, please note our responses below to your letter dated January 29, 2018 regarding the above referenced RFP:

- An assessment of Economic Impact resulting from the proposed development. Specifically, the estimated increase in overall taxable value for the City.
 - o Before this can be provided, REDICO would need to perform a more detailed analysis of the project's potential net operating income to determine an approximate assessed value and then taxable value, and then subtract the value of the publicly-owned components to obtain a net value. We are not able to provide this much detail within the requested deadline of February 7, 2018 and without further developing the concept plan and then ultimate project proforma.
- A cost estimate for the public space elements in the proposal, as pictured on the site plan.
 - o REDICO has provided a cost estimate in our RFP response for the parking garage demo and reconstruction at \$42,315,000. REDICO would need to gain a better understanding of what the City is looking for in the balance of the open space public land in terms of landscape, hardscape, and infrastructure (such as the pedestrian foot bridge) before estimating these components. Since the RFP did not describe what the City is looking for in these areas in any detail, we cannot estimate these costs at this time.



- The proposed structure of the development deal that illustrates the required private investment separate from the required public investment necessary to complete the project, as proposed.
 - o REDICO has provided a cost estimate in the RFP response for the hard costs related to the private development components as well as the public and private components of the parking garage (Building A). These are only rough estimates, as is typical utilizing conceptual plans at this early stage. We have yet to develop the complete budget for the total cost of the intended project, including all soft costs (all consultants to complete the design, plus environmental and other required due diligence). We would also need to further develop the concept plan to better estimate actual hard costs. Finally, as stated above, we do not have enough information from the City to estimate the open space public improvements.
- A detailed description of the area you propose to purchase from the City.
 - O Please refer to the site plan to reveal the footprints of the buildings representing Building B, C and D. These are generally the designated footprints that represent the area that REDICO would acquire from the City. The retail liner noted within Parking Garage A could be leased from the City or otherwise a public/private condominium structure could be created within that portion of the garage.
- The assumptions that support the proposed purchase price to acquire the land totaling \$8,390,000 (including, but not limited to market analysis and appraisals).
 - REDICO has not obtained a third-party market analysis or appraisal on this land, nor are there readily available (to our knowledge) recent comparable land transactions in downtown Birmingham for which to estimate a land value. Our estimated value per project component is delineated in Section E, and further explained below:
 - \$3,720,000 = \$30,000 per unit per residential unit x 124 units, which is an estimate of the land cost that REDICO believes can support for-sale condos and/or apartments.
 - \$3,290,000 = REDICO's share of the reserved 94 parking spaces in Garage A, which is equal to \$35,000/parking space (See Section E Clark Construction estimate).



- \$1,380,000 = the value with which we can support the proposed 19,850 square feet of total retail space (including \$300,000 for the retail portion of the parking deck/Building A as delineated in Section E.)
- Calculations consistent with p. 4 of the RFP regarding public parking spaces to support the net gain in public parking of 400 spaces.
 - See Executive Summary of the Site Plan under Section C (Concept Plan for the 8-level Parking Structure A). The RFP that REDICO obtained from the City asks for a minimum of 380 spaces (as opposed to the 400 referenced above) in addition to the existing 770 spaces. The Parking Deck//Building A is thus shown as 770 + 380 = 1,150; add the additional parking requirement of the proposed retail and residential (from Buildings B and D) at 116 = the total parking needed at approximately 1,266 spaces. REDICO recognizes that the Clark Construction estimate was originally estimated with 1,209 spaces, so adjustments would need to occur depending on the final programming of units and retail of the project.

We realize that the above responses do not adequately address all the City's questions, and for that reason we wish to withdraw our interest in this RFP request. We anticipate the possibility that there are other respondent developer teams that could be responding in greater detail than what we are able to do at this time.

We do hope, however, that the City of Birmingham keeps REDICO in mind for additional public/private development opportunities in the future.

Sincerely,

Kent Heckaman

Vice President, Development

REDICO

ADDITIONAL INFORMATION

NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT

TIR EQUITIES, LLC BIRMINGHAM. MI

FEBRUARY 7, 2018

TIR EQUITIES TEAM

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- 8. Residential, Retail And Office Space Square Footage & Parking Calculation
- 9. Economic Impact Assessment

LOWEST COST CONSTRUCTION ESTIMATE (DETAILED)

DESCRIPTION	DUDU IO WODY	DDU (ATTE WORK	TOTAL COST	4.066.005.0E
DESCRIPTION TEMPORARY FACILITIES	PUBLIC WORK \$170,000	PRIVATE WORK \$3,006,890	*3,176,890	1,066,235 SF 2.98
QUALITY CONTROL	\$227,500		\$1,000,000	0.94
DEEP FOUNDATIONS	\$4,209,000	\$772,500		9.98
DEMOLITION		\$6,436,400	\$10,645,400	
EARTHWORK	\$13,778,750	\$1,650,000	\$1,650,000	1.55
	\$13,778,750	\$6,426,636	\$20,205,386	18.95
ASPHALT PAVING	\$155,904	\$0	\$155,904	0.15
CONCRETE PAVING	\$332,374	\$0	\$332,374	0.31
SITE SIGNAGE/MONUMENT SIGNAGE	\$30,000	\$90,000	\$120,000	0.11
SITE UTILITIES	\$0	\$617,250	\$617,250	0.58
LANDSCAPE & IRRIGATION	\$225,000	\$305,000	\$530,000	0.50
CONCRETE FOUNDATIONS	\$0	\$2,828,333	\$2,828,333	2.65
CONCRETE SLABS	\$0	\$2,853,612	\$2,853,612	2.68
PARKING SUPERSTRUCTURE	\$18,745,000	\$6,170,867	\$24,915,867	23.37
MASONRY	\$1,040,750	\$12,729,514	\$13,770,264	12.91
STRUCTURAL STEEL	\$0	\$10,540,730	\$10,540,730	9.89
MISC. METALS & STAIRS	\$172,500	\$742,300	\$914,800	0.86
AMPHITHEATRE/BRIDGE	\$2,677,500	\$1,001,240	\$3,678,740	3.45
ROUGH CARPENTRY	\$103,500	\$2,093,673	\$2,197,173	2.06
WATERPROOFING/JOINT SEALANTS	\$3,450,000	\$1,185,619	\$4,635,619	4.35
SPRAY ON FIREPROOFING	\$0	\$228,143	\$228,143	0.21
ROOFING/SIDING	\$0	\$14,664,558	\$14,664,558	13.75
DOORS & HARDWARE	\$0	\$1,490,500	\$1,490,500	1.40
GLAZING ASSEMBLIES/WINDOWS	\$0	\$2,942,800	\$2,942,800	2.76
DRYWALL ASSEMBLIES	\$0	\$8,234,800	\$8,234,800	7.72
HARD TILE	\$0	\$2,448,000	\$2,448,000	2.30
CEILING ASSEMBLIES	\$0	\$3,312,442	\$3,312,442	3.11
FLOOR FINISH	\$0	\$5,892,441	\$5,892,441	5.53
PAINTING/WALLCOVERING	\$989,000	\$3,312,738	\$4,301,738	4.03
TOILET PARTITIONS & ACCESSORIES	\$0	\$550,800	\$550,800	0.52
DIRECTORIES/SIGNAGE/BUILDING DIRECTION	\$106,950	\$205,516	\$312,466	0.29
BUILDING SPECIALTIES	\$57,500	\$87,750	\$145,250	0.14
RESIDENTIAL APPLIANCES	\$0	\$1,342,000	\$1,342,000	1.26
PARKING CONTROL	\$391,000	\$109,000	\$500,000	0.47
BUILDING EQUIPMENT	\$0	\$280,000	\$280,000	0.26
CASEWORK/SOLID SURFACE	\$0	\$5,966,300	\$5,966,300	5.60
WINDOW TREATMENTS	\$0	\$297,000	\$297,000	0.28
ELEVATOR	\$1,316,750	\$8,537,250	\$9,854,000	9.24
PLUMBING	\$632,500	\$5,778,780	\$6,411,280	6.01
FIRE PROTECTION	\$1,265,000	\$2,435,430	\$3,700,430	3.47
HVAC	\$4,341,250	\$10,434,225	\$14,775,475	13.86
ELECTRICAL	\$2,538,000	\$19,229,004	\$21,767,004	20.41
SOUND / VIDEO SECURITY SYSTEMS	\$264,500	\$1,910,810	\$2,175,310	2.04
VOICE & DATA	\$0	\$0	\$0	
SUBTOTAL #1	\$57,220,228	\$159,140,849	\$216,361,077	202.92
CONTINGENCY	\$5,722,023	\$15,914,085	\$21,636,108	20.29
GENERAL CONDITIONS	\$128,539	\$8,440,735	\$8,569,274	8.04
ARCHITECTURAL & ENGINEERING	\$2,288,809	\$6,365,634	\$8,654,443	8.12
WINTER CONDITIONS	\$80,000	\$3,315,005	\$3,395,005	3.18
SUBTOTAL #2	\$65,439,599	\$193,176,308	\$258,615,907	242.55
BUILDING PERMIT	\$947,262	\$2,802,160	\$3,749,422	3.52
GENERAL LIABILITY INSURANCE	\$153,194	\$453,175	\$606,369	0.57
BUILDERS RISK	\$0	\$0	\$0	-
PAYMENT/PERFORMANCE BOND	\$417,633	\$1,235,428	\$1,653,061	1.55
SUBTOTAL #3	\$66,957,688	\$197,667,071	\$264,624,759	248.19
OH&P	\$4,557,650	\$13,466,095	\$18,023,746	16.90
PRELIMINARY TOTAL CONCEPTUAL ESTIMATE	\$71,515,338	\$211,133,166	\$282,648,505	265.09

SOURCES & USES

	Construction Period	Permanent Financing
Sources of Funds:		
TIF Financing	71,515,338	
Construction Financing	168,201,000	
Permanent Financing		170,351,000
Equity Investment	73,114,166	
TOTAL SOURCES OF FUNDS	312,830,504	170,351,000
Uses of Funds:		
Public Asset Construction	71,515,338	
Private Asset Construction	211,133,166	
Tenant Build Outs:		
Retail-Prime	4,048,000	
Retail-Secondary	405,000	
Commercial	1,102,000	
Construction Period Costs:		
Finance Costs	1,650,000	1,650,000
Construction Period Interest	11,000,000	
Construction Period Property Tax	7,632,000	
Construction Period Land Lease	300,000	
Rent Up & Marketing	1,545,000	
Working Capital	2,500,000	
Construction Financing Payoff		168,201,000
Mortgage Reserves		500,000
TOTAL USE OF FUNDS	312,830,504	170,351,000

PUBLIC ELEMENTS COST ESTIMATE

This budget proposal has been based on both historical pricing data of similar developments as well as current market pricing and trends. This budget is based on a conservative approach in that all soil conditions and structural requirements are currently not known and not fully designed. This budget was approached with the assumption that the underground parking component as well as the subsequent high-rise towers will require both deep foundations as well as a detailed earth retention system to protect both the construction as well as surrounding structures and hardscapes.

The public elements of the proposal include the following:

- North Bates Street extension \$167,388
- Bates Park & Bates Plaza \$241,573
- Sidewalks on both sides of the North Bates Street extension -\$356,858
- Bridge connecting Booth Park to the development \$1,610,490
- Serpentine Hardscape Park and Seating area \$1,264,234
- 1,150 parking spaces \$67,874,795

TOTAL PUBLIC ELEMENTS COST: \$71,515,338

Public Assets Financing & Equity Requirement

Utilizing well-established municipal market structures, the City of Birmingham and TIR Equities will efficiently fund the public assets and public parking garage structure through the use of efficient tax-exempt TIF (tax increment financing) financing. This approach will have virtually NO impact on the City's balance sheet directly as the revenue securing the financing will be purely incremental from the new parking revenue, ground lease payment and development real estate taxes.

As a result of this structure, all the public assets being constructed will be the property of City of Birmingham from the start of the project.

Assuming a total public assets project cost of +/- \$72MM, there will be NO equity requirement from the City of Birmingham.

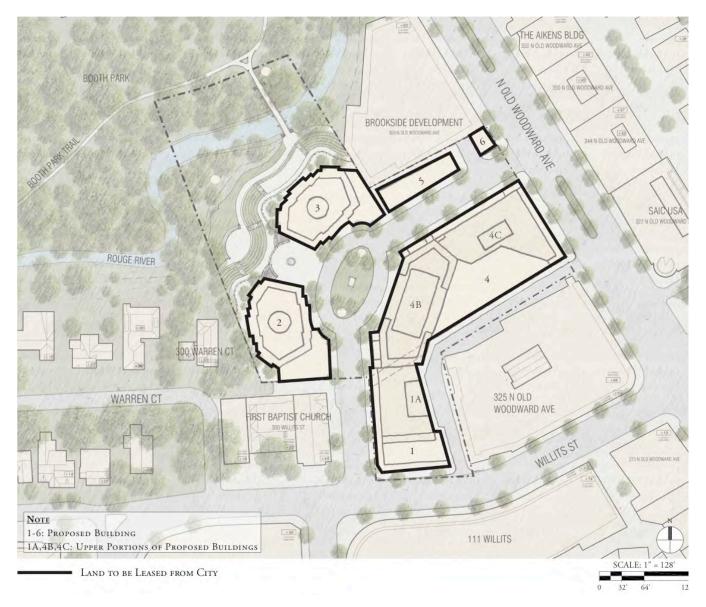
PRIVATE ASSETS FINANCING, EQUITY REQUIREMENT & LETTER OF INTENT

The Developer will be utilizing standard bank consortium construction financing. The term of these loans is typically for the duration of the construction process, plus a "mini-perm" period last between 24-36 months once construction has been completed. It is anticipated that upon completion of construction and stabilization the project would pursue permanent debt.

Assuming a total project cost of +/- \$220MM, the required equity for this structure ranges between \$56MM - \$88MM.

TIR Equities & Oak Lane Partners, as shown in the attached letter of intent, have committed a total of \$100MM for the proposed development.

LEASED LAND BOUNDARY DRAWING



The total site area totals 171,091 square feet.

The leased land area totals 71,914 square feet.

LAND LEASE SUPPORTING ASSUMPTIONS & PAYMENT CALCULATION

These assumptions have been based on historical pricing data of similar redevelopment parcels in the Birmingham market. This approach uses an estimated value of the land based on it being in a readily developable form. The site currently is encumbered with existing improvements that necessitates demolition and rebalancing of the site. These costs have been estimated and credited against the land value. The net value (comparison sales valuation less the demolition and balancing costs) has then been evaluated on a fair lease rate, basing the land on a 20-year payback schedule (1/20 years – 5%). This factor has been used to establish a land lease value. Land lease payments would begin at the conclusion of construction.

LAND VALUATION	Sq. Ft			Acres	
Private Land Area	71,914	sq. ft.		1.65	acres
Market Value	\$ 218.09	per sq. ft.	\$	9,500,000.00	p/acre
Developable Land Value	\$ 15,683,723.60		\$	15,683,723.60	
MITIGATION COSTS	Estimate	Allocation %		Allocation \$	
Demolition	\$ 1,650,000.00	100%	\$	1,650,000.00	
Temporary Facilities	\$ 3,176,890.00	10%	\$	317,689.00	
Earthwork	\$ 20,205,386.00	10%	\$	2,020,538.60	
Contingency	\$ 21,636,108.00	10%	\$	2,163,610.80	
Engineering, Survey, Environmental	\$ 120,000.00	100%	\$	120,000.00	
Total Estimated Mitigation Costs			\$	6,271,838.40	
NET LAND VALUE					
Developable Land Value			\$	15,683,723.60	
Less: Mitigation costs			\$	(6,271,838.40)	
Net Land Value			\$	9,411,885.20	
LEASE VALUE					
Net Land Value			\$	9,411,885.20	
Lease Factor				5.0%	
Annual Lease Payment			\$	470,594.26	

RESIDENTIAL, RETAIL AND OFFICE SPACE SQUARE FOOTAGE & PARKING CALCULATION

Please refer to the guidelines set forth on page 4 of the RFP for calculating required parking spaces. The calculation must include the specific number of proposed residential, retail/office space units proposed in order to differentiate between the required numbers of public parking spaces in relationship to the number of privately held parking spaces.

REQUIRED PARKING	Gross SF	# of Units	RFP Ratio	Req Parking
Residential Units	377,446	321	1.5 per Unit	482
Retail and Restaurant	60,723		1 per 564 GSF	108
Office	22,039		1 per 564 GSF	39
Public Parking				1,150
Total Required Spaces				1,779

PROVIDED PARKING	Prov Parking
On-Street	44
Self-Park	799
Valet Deck	457
Automated	482
Total Provided Spaces	1,782
Surplus/(Deficit) Parking	3

ECONOMIC IMPACT ASSESSMENT

The City has asked for the increase in overall taxable value for the City.

Based on projections, the table below indicates the type and amount of such increases, which do not include the value of the City's 1,150 parking spaces.

TAXABLE VALUE	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Commercial Retail	53,558,767	53,680,873	53,916,070	54,697,966	55,208,213
Residential	162,551,446	165,396,070	168,267,515	171,209,684	174,192,503
Non-City Parking [™]	4,271,357	4,338,806	4,406,828	4,476,591	4,547,251
Increase in Taxable Value	220,381,571	223,415,749	226,590,413	230,384,241	233,947,968

Additional 631 parking spots beyond City-allocated 1,150 spots

In addition to these values, the projections indicate that the City will produce approximately \$7.632 million in new property taxes over the three-year construction period based upon the approximate value of construction in process during that time.

Finally, the following table summarizes the projected income to the City from all project-related sources once operations have begun.

REVENUES	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Property Taxes	4,321,884	5,060,515	5,167,043	5,314,841	5,437,016
Parking Rev	3,535,920	3,641,998	3,751,258	3,863,795	3,979,709
Land Lease	476,000	476,000	476,000	476,000	476,000
Total City Rev	8,333,804	9,178,512	9,394,301	9,654,636	9,892,725

NORTH OLD WOODWARD - BATES STREET RFP - BIRMINGHAM, MICHIGAN				



February 7, 2018

Jana Ecker, Planning Director City of Birmingham 151 Martin Street Birmingham, MI 48012

Dear Mrs. Ecker:

Thank you for your letter of January 29, 2018 requesting clarifications on the three items as you complete your first round of evaluations. We have provided our responses in italics below.

- A detailed description of the area you propose to purchase or lease from the City. Draw the specific boundaries. See attached drawing, which includes total square footage of usable building area, exclusive of parking. A detailed square footage breakdown by building is included in our RFP response.
- The estimated increase in overall taxable value for the City. Per the Economic Impact Study prepared by SB Friedman Development Advisors, and included in the appendix to our proposal (page 9 of the study), the estimated assessed value is \$4.4 million for office; \$1.7 million for retail and \$5.5 million for residential. The study estimates that the total development will generate \$747,000 in total property taxes upon stabilization, including \$227,000 to the City of Birmingham.
- The assumptions that support the proposed purchase price to acquire land totaling \$7,400,000 and lease cost of \$13,300,000. (Including, but not limited to market analysis and appraisals). The comparables used for developing our proposal are listed below and equal the sales price divided by the total proposed project square footage (as opposed to the project footprint only):

298 S. Old Woodward (Mark Mitchell hotel)|\$7,000,000/130,000 sf:
 \$53.84/sf
 35001 Woodward (NWC 15 & Woodward/Hunter House)|\$5,600,000/100,000 sf:
 \$56.00/sf
 34965 Woodward (Peabody's)|\$5,200,000/100,000 sf:
 \$52.00/sf

Purchase Option

Our offering price for land purchase at \$45-\$50 per square foot took this information, as well as a multi-property acquisition, into consideration when arriving at our proposal for land purchase.



Lease Option

Our proposed lease option results in greater revenue to the City of Birmingham and over market rates.

The lease cost of \$13,000,000 represents the present value of land leases over a 100-year term. The total revenue to the City for the lease proposal is as follows (all numbers are rounded):

	Annual Payment	Total Payments	Present Value	SF	SF Rate Using Present Value
Building 2	\$122,000	\$12,200,000	\$3,900,000	42,976	\$91.00
Building 3	-0-	-0-	-0-	22,110	-0-
Building 4	\$153,000	\$15,300,000	\$4,900,000	64,735	\$76.00
Building 5	\$142,000	\$14,200,000	\$4,500,000	50,080	\$90.00
TOTAL	\$417,000	\$41,700,000	\$13,300,000	179,901	

It is assumed that the leased property can be purchased for \$1.00 at the end of the 100-year lease term.

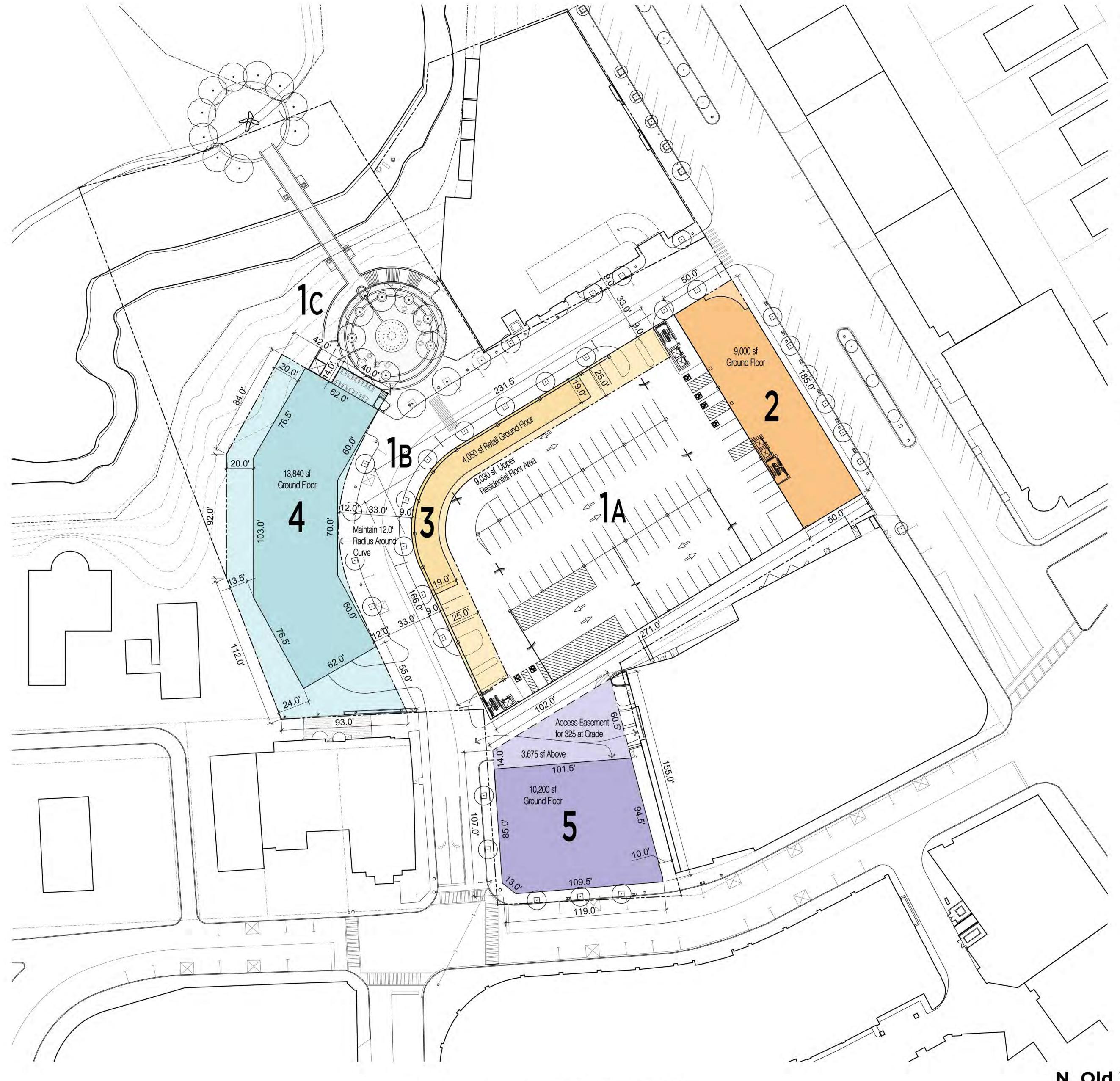
If the City elects the lease option, estimated new revenue to the City in property taxes and lease payments is \$644,000 annually.

Please feel free to contact me if you need additional information or clarification. We are very excited about this transformational project, and look forward to discussing our proposal with the City in the near future.

Sincerely,

Victor Saroki, FAIA

430 N. Old Woodward | Birmingham, Michigan 48009



Proposed Site Plan
Areas to be Purchased / Leased

N. Old Woodward / Bates St. Parking and Site Development

Building/Site Program

Public (City of Birmingham)

Parking Garage

Private Buildings

Bates Street Road Extension

Plaza & Booth Park Connection

5 Story Mixed-Use Building
- Darker Color Denotes Building Footprint
- Lighter Color Denotes Additional Site Area

- Darker Color Denotes Ground Floor Retail

- Lighter Color Denotes 2 Floors Upper Residential

5 Story Mixed-Use Residential Building
- Darker Color Denotes Building Footprint
- Lighter Color Denotes Additional Site Area + Cafe

- Total Usable Area - 64,735 sf (excluding parking)

- Total Usable Area - 50,080 sf (excluding parking)

5 Story Mixed-Use Building
- Darker Color Denotes Building Footprint
- Lighter Color Denotes Additional Floors Above

- Total Usable Area - 42,976 sf

3 Story Mixed-Use Building

- Total Usable Area - 22,110 sf

(Optional)

City of Birmingham
Site Plan
Scale 1" = 30'
February 7, 2018



February 26, 2018

TIR Equities Team 217 Pierce, Unit #209 Birmingham, MI 48009

Attention: Mr. Darakjian

Re: North Old Woodward / Bates Street Parking and Site Development

We are in receipt of your proposal dated January 3, 2018 and your supplemental information submitted on February 7, 2018 regarding the above-captioned project and thank you for both.

On February 9, 2018, the Ad Hoc Parking Development Committee ("AHPDC") met to review all proposals and supplemental information submitted from three development teams in response to the Request for Proposals for the above project. After much discussion, the AHPDC selected your development team to move forward in the process. Thus, you and your team are invited to meet with the AHPDC on **March 9, 2018 at 2:00pm** for a formal interview.

As one of two development teams selected to move forward in the selection process for this important project, the AHPCD has requested that you provide the following information to assist them in the evaluation and selection process by **March 6, 2018**.

1. Please complete the following charts summarizing the proposed public and private parking being provided in your proposal, as well as the parking needs as a result of the private development. Please provide total square footage for all commercial uses and the number of residential units proposed in the chart below.

Required Parking	Units	Amount Proposed	Parking Requirement	Total Required
Retail, Office & Restaurant Use	Sq.ft	82,762	1 space/564 sq.ft.	147
Residential Use	# of Units	321	1.5 spaces/ unit	482
			Total:	629

Proposed Public Parking	Provided Public Parking
Public Parking:	
On Street Spaces	44
Structured Parking Spaces	1,108
Total Public Parking Spaces:	1,152

Proposed Private Parking	Provided Private Parking
Private Parking :	
Building 1	126
Building 2	66
Building 3	70
Building 4	359
Building 5	6
Building 6	2
Total Private Parking Spaces:	629
Total Public & Private Parking Spaces Provided	1,781
Subtract Required Parking for New Development	- 629
Total New Public Parking Spaces:	1,152

	Net Parking Gain/Loss
1,152	Total New Public Parking Spaces Proposed After Development Complete
-770	Subtract Current Public Parking on site
382	Net Gain/Loss:

- 2. In addition to completing the charts above, please provide plans that illustrate and color code all proposed public and private parking spaces, and the allocation of private parking spaces to each proposed building, including all retail liners (if any).
- 3. With new development projects, it is customary for the developer to provide some or all of the required infrastructure necessary to accommodate the new development. Please clarify from your proposal which public elements listed on the chart below that you are willing to provide in conjunction with your proposed development scheme.

Public Elements	Total Cost	City's Share of Cost	Developer's Contribution
Bates Street Extension	\$167,338	\$167,338	\$0
Sidewalk & Streetscape	\$356,858	\$356,858	\$0
Public Parking	\$67,874,795	\$67,874,795	\$0
Public Plaza Features	\$1,505,807	\$0	\$1,505,807
Bridge to Booth Park	\$1,610,490	\$1,610,490	\$0
Total:	\$71,515,338	\$70,009,481	\$1,505,807

4. Please complete the following to clarify your proposed public parking costs.

	Developer's Estimate
Total Public Parking Costs	\$67,874,795
Number of Public Spaces	1,150
Cost Per Space:	\$59,021

- 5. As your development team proposed to split the site development into multiple phases or options, please provide a breakdown of the elements to be included in each phase or option. Please provide your recommendation as to the lowest cost option.
- 6. In order to compare the financial impact of your development to the City with proposals from other developers, please provide the requested information listed in the table below.
 - Line 1. True Cash Value of Private Elements. "True Cash Value" as defined by Michigan Combined Laws (MCL) 211.27 means the fair market value or usual selling price of property. Enter the estimated True Cash Value of the property after completion of all private elements.
 - **Line 2. Assessed Value (50% of True Cash Value).** Multiply your response in Line 1 by 50% (.50). This will be the estimated assessed value (taxable value) of the private elements.
 - **Line 3. City Property Taxes Generated on Private Elements.** Divide your response to Line 2 by \$1,000 and multiply by \$14.50. This will be the estimated city property taxes generated by the private elements.

	Amount
Line 1. True Cash Value of Private Elements (Fair Market Value)	\$370,800,000
Line 2. Assessed Value of Private Elements (Line 1 times 50%)	\$185,400,000
Line 3. City Property Taxes Generated on Private Elements (Line 2 divided by \$1,000 times \$14.50)	\$2,690,000

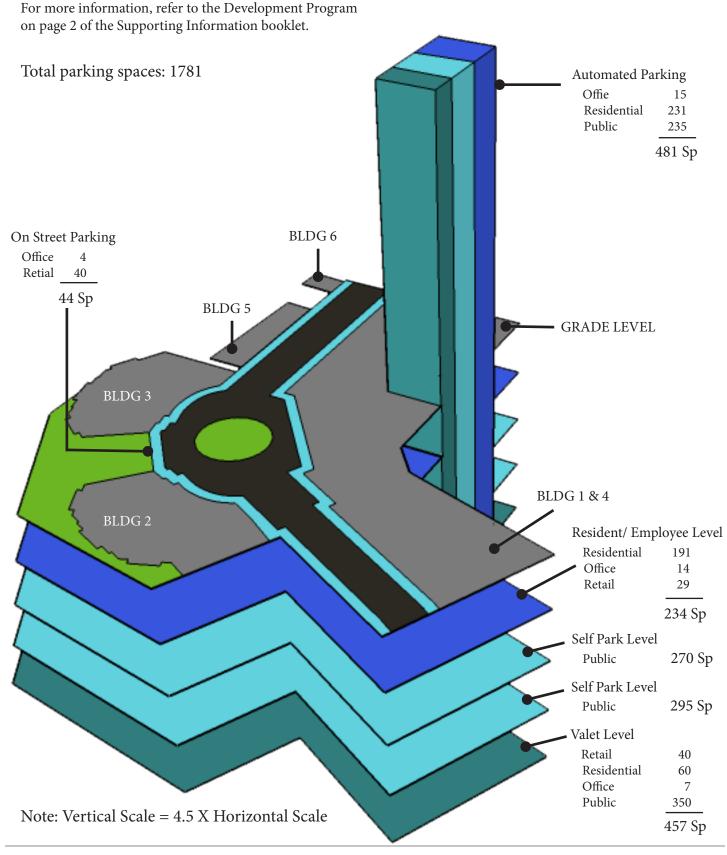
Thank you very much for your continued interest in working with the City of Birmingham on the N. Old Woodward / Bates Street Project. We look forward to receiving your response to the above questions, and meeting with you on March 9, 2018 at 2:00pm to further discuss your development plans and team qualifications.

Sincerely,

Jana L. Ecker

Planning Director City of Birmingham

Parking Diagram



February 26, 2018

Woodward Bates, LLC 430 N. Old Woodward Birmingham, MI 48009

Attention: Mr. Saroki

Re: North Old Woodward / Bates Street Parking and Site Development

We are in receipt of your proposal dated January 3, 2018 and your supplemental information submitted on February 7, 2018 regarding the above-captioned project and thank you for both.

On February 9, 2018, the Ad Hoc Parking Development Committee ("AHPDC") met to review all proposals and supplemental information submitted from three development teams in response to the Request for Proposals for the above project. After much discussion, the AHPDC selected your development team to move forward in the process. Thus, you and your team are invited to meet with the AHPDC on **March 9, 2018 at 2:45pm** for a formal interview.

As one of two development teams selected to move forward in the selection process for this important project, the AHPCD has requested that you provide the following information to assist them in the evaluation and selection process by **March 6, 2018**.

 Please complete the following charts summarizing the proposed public and private parking being provided in your proposal, as well as the parking needs as a result of the private development. Please provide total square footage for all commercial uses and the number of residential units proposed in the chart below.

Required Parking	Units	Amount Proposed	Parking Requirement	Total Required
Retail, Office & Restaurant Use	Sq.ft	66,675	1 space/564 sq.ft.	120
Residential Use	# of Units	58	1.5 spaces/ unit	87
			Total:	207

Optional Residential	# of	18	*1.0 sp/unit	223
Liner Bldg. 3	Units		(18)	

^{*}Providing 1 space/unit for these Studio Apartments because the units are small.

Proposed Public Parking	Provided Public Parking
Public Parking:	
On Street Public Spaces	9
Structured Public Parking Spaces	<i>1276</i>
Total Public Parking Spaces:	1285

Optional Residential Liner Bldg. 3
9
1202
1211

Proposed Private Parking	Provided Private Parking
Private Parking:	
Building 2	64
	To be in Parking Structure
Building 3	7
	To be in Parking Structure
Building 4	70
Building 5	45
	100
Total Private Parking	186
Spaces:	
Total Public & Private	1400
Parking Spaces Provided	
Subtract Required Parking	186
for New Development	
Total New Public Parking	1214
Spaces:	

Optional Residential Liner Bldg. 3				
64				
To be in Parking Structure				
<i>25</i>				
To be in Parking Structure				
70				
45				
204				
1326				
204				
1122				

Net Parking Gain/Loss	
Total New Public Parking Spaces Proposed After Development Complete	1214
Subtract Current Public Parking on site	-770
Net Gain/Loss:	444

Optional Residential Liner Bldg. 3
1122
-770
352

- 2. In addition to completing the charts above, please provide plans that illustrate and color code all proposed public and private parking spaces, and the allocation of private parking spaces to each proposed building, including all retail liners (if any).
- 3. With new development projects, it is customary for the developer to provide some or all of the required infrastructure necessary to accommodate the new development. Please clarify from your proposal which public elements listed on the chart below that you are willing to provide in conjunction with your proposed development scheme.

Developer is providing typical public improvements necessary to accommodate the new development. Cost of the public elements, which are of benefit to the entire community and not necessary for the new development, are to be borne by the City.

Inserted costs are "as proposed" in our response. The bridge to Booth Park is as proposed and not the enhanced alternative.

Public Elements	Total Cost	City's Share of Cost	Developer's Contribution
Bates Street Extension	\$400,000 \$800,000	\$400,000 \$800,000	Tax revenue generated from new development and land lease/purchase.
Sidewalk & Streetscape	\$150,000		\$150,000
Public Parking <i>(Structure)</i>	\$47,200,000	\$47,200,000	Tax revenue generated
Public Plaza Features	\$4,000,000	\$4,000,000	from new development
Bridge to Booth Park	\$1,600,000	\$1,600,000	and land lease/purchase.
Total:	\$54,150,000	\$54,000,000	

4. Please complete the following to clarify your proposed public parking costs.

	Developer's Estimate
Total Public Parking Costs	<i>\$47,200,000</i>
Number of Public Spaces	1276
(Structure)	
Cost Per Space (Blended	\$37,000
above and below grade)	

Above Grade Parking	3 levels Below Grad Parking		
842	434		
\$25,500,000	\$21,700,000		
\$30,285 per Space	\$50,000 per Space		

- 5. In order to compare the financial impact of your development to the City with proposals from other developers, please provide the requested information listed in the table below.
 - **Line 1. True Cash Value of Private Elements.** "True Cash Value" as defined by Michigan Combined Laws (MCL) 211.27 means the fair market value or usual selling price of property. Enter the estimated True Cash Value of the property after completion of all private elements.
 - **Line 2. Assessed Value (50% of True Cash Value).** Multiply your response in Line 1 by 50% (.50). This will be the estimated assessed value (taxable value) of the private elements.
 - **Line 3. City Property Taxes Generated on Private Elements.** Divide your response to Line 2 by \$1,000 and multiply by \$14.50. This will be the estimated city property taxes generated by the private elements.

We have relied on the Economic Impact Assessment completed by SB Friedman, which was included in our RFP response and is more particularly referenced on page 9 of their report, as an independent expert. Friedman indicated that for purposes of estimating new developments, they reach out to the local assessor and use Tax Comparables for the subject and surrounding communities to arrive at assessed value estimates. For this project, Friedman spoke with Oakland County for the most recent, fully assessed projects to arrive at an assessed value per square foot for commercial and per unit for residential.

	Amount
Line 1. True Cash Value of Private Elements	\$28,000,000
(Fair Market Value)	
Line 2. Assessed Value of Private Elements	
(Line 1 times 50%)	\$14,000,000
Line 3. City Property Taxes Generated on	
Private Elements (Line 2 divided by \$1,000	\$203,000
times \$14.50)	

Thank you very much for your continued interest in working with the City of Birmingham on the N. Old Woodward / Bates Street Project. We look forward to receiving your response to the above questions, and meeting with you on March 9, 2018 at 2:45pm to further discuss your development plans and team qualifications.

Sincerely,

Jana L. Ecker

Planning Director City of Birmingham





- 1A Parking Garage (1,276 Parking Spaces)
- 1B Bates Street Road Extension
- 1C Plaza & Booth Park Connection
- 5 Story Mixed-Use Building
- 3 Story Mixed-Use Building
- 5 Story Residential Building
- 5 5 Story Mixed-Use Building

Public Parking

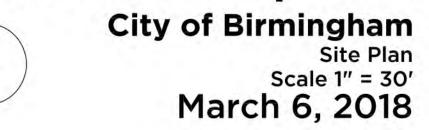
- Parking Garage 1,205 Parking Spaces (1,113 W/ Resid. Liner #3)
- 1B Bates Street Road Extension 9 Parking Spaces on Street

Private Parking

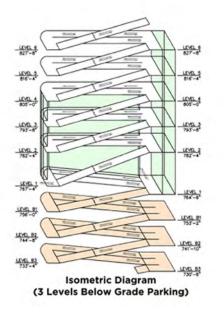
- Parking Garage (Without Resid. Liner)
 71 Parking Spaces
 (64 Sp. Bldg 2 + 7 Sp. Retail Bldg 3)
- Parking Garage (With Resid. Liner)
 89 Parking Spaces
 (64 Sp. Bldg 2 + 25 Sp. Bldg 3)
- 5 Story Residential Building
 70 Parking Spaces
 2 Levels Underground Parking
 (35 Spaces per Floor)
- 5 Story Mixed-Use Building 45 Parking Spaces 2 Levels Parking 1st Level 20 Spaces behind Retail Lower Level 25 Spaces



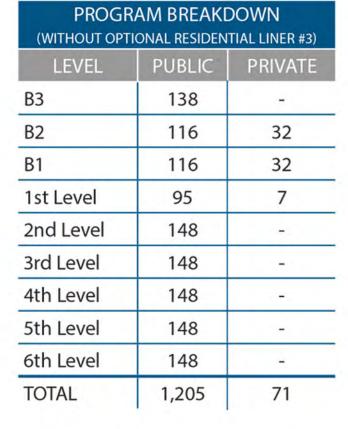
N. Old Woodward / Bates St. Parking and Site Development







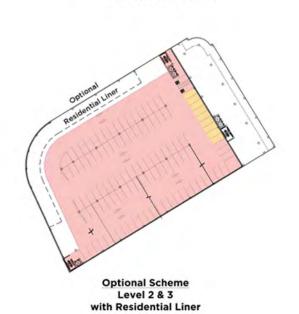




PROGRAM BREAKDOWN (W/ OPTIONAL RESIDENTIAL LINER #3)					
LEVEL	PUBLIC PRIVAT				
B3	138	-			
B2	116	32			
B1	116	32			
1st Level	95	7			
2nd Level	102	9			
3rd Level	102	9			
4th Level	148	-			
5th Level	148	12			
6th Level	148				
TOTAL	1,113	89			











Level 2, 3, 4, 5, & 6 (148 spaces per floor)

Parking Garage #1a
(Public and Private Parking Allocation)

N. Old Woodward / Bates St. Parking and Site Development

N. Old Woodward/Bates Street Project Comparison of Financial Impact

Developer	Lease Details	Estimated Project Value	Estimated Assessed Value	Annual Property Taxes Generated Assuming 14.5000 Mills
TIR Equities LLC	\$470,594 Annually \$9,411,885 Present Value 5% Rate of Return	\$ 370,800,000	\$ 185,400,000	\$ 2,690,000
Woodward Bates Partners LLC	\$417,000 Annually \$13,300,000 Present Value 3% Rate of Return	\$ 28,000,000	\$ 14,000,000	\$ 203,000

N. Old Woodward/Bates Street Project Comparison of Cost and Funding

		Option 1A	<u>TII</u>	R Equities LLC		oodward/Bates Partners LLC
Net Cost Comparison						
Parking Structure Cost	\$	42,482,002	\$	67,874,795	\$	47,200,000
Sale of Land		(11,881,950)				
Present Value of Lease Payments				(9,411,885)		(13,300,000)
Net Cost	\$	30,600,052	\$	58,462,910	\$	33,900,000
Financina Communican						
<u>Financing Comparison</u> Parking Structure Cost	\$	42,482,002	\$	67,874,795	\$	47,200,000
Use of Fund Reserves		(7,000,000)		(7,000,000)		(7,000,000)
Sale of Land		(11,881,950)		-		-
Parking Assessment District		(3,000,000)		(3,000,000)		(3,000,000)
Amount to Bond		20,600,052		57,874,795		37,200,000
20 Year Annual Debt Service @ 4%		1,515,788		4,258,529		2,737,241
Annual Lease Payments	_			(470,594)		(417,000)
Annual Debt Service to be Funded						
by Revenues from System	<u>\$</u>	1,515,788	<u>\$</u>	3,787,935	<u>\$</u>	2,320,241
Revenue Capacity						
Current Revenue Generation	\$	7,900,000	\$	7,900,000	\$	7,900,000
Annual Current Operating Costs (excluding depreciation)		(3,100,000)		(3,100,000)		(3,100,000)
Annual Capital Spending		(1,500,000)		(1,500,000)		(1,500,000)
Additional Annual Parking Revenue		377,000		834,000		446,000
Annual Revenue Available for Debt	\$	3,677,000	\$	4,134,000	\$	3,746,000
Complex of December On the Control of						
Surplus of Revenue Over Operating, Capital, and Debt Service Costs	\$	2,161,212	\$	346,065	\$	1,425,759

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JUNE 12, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

A. OVERVIEW OF AD HOC PARKING DEVELOPMENT COMMITTEE PURPOSE AND GOALS

Paul O'Meara provided a brief overview of the purpose and goals of the committee:

- Review previous Studies and Plans;
- Concentrate on Central Parking and Downtown:
- Review Costs and Finance Alternatives;
- Consider hiring an outside Consultant;
- Goal Provide a Recommendation;

Richard Astrein asked about the financing of previous improvements and if history of these could be provided.

Joe Valentine reiterated the goal of the committee – "Address Parking & Development of the Big Picture".

B. REVIEW OF RELEVANT MATERIALS FROM THE PAST

Paul O'Meara gave a brief overview of relevant past materials including the following:

- 1. Ad Hoc Parking Study Committee (2015)
 - The study attempted to predict growth patterns of the downtown, and what future parking demands will be. It concluded that the north half of the parking district needs 278 additional parking spaces, and the south half of the parking district needs 479 additional parking spaces.
- 2. Birmingham 2016 Master Plan (1996)
 - The Duany Plan featured suggestions for both the Pierce St. and the N. Old Woodward Ave. properties.
- 3. Rouge Trail Master Plan (2006)
 - The trail plan suggests a bridge and trail connection with the downtown utilizing the open parking lot property at the N. Old Woodward Ave. Structure.
- 4. RFQ for Bates St. Development (2006)
 - The City received 6 or 7 responses at the time, but did not act on them, as it was felt that the Shain Park area should be focused on, and it appeared that the economy was starting to decline.

Mr. Nickita asked when most recent parking count study was performed (Oct '14). Stated these numbers should be reviewed carefully and asked to be provided with monthly usage figures.

Discussion took place on the formula used for parking requirements in the Downtown area.

Mr. Astrein suggested that the parking requirement formula may need to be reviewed.

Mr. O'Meara reviewed potential areas for expansion of parking.

- Pierce Parking Structure
 - o Two levels could be added (280 additional spaces)
 - o Expansion Estimate \$9.5 Million (2013)
- N. Old Woodward Parking Structure
 - o Originally built in the 1960's
 - o Expansion (of existing structure) vs. Demolition (reconfigure site)
 - Potential layouts

C. ASSISTANCE FROM OUTSIDE CONSULTANT

Discussion was held on the use of outside consultants.

Mr. O'Meara asked if the Committee would like to go out to bid for this service or if they were comfortable using the previous team used during the Parking Study (LSL Planning/Carl Walker).

Mr. Nickita asked about the outside consultant budget and suggested that the team consist of an Architect and Parking Expert.

Mr. Valentine suggested that the committee define a scope of work for review to assist in determining the consultant's needs.

Some members of the Committee feel an RFP is premature at this point.

ACTION: Draft a "Definition of Scope" for consultant.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JULY 9, 2015 Conference Room 205

151 Martin Street, Birmingham, Michigan

D. ARCHITECTURAL SERVICES - SCOPE OF WORK

At last month's meeting, the Committee asked City Staff to provide a "Draft" Scope of Work for discussion. When finalized, this will become the basis used for creating an RFP to solicit assistance from an outside Consultant.

Mr. O'Meara provided a brief overview of the "Draft" Scope of Work:

- Defined Goals:
- Design Considerations;
- Project Schedule;
- Scope of Services.

Ms. Hoff commented on the timeline/schedule and if enough time was allotted. Mr. O'Meara replied the schedule was tight.

Mr. Kennedy asked if the Pierce Structure Expansion was the only option and commented that putting 10 million dollars into a 40+ year old structure may raise questions. Mr. O'Meara provided additional background and indicated this option was the least expensive and simplest to assist with the parking demand.

Mr. Nickita agreed that this was the quickest option. He asked that the pros & cons in regards to lifespan be reviewed. Mr. O'Meara indicated this was covered in the previous study, which was attached to this committee's first agenda package.

Mr. Lang suggested that the demolition and replacement option for the Pierce St. Structure be considered to be added to the Scope.

Mr. Clein suggested that the Consultant be allowed/encouraged to give a fresh look to this project.

Ms. Hoff asked if we should be looking at the "Big Picture" (i.e. other structures) as well. Mr. O'Meara indicated that the Park St. Structure is the weak link in the system (least valuable). Mr. Clein suggested that maybe Park St. should be looked at.

Ms. Paskiewicz commented due to the lack of mass transit in the area and unknown future transit plans; it is hard to predict parking demand 30 years out. Mr. Valentine indicated that the previous study reviewed the type, location and zoning of properties and their potential growth based on zoning requirements (i.e. if properties were underutilized).

Mr. Valentine commented the next two steps for the Committee are 1) Hiring of a Consultant or Not and 2) Finalization of RFP for the N. Old Woodward Site.

Mr. Nickita suggested that the Consultant Team hired should consist of an Architect and Parking Consultant as well as an Urban Design Professional.

Mr. O'Meara asked if previous materials (i.e. studies, plans, etc...) be provided/available in the RFP. The Committee agreed, but it should be made very clear that the City is looking for something 'New'.

Discussion took place about what the actual requested Deliverable is or should be. Mr. O'Meara asked the Committee for assistance in developing the Deliverable. Suggestions included; Reference to 2016 Plan, Minimize Detail, Massing Study.

Mr. Nickita suggested that it should be indicated in the RFP that the Consultant Team not be excluded from participating with the Future Development Team. Mr. Valentine will discuss this with the City Attorney.

ACTION: Add Pierce St. Structure Rebuild option and timing element to the Scope of Work.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, AUGUST 5, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. ARCHITECTURAL SERVICES - REVIEW OF RFP

General discussion took place on the RFP for Architectural Services. It was agreed that there would be two (2) RFP's (one for each parcel).

Ms. Hoff asked what the City Attorney's position was on whether or not to exclude the team awarded this portion of the project from participating on the future project.

Mr. Valentine indicated that the attorney determined it to be a 'conflict of interest' and provided recommended language to be included in the RFP.

Mr. Clein and Mr. Nickita felt including the proposed language would limit the interest from an already limited group of qualified consultants (i.e. parking and urban planning).

Ms. Hoff and Mr. Kennedy stated they were in favor of including the recommended language.

The Committee agreed to add the recommended language to the RFP with the understanding that if sufficient responses are not received, the Committee could reissue the RFP without this language.

Mr. O'Meara provided the following timetable:

- August 10 Advertise RFP
- August 27 RFP Deadline / provide to Committee
- September 9 Review RFP at Committee Meeting
- September 24 Potential Interviews
- October 12 Present to Commission

Motion by Mr. Nickita

Seconded by Mr. Clein to accept/approve RFP as discussed and submit to Commission for review prior to issuance.

Motion carried, 6-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, OCTOBER 7, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

F. ARCHITECTURAL SERVICES - REVIEW OF PROPOSALS

Mr. O'Meara explained that Mr. Clein would be abstaining due to a conflict of interest. He has been hired by one of the firms that submitted a proposal for another project. He decided not to attend today since he would not be able to take part in the discussion. Mr. Valentine summarized the process to this point:

- The City included conflict of interest language in the original RFP and received no responses.
- In order to allow the City to move forward with the process, the conflict of interest language was removed and a revised RFP was issued to which the City received three (3) responses.

There was some confusion in reference to the parking consultants listed in the RFP's (i.e. similar names - Carl Walker, Inc. and Walker Parking Consultants). Mr. O'Meara provided clarification.

The Committee took a short recess to allow staff to tabulate the scores from the Committee's evaluation of the submitted RFP's.

Based on the Committee's evaluations the RFP's were rated as follows:

- 1) Kahn 90
- 2) Saroki 83
- 3) SNP 68

Mr. Nickita asked what the budget for this project was.

Mr. Valentine indicated that a budget was not set and that a budget amendment would be needed.

It was agreed that SNP did not provide a complete package (did not include all of the requested information, specific team members, timeline, etc.).

The Committee agreed to schedule interviews with the top two (2) rated firms.

G. SCHEDULING OF MEETING FOR INTERVIEWS

After reviewing everyone's schedule, it was agreed to conduct the interviews on October 20, 2015 between 8:00 am and 10:00 am.

City of Birmingham AD HOC PARKING DEVELOPMENT COMMITTEE TUESDAY, OCTOBER 20, 2015 8:00 AM ROOM 205

A. CONSULTANT INTERVIEWS

a. Kahn/Walker

Those present for the presentation and interview included Stephen White, Jeff Gaines, and Alan Cobb from Kahn Associates, as well as Rick Clein from Walker Parking Consultants.

Kahn/Walker presented their credentials, some initial ideas, and the process they employ for all their projects. The committee asked questions.

Mr. O'Meara informed the committee of the process suggesting that all members fill out the evaluation forms and then move on to the next presentation. The committee filled out evaluation/scoring sheets.

b. Saroki/Carl Walker/LSL Planning

Those present for the presentation and interview included Victor Saroki and Jim DiMercurio from Saroki Architects, and Mike Ortlieb and Russ Randall from Carl Walker Parking Consultants.

Saroki/Carl Walker/LSL Planning presented their credentials, some initial ideas, and the process they might employ for this project. The committee asked questions. The committee filled out evaluation/scoring sheets.

B. CONSULTANT RECOMMENDATIONS

A discussion was held regarding the ultimate goal of this committee regarding additional parking versus real estate development.

Ms. Ecker presented the score averages for the two firms. The firms came in nearly a tie with one point difference, when rounded. Kahn's score was 89, while Saroki was 88.

Each member of the committee expressed their preferences. Three members of the committee preferred the Kahn team, based on their large portfolio of projects in many other cities that were similar in context or complexity. The three other members present preferred the Saroki team, largely citing that they are based in Birmingham, use these facilities regularly, and considered their proven ability to be successful in the local market.

A discussion regarding the importance of local knowledge/sensitivity to community concerns vs. design prowess with the importance of ability to get things done.

Mr. Nikita suggested we frame this as a question of local sensitivity vs. national qualifications.

Ms. Hoff asked about the abilities of the parking consultants.

Mr. O'Meara indicated that they were both competent and well established.

Mr. Valentine recommended that the committee be firm in their recommendation to have a strong design firm that the committee can get behind.

Mr. Nikita suggested that the committee utilize the pre-conversation scoring as the decision criteria. Committee members agreed to this as the best option for moving forward.

Motion by Mr. Lang,

The Ad Hoc Parking Development Committee recommends that the City Commission authorize the agreement between the City of Birmingham and Kahn/Walker to assist the committee in their task of studying the redevelopment of the Pierce St. and N. Old Woodward Ave. Parking Structure properties.

Seconded by Mr. Kennedy. Motion carried 6-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, DECEMBER 9, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

H. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. O'Meara provided a brief overview and introduced the Consultant Team

Mr. Saroki indicated the purpose of today's presentation was to provide the Committee with several expansion/development options for both the Pierce St. and N. Old Woodward sites. They included expanding the existing structures, adding development opportunities and redeveloping the sites.

General discussion took place in regards to the proposed heights, retail space along Pierce, Brown and Bates, open space, access to the river and the balance between additional parking and development.

Mr. Saroki asked if any options could be removed from consideration at this time. The Committee agreed that Scheme # 2 could be removed for the Pierce St. site and that all options should remain for the N. Old Woodward site.

Ms. Hoff inquired as to what the next step(s) should be.

Mr. Valentine suggested the Consulting Team provide a matrix to the Committee prior to the next meeting. It should summarize the various schemes for each site to include; number of spaces gained, square footage of potential development, proposed height, costs, etc...

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, JANUARY 13, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. Saroki provided a brief summary of the previous meeting's presentation and discussion.

The Consultant Team presented the refined options (based on the Committee's comments from the previous meeting) for both the Pierce Parking Structure and the N. Old Woodward Parking Structure.

General discussion took place in regards to parking demands and requirements, proposed heights, underground parking, costs, development opportunities, open and public space, retail size and demand, and river access.

Ms. Paskiewicz commented that the open/public space component of the N. Old Woodward site is very important.

Mr. Valentine stated that the Committee/Consultant Team's goal is to strive to reach the required future parking demands (outlined in the RFP) as close as possible.

It was discussed that it would be difficult, due to logistics and costs, for the City to undertake both projects at once and that the options should be scaled down.

Ms. Hoff suggested concentrating their efforts on the N. Old Woodward site. The Committee agreed that replacing the N. Old Woodward structure should be the primary focus.

The Consultant Team was asked to refine the numbers (i.e. costs and parking spaces), further explore the feasibility of the retail component in the parking structure and provide massing models for the next meeting.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, FEBRUARY 24, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. APPROVAL OF MINUTES

Motion by Mr. Nickita

Seconded by Mr. Clein to approve the Minutes of the Regular Meeting of January 13, 2016 as presented

Motion carried, 6-0

F. PRESENTATIOIN FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. O'Meara provided a brief summary of the progress thus far. He also indicated that this was the third and final meeting with the Consultant Team (per the RFP).

Mr. Saroki reviewed the two (2) schemes and summarized the differences between them.

Mr. Nickita asked if an additional floor could be added to the garage in either scheme. Mr. Saroki indicate that is was possible and would add approximately 148 spaces per floor.

General discussion took place on the following topics: ADA Compliance, Rouge River, Pedestrian Bridge, Parking Deck Full List and the Parking Culture in Birmingham.

Mr. Rinschler commented that the costs of all schemes presented were relatively similar.

Mr. Nickita thought the Consultant Team fulfilled the three (3) criteria specified in the RFP. The Committee agreed and congratulated the Team on their efforts.

Mr. Valentine stated that this process is for a long term solution and that the City is currently looking into short term solutions as well (i.e. off-site parking, valet service for the parking structures, etc.).

Mr. Nickita suggested that the City identify the major components that the City would like to see included in a development for this area as opposed to recommending a particular scheme.

Mr. Hoff stated that she was concerned that several members were missing and asked what the next steps should be.

G. COMMITTEE NEXT STEPS

Mr. Valentine suggested scheduling another meeting with only the Committee members to discuss the next steps.

Staff will solicit available dates and times from the Committee members and schedule the next meeting according to the member's availability (goal to get maximum participation).

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, APRIL 27, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

J. COMMITTEE NEXT STEPS

Parking Assessment Sub-Committee will review parking assessment formula and report back to this committee.

Staff will provide the Committee with the previous RFP for the Bates Street Extension for reference, review and discussion.

L. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Rinschler noted that not all members of the committee were in attendance at the end of the last meeting. Since the selection of a preferred design option for the N. Old Woodward Ave. Structure project was not finalized at that time, Mr. Rinschler thought it would be appropriate to have the Committee's preference on the record.

Motion by Mr. Rinschler

Second by Mr. Nickita to move forward with 2A (from Saroki / Carl Walker Team) as the base-line for future discussions.

Motion carried, 7-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., MONDAY, MAY 16, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. BATES STREET RFQ (2006)

- Ms. Ecker provided a brief overview of 2006 RFQ.
- Mr. Lang asked what ever came of the 2006 RFQ.
- Mr. Valentine indicated that the 2006 RFQ was a two (2) step process (RFQ followed by a RFP) and it never continued to the second step.
- Mr. Rinschler stated he likes the two (2) step process and believes the 2006 RFQ is a good starting point.
- Mr. Nickita indicated that he also agrees it is a good starting point. He also stated that 'land control' and 'funding' are very important aspects and that the 'End Game' as well as the City's goals (i.e. parking, open space, extending downtown, etc...) should be clearly defined in the new RFQ (this was not the case in the previous one).
- Ms. Hoff questioned if this is the right committee to develop this RFQ/RFP as the committee's original task was to review the City's parking needs.
- Mr. Valentine stated that he believes it is as the plan(s) evolved from this Committee. Once a draft is developed, it can be distributed to other committees and boards for information and comments.

General discussion took place on project funding.

- Ms. Hoff indicated that she thinks the City should start with Option 2A.
- Ms. Paskiewicz stated that she is concerned that the City is locked down to one idea.
- Mr. Rinschler agreed and believes there are still two (2) paths; 1) expand existing parking structure and 2) Option 2A.

Next Steps:

- Receive comments on the RFQ from the Committee:
- · Revise plans and RFQ based on Committee's comments;
- Bring back to Committee for final review;
- Issue RFQ.

Mr. Schiffman stated that this is an important piece of land in the City and there are a lot of options to look at. He also asked if the Bates Street extension is needed, what does it accomplish and have any studies been done on it.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., THURSDAY, JUNE 16, 2016

Conference Room 205

Martin Street, Birmingham, Michigan

C. DRAFT BATES STREET RFQ - REVIEW

Ms. Ecker gave a brief overview of the draft RFP and explained the differences between the previous RFQ and the current RFP.

Mr. Valentine suggested that the Committee go through the RFP section by section.

Ms. Hoff asked how we derived at 1032 parking spaces. Mr. O'Meara indicated that a review was conducted for the existing buildings/parcels in the district and factored in the potential buildout based on current zoning requirements.

Mr. Clein asked where the 564 square feet number came from, it seems like an odd number. Ms. Ecker explained that it came from the average based on current trends.

Comments from Committee on the Draft RFP:

- Mr. Clein It should be clearly noted that this is public land and ordinances do not apply, however should provide a baseline;
- Mr. Valentine Reduce options to help keep it clear (only show Option 2A);
- Mr. Nickita Need to stress the importance of the 2016 Plan;
- Mr. Nickita/Mr. Clien/Mr. Valentine Clarify what we are asking from the Developer;
- Committee Split the Objectives out of the Introduction;
- Mr. Clien There should be an 'working/initial' assumption section;
- Mr. Nickita Need to clarify components of the project that the City expects to be included and meet;
- Committee Need to clarify objectives/assumptions and highlight parking requirements/needs:
- Committee Reorganize priorities on page 6;
- Mr. Nickita All of the benefits to the City as a whole should be demonstrated;
- Mr. Clein Define what steps are needed to get project approved:

General discussion took place on the Bates Street extension.

Mr. Rinschler asked if the Bates extension was a 'must'. Mr. Nickita provided some background on the extension and why it is a 'must' (i.e. Urban Planning, Walkability, etc...).

General discussion took place on the schedule and process.

Mr. Valentine suggested having a Professional Development Consultant review the final RFP before 'rolling' it out to the public.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., THURSDAY, OCTOBER 7, 2016

Conference Room 205
Martin Street, Birmingham, Michigan

D. DRAFT BATES ST. RFQ - REVIEW

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Ms. Hoff questioned if this is a RFQ or an RFP. Mr. Valentine indicated it could be either, but is more of a RFQ.

Mr. Rinschler believes the current version (more general, not as specific) is what the Committee was looking for.

Mr. Valentine indicated the next step would be to have someone else review it and then bring it back to this committee prior to forwarding it on to the City Commission.

Mr. Nickita asked if the 1,150 parking spaces is a 'desirable' or a 'must'. He feels this should be clearly 'spelled out'. Also, he thinks the 3D renderings should be included and that only one scheme should be included. Mr. Clein and Mr. Rinschler both agreed.

Ms. Paskiewicz thinks the number of existing parking spaces should be referenced as well as the number of additional needed/required spaces. She also believes the primary objective should be expanded to include residential, community and recreation. Mr. Nickita suggested using 'mixed use'. After general discussion, it was decided to add residential/community.

General discussion occurred on how to obtain/hire a professional to provide feedback on the N. Old Woodward / Bates RFQ.

Ms. Taubman asked if this were to go to a vote, how it would be done (as a package or separately). Mr. Valentine indicated there are two (2) issues that will need action; 1) Selling Bonds and, 2) Sale of Property.

F. PROPOSED PROJECT TIMELINE

Mr. Valentine indicated the presented material is more of a process rather than a timeline. He provided a brief overview.

General discussion occurred on whether a charter amendment that would address all potential parking lot land sales in the future, or if it would be preferable to just get approval for the sale of this specific parcel (in which case a charter amendment would not be necessary).

Mr. Rinschler asked what happened to the 'sense of urgency' for this project. Mr. Valentine indicated that additional steps have been taken recently to add additional parking such as roof level valet and temporary lots. Demand is down since last June, and the structures are not filling nearly as often as they were last spring.

NEXT STEPS - RFQ

Revise RFQ based on Committee's comments;

- Have an 'outside' consultant review current RFQ;
- Provide 'outside' consultants comments to Committee for review as well as a timeline:
- Forward RFQ to City Commission.

H. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Blaesing provided a brief overview of a letter from the 1st Baptist Church (dated 10/05/16 addressed to Mr. Valentine) that was presented to the Committee Members.

Mr. Clein agreed that something should be included in the RFQ in regards to being sensitive to the surrounding buildings needs and operations (i.e. 1st Baptist Church, Google, Willits). The Committee agreed.

Ms. Taubman indicated she would be in favor of separating the project; parking structure / buildings.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JANUARY 6, 2017 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. DRAFT BATES ST. RFQ - REVIEW

Mr. Valentine provided a brief overview of where we are at currently and that we had RFP reviewed by an outside consultant. Ms. Ecker gave a brief summary of the consultant's comments.

Discussion took place about including some information about the Brookside Development in the RFP.

Ms. Hoff enquired about 'RFQ' vs. 'RFP & RFQ'. General discussion took place on this subject.

F. PROJECT PROCESS OVERVIEW & TIMELINE

Ms. Hoff asked what the next step is if the City moves forward with the RFQ. Mr. Valentine referred to the timeline spreadsheet. He gave a brief overview and explained the concept and purpose of the chart(s).

General discussion took place on the timeline and process (i.e. election date, sale vs. lease)

Mr. Valentine read Mr. Clein's email comments into the record.

Motion by Mr. Nickita

Seconded by Mr. Astrein to move forward with modifying the RFP per the comments and direction of the Committee and to forward it to the City Commission. Motion passed 5-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 4:00 P.M., WEDNESDAY, JULY 26, 2017 Conference Room 205

151 Martin Street, Birmingham, Michigan

D. REVIEW OF BATES ST. RFQ RESPONSES

Mr. Valentine provided a brief overview of the information provided. He stated that the four (4) submittals are complete. He also clarified that the City asked for concepts to demonstrate the respondents understand of the project.

Mayor Nickita asked if all four (4) applicants appear to be qualified and should be passed along or is there more information needed. He also added that a Request for Qualification (RFQ) is different than a Request for Proposal (RFP) and the intent of the RFQ is to determine which applicants are qualified.

Ms. Hoff asked if all of the applicants who submitted an RFQ were present at the meeting. Three (3) out of the four (4) applicants were present: Redico, Walbridge and Morningside. TIR Equities was not present. Mrs. Ecker stated that all of the applicants were not told they had to attend today's meeting.

Mr. Rinschler and Mr. Clein both felt that all four (4) applicants are qualified and that they all should be invited to submit an RFP.

Motion by Mr. Rinschler

Seconded by Mr. Astrein to move all four (4) RFQ's forward to the RFP process. Motion Passed 7-0.

E. PROJECT PROCESS OVERVIEW & TIMELINE

Mr. Valentine provided a brief overview of the next steps in the RFP process. He explained that the applicants are asked to submit an RFP to this committee for review and comment. Once the committee is satisfied with the RFP's, they are forwarded to the City Commission for action.

Further discussion took place about what was included in the RFQ and what the committee should expect in the RFP. The committee also discussed how to approach drafting the RFP. Mayor Nickita suggested starting with the previous RFQ and refine as necessary.

Mr. Rinschler asked if the committee should invite the applicants to a public meeting for questions. Mr. Clein explained he feels more comfortable sticking with 'nuts and bolts'. Mayor Nickita asked Mrs. Ecker if the committee has enough insight/knowledge to draft an RFP. Mrs. Ecker stated that she agreed with Mr. Clein that the committee should stick to 'nuts and bolts'. She thinks the committee can move forward. Mr. Rinschler concurred.

Mayor Nickita indicated that the RFP needs to be very specific. Discussion was had as to what will be more specific in the RFP as opposed to the RFQ. Mrs. Paskiewicz commented that the committee is working with assumptions that this is what the City wants to do. Mr. Valentine clarified that the concept had been approved in the 2016 Master Plan.

Mayor Nickita asked the three (3) applicants how long it will be until an RFP can be submitted. All three (3) applicants present agreed that ninety (90) days is acceptable.

The committee decided that they would review a draft RFP at the next scheduled meeting.

F. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Douglas Etkin (327 N. Old Woodward) stated that he wanted to bring up three (3) issues for consideration by the committee. First, he was concerned with access to his building as well as parking during the construction of the Bates St. Extension. Second, he brought up the building to the west (0' lot line) and a 20' pass through between buildings. Thirdly, he wanted to define the height of the parking deck.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 4:00 P.M., WEDNESDAY, SEPTEMBER 6, 2017 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. REVIEW OF BATES ST. RFP

Mr. Valentine provided a brief overview of the information provided and stated that the intent was to send the final version of the RFP to the City Commission for approval and issuance.

Ms. Ecker outlined the minor changes made per the Committee's comments from the last meeting.

Ms. Paskiewicz feels that providing public space should be encouraged. Mr. Nickita agreed.

Mr. Nickita questioned the sale vs. lease options (page 12 - E). He is not sure as the RFP is written that it is clear the City is looking for a recommendation from the development teams as to how to structure a deal.

Ms. Paskiewicz suggested adding language about any new parking structure being adaptable to other uses in the future. The Committee agreed.

Ms. Taubman (409 N. Old Woodward) wanted to be put on record that she would like any new building on Willits to be only three stories high. She lives on the fourth floor of the 325 N. Old Woodward building.

The Committee agreed to add language about sensitivity to surrounding buildings.

Ms. Hoff discussed the timeline.

Motion by Mr. Nickita

Seconded by Ms. Paskiewicz to forward the RFP to the City Commission for final approval after minor revisions by staff.

Motion Passed 5-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, FEBRUARY 9, 2018 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. REVIEW OF PROPOSALS

Mr. Valentine provided a brief overview of the current situation. Three development teams submitted packages, as the fourth one made the decision not to submit. Staff put together questions and forwarded them to the three development teams to get clarifications on certain items. Redico attempted to answer the questions, but acknowledged that their answers are likely not adequate, and advised that they have decided to withdraw their submittal from further consideration.

Ms. Ecker summarized the two proposals that are still in consideration for the committee (Woodward Bates Partners, and TIR Equities) and presented illustrations of the proposed plans from each team. Redico's submittal was also briefly summarized.

Ms. Gunter then reviewed in detail the spreadsheet that had been prepared by staff to summarize the important facts contained within each proposal.

Mr. Rincshler raised questions about how the TIR proposal to build 15 stories fits with the zoning requirements for this area. Ms. Ecker explained that because the City owns the land, regular zoning rules do not apply. Given the current zoning of the adjacent properties, a five story maximum would appear consistent with past practice. However, the TIR proposal could move forward if the City Commission wished to move in that direction.

Mr. Rinschler suggested that the TIR proposal should perhaps be disqualified because of the 15 story component.

Mr. Nickita asked for clarification on the parking spaces part of the TIR proposal. Staff responded that even though more information has been submitted, the proposal is still not clear. Mr. Nickita then asked for clarification of what the 592 spaces in the Woodward Bates proposal meant in terms of the required parking.

Mr. Clein asked to clarify that in the Woodward Bates proposal, the City is responsible for the oversight and costs involved in constructing the road, infrastructure, and parking structure.

Staff confirmed, and noted that in the TIR proposal, TIR offered to build the entire project, with the City paying for all public portions of the development.

Mr. Nickita felt that this committee should not disqualify TIR just due to the 15 story part of the proposal. He feels that the City Commission needs to make that decision.

Mr. Lang felt that the public would reject the proposal for 15 stories. Ms. Hoff agreed. She felt that it is not appropriate for TIR to have to do a lot more work to prepare for an interview if the City is not serious about considering their proposal.

Mr. Rinschler noted that both proposals require more input from the City financially than what he was hoping to see. He raised the question about whether we should consider either proposal seriously.

Mr. Clein noted that if TIR hears the discussion, and wants to continue in the process, the Committee should invite them to an interview. He added that asking the City to build all of the public components, as suggested in the Woodward Bates proposal, will be a heavy lift.

Mr. Nickita noted that the City should be clearly gaining something in return for selling property.

Mr. Lang moved to invite both companies back for an interview. Seconded by Mr. Rinschler.

Yeas: Astrein, Clein, Hoff, Lang, Nickita, Paskiewicz, Rinschler

Nays: None Absent: None

After discussion, the Committee agreed that the best time to meet next and conduct interviews would be Friday, March 9 at 2 P.M. Each team should be provided 30 minutes for interview.

In the meantime, Mr. Rinschler asked that staff confirm that the 15 story proposal is legal. Mr. Nickita asked for improved clarity from both proposals regarding the amount of parking being provided, and the amount that both parties are willing to bring to the table financially.

Ms. Hoff opened the meeting to public comment.

Mr. Matthew Shiffman, developer of 369 N. Old Woodward Ave., noted that if it had been clear that the zoning would permit a 15 story proposal, other developers may have well have been interested in participating. He also noted that an easement has been created to the west of his property that must remain open to light and air, and act as public property. His team will watch closely that this element remains in the final design.

Mr. Victor Saroki, Woodward Bates Partners, offered to meet with staff if needed to help give clarity to their proposal. He noted that this development is a major decision, and a 30 minute interview time may not be adequate for a complete discussion.

Ms. Hoff noted that if staff is going to meet with one team, than the same offer needs to be extended to the other team as well.

Mr. Rinschler thought it would help for the Finance Dept. to provide an analysis on how the offer to lease would translate to a net present value.

Mr. David Jacob, an attorney representing neighbor Linda Taubman, noted that his client could not attend today's meeting. He wished to express concerns that his client continues to have with this process potentially taking away the current views, light, and air that her condominium property currently enjoys.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 1:30 P.M., FRIDAY, MARCH 9, 2018 Conference Room 205 151 rtin Street, Birmingham, Michigan

D. N. OLD WOODWARD / BATES STREET PROJECT

Mr. Valentine asked if the parties for the two (2) interviews would exit the boardroom until it was time for their interview. Both parties did leave the room as requested.

Mr. Valentine provided a brief overview of the interview process to include questions, scoring, etc... He also added that no team will be chosen today and the Committee should feel free to ask follow up questions.

Ms. Hoff asked the Committee members to take a couple of minutes to review the interview questions. She also indicated that there are two (2) score sheets – one for each interview and that each interview team would be given 30 minutes to make their presentation and answer questions.

The Committee agreed that Public comments should be held until after both interviews.

Mr. Valentine indicate answers to the Committees previous comments/questions were obtained and included in the packet as well the City creating a matrix which was provided as well.

The TIR Equities Presentation began at 2:00 PM & The Woodward Bates Presentation began at 3:00 PM. Discussion and scoring on each presentation was performed after each presentation. Score were as follows: TIR – 690 & Woodward Bates – 992.

Public Comments:

Phil (Resident on Willits) – Worried about the view, concerned with first proposal, questioned the height and indicated he believes parking will be a net gain.

Clint Ballard (Resident on Greenwood) – see no issue with building height.

Linda Taubman (Resident Google Building) – Thinks first proposal is very exciting, but doesn't think it is possible.

Ms. Hoff indicated that the City received a recent letter from a resident. A copy was provided to all Committee members.

Ms. Hoff asked what the next steps are?

Mr. Gordon suggested having another meeting to review financing. Mr. Nickita agrees.

Mr. Lang would like to see more information on economic impact.

Ms. Hoff asked if we are asking for more information. Mr. Nickita stated that he feels we can expand on the information we have. Mr. Valentine confirmed this.

Committee agreed to conduct an additional meeting to discuss.

Mr. Valentine stated that there are two (2) parts to this process 1) Selection and 2) Recommendation.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JUNE 12, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

A. OVERVIEW OF AD HOC PARKING DEVELOPMENT COMMITTEE PURPOSE AND GOALS

Paul O'Meara provided a brief overview of the purpose and goals of the committee:

- Review previous Studies and Plans;
- Concentrate on Central Parking and Downtown;
- Review Costs and Finance Alternatives;
- Consider hiring an outside Consultant;
- Goal Provide a Recommendation;

Richard Astrein asked about the financing of previous improvements and if history of these could be provided.

Joe Valentine reiterated the goal of the committee – "Address Parking & Development of the Big Picture".

B. REVIEW OF RELEVANT MATERIALS FROM THE PAST

Paul O'Meara gave a brief overview of relevant past materials including the following:

- 1. Ad Hoc Parking Study Committee (2015)
 - The study attempted to predict growth patterns of the downtown, and what future parking demands will be. It concluded that the north half of the parking district needs 278 additional parking spaces, and the south half of the parking district needs 479 additional parking spaces.
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 - The Duany Plan featured suggestions for both the Pierce St. and the N. Old Woodward Ave. properties.
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 - The trail plan suggests a bridge and trail connection with the downtown utilizing the open parking lot property at the N. Old Woodward Ave. Structure.
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 - The City received 6 or 7 responses at the time, but did not act on them, as it was felt that the Shain Park area should be focused on, and it appeared that the economy was starting to decline.

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Discussion took place on the formula used for parking requirements in the Downtown area.

Mr. Astrein suggested that the parking requirement formula may need to be reviewed.

Mr. O'Meara reviewed potential areas for expansion of parking.

- Pierce Parking Structure
 - Two levels could be added (280 additional spaces)
 - o Expansion Estimate \$9.5 Million (2013)
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 - o Originally built in the 1960's
 - o Expansion (of existing structure) vs. Demolition (reconfigure site)
 - Potential layouts

C. ASSISTANCE FROM OUTSIDE CONSULTANT

Discussion was held on the use of outside consultants.

Mr. O'Meara asked if the Committee would like to go out to bid for this service or if they were comfortable using the previous team used during the Parking Study (LSL Planning/Carl Walker).

Mr. Nickita asked about the outside consultant budget and suggested that the team consist of an Architect and Parking Expert.

Mr. Valentine suggested that the committee define a scope of work for review to assist in determining the consultant's needs.

Some members of the Committee feel an RFP is premature at this point.

ACTION: Draft a "Definition of Scope" for consultant.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JULY 9, 2015 Conference Room 205

151 Martin Street, Birmingham, Michigan

D. ARCHITECTURAL SERVICES - SCOPE OF WORK

At last month's meeting, the Committee asked City Staff to provide a "Draft" Scope of Work for discussion. When finalized, this will become the basis used for creating an RFP to solicit assistance from an outside Consultant.

Mr. O'Meara provided a brief overview of the "Draft" Scope of Work:

- Defined Goals:
- Design Considerations;
- Project Schedule;
- Scope of Services.

Ms. Hoff commented on the timeline/schedule and if enough time was allotted. Mr. O'Meara replied the schedule was tight.

Mr. Kennedy asked if the Pierce Structure Expansion was the only option and commented that putting 10 million dollars into a 40+ year old structure may raise questions. Mr. O'Meara provided additional background and indicated this option was the least expensive and simplest to assist with the parking demand.

Mr. Nickita agreed that this was the quickest option. He asked that the pros & cons in regards to lifespan be reviewed. Mr. O'Meara indicated this was covered in the previous study, which was attached to this committee's first agenda package.

Mr. Lang suggested that the demolition and replacement option for the Pierce St. Structure be considered to be added to the Scope.

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Mr. Valentine commented the next two steps for the Committee are 1) Hiring of a Consultant or Not and 2) Finalization of RFP for the N. Old Woodward Site.

Mr. Nickita suggested that the Consultant Team hired should consist of an Architect and Parking Consultant as well as an Urban Design Professional.

Mr. O'Meara asked if previous materials (i.e. studies, plans, etc...) be provided/available in the RFP. The Committee agreed, but it should be made very clear that the City is looking for something 'New'.

Discussion took place about what the actual requested Deliverable is or should be. Mr. O'Meara asked the Committee for assistance in developing the Deliverable. Suggestions included; Reference to 2016 Plan, Minimize Detail, Massing Study.

Mr. Nickita suggested that it should be indicated in the RFP that the Consultant Team not be excluded from participating with the Future Development Team. Mr. Valentine will discuss this with the City Attorney.

ACTION: Add Pierce St. Structure Rebuild option and timing element to the Scope of Work.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, AUGUST 5, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. ARCHITECTURAL SERVICES - REVIEW OF RFP

General discussion took place on the RFP for Architectural Services. It was agreed that there would be two (2) RFP's (one for each parcel).

Ms. Hoff asked what the City Attorney's position was on whether or not to exclude the team awarded this portion of the project from participating on the future project.

Mr. Valentine indicated that the attorney determined it to be a 'conflict of interest' and provided recommended language to be included in the RFP.

Mr. Clein and Mr. Nickita felt including the proposed language would limit the interest from an already limited group of qualified consultants (i.e. parking and urban planning).

Ms. Hoff and Mr. Kennedy stated they were in favor of including the recommended language.

The Committee agreed to add the recommended language to the RFP with the understanding that if sufficient responses are not received, the Committee could reissue the RFP without this language.

Mr. O'Meara provided the following timetable:

- August 10 Advertise RFP
- August 27 RFP Deadline / provide to Committee
- September 9 Review RFP at Committee Meeting
- September 24 Potential Interviews
- October 12 Present to Commission

Motion by Mr. Nickita

Seconded by Mr. Clein to accept/approve RFP as discussed and submit to Commission for review prior to issuance.

Motion carried, 6-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, OCTOBER 7, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

F. ARCHITECTURAL SERVICES - REVIEW OF PROPOSALS

Mr. O'Meara explained that Mr. Clein would be abstaining due to a conflict of interest. He has been hired by one of the firms that submitted a proposal for another project. He decided not to attend today since he would not be able to take part in the discussion. Mr. Valentine summarized the process to this point:

- The City included conflict of interest language in the original RFP and received no responses.
- In order to allow the City to move forward with the process, the conflict of interest language was removed and a revised RFP was issued to which the City received three (3) responses.

There was some confusion in reference to the parking consultants listed in the RFP's (i.e. similar names - Carl Walker, Inc. and Walker Parking Consultants). Mr. O'Meara provided clarification.

The Committee took a short recess to allow staff to tabulate the scores from the Committee's evaluation of the submitted RFP's.

Based on the Committee's evaluations the RFP's were rated as follows:

- 1) Kahn 90
- 2) Saroki 83
- 3) SNP 68

Mr. Nickita asked what the budget for this project was.

Mr. Valentine indicated that a budget was not set and that a budget amendment would be needed.

It was agreed that SNP did not provide a complete package (did not include all of the requested information, specific team members, timeline, etc.).

The Committee agreed to schedule interviews with the top two (2) rated firms.

G. SCHEDULING OF MEETING FOR INTERVIEWS

After reviewing everyone's schedule, it was agreed to conduct the interviews on October 20, 2015 between 8:00 am and 10:00 am.

City of Birmingham AD HOC PARKING DEVELOPMENT COMMITTEE TUESDAY, OCTOBER 20, 2015 8:00 AM ROOM 205

A. CONSULTANT INTERVIEWS

a. Kahn/Walker

Those present for the presentation and interview included Stephen White, Jeff Gaines, and Alan Cobb from Kahn Associates, as well as Rick Clein from Walker Parking Consultants.

Kahn/Walker presented their credentials, some initial ideas, and the process they employ for all their projects. The committee asked questions.

Mr. O'Meara informed the committee of the process suggesting that all members fill out the evaluation forms and then move on to the next presentation. The committee filled out evaluation/scoring sheets.

b. Saroki/Carl Walker/LSL Planning

Those present for the presentation and interview included Victor Saroki and Jim DiMercurio from Saroki Architects, and Mike Ortlieb and Russ Randall from Carl Walker Parking Consultants.

Saroki/Carl Walker/LSL Planning presented their credentials, some initial ideas, and the process they might employ for this project. The committee asked questions. The committee filled out evaluation/scoring sheets.

B. CONSULTANT RECOMMENDATIONS

A discussion was held regarding the ultimate goal of this committee regarding additional parking versus real estate development.

Ms. Ecker presented the score averages for the two firms. The firms came in nearly a tie with one point difference, when rounded. Kahn's score was 89, while Saroki was 88.

Each member of the committee expressed their preferences. Three members of the committee preferred the Kahn team, based on their large portfolio of projects in many other cities that were similar in context or complexity. The three other members present preferred the Saroki team, largely citing that they are based in Birmingham, use these facilities regularly, and considered their proven ability to be successful in the local market.

A discussion regarding the importance of local knowledge/sensitivity to community concerns vs. design prowess with the importance of ability to get things done.

Mr. Nikita suggested we frame this as a question of local sensitivity vs. national qualifications.

Ms. Hoff asked about the abilities of the parking consultants.

Mr. O'Meara indicated that they were both competent and well established.

Mr. Valentine recommended that the committee be firm in their recommendation to have a strong design firm that the committee can get behind.

Mr. Nikita suggested that the committee utilize the pre-conversation scoring as the decision criteria. Committee members agreed to this as the best option for moving forward.

Motion by Mr. Lang,

The Ad Hoc Parking Development Committee recommends that the City Commission authorize the agreement between the City of Birmingham and Kahn/Walker to assist the committee in their task of studying the redevelopment of the Pierce St. and N. Old Woodward Ave. Parking Structure properties.

Seconded by Mr. Kennedy. Motion carried 6-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, DECEMBER 9, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

H. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. O'Meara provided a brief overview and introduced the Consultant Team

Mr. Saroki indicated the purpose of today's presentation was to provide the Committee with several expansion/development options for both the Pierce St. and N. Old Woodward sites. They included expanding the existing structures, adding development opportunities and redeveloping the sites.

General discussion took place in regards to the proposed heights, retail space along Pierce, Brown and Bates, open space, access to the river and the balance between additional parking and development.

Mr. Saroki asked if any options could be removed from consideration at this time. The Committee agreed that Scheme # 2 could be removed for the Pierce St. site and that all options should remain for the N. Old Woodward site.

Ms. Hoff inquired as to what the next step(s) should be.

Mr. Valentine suggested the Consulting Team provide a matrix to the Committee prior to the next meeting. It should summarize the various schemes for each site to include; number of spaces gained, square footage of potential development, proposed height, costs, etc...

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, JANUARY 13, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. Saroki provided a brief summary of the previous meeting's presentation and discussion.

The Consultant Team presented the refined options (based on the Committee's comments from the previous meeting) for both the Pierce Parking Structure and the N. Old Woodward Parking Structure.

General discussion took place in regards to parking demands and requirements, proposed heights, underground parking, costs, development opportunities, open and public space, retail size and demand, and river access.

Ms. Paskiewicz commented that the open/public space component of the N. Old Woodward site is very important.

Mr. Valentine stated that the Committee/Consultant Team's goal is to strive to reach the required future parking demands (outlined in the RFP) as close as possible.

It was discussed that it would be difficult, due to logistics and costs, for the City to undertake both projects at once and that the options should be scaled down.

Ms. Hoff suggested concentrating their efforts on the N. Old Woodward site. The Committee agreed that replacing the N. Old Woodward structure should be the primary focus.

The Consultant Team was asked to refine the numbers (i.e. costs and parking spaces), further explore the feasibility of the retail component in the parking structure and provide massing models for the next meeting.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, FEBRUARY 24, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. APPROVAL OF MINUTES

Motion by Mr. Nickita

Seconded by Mr. Clein to approve the Minutes of the Regular Meeting of January 13, 2016 as presented

Motion carried, 6-0

F. PRESENTATIOIN FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. O'Meara provided a brief summary of the progress thus far. He also indicated that this was the third and final meeting with the Consultant Team (per the RFP).

Mr. Saroki reviewed the two (2) schemes and summarized the differences between them.

Mr. Nickita asked if an additional floor could be added to the garage in either scheme. Mr. Saroki indicate that is was possible and would add approximately 148 spaces per floor.

General discussion took place on the following topics: ADA Compliance, Rouge River, Pedestrian Bridge, Parking Deck Full List and the Parking Culture in Birmingham.

Mr. Rinschler commented that the costs of all schemes presented were relatively similar.

Mr. Nickita thought the Consultant Team fulfilled the three (3) criteria specified in the RFP. The Committee agreed and congratulated the Team on their efforts.

Mr. Valentine stated that this process is for a long term solution and that the City is currently looking into short term solutions as well (i.e. off-site parking, valet service for the parking structures, etc.).

Mr. Nickita suggested that the City identify the major components that the City would like to see included in a development for this area as opposed to recommending a particular scheme.

Mr. Hoff stated that she was concerned that several members were missing and asked what the next steps should be.

G. COMMITTEE NEXT STEPS

Mr. Valentine suggested scheduling another meeting with only the Committee members to discuss the next steps.

Staff will solicit available dates and times from the Committee members and schedule the next meeting according to the member's availability (goal to get maximum participation).

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, APRIL 27, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

J. COMMITTEE NEXT STEPS

Parking Assessment Sub-Committee will review parking assessment formula and report back to this committee.

Staff will provide the Committee with the previous RFP for the Bates Street Extension for reference, review and discussion.

L. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Rinschler noted that not all members of the committee were in attendance at the end of the last meeting. Since the selection of a preferred design option for the N. Old Woodward Ave. Structure project was not finalized at that time, Mr. Rinschler thought it would be appropriate to have the Committee's preference on the record.

Motion by Mr. Rinschler

Second by Mr. Nickita to move forward with 2A (from Saroki / Carl Walker Team) as the base-line for future discussions.

Motion carried, 7-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., MONDAY, MAY 16, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. BATES STREET RFQ (2006)

- Ms. Ecker provided a brief overview of 2006 RFQ.
- Mr. Lang asked what ever came of the 2006 RFQ.
- Mr. Valentine indicated that the 2006 RFQ was a two (2) step process (RFQ followed by a RFP) and it never continued to the second step.
- Mr. Rinschler stated he likes the two (2) step process and believes the 2006 RFQ is a good starting point.
- Mr. Nickita indicated that he also agrees it is a good starting point. He also stated that 'land control' and 'funding' are very important aspects and that the 'End Game' as well as the City's goals (i.e. parking, open space, extending downtown, etc...) should be clearly defined in the new RFQ (this was not the case in the previous one).
- Ms. Hoff questioned if this is the right committee to develop this RFQ/RFP as the committee's original task was to review the City's parking needs.
- Mr. Valentine stated that he believes it is as the plan(s) evolved from this Committee. Once a draft is developed, it can be distributed to other committees and boards for information and comments.

General discussion took place on project funding.

- Ms. Hoff indicated that she thinks the City should start with Option 2A.
- Ms. Paskiewicz stated that she is concerned that the City is locked down to one idea.
- Mr. Rinschler agreed and believes there are still two (2) paths; 1) expand existing parking structure and 2) Option 2A.

Next Steps:

- Receive comments on the RFQ from the Committee:
- Revise plans and RFQ based on Committee's comments;
- Bring back to Committee for final review;
- Issue RFQ.

Mr. Schiffman stated that this is an important piece of land in the City and there are a lot of options to look at. He also asked if the Bates Street extension is needed, what does it accomplish and have any studies been done on it.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., THURSDAY, JUNE 16, 2016

Conference Room 205
151 Martin Street, Birmingham, Michigan

C. DRAFT BATES STREET RFQ - REVIEW

Ms. Ecker gave a brief overview of the draft RFP and explained the differences between the previous RFQ and the current RFP.

Mr. Valentine suggested that the Committee go through the RFP section by section.

Ms. Hoff asked how we derived at 1032 parking spaces. Mr. O'Meara indicated that a review was conducted for the existing buildings/parcels in the district and factored in the potential buildout based on current zoning requirements.

Mr. Clein asked where the 564 square feet number came from, it seems like an odd number. Ms. Ecker explained that it came from the average based on current trends.

Comments from Committee on the Draft RFP:

- Mr. Clein It should be clearly noted that this is public land and ordinances do not apply, however should provide a baseline;
- Mr. Valentine Reduce options to help keep it clear (only show Option 2A);
- Mr. Nickita Need to stress the importance of the 2016 Plan;
- Mr. Nickita/Mr. Clien/Mr. Valentine Clarify what we are asking from the Developer;
- Committee Split the Objectives out of the Introduction;
- Mr. Clien There should be an 'working/initial' assumption section;
- Mr. Nickita Need to clarify components of the project that the City expects to be included and meet;
- Committee Need to clarify objectives/assumptions and highlight parking requirements/needs:
- Committee Reorganize priorities on page 6;
- Mr. Nickita All of the benefits to the City as a whole should be demonstrated;
- Mr. Clein Define what steps are needed to get project approved:

General discussion took place on the Bates Street extension.

Mr. Rinschler asked if the Bates extension was a 'must'. Mr. Nickita provided some background on the extension and why it is a 'must' (i.e. Urban Planning, Walkability, etc...).

General discussion took place on the schedule and process.

Mr. Valentine suggested having a Professional Development Consultant review the final RFP before 'rolling' it out to the public.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., THURSDAY, OCTOBER 7, 2016

Conference Room 205
Martin Street, Birmingham, Michigan

D. DRAFT BATES ST. RFQ - REVIEW

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Ms. Hoff questioned if this is a RFQ or an RFP. Mr. Valentine indicated it could be either, but is more of a RFQ.

Mr. Rinschler believes the current version (more general, not as specific) is what the Committee was looking for.

Mr. Valentine indicated the next step would be to have someone else review it and then bring it back to this committee prior to forwarding it on to the City Commission.

Mr. Nickita asked if the 1,150 parking spaces is a 'desirable' or a 'must'. He feels this should be clearly 'spelled out'. Also, he thinks the 3D renderings should be included and that only one scheme should be included. Mr. Clein and Mr. Rinschler both agreed.

Ms. Paskiewicz thinks the number of existing parking spaces should be referenced as well as the number of additional needed/required spaces. She also believes the primary objective should be expanded to include residential, community and recreation. Mr. Nickita suggested using 'mixed use'. After general discussion, it was decided to add residential/community.

General discussion occurred on how to obtain/hire a professional to provide feedback on the N. Old Woodward / Bates RFQ.

Ms. Taubman asked if this were to go to a vote, how it would be done (as a package or separately). Mr. Valentine indicated there are two (2) issues that will need action; 1) Selling Bonds and, 2) Sale of Property.

F. PROPOSED PROJECT TIMELINE

Mr. Valentine indicated the presented material is more of a process rather than a timeline. He provided a brief overview.

General discussion occurred on whether a charter amendment that would address all potential parking lot land sales in the future, or if it would be preferable to just get approval for the sale of this specific parcel (in which case a charter amendment would not be necessary).

Mr. Rinschler asked what happened to the 'sense of urgency' for this project. Mr. Valentine indicated that additional steps have been taken recently to add additional parking such as roof level valet and temporary lots. Demand is down since last June, and the structures are not filling nearly as often as they were last spring.

NEXT STEPS - RFQ

Revise RFQ based on Committee's comments;

- Have an 'outside' consultant review current RFQ;
- Provide 'outside' consultants comments to Committee for review as well as a timeline:
- Forward RFQ to City Commission.

H. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Blaesing provided a brief overview of a letter from the 1st Baptist Church (dated 10/05/16 addressed to Mr. Valentine) that was presented to the Committee Members.

Mr. Clein agreed that something should be included in the RFQ in regards to being sensitive to the surrounding buildings needs and operations (i.e. 1st Baptist Church, Google, Willits). The Committee agreed.

Ms. Taubman indicated she would be in favor of separating the project; parking structure / buildings.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JUNE 12, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

A. OVERVIEW OF AD HOC PARKING DEVELOPMENT COMMITTEE PURPOSE AND GOALS

Paul O'Meara provided a brief overview of the purpose and goals of the committee:

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- Concentrate on Central Parking and Downtown;
- Review Costs and Finance Alternatives;
- Consider hiring an outside Consultant;
- Goal Provide a Recommendation;

Richard Astrein asked about the financing of previous improvements and if history of these could be provided.

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Mr. Valentine suggested that the committee define a scope of work for review to assist in determining the consultant's needs.

Some members of the Committee feel an RFP is premature at this point.

ACTION: Draft a "Definition of Scope" for consultant.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JULY 9, 2015 Conference Room 205

151 Martin Street, Birmingham, Michigan

D. ARCHITECTURAL SERVICES - SCOPE OF WORK

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- Defined Goals:
- Design Considerations;
- Project Schedule;
- Scope of Services.

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Mr. Kennedy asked if the Pierce Structure Expansion was the only option and commented that putting 10 million dollars into a 40+ year old structure may raise questions. Mr. O'Meara provided additional background and indicated this option was the least expensive and simplest to assist with the parking demand.

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Mr. Nickita suggested that it should be indicated in the RFP that the Consultant Team not be excluded from participating with the Future Development Team. Mr. Valentine will discuss this with the City Attorney.

ACTION: Add Pierce St. Structure Rebuild option and timing element to the Scope of Work.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, AUGUST 5, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. ARCHITECTURAL SERVICES - REVIEW OF RFP

General discussion took place on the RFP for Architectural Services. It was agreed that there would be two (2) RFP's (one for each parcel).

Ms. Hoff asked what the City Attorney's position was on whether or not to exclude the team awarded this portion of the project from participating on the future project.

Mr. Valentine indicated that the attorney determined it to be a 'conflict of interest' and provided recommended language to be included in the RFP.

Mr. Clein and Mr. Nickita felt including the proposed language would limit the interest from an already limited group of qualified consultants (i.e. parking and urban planning).

Ms. Hoff and Mr. Kennedy stated they were in favor of including the recommended language.

The Committee agreed to add the recommended language to the RFP with the understanding that if sufficient responses are not received, the Committee could reissue the RFP without this language.

Mr. O'Meara provided the following timetable:

- August 10 Advertise RFP
- August 27 RFP Deadline / provide to Committee
- September 9 Review RFP at Committee Meeting
- September 24 Potential Interviews
- October 12 Present to Commission

Motion by Mr. Nickita

Seconded by Mr. Clein to accept/approve RFP as discussed and submit to Commission for review prior to issuance.

Motion carried, 6-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, OCTOBER 7, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

F. ARCHITECTURAL SERVICES - REVIEW OF PROPOSALS

Mr. O'Meara explained that Mr. Clein would be abstaining due to a conflict of interest. He has been hired by one of the firms that submitted a proposal for another project. He decided not to attend today since he would not be able to take part in the discussion. Mr. Valentine summarized the process to this point:

- The City included conflict of interest language in the original RFP and received no responses.
- In order to allow the City to move forward with the process, the conflict of interest language was removed and a revised RFP was issued to which the City received three (3) responses.

There was some confusion in reference to the parking consultants listed in the RFP's (i.e. similar names - Carl Walker, Inc. and Walker Parking Consultants). Mr. O'Meara provided clarification.

The Committee took a short recess to allow staff to tabulate the scores from the Committee's evaluation of the submitted RFP's.

Based on the Committee's evaluations the RFP's were rated as follows:

- 1) Kahn 90
- 2) Saroki 83
- 3) SNP 68

Mr. Nickita asked what the budget for this project was.

Mr. Valentine indicated that a budget was not set and that a budget amendment would be needed.

It was agreed that SNP did not provide a complete package (did not include all of the requested information, specific team members, timeline, etc.).

The Committee agreed to schedule interviews with the top two (2) rated firms.

G. SCHEDULING OF MEETING FOR INTERVIEWS

After reviewing everyone's schedule, it was agreed to conduct the interviews on October 20, 2015 between 8:00 am and 10:00 am.

City of Birmingham AD HOC PARKING DEVELOPMENT COMMITTEE TUESDAY, OCTOBER 20, 2015 8:00 AM ROOM 205

A. CONSULTANT INTERVIEWS

a. Kahn/Walker

Those present for the presentation and interview included Stephen White, Jeff Gaines, and Alan Cobb from Kahn Associates, as well as Rick Clein from Walker Parking Consultants.

Kahn/Walker presented their credentials, some initial ideas, and the process they employ for all their projects. The committee asked questions.

Mr. O'Meara informed the committee of the process suggesting that all members fill out the evaluation forms and then move on to the next presentation. The committee filled out evaluation/scoring sheets.

b. Saroki/Carl Walker/LSL Planning

Those present for the presentation and interview included Victor Saroki and Jim DiMercurio from Saroki Architects, and Mike Ortlieb and Russ Randall from Carl Walker Parking Consultants.

Saroki/Carl Walker/LSL Planning presented their credentials, some initial ideas, and the process they might employ for this project. The committee asked questions. The committee filled out evaluation/scoring sheets.

B. CONSULTANT RECOMMENDATIONS

A discussion was held regarding the ultimate goal of this committee regarding additional parking versus real estate development.

Ms. Ecker presented the score averages for the two firms. The firms came in nearly a tie with one point difference, when rounded. Kahn's score was 89, while Saroki was 88.

Each member of the committee expressed their preferences. Three members of the committee preferred the Kahn team, based on their large portfolio of projects in many other cities that were similar in context or complexity. The three other members present preferred the Saroki team, largely citing that they are based in Birmingham, use these facilities regularly, and considered their proven ability to be successful in the local market.

A discussion regarding the importance of local knowledge/sensitivity to community concerns vs. design prowess with the importance of ability to get things done.

Mr. Nikita suggested we frame this as a question of local sensitivity vs. national qualifications.

Ms. Hoff asked about the abilities of the parking consultants.

Mr. O'Meara indicated that they were both competent and well established.

Mr. Valentine recommended that the committee be firm in their recommendation to have a strong design firm that the committee can get behind.

Mr. Nikita suggested that the committee utilize the pre-conversation scoring as the decision criteria. Committee members agreed to this as the best option for moving forward.

Motion by Mr. Lang,

The Ad Hoc Parking Development Committee recommends that the City Commission authorize the agreement between the City of Birmingham and Kahn/Walker to assist the committee in their task of studying the redevelopment of the Pierce St. and N. Old Woodward Ave. Parking Structure properties.

Seconded by Mr. Kennedy. Motion carried 6-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, DECEMBER 9, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

H. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. O'Meara provided a brief overview and introduced the Consultant Team

Mr. Saroki indicated the purpose of today's presentation was to provide the Committee with several expansion/development options for both the Pierce St. and N. Old Woodward sites. They included expanding the existing structures, adding development opportunities and redeveloping the sites.

General discussion took place in regards to the proposed heights, retail space along Pierce, Brown and Bates, open space, access to the river and the balance between additional parking and development.

Mr. Saroki asked if any options could be removed from consideration at this time. The Committee agreed that Scheme # 2 could be removed for the Pierce St. site and that all options should remain for the N. Old Woodward site.

Ms. Hoff inquired as to what the next step(s) should be.

Mr. Valentine suggested the Consulting Team provide a matrix to the Committee prior to the next meeting. It should summarize the various schemes for each site to include; number of spaces gained, square footage of potential development, proposed height, costs, etc...

Exhibit J: AHPSC & AHPDC Minutes

AD-HOC PARKING STUDY COMMITTEE MINUTES AUGUST 6, 2014

Paul O'Meara reviewed the numbers of the parking analysis. Paul noted that when comparing the difference from spaces available between May and June that there were not many changes. Upon further review of the data Paul noted that some numbers could be skewed in the data due to the construction on Park Street. The Park Street Zone had a car to sq.ft. ratio of 1:920 which is especially high. The construction at Park St. is likely forcing cars to park in other places.

Susan Peabody noted that she was worried about the overall validity of the numbers presented in the data ad how the data was collected and if it was reliable. She stated that the numbers are lower than she thought.

Jana Ecker asks if the data is inaccurate or is it that the numbers obtained just aren't matching up with expecations?

Richard Astrein noted that the Surnow building now has a lot more employees than it used to and he questioned if the construction can't be messing up the data as much as reflected. He also stated that offices are holding more employees now.

JC Cataldo noted that we have added more spaces on street parking spaces.

Gill noted that employees that work in the city are parking in the street in prime spaces because the closest parking structures to their workplace are getting filled up.

JC Cataldo noted that folks may be spilling into the Triangle District because of the lack of parking. He also wondered if 175 spaces taken out of the data even affected the numbers much as it doesn't seem like that would skew the data very much.

Jay O'Dell noted that the counts included all public and private spaces. Since private parking is being used less than 60%, this may be skewing the data.

John Heiney noted that private spaces are irrelevant since they are all reserved and should not be counted when looking at the parking situation in Birmingham.

Paul O'Meara and Jana Ecker noted that private parking can be pulled out from the data and the numbers rerun. Going in this direction would help measure the extent of the public parking problem for the consumer.

Jay O'Dell noted that around 10:00 A.M. is when the decks start to fill up. This is the time when more employees working all day in Birmingham have already arrived. After this time the main group of people arriving to Birminghamare shoppers.

JC Cataldo noted that the parking study may be helpful for planning purposes and maybe that our parking standards are too stringent.

Jana Ecker noted that there are other ways to address parking, such as limiting reserved or exclusive parking in private lots

Gill suggested that maybe valet parking should be in the Planning Department instead of the Police because the police don't have as much data.

Richard Astrein noted that there are serious issues with handicap parking.

Jana Ecker asked what we can do to clarify the parking data. We need to think of ways the data can be refined to get a model that can be relied upon.

David Hohendorf asked if we could get the percent change for the second floor uses compared to the first in regards to employees and parking. Consensus was that this information would be very difficult to obtain.

JC Cataldo noted that we should pull the numbers from the parking analysis done in 2000 and take out the private parking numbers from the data and compare it to the recent data, after the private parking numbers have been taken out.

David Hohendorf noted that we should hire part time people to go around and survey the number of employees and mode choice of transportation.

Jana Ecker noted that we need to figure out where to go from here. She continued to say that we should get national trends to consider increases in office capacity assumptions and compare them with Birmingham. She also stated that we need to pull data regarding the number of times the parking decks closed, and within which time periods.

JC Cataldo commented that we should also pull the number of times that the parking decks closed as far back as 2010 to determine if there is an increasing pattern of a public parking shortage.

Richard Astrein noted to find information on what other cities use to benchmark number of public parking spaces needed ex. Royal Oak or Ann Arbor

TRIANGLE DISTRICT BOUNDARIES

Paul O'Meara passed out the map of the current Triangle District boundary. He noted that parking demand is already exceeding supply for some of the buildings on the north side of Maple Rd. He asked the Committee if they would like to consider the properties north of Maple Rd. in the study. After discussing the ramifications, the Committee agreed to this suggestion.

AD HOC PARKING STUDY COMMITTEE MINUTES JANUARY 27, 2015

F. CENTRAL BUSINESS DISTRICT- REVIEW OF PARKING NEEDS PIERCE ST. PARKING STRUCTURE EXPANSION OPTION N. OLD WOODWARD AVE. PARKING STRUCTURE EXPANSION OPTION

Referring to the tables that calculated parking demands, Mr. O'Meara noted that it could be helpful to consider the downtown as it currently operates. Today, the N. Old Woodward Ave. and Park St. Structures tend to serve a lot of the same properties, while the Pierce St. and Peabody St. Structures do the same. The Chester St. Structure, off by itself, tends to work as an overflow for mainly the south side of downtown, but the north side as well (to a smaller extent). He discussed the possible two floor expansion of the Pierce deck. He informed the committee that it will be discussed at the upcoming City Commission Long Range Planning meeting.

Mr. O'Meara noted that the expansion of the structure could be beneficial because many properties in the area are under-developed. The expansion would result in a gain of 280 spaces; currently the garage has 720 spaces. The project is estimated to take approximately a year. Funding for such a project could come from the System's savings account, parking fees, and a special assessment. The public would only need to be consulted if the city defaults on bonds. The parking system would be responsible to pay back bonds and the City's good faith and credit would be used only if the parking system defaults. Adding two floors will cause the Pierce structure to be slightly taller than the Townsend Hotel. Mr. O'Meara then showed possible visuals of what the expansion would look like.

Mr. O'Meara noted that when considering demand, the committee needs to consider the fact that there is currently a two-three year wait for permits in both the Pierce St. and Peabody St. Structures.

Mrs. Malloy-Marcon suggested that permit parkers and valets could also be made to park on the upper levels.

Mr. Cataldo believes that the structure would be aesthetically too imposing. He noted that there is congestion now and worries that adding more spaces will make it worse. He then asked if there were any examples of comparable cities.

Mr. Strader said that Ann Arbor has a parking deficit, but he is not sure how comparable it is to Birmingham. Ann Arbor is attempting to spread parking demand by price differentiation. He also noted that Grand Rapids had similar problems to Birmingham. Both Grand Rapids and Ann Arbor used creative landscaping and retail / commercial spaces to minimize the visual impact of large parking structures.

Mrs. Malloy-Marcon noted that encouraging better distribution can also be done on a level basis. She also said that electronics offer creative solutions to possible policing problems.

.Mr. Astrein stated that City Commission wants one recommendation.

Mr. Cataldo believes that the two floor addition should not be included in the recommendation because it creates far too much intensity.

Mr. O'Dell stated that the traffic plan currently is structured like two structures into one and that leads to confusion on the ground floor which leads to backups. The current use leads to high turnover.

Mr. Strader said that better distribution could be created by encouraging use of the Brown Street entrance. He explained that this could be accomplished by adding a third lane at Brown or having personnel.

Mr. Cataldo stated that he could not support the recommendation as one because of his concerns regarding the Pierce Street structure.

Mr. Hohendorf wondered why the structure would cost so much given that the City of Rochester is building a new garage for twelve million dollars that will have more spaces than the Pierce Street structure is adding for nine million.

Mr. O'Meara replied that the Pierce Street structure would be more expensive because it requires retrofitting, which has more challenges than a new structure. He informed the committee that if the addition does not happen, another site may need to be acquired to meet the demand.

Mr. Astrein told the committee that the total deficit for south side of Downtown is four hundred sixty-seven in the long term, but there is none today. He then reminded the committee that it was their job to recommend an option, not to make a final decision. That's the City Commission's job.

Mr. O'Meara stated that the N Old Woodward structure is in better shape than the Park Street structure.

Mrs. Ecker stated that the City Commission will be reminded to plan for the future and for continued vibrancy. She said that they will be reminded of the possible effect of new development and that it is important for the committee to correctly package their recommendation and identify their concerns. She then summarized that everyone agrees there are concerns and something needs to be done and constructed.

Mr. Heiney said that the city envisions selling the N. Old Woodward surface parking lot property that's already used for parking.

Mrs. Ecker said the city cannot currently sell the N. Old Woodward lot and that it will be proposed to change the charter language with a future ballot question to enable them to do so.

Mr. Cataldo suggested that this committee's recommendation should make N. Old Woodward the focus, not Pierce, because the distribution of parking there is not as great as it will be for the Palladium. Mr. Cataldo suggested that the demand for the N. Old Woodward structure will be greater when the Palladium opens than it is now. He also stated that streetscape and design can make N Old Woodward more desirable.

When asked, Mr. O'Meara stated that the life expectancy of N. Old Woodward is forty years. He also reminded the committee to consider why they want to make N. Old Woodward when the study has just determined that the greatest parking need now and in the future will be on the south side of the downtown.

Several members asked if adding the term secondary would be contradictory, result in less consideration or subjugate it. It was decided that such language would not do such.

Motion by JC Cataldo, Seconded by Susan Peabody, to

Accept the report of the Ad Hoc Parking Study Committee estimating that a long term deficit of 278 parking spaces is expected in the long term for the north portion of the Central Business District. Further, to direct staff to conduct further planning studies for the N. Old Woodward Avenue Parking Structure and Lot that will maximize the creation of parking spaces while adhering to the original concepts presented in the Downton Birmingham 2016 Plan further planning studies.

And, as a secondary priority, to accept the report of the Ad Hoc Parking Study Committee estimating that a long term deficit of 427 parking spaces is expected in the long term for the south portion of the Central Business District. Further, to endorse the expansion of the Pierce Street Parking Structure by two levels, thereby creating an additional 280 public parking spaces in the Parking System. Motion passed 4-0.

AD HOC PARKING STUDY COMMITTEE MINUTES FEBRUARY 24, 2015

G. MISCELLANEOUS INFORMATION

The presentation on the Development of Public Parking: Planning for Future Public Parking Needs will be presented at the City Commission meeting on Monday March 16 next meeting is scheduled for Tuesday, February 24 at 7:30 p.m.

AHPDC Minutes

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JUNE 12, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

A. OVERVIEW OF AD HOC PARKING DEVELOPMENT COMMITTEE PURPOSE AND GOALS

Paul O'Meara provided a brief overview of the purpose and goals of the committee:

- Review previous Studies and Plans;
- Concentrate on Central Parking and Downtown:
- Review Costs and Finance Alternatives;
- Consider hiring an outside Consultant;
- Goal Provide a Recommendation;

Richard Astrein asked about the financing of previous improvements and if history of these could be provided.

Joe Valentine reiterated the goal of the committee – "Address Parking & Development of the Big Picture".

B. REVIEW OF RELEVANT MATERIALS FROM THE PAST

Paul O'Meara gave a brief overview of relevant past materials including the following:

- 1. Ad Hoc Parking Study Committee (2015)
 - The study attempted to predict growth patterns of the downtown, and what future parking demands will be. It concluded that the north half of the parking district needs 278 additional parking spaces, and the south half of the parking district needs 479 additional parking spaces.
- 2. Birmingham 2016 Master Plan (1996)
 - The Duany Plan featured suggestions for both the Pierce St. and the N. Old Woodward Ave. properties.
- 3. Rouge Trail Master Plan (2006)
 - The trail plan suggests a bridge and trail connection with the downtown utilizing the open parking lot property at the N. Old Woodward Ave. Structure.
- 4. RFQ for Bates St. Development (2006)
 - The City received 6 or 7 responses at the time, but did not act on them, as it was felt that the Shain Park area should be focused on, and it appeared that the economy was starting to decline.

Mr. Nickita asked when most recent parking count study was performed (Oct '14). Stated these numbers should be reviewed carefully and asked to be provided with monthly usage figures.

Discussion took place on the formula used for parking requirements in the Downtown area.

Mr. Astrein suggested that the parking requirement formula may need to be reviewed.

Mr. O'Meara reviewed potential areas for expansion of parking.

- Pierce Parking Structure
 - Two levels could be added (280 additional spaces)
 - o Expansion Estimate \$9.5 Million (2013)
- N. Old Woodward Parking Structure
 - o Originally built in the 1960's
 - o Expansion (of existing structure) vs. Demolition (reconfigure site)
 - Potential layouts

C. ASSISTANCE FROM OUTSIDE CONSULTANT

Discussion was held on the use of outside consultants.

Mr. O'Meara asked if the Committee would like to go out to bid for this service or if they were comfortable using the previous team used during the Parking Study (LSL Planning/Carl Walker).

Mr. Nickita asked about the outside consultant budget and suggested that the team consist of an Architect and Parking Expert.

Mr. Valentine suggested that the committee define a scope of work for review to assist in determining the consultant's needs.

Some members of the Committee feel an RFP is premature at this point.

ACTION: Draft a "Definition of Scope" for consultant.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JULY 9, 2015 Conference Room 205

151 Martin Street, Birmingham, Michigan

D. ARCHITECTURAL SERVICES - SCOPE OF WORK

At last month's meeting, the Committee asked City Staff to provide a "Draft" Scope of Work for discussion. When finalized, this will become the basis used for creating an RFP to solicit assistance from an outside Consultant.

Mr. O'Meara provided a brief overview of the "Draft" Scope of Work:

- Defined Goals:
- Design Considerations;
- Project Schedule;
- Scope of Services.

Ms. Hoff commented on the timeline/schedule and if enough time was allotted. Mr. O'Meara replied the schedule was tight.

Mr. Kennedy asked if the Pierce Structure Expansion was the only option and commented that putting 10 million dollars into a 40+ year old structure may raise questions. Mr. O'Meara provided additional background and indicated this option was the least expensive and simplest to assist with the parking demand.

Mr. Nickita agreed that this was the quickest option. He asked that the pros & cons in regards to lifespan be reviewed. Mr. O'Meara indicated this was covered in the previous study, which was attached to this committee's first agenda package.

Mr. Lang suggested that the demolition and replacement option for the Pierce St. Structure be considered to be added to the Scope.

Mr. Clein suggested that the Consultant be allowed/encouraged to give a fresh look to this project.

Ms. Hoff asked if we should be looking at the "Big Picture" (i.e. other structures) as well. Mr. O'Meara indicated that the Park St. Structure is the weak link in the system (least valuable). Mr. Clein suggested that maybe Park St. should be looked at.

Ms. Paskiewicz commented due to the lack of mass transit in the area and unknown future transit plans; it is hard to predict parking demand 30 years out. Mr. Valentine indicated that the previous study reviewed the type, location and zoning of properties and their potential growth based on zoning requirements (i.e. if properties were underutilized).

Mr. Valentine commented the next two steps for the Committee are 1) Hiring of a Consultant or Not and 2) Finalization of RFP for the N. Old Woodward Site.

Mr. Nickita suggested that the Consultant Team hired should consist of an Architect and Parking Consultant as well as an Urban Design Professional.

Mr. O'Meara asked if previous materials (i.e. studies, plans, etc...) be provided/available in the RFP. The Committee agreed, but it should be made very clear that the City is looking for something 'New'.

Discussion took place about what the actual requested Deliverable is or should be. Mr. O'Meara asked the Committee for assistance in developing the Deliverable. Suggestions included; Reference to 2016 Plan, Minimize Detail, Massing Study.

Mr. Nickita suggested that it should be indicated in the RFP that the Consultant Team not be excluded from participating with the Future Development Team. Mr. Valentine will discuss this with the City Attorney.

ACTION: Add Pierce St. Structure Rebuild option and timing element to the Scope of Work.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, AUGUST 5, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. ARCHITECTURAL SERVICES - REVIEW OF RFP

General discussion took place on the RFP for Architectural Services. It was agreed that there would be two (2) RFP's (one for each parcel).

Ms. Hoff asked what the City Attorney's position was on whether or not to exclude the team awarded this portion of the project from participating on the future project.

Mr. Valentine indicated that the attorney determined it to be a 'conflict of interest' and provided recommended language to be included in the RFP.

Mr. Clein and Mr. Nickita felt including the proposed language would limit the interest from an already limited group of qualified consultants (i.e. parking and urban planning).

Ms. Hoff and Mr. Kennedy stated they were in favor of including the recommended language.

The Committee agreed to add the recommended language to the RFP with the understanding that if sufficient responses are not received, the Committee could reissue the RFP without this language.

Mr. O'Meara provided the following timetable:

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- October 12 Present to Commission

Motion by Mr. Nickita

Seconded by Mr. Clein to accept/approve RFP as discussed and submit to Commission for review prior to issuance.

Motion carried, 6-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, OCTOBER 7, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

F. ARCHITECTURAL SERVICES - REVIEW OF PROPOSALS

Mr. O'Meara explained that Mr. Clein would be abstaining due to a conflict of interest. He has been hired by one of the firms that submitted a proposal for another project. He decided not to attend today since he would not be able to take part in the discussion. Mr. Valentine summarized the process to this point:

- The City included conflict of interest language in the original RFP and received no responses.
- In order to allow the City to move forward with the process, the conflict of interest language was removed and a revised RFP was issued to which the City received three (3) responses.

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- 2) Saroki 83
- 3) SNP 68

Mr. Nickita asked what the budget for this project was.

Mr. Valentine indicated that a budget was not set and that a budget amendment would be needed.

It was agreed that SNP did not provide a complete package (did not include all of the requested information, specific team members, timeline, etc.).

The Committee agreed to schedule interviews with the top two (2) rated firms.

G. SCHEDULING OF MEETING FOR INTERVIEWS

After reviewing everyone's schedule, it was agreed to conduct the interviews on October 20, 2015 between 8:00 am and 10:00 am.

City of Birmingham AD HOC PARKING DEVELOPMENT COMMITTEE TUESDAY, OCTOBER 20, 2015 8:00 AM ROOM 205

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Kahn/Walker presented their credentials, some initial ideas, and the process they employ for all their projects. The committee asked questions.

Mr. O'Meara informed the committee of the process suggesting that all members fill out the evaluation forms and then move on to the next presentation. The committee filled out evaluation/scoring sheets.

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A discussion regarding the importance of local knowledge/sensitivity to community concerns vs. design prowess with the importance of ability to get things done.

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Motion by Mr. Lang,

The Ad Hoc Parking Development Committee recommends that the City Commission authorize the agreement between the City of Birmingham and Kahn/Walker to assist the committee in their task of studying the redevelopment of the Pierce St. and N. Old Woodward Ave. Parking Structure properties.

Seconded by Mr. Kennedy. Motion carried 6-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, DECEMBER 9, 2015 Conference Room 205 151 Martin Street, Birmingham, Michigan

H. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

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Mr. Saroki asked if any options could be removed from consideration at this time. The Committee agreed that Scheme # 2 could be removed for the Pierce St. site and that all options should remain for the N. Old Woodward site.

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Mr. Valentine suggested the Consulting Team provide a matrix to the Committee prior to the next meeting. It should summarize the various schemes for each site to include; number of spaces gained, square footage of potential development, proposed height, costs, etc...

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, JANUARY 13, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. PRESENTATION FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. Saroki provided a brief summary of the previous meeting's presentation and discussion.

The Consultant Team presented the refined options (based on the Committee's comments from the previous meeting) for both the Pierce Parking Structure and the N. Old Woodward Parking Structure.

General discussion took place in regards to parking demands and requirements, proposed heights, underground parking, costs, development opportunities, open and public space, retail size and demand, and river access.

Ms. Paskiewicz commented that the open/public space component of the N. Old Woodward site is very important.

Mr. Valentine stated that the Committee/Consultant Team's goal is to strive to reach the required future parking demands (outlined in the RFP) as close as possible.

It was discussed that it would be difficult, due to logistics and costs, for the City to undertake both projects at once and that the options should be scaled down.

Ms. Hoff suggested concentrating their efforts on the N. Old Woodward site. The Committee agreed that replacing the N. Old Woodward structure should be the primary focus.

The Consultant Team was asked to refine the numbers (i.e. costs and parking spaces), further explore the feasibility of the retail component in the parking structure and provide massing models for the next meeting.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, FEBRUARY 24, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. APPROVAL OF MINUTES

Motion by Mr. Nickita

Seconded by Mr. Clein to approve the Minutes of the Regular Meeting of January 13, 2016 as presented

Motion carried, 6-0

F. PRESENTATIOIN FROM SAROKI / CARL WALKER TEAM DISCUSSION

Mr. O'Meara provided a brief summary of the progress thus far. He also indicated that this was the third and final meeting with the Consultant Team (per the RFP).

Mr. Saroki reviewed the two (2) schemes and summarized the differences between them.

Mr. Nickita asked if an additional floor could be added to the garage in either scheme. Mr. Saroki indicate that is was possible and would add approximately 148 spaces per floor.

General discussion took place on the following topics: ADA Compliance, Rouge River, Pedestrian Bridge, Parking Deck Full List and the Parking Culture in Birmingham.

Mr. Rinschler commented that the costs of all schemes presented were relatively similar.

Mr. Nickita thought the Consultant Team fulfilled the three (3) criteria specified in the RFP. The Committee agreed and congratulated the Team on their efforts.

Mr. Valentine stated that this process is for a long term solution and that the City is currently looking into short term solutions as well (i.e. off-site parking, valet service for the parking structures, etc.).

Mr. Nickita suggested that the City identify the major components that the City would like to see included in a development for this area as opposed to recommending a particular scheme.

Mr. Hoff stated that she was concerned that several members were missing and asked what the next steps should be.

G. COMMITTEE NEXT STEPS

Mr. Valentine suggested scheduling another meeting with only the Committee members to discuss the next steps.

Staff will solicit available dates and times from the Committee members and schedule the next meeting according to the member's availability (goal to get maximum participation).

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., WEDNESDAY, APRIL 27, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

J. COMMITTEE NEXT STEPS

Parking Assessment Sub-Committee will review parking assessment formula and report back to this committee.

Staff will provide the Committee with the previous RFP for the Bates Street Extension for reference, review and discussion.

L. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Rinschler noted that not all members of the committee were in attendance at the end of the last meeting. Since the selection of a preferred design option for the N. Old Woodward Ave. Structure project was not finalized at that time, Mr. Rinschler thought it would be appropriate to have the Committee's preference on the record.

Motion by Mr. Rinschler

Second by Mr. Nickita to move forward with 2A (from Saroki / Carl Walker Team) as the base-line for future discussions.

Motion carried, 7-0

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., MONDAY, MAY 16, 2016 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. BATES STREET RFQ (2006)

- Ms. Ecker provided a brief overview of 2006 RFQ.
- Mr. Lang asked what ever came of the 2006 RFQ.
- Mr. Valentine indicated that the 2006 RFQ was a two (2) step process (RFQ followed by a RFP) and it never continued to the second step.
- Mr. Rinschler stated he likes the two (2) step process and believes the 2006 RFQ is a good starting point.
- Mr. Nickita indicated that he also agrees it is a good starting point. He also stated that 'land control' and 'funding' are very important aspects and that the 'End Game' as well as the City's goals (i.e. parking, open space, extending downtown, etc...) should be clearly defined in the new RFQ (this was not the case in the previous one).
- Ms. Hoff questioned if this is the right committee to develop this RFQ/RFP as the committee's original task was to review the City's parking needs.
- Mr. Valentine stated that he believes it is as the plan(s) evolved from this Committee. Once a draft is developed, it can be distributed to other committees and boards for information and comments.

General discussion took place on project funding.

- Ms. Hoff indicated that she thinks the City should start with Option 2A.
- Ms. Paskiewicz stated that she is concerned that the City is locked down to one idea.
- Mr. Rinschler agreed and believes there are still two (2) paths; 1) expand existing parking structure and 2) Option 2A.

Next Steps:

- Receive comments on the RFQ from the Committee:
- Revise plans and RFQ based on Committee's comments;
- Bring back to Committee for final review;
- Issue RFQ.

Mr. Schiffman stated that this is an important piece of land in the City and there are a lot of options to look at. He also asked if the Bates Street extension is needed, what does it accomplish and have any studies been done on it.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., THURSDAY, JUNE 16, 2016

Conference Room 205

Martin Street, Birmingham, Michigan

C. DRAFT BATES STREET RFQ - REVIEW

Ms. Ecker gave a brief overview of the draft RFP and explained the differences between the previous RFQ and the current RFP.

Mr. Valentine suggested that the Committee go through the RFP section by section.

Ms. Hoff asked how we derived at 1032 parking spaces. Mr. O'Meara indicated that a review was conducted for the existing buildings/parcels in the district and factored in the potential buildout based on current zoning requirements.

Mr. Clein asked where the 564 square feet number came from, it seems like an odd number. Ms. Ecker explained that it came from the average based on current trends.

Comments from Committee on the Draft RFP:

- Mr. Clein It should be clearly noted that this is public land and ordinances do not apply, however should provide a baseline;
- Mr. Valentine Reduce options to help keep it clear (only show Option 2A);
- Mr. Nickita Need to stress the importance of the 2016 Plan;
- Mr. Nickita/Mr. Clien/Mr. Valentine Clarify what we are asking from the Developer;
- Committee Split the Objectives out of the Introduction;
- Mr. Clien There should be an 'working/initial' assumption section;
- Mr. Nickita Need to clarify components of the project that the City expects to be included and meet;
- Committee Need to clarify objectives/assumptions and highlight parking requirements/needs:
- Committee Reorganize priorities on page 6;
- Mr. Nickita All of the benefits to the City as a whole should be demonstrated;
- Mr. Clein Define what steps are needed to get project approved:

General discussion took place on the Bates Street extension.

Mr. Rinschler asked if the Bates extension was a 'must'. Mr. Nickita provided some background on the extension and why it is a 'must' (i.e. Urban Planning, Walkability, etc...).

General discussion took place on the schedule and process.

Mr. Valentine suggested having a Professional Development Consultant review the final RFP before 'rolling' it out to the public.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., THURSDAY, OCTOBER 7, 2016

Conference Room 205
Martin Street, Birmingham, Michigan

D. DRAFT BATES ST. RFQ - REVIEW

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Ms. Hoff questioned if this is a RFQ or an RFP. Mr. Valentine indicated it could be either, but is more of a RFQ.

Mr. Rinschler believes the current version (more general, not as specific) is what the Committee was looking for.

Mr. Valentine indicated the next step would be to have someone else review it and then bring it back to this committee prior to forwarding it on to the City Commission.

Mr. Nickita asked if the 1,150 parking spaces is a 'desirable' or a 'must'. He feels this should be clearly 'spelled out'. Also, he thinks the 3D renderings should be included and that only one scheme should be included. Mr. Clein and Mr. Rinschler both agreed.

Ms. Paskiewicz thinks the number of existing parking spaces should be referenced as well as the number of additional needed/required spaces. She also believes the primary objective should be expanded to include residential, community and recreation. Mr. Nickita suggested using 'mixed use'. After general discussion, it was decided to add residential/community.

General discussion occurred on how to obtain/hire a professional to provide feedback on the N. Old Woodward / Bates RFQ.

Ms. Taubman asked if this were to go to a vote, how it would be done (as a package or separately). Mr. Valentine indicated there are two (2) issues that will need action; 1) Selling Bonds and, 2) Sale of Property.

F. PROPOSED PROJECT TIMELINE

Mr. Valentine indicated the presented material is more of a process rather than a timeline. He provided a brief overview.

General discussion occurred on whether a charter amendment that would address all potential parking lot land sales in the future, or if it would be preferable to just get approval for the sale of this specific parcel (in which case a charter amendment would not be necessary).

Mr. Rinschler asked what happened to the 'sense of urgency' for this project. Mr. Valentine indicated that additional steps have been taken recently to add additional parking such as roof level valet and temporary lots. Demand is down since last June, and the structures are not filling nearly as often as they were last spring.

NEXT STEPS - RFQ

Revise RFQ based on Committee's comments;

- Have an 'outside' consultant review current RFQ;
- Provide 'outside' consultants comments to Committee for review as well as a timeline:
- Forward RFQ to City Commission.

H. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Blaesing provided a brief overview of a letter from the 1st Baptist Church (dated 10/05/16 addressed to Mr. Valentine) that was presented to the Committee Members.

Mr. Clein agreed that something should be included in the RFQ in regards to being sensitive to the surrounding buildings needs and operations (i.e. 1st Baptist Church, Google, Willits). The Committee agreed.

Ms. Taubman indicated she would be in favor of separating the project; parking structure / buildings.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, JANUARY 6, 2017 Conference Room 205 151 Martin Street, Birmingham, Michigan

E. DRAFT BATES ST. RFQ - REVIEW

Mr. Valentine provided a brief overview of where we are at currently and that we had RFP reviewed by an outside consultant. Ms. Ecker gave a brief summary of the consultant's comments.

Discussion took place about including some information about the Brookside Development in the RFP.

Ms. Hoff enquired about 'RFQ' vs. 'RFP & RFQ'. General discussion took place on this subject.

F. PROJECT PROCESS OVERVIEW & TIMELINE

Ms. Hoff asked what the next step is if the City moves forward with the RFQ. Mr. Valentine referred to the timeline spreadsheet. He gave a brief overview and explained the concept and purpose of the chart(s).

General discussion took place on the timeline and process (i.e. election date, sale vs. lease)

Mr. Valentine read Mr. Clein's email comments into the record.

Motion by Mr. Nickita

Seconded by Mr. Astrein to move forward with modifying the RFP per the comments and direction of the Committee and to forward it to the City Commission. Motion passed 5-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 4:00 P.M., WEDNESDAY, JULY 26, 2017 Conference Room 205

151 Martin Street, Birmingham, Michigan

D. REVIEW OF BATES ST. RFQ RESPONSES

Mr. Valentine provided a brief overview of the information provided. He stated that the four (4) submittals are complete. He also clarified that the City asked for concepts to demonstrate the respondents understand of the project.

Mayor Nickita asked if all four (4) applicants appear to be qualified and should be passed along or is there more information needed. He also added that a Request for Qualification (RFQ) is different than a Request for Proposal (RFP) and the intent of the RFQ is to determine which applicants are qualified.

Ms. Hoff asked if all of the applicants who submitted an RFQ were present at the meeting. Three (3) out of the four (4) applicants were present: Redico, Walbridge and Morningside. TIR Equities was not present. Mrs. Ecker stated that all of the applicants were not told they had to attend today's meeting.

Mr. Rinschler and Mr. Clein both felt that all four (4) applicants are qualified and that they all should be invited to submit an RFP.

Motion by Mr. Rinschler

Seconded by Mr. Astrein to move all four (4) RFQ's forward to the RFP process. Motion Passed 7-0.

E. PROJECT PROCESS OVERVIEW & TIMELINE

Mr. Valentine provided a brief overview of the next steps in the RFP process. He explained that the applicants are asked to submit an RFP to this committee for review and comment. Once the committee is satisfied with the RFP's, they are forwarded to the City Commission for action.

Further discussion took place about what was included in the RFQ and what the committee should expect in the RFP. The committee also discussed how to approach drafting the RFP. Mayor Nickita suggested starting with the previous RFQ and refine as necessary.

Mr. Rinschler asked if the committee should invite the applicants to a public meeting for questions. Mr. Clein explained he feels more comfortable sticking with 'nuts and bolts'. Mayor Nickita asked Mrs. Ecker if the committee has enough insight/knowledge to draft an RFP. Mrs. Ecker stated that she agreed with Mr. Clein that the committee should stick to 'nuts and bolts'. She thinks the committee can move forward. Mr. Rinschler concurred.

Mayor Nickita indicated that the RFP needs to be very specific. Discussion was had as to what will be more specific in the RFP as opposed to the RFQ. Mrs. Paskiewicz commented that the committee is working with assumptions that this is what the City wants to do. Mr. Valentine clarified that the concept had been approved in the 2016 Master Plan.

Mayor Nickita asked the three (3) applicants how long it will be until an RFP can be submitted. All three (3) applicants present agreed that ninety (90) days is acceptable.

The committee decided that they would review a draft RFP at the next scheduled meeting.

F. MEETING OPEN FOR MATTERS NOT ON THE AGENDA

Mr. Douglas Etkin (327 N. Old Woodward) stated that he wanted to bring up three (3) issues for consideration by the committee. First, he was concerned with access to his building as well as parking during the construction of the Bates St. Extension. Second, he brought up the building to the west (0' lot line) and a 20' pass through between buildings. Thirdly, he wanted to define the height of the parking deck.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 4:00 P.M., WEDNESDAY, SEPTEMBER 6, 2017 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. REVIEW OF BATES ST. RFP

Mr. Valentine provided a brief overview of the information provided and stated that the intent was to send the final version of the RFP to the City Commission for approval and issuance.

Ms. Ecker outlined the minor changes made per the Committee's comments from the last meeting.

Ms. Paskiewicz feels that providing public space should be encouraged. Mr. Nickita agreed.

Mr. Nickita questioned the sale vs. lease options (page 12 - E). He is not sure as the RFP is written that it is clear the City is looking for a recommendation from the development teams as to how to structure a deal.

Ms. Paskiewicz suggested adding language about any new parking structure being adaptable to other uses in the future. The Committee agreed.

Ms. Taubman (409 N. Old Woodward) wanted to be put on record that she would like any new building on Willits to be only three stories high. She lives on the fourth floor of the 325 N. Old Woodward building.

The Committee agreed to add language about sensitivity to surrounding buildings.

Ms. Hoff discussed the timeline.

Motion by Mr. Nickita

Seconded by Ms. Paskiewicz to forward the RFP to the City Commission for final approval after minor revisions by staff.

Motion Passed 5-0.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 8:00 A.M., FRIDAY, FEBRUARY 9, 2018 Conference Room 205 151 Martin Street, Birmingham, Michigan

D. REVIEW OF PROPOSALS

Mr. Valentine provided a brief overview of the current situation. Three development teams submitted packages, as the fourth one made the decision not to submit. Staff put together questions and forwarded them to the three development teams to get clarifications on certain items. Redico attempted to answer the questions, but acknowledged that their answers are likely not adequate, and advised that they have decided to withdraw their submittal from further consideration.

Ms. Ecker summarized the two proposals that are still in consideration for the committee (Woodward Bates Partners, and TIR Equities) and presented illustrations of the proposed plans from each team. Redico's submittal was also briefly summarized.

Ms. Gunter then reviewed in detail the spreadsheet that had been prepared by staff to summarize the important facts contained within each proposal.

Mr. Rincshler raised questions about how the TIR proposal to build 15 stories fits with the zoning requirements for this area. Ms. Ecker explained that because the City owns the land, regular zoning rules do not apply. Given the current zoning of the adjacent properties, a five story maximum would appear consistent with past practice. However, the TIR proposal could move forward if the City Commission wished to move in that direction.

Mr. Rinschler suggested that the TIR proposal should perhaps be disqualified because of the 15 story component.

Mr. Nickita asked for clarification on the parking spaces part of the TIR proposal. Staff responded that even though more information has been submitted, the proposal is still not clear. Mr. Nickita then asked for clarification of what the 592 spaces in the Woodward Bates proposal meant in terms of the required parking.

Mr. Clein asked to clarify that in the Woodward Bates proposal, the City is responsible for the oversight and costs involved in constructing the road, infrastructure, and parking structure.

Staff confirmed, and noted that in the TIR proposal, TIR offered to build the entire project, with the City paying for all public portions of the development.

Mr. Nickita felt that this committee should not disqualify TIR just due to the 15 story part of the proposal. He feels that the City Commission needs to make that decision.

Mr. Lang felt that the public would reject the proposal for 15 stories. Ms. Hoff agreed. She felt that it is not appropriate for TIR to have to do a lot more work to prepare for an interview if the City is not serious about considering their proposal.

Mr. Rinschler noted that both proposals require more input from the City financially than what he was hoping to see. He raised the question about whether we should consider either proposal seriously.

Mr. Clein noted that if TIR hears the discussion, and wants to continue in the process, the Committee should invite them to an interview. He added that asking the City to build all of the public components, as suggested in the Woodward Bates proposal, will be a heavy lift.

Mr. Nickita noted that the City should be clearly gaining something in return for selling property.

Mr. Lang moved to invite both companies back for an interview. Seconded by Mr. Rinschler.

Yeas: Astrein, Clein, Hoff, Lang, Nickita, Paskiewicz, Rinschler

Nays: None Absent: None

After discussion, the Committee agreed that the best time to meet next and conduct interviews would be Friday, March 9 at 2 P.M. Each team should be provided 30 minutes for interview.

In the meantime, Mr. Rinschler asked that staff confirm that the 15 story proposal is legal. Mr. Nickita asked for improved clarity from both proposals regarding the amount of parking being provided, and the amount that both parties are willing to bring to the table financially.

Ms. Hoff opened the meeting to public comment.

Mr. Matthew Shiffman, developer of 369 N. Old Woodward Ave., noted that if it had been clear that the zoning would permit a 15 story proposal, other developers may have well have been interested in participating. He also noted that an easement has been created to the west of his property that must remain open to light and air, and act as public property. His team will watch closely that this element remains in the final design.

Mr. Victor Saroki, Woodward Bates Partners, offered to meet with staff if needed to help give clarity to their proposal. He noted that this development is a major decision, and a 30 minute interview time may not be adequate for a complete discussion.

Ms. Hoff noted that if staff is going to meet with one team, than the same offer needs to be extended to the other team as well.

Mr. Rinschler thought it would help for the Finance Dept. to provide an analysis on how the offer to lease would translate to a net present value.

Mr. David Jacob, an attorney representing neighbor Linda Taubman, noted that his client could not attend today's meeting. He wished to express concerns that his client continues to have with this process potentially taking away the current views, light, and air that her condominium property currently enjoys.

CITY OF BIRMINGHAM AD HOC PARKING DEVELOPMENT COMMITTEE 1:30 P.M., FRIDAY, MARCH 9, 2018 Conference Room 205 151 rtin Street, Birmingham, Michigan

D. N. OLD WOODWARD / BATES STREET PROJECT

Mr. Valentine asked if the parties for the two (2) interviews would exit the boardroom until it was time for their interview. Both parties did leave the room as requested.

Mr. Valentine provided a brief overview of the interview process to include questions, scoring, etc... He also added that no team will be chosen today and the Committee should feel free to ask follow up questions.

Ms. Hoff asked the Committee members to take a couple of minutes to review the interview questions. She also indicated that there are two (2) score sheets – one for each interview and that each interview team would be given 30 minutes to make their presentation and answer questions.

The Committee agreed that Public comments should be held until after both interviews.

Mr. Valentine indicate answers to the Committees previous comments/questions were obtained and included in the packet as well the City creating a matrix which was provided as well.

The TIR Equities Presentation began at 2:00 PM & The Woodward Bates Presentation began at 3:00 PM. Discussion and scoring on each presentation was performed after each presentation. Score were as follows: TIR – 690 & Woodward Bates – 992.

Public Comments:

Phil (Resident on Willits) – Worried about the view, concerned with first proposal, questioned the height and indicated he believes parking will be a net gain.

Clint Ballard (Resident on Greenwood) – see no issue with building height.

Linda Taubman (Resident Google Building) – Thinks first proposal is very exciting, but doesn't think it is possible.

Ms. Hoff indicated that the City received a recent letter from a resident. A copy was provided to all Committee members.

Ms. Hoff asked what the next steps are?

Mr. Gordon suggested having another meeting to review financing. Mr. Nickita agrees.

Mr. Lang would like to see more information on economic impact.

Ms. Hoff asked if we are asking for more information. Mr. Nickita stated that he feels we can expand on the information we have. Mr. Valentine confirmed this.

Committee agreed to conduct an additional meeting to discuss.

Mr. Valentine stated that there are two (2) parts to this process 1) Selection and 2) Recommendation.

EXCERPT FROM BIRMINGHAM CITY COMMISSION MINUTES MARCH 10, 2014 MUNICIPAL BUILDING, 151 MARTIN 7:30 P.M

03-58-14 FORMATION OF AN AD HOC PARKING STUDY COMMITTEE

City Engineer O'Meara explained that the proposed ad hoc committee would study the possible expansion of the Pierce Street Parking Structure and the future parking needs for the Central Business District and Triangle District. He noted that the committee would consist of five members of existing City boards.

Ms. Ecker confirmed for the Commission that the Planning Board action list includes parking requirements. The Commission discussed the monthly permits at the parking structures. Commissioner Rinschler suggested the Committee focus on the Central Business District.

City Engineer O'Meara confirmed for Commission Hoff that staff representatives will be attending the Ad Hoc Committee meetings.

Commissioner Nickita encouraged the members of the Ad Hoc Committee to consider "out of the box" alternatives such as enhancing street parking or a shuttle service.

MOTION: Motion by Hoff, seconded by McDaniel:

To accept the recommendation of the Advisory Parking Committee, authorizing the formation of an Ad Hoc Parking Study Committee that will be formed for a limited time to update the parking demand study done in 2000 for the Parking Assessment District, as well as the 2007 parking study completed as a part of the Triangle District Master Plan. The goal of the Committee will be to determine the long term demand levels for parking throughout the Central Business District and Triangle District, and to provide recommendations of how to best use the Auto Parking System's properties at this time, as well as to establish targeted needs for the Triangle District. The Ad Hoc Parking Study Committee shall include the following members, with each of the suggested boards nominating their representative accordingly:

- Advisory Parking Committee
- Corridor Improvement Authority
- Multi-Modal Transportation Board
- Planning Board
- Principal Shopping District

The Ad Hoc Parking Study Committee shall be formed as soon as practical, with the goal of finalizing a report of findings and recommendations by July, 2014.

VOTE: Yeas, 6 Nays, None Absent, 1 (Moore)

BIRMINGHAM CITY COMMISSION MINUTES MARCH 16, 2015 MUNICIPAL BUILDING, 151 MARTIN 7:30 P.M.

03-47-15 AD HOC PARKING STUDY COMMITTEE FINAL REPORT AND RECOMMENDATIONS

City Engineer O'Meara explained that in 2013 the City noticed that parking demand was exceeding capacity in all five of the structures. The Ad Hoc Parking Study Committee was formed to study the current and future parking environments for the Central Business District and the Triangle District and to make recommendations for future parking improvements if needed. He discussed the seasonal parking trends of the parking structures and the short and long term parking development projections. The Commission commended the Committee on its work.

Commissioner Nickita stated that one of the issues is to recognize the existing conditions and align them with the overall master plan goals.

Mayor Sherman noted that the recommendation is to create a second committee to develop an implementation strategy.

Mayor Pro Tem Hoff noted that the motion does not mention the Pierce Street area. Mr. O'Meara explained that staff felt that, in order to move forward, the North Old Woodward property has the most opportunity for further discussion. The Pierce Street Structure only involves whether or not two floors are added. He explained that the first resolution includes a review of the entire Central Business District which would include the Pierce Street Structure.

Mr. Valentine confirmed for Commissioner Nickita that a formal resolution will be brought to the Commission with the specific criteria establishing the steering committee and their specific charge.

Mayor Sherman suggested the committee be comprised of only two Commissioners and one resident who is not involved in any other board with a background in finance and an interest in the downtown.

MOTION: Motion by Rinschler, seconded by Nickita:

To accept the findings of the Ad Hoc Parking Study Committee estimating that a deficit of 278 parking spaces is expected in the long term for the north portion of the Central Business District, and a deficit of 427 parking spaces is expected in the long term for the south portion of the Central Business District, and directing staff to have a full topographic and boundary survey of the existing conditions of the N. Old Woodward Ave. property prepared to assist with all future plan preparation, and

further, to direct staff to provide for the creation of an ad hoc steering committee to:

- 1. Consider the parking system's overall parking demands and prioritize the projects to finalize the Parking System's expansion plan for the Central Business District.
- 2. Determine the parameters of an expansion at the N. Old Woodward Ave. Parking Structure site that will provide an appropriate number of parking spaces, an extension of Bates St., provide additional development opportunities and provide interaction with the adjacent City park land to the north in accordance with the Downtown Birmingham 2016 report and the Rouge River Trail Corridor Master Plans.

VOTE: Yeas, 6 Nays, None Absent, 1 (Dilgard)

MOTION: Motion by Nickita, seconded by McDaniel:

To accept the findings of the Ad Hoc Parking Study Committee that a parking facility of approximately 400 parking spaces in the long term is recommended to serve the north portion of the Triangle District, and a parking facility of approximately 600 to 700 parking spaces in the long term is recommended to serve the south portion of the Triangle District, and directing staff to pursue opportunities in the district for consideration, and further endorsing the recommendation that the parking assessment district for the Triangle District, once created, be extended north of Maple Rd. to include all commercial properties from Woodward Ave. to Adams Rd.

VOTE: Yeas, 6
Nays, None
Absent, 1 (Dilgard)

BIRMINGHAM CITY COMMISSION MINUTES AUGUST 10, 2015

08-179-15 DOWNTOWN PARKING SYSTEM EXPANSION PROJECTS PARKING DEVELOPMENT CONSULTANT SERVICES RFP

Mayor Pro Tem Hoff stated that this is an important issue that will affect many people and requested the City Engineer to provide an update.

City Engineer O'Meara explained that the Request for Proposal has been written and the City will be looking for architects to team up with an urban design professional and a parking consultant to meet with the Parking Development Committee three times and the City Commission to create massing studies with four options to explore regarding two parking sites, North Old Woodward and Pierce, which could be expanded upon or potentially demolished and completely replaced. He noted that these would be conceptual plans.

Commissioner Nickita explained this involves urban design issues, architectural issues, costs, incorporating a developer of some sort, and land control. This RFP is to get as much of the envelope of the issues clear in order to make a solid decision to move forward.

MOTION: Motion by Hoff, seconded by Nickita:

To endorse the Request for Proposals (RFP) for the Downtown Parking System Expansion Projects Parking Development Consultant Services to work with the Ad Hoc Parking Development Committee (AHPDC), and directing City staff to solicit proposals at this time.

VOTE: Yeas, 6
Nays, None
Absent, 1 (McDaniel)

BIRMINGHAM CITY COMMISSION MINUTES OCTOBER 26, 2015

10-249-15 DOWNTOWN PARKING SYSTEM EXPANSION PROJECTS PARKING DEVELOPMENT CONSULTANT SERVICES

City Engineer O'Meara explained that the Ad Hoc Parking Development Committee has recommended that a consultant team be hired consisting of an architect, an urban design professional, and a parking consultant to work with the Committee in regards to the Pierce Street and North Old Woodward parking structure sites in visioning, studies, and cost estimating. He noted that an RFP was issued and three firms submitted proposals. The Albert Kahn team and Victor Saroki team were interviewed.

Commissioner McDaniel commented that the Committee worked hard to come to a conclusion. Based on his experience on the Shain Park Ad Hoc Committee, the Albert Kahn group was hired to do the design work and it did not go well. He stated that Albert Kahn was the higher of the two bidders by \$12,000, given how close the point scores were, the past experience with Albert Kahn, and Saroki's knowledge of the community, he suggested that Saroki is the way to go.

Commissioner Rinschler expressed support of Commissioner McDaniel's comments. He commented that with a large firm, a small project becomes cumbersome. The parking issue is a big issue for Birmingham, but it is a relatively small project from an architectural view. He noted that Albert Kahn is a great firm to hire if there is a fairly large undertaking.

Mayor Pro Tem Hoff stated that she is a member of the Committee. The Committee worked hard and reviewed the proposals, samples and presentations. It was a difficult decision. She commented that when a Committee makes a decision and has a hard time doing it, it is not a good practice for the Commission to not listen.

Commissioner Dilgard commented that he was also on the Shain Park Committee. He gave an example on the Shain Park lighting plan and noted the lighting had to be retrofit with something that fit the community. He noted that the City would be well served with the Saroki firm.

Commissioner Nickita explained the process of the Committee and noted that it spent a lot of time on this decision.

MOTION: Motion by Hoff, seconded by Nickita:

To approve the agreement with Albert Kahn Associates, Inc., for the Downtown Parking System Expansion Projects Parking Development Consultant Services in the amount not to exceed \$67,860, charged to account number 585-538.001- 981.0100, Parking System General Capital Improvements Account. Further, to approve the appropriation and budget amendment as follows:

Auto Parking System Fund

Revenues:

Draw from Fund Balance #585-000.000-400.0000 Total Revenue Adjustments	\$67,860 \$67,860
Major Street Public Improvements #585-538 001-081 0100	¢67 860

Major Street Public Improvements #585-538.001-981.0100 \$67,860

Total Expenditure Adjustments \$67,860

Mayor Sherman noted that he will not support the motion. He stated that the City would be remiss if it did not use the experiences of the Commissioners. With the points being so close, experience comes into play and should be relied on.

Commissioner Moore noted that he will not support the motion. He stated that he would like to take advantage of utilizing an applicant with a tremendous amount of institutional history, understanding of Birmingham, its architecture, issues, history and has been a part of it such as the Saroki firm. With the points so close, he would like to utilize the kind of expertise and cultural understanding that Saroki would bring to this project.

Commissioner Nickita stated that he will support the motion. The Committee worked hard on this. The decision was so close either team could do a credible job.

Mayor Pro Tem Hoff agreed that either contractor could do a good job. She expressed support of the Committee's decision.

VOTE: Yeas, 2 (Hoff, Nickita)
Nays, 5 (Dilgard, McDaniel, Moore, Rinschler, Sherman)
Absent, None

MOTION: Motion by McDaniel, seconded by Rinschler:

To approve the contract subject to an agreement being reached with Victor Saroki and Associates for the Downtown Parking System Expansion Projects Parking Development Consultant Services in an amount not to exceed \$55,000 and to approve the appropriation and budget amendment.

VOTE: Yeas, 6 Nays, 1 (Hoff) Absent, None

EXCERPT BIRMINGHAM CITY COMMISSION MINUTES MARCH 13, 2017 MUNICIPAL BUILDING, 151 MARTIN

7:30 P.M.

03-63-17 REQUEST FOR QUALIFICATIONS FOR N. OLD WOODWARD/BATES STREET PARKING & SITE DEVELOPMENT

City Planner Ecker has been looking at the parking situation in downtown Birmingham for ways to address it. She described the process to date, changes in parking demands and determining future needs. The City Commission established an Ad Hoc Parking Development Committee in 2015, and they were charged with developing an implementation strategy for addressing future parking demands, looking at costs, capacity, needs, impacts, master planning concepts, timelines, etc. The committee has been meeting for the past two years and studying exactly what the parking situation is downtown. A previous committee talked about the Pierce street structure versus the North Old Woodard structure as well. The committee recommended that we move forward with the North Old Woodward deck improvements first. The Ad Hoc Parking Development Committee also agrees, and the committee has spent the last two years studying what the parking demands are, and how many spaces we need to add. When looking at the way office space is changing, everybody is spread out in an open format which creates space for more people. It seems like the new form of office space is creating more demand. The committee determined what would be needed in terms of adding more parking to that north end of the district. They determined a number and started looking as to how they could redevelop the North Old Woodward structure by, either tearing it down, expanding it, adding on levels, etc. The committee considered what can be done to add more parking to that area while keeping in mind the Downtown Birmingham 2016 Plan that calls for Bates Street to be extended from Willits to North Old Woodward. We have a Parks plan that shows a trail connection across the river to Booth Park. The committee recommended in January that the Commission consider issuing a Request for Qualifications. This would make it a two stage process. First, we would issue a RFQ. We would pick those that we think are qualified and they would move to the second stage, which would be a Request for Proposals. Only those qualified would be invited to submit a proposal under the RFP. The Ad Hoc Parking Development Committee also asked that we send this RFO out to a real estate consulting firm. Ms. Ecker explained that there is a letter from Jones Lang LaSalle (JLL). JLL reviewed it and thought it was well done, and suggested that we move forward quickly with this, given the cyclical economy. They also indicated they have a potential list of developers available to the City, if needed.

Mayor Nickita explained that we are simply asking for developers to submit something to get a sense of whether or not they fall in line with something that would be applicable. He said there are a number of iterations to go yet.

Commissioner Boutros asked about time frames for responses. Planning Director Ecker said the deadline for the first phase is April 14, 2017. Deadlines for the second phase have yet to be determined.

Commissioner DeWeese pointed out that because it is a Request for Qualifications this is about finding the person or persons to produce something we will find useful.

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Victor Saroki of Saroki & Associates said it was apparent that the North Old Woodward deck has the best potential. He said it yields the maximum amount of parking and created a new street as well as more development potential for the area. He worked with Carl Walker, parking consultants in Kalamazoo, on the deck designs and the calculations and proposals. He explained the structure is five levels and has about 572 spaces. The surface lot has 173 spaces, for a total of 745 spaces. He described the two schemes, their features and differences.

Discussion followed about the increase in the number of parking spaces. Mr. Saroki said the target numbers proposed were exceeded.

Commissioner Boutros asked if we put two buildings together, would they yield 2,000 spaces. Mr. Saroki believes the existing structure is not designed for additional floors on top. If a new structure is built, some of the surface parking is lost. The new total combined would be 1,088, which is less than a new deck.

Commissioner DeWeese suggested we need to remove at least the north section of the old garage to make Bates wide enough for sidewalks. If the garage is kept the way it is now, full utilization of Bates would not be possible and not be pedestrian friendly. He expressed concern about how the upper floors of the parking deck would look, and would like that look diminished. Mr. Saroki agreed, and said that would be the challenge of the architects and developers working on the project.

Commissioner Hoff thought the designs were excellent, and is happy to see an RFQ as a first step. She thinks it is a better way to move forward. She expressed concern about whether two weeks is sufficient time for firms to submit a response to a RFQ. Mr. Saroki agreed with Commissioner Hoff, because it will be a team that will need to be assembled to submit a thoughtful proposal, so more time for development is important.

Commissioner Hoff said this project has many challenges, including financing and use of the public property. She feels a group has to come together that is familiar with public/private partnerships as well as building and design, and that process may require more time. She suggested using the list that Jones LaSalle provided.

Mr. Saroki suggested the site visit be scheduled three weeks from now. Mayor Nickita agreed that extra time does not have an impact on us.

Planning Director Ecker suggested mid-April for the mandatory meeting, and mid-May for qualifications to come back, give or take a month.

MOTION: Motion by Boutros, seconded by Hoff:

To direct staff to issue the Request for Qualifications for the N. Old Woodward/Bates Street Parking and Site Development through the MITN system to solicit qualified firms interested in pursuing the development of this area.

Commissioner Hoff would like to amend the motion to include the MITN system, as well as other developers locally, regionally, and nationally.

Commissioner Bordman said this is a significant project with many parts. The group that is going to review the responses should include the Parks and Recreation Board, since this RFQ

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involves Booth Park and the bridge connecting the park and the trail system. The RFQ needs the expertise of the Parks and Recreation Board represented in the review of the RFQ.

Mayor Nickita agreed and said having some additional insight from the Board is a valid point. It was agreed that the Parks and Recreation Board could be incorporated into the RFQ review.

VOTE: Yeas, 7

Nays, None Absent, None

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EXCERPT

BIRMINGHAM CITY COMMISSION MINUTES SEPTEMBER 11, 2017 MUNICIPAL BUILDING, 151 MARTIN

7:30 P.M.

09-249-17 NORTH OLD WOODWARD / BATES STREET PARKING AND SITE DEVELOPMENT – REQUEST FOR PROPOSALS

From City Planner Ecker's staff report to City Manager Valentine dated September 6, 2017: On March 16, 2017 the City issued a Request for Qualifications (RFQ) seeking qualified developers interested in the N. Old Woodward Parking / Bates Street Extension project.

The City received submittals from four development teams. All were reviewed by City staff and all four met the qualifications contained in the RFQ. Accordingly, the City Attorney reviewed the financial documentation to determine if all were financially qualified.

On July 26, 2017, the Ad Hoc Parking Development Committee adopted a motion finding that all four of the development teams that submitted their qualifications were in fact qualified to proceed to the next phase. The Committee directed staff to prepare a draft Request for Proposals (RFP) for their review at a future meeting.

On September 6, 2017, the Ad Hoc Parking Development Committee reviewed the draft RFP. The Ad Hoc Committee requested some changes to clarify the City's intentions, draw attention to the public plaza requirements, reference the Alleys & Passages Plan and highlight the desire for a public parking structure that can be repurposed for other uses. The Ad Hoc Parking Development Committee voted unanimously to recommend approval of the RFP to the City Commission.

Commissioner Bordman was concerned that:

- The plan did not include parking accommodations for construction site workers.
- The turn-around time between the release of the RFP and the proposal due date of January 3, 2018 is too short and may lead to rushed proposals.

City Planner Ecker explained that parking arrangements for construction site workers are generally handled during pre-construction meetings with the developer and city staff, and that all four pre-qualified candidates stated before the Ad Hoc Parking Development Committee they would only need 90 days to create and submit their proposals.

Commissioner Hoff provided a brief overview of the Ad Hoc Parking Development Committee:

• It was formed about two years ago to look at the parking situation in Birmingham.

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- The Committee includes a financial representative, a developer representative, members
 of the advisory parking committee, members of the City Commission, and members of
 the Planning Board.
- Victor Saroki's firm was hired to come up with a concept plan focusing on the N. Old Woodward parking structure and the surrounding area. Based on the firm's proposal, this is a development project, not just a parking project. The proposal includes:

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- o Demolishing the N. Old Woodward structure and replacing it with a larger one;
- o Developing the surrounding area with business and residential projects; and
- o Continuing Bates north to emerge on Old Woodward.
- Commissioner Hoff and Mayor Nickita are both on the Committee.
- The four pre-qualified teams have a multitude of disciplines represented.

Mayor Pro Tem Harris asked whether the sale of public land, which under the City Charter requires a public vote, needs to be incorporated in the timeline for the bidders.

City Planner Ecker confirmed that it is included under Item E – Submission Requirements and Guidelines, on page twelve. A written outline of the terms the development team proposes is required, and the terms include purchase and/or lease of land.

Commissioner DeWeese clarified that should there be a lease of public land, and not a sale, that only the Commission's approval is required. City Manager Valentine confirmed. City Planner Ecker specified that such leases have been done previously, albeit with smaller parcels.

Mayor Nickita explained that the land lease or sale would include the retail liner of the parking deck and the development parcels: one residential, one mixed use. The City would retain ownership of the land beneath the parking deck, the street, the sidewalk, the infrastructure, the right of way, the public park or space that goes down to the river and the connection to Booth Park.

MOTION: Motion by Commissioner Sherman, seconded by Commissioner Boutros: To direct staff to issue the Request for Proposals for the solicitation of qualified development teams to plan and construct the North Old Woodward / Bates Street Parking and Site Development with the changes noted.

VOTE: Yeas, 7

Nays, 0 Absent, 0

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