



Request for Developer Qualifications (RFQ)

2001 N. LAKESHORE BOULEVARD
MARQUETTE, MICHIGAN

Development Opportunity

The City of Marquette, Michigan seeks qualified, experienced and capable developer(s) with experience designing, building, and constructing, for the City-owned property at 2001 N. Lakeshore Boulevard. The 32-acre vacant parcel provides an excellent opportunity for economic development along the shoreline of Lake Superior.

General Information

The City of Marquette hereby requests qualifications from qualified and experienced developer(s) interested in developing City-owned property. Information regarding the property is provided in the *Resources* section of this RFQ.

The City of Marquette has recently been designated as A Federal Opportunity Zone under the 2017 Tax Cuts and Jobs Act, providing three types of Federal tax incentives that relate to the treatment of capital gains for capital investments in our community.

City Objectives

The City of Marquette desires to facilitate the construction of residential and commercial development that advances the objectives found in the City of Marquette Community Master Plan.

Submittal Requirements

Eligible respondents may include an entity or a team. Respondents that include multiple partners must include and identify a lead partner. The lead partner must have demonstrated experience and capacity in similar development, and shall provide detailed proof as described in the submission instructions.

Please submit the following:

- 1. Statement of Interest:** Provide a statement of respondent(s) interest in development in the City of Marquette and understanding of the City Objectives.
- 2. Respondent Qualifications:**
 - a. Project Team (including identifying the lead firm/manager)**
 - i.** Provide an organizational chart describing the entities and key personnel on the Respondent's team including resumes for lead personnel;
 - ii.** Age of each firm's business and number of employees;
 - iii.** Location of principal place of business.

- b. Provide a general description and examples of development history and experience:**
- i.** The types of development should be of a similar scale conceptualized for development in the City of Marquette. Please include project specific:
 - 1.** Location including photographs;
 - 2.** Descriptions of referenced projects;
 - 3.** Total development costs;
 - 4.** Development type and size – i.e. number of units, residential/retail, etc.;
 - 5.** Development team or team member’s role in the project;
 - 6.** Financing structure;
 - 7.** Timeline to complete project from site control to occupancy of the initial building and the final building;
 - 8.** Community engagement (if any);
 - 9.** Any additional information deemed necessary for consideration.
 - c.** Provide at least three letters of reference for each partner included on the project team from parties or agencies involved in the developments listed in section b.
 - d.** Provide a statement confirming, if selected, your ability to start the project in calendar year 2019.
- 3. Financial Capacity:** While a project budget is not required at this stage, provide evidence and supporting documentation of the development team’s financial condition, demonstrating the credit-worthiness and financial capacity of the principals, key partners and/or corporation(s) to secure financing for the project components. The City is not asking for a letter of intent or commitment by financial institutions as this time, however, documentation could include information such as letters of interest or intent from lending institutions or equity partners, financial statements showing sources of equity, letters of interest from key tenants, etc.
- 4. Submission:** Submit three (3) hard copies of proposals to:
- L. Michael Angeli, City Manager
City of Marquette
300 W. Baraga Ave.
Marquette, MI 49855
- 5. Deadline:** Indefinite
- 6. Questions:** For additional information please contact L. Michael Angeli at mangeli@marquettemi.gov or 906-225-8102.

Disclosures and Changes to RFQ Process

All proposals will become the property of the City of Marquette, and may be reproduced in full or in part and/or published for public review, and will not be returned to respondents. Proposals will become public records subject to FOIA.

The City of Marquette reserves the right to request additional information from respondents, reject any and all submittals, waive any irregularities in the submittal requirements, or cancel, suspend or amend the provisions of this RFQ at any time. If such an action occurs, the City will notify all applicants, and any other parties requesting such notices, by posting updates online at www.marquettemi.gov.

The City of Marquette will not reimburse respondents for any costs involved in the preparation and submission of responses to this RFQ or in the preparation for and attendance at subsequent interviews. Furthermore, this RFQ does not obligate the City to accept or contract for any expressed or implied services.

Selection

Selected developer(s) will be invited to submit a detailed proposal for the proposed development. Proposals will be reviewed by City Administration. If the proposal(s) result in an approved project, the City and developer(s) will negotiate an agreement for conveyance and development of the project.

The agreement would set forth additional details regarding the property disposition, performance milestones for the developer(s), project development timeline, indemnity and insurance requirements, financing plan, and any other City requirements for development.

Resources

1. **Community Information: Exhibit A**
2. **Property Map: Exhibit B**
3. **Property Summary: Exhibit C**
4. **City Awards – Exhibit D**
5. **Opportunity Zone Information:** http://www.michigan.gov/mshda/0,4641,7-141-5587_85624---,00.html
6. **Lakeshore Boulevard Road Relocation Plans:** <https://marquettemi.gov/wp-content/uploads/2017/05/9-2-14-Final-Draft-Plan-Overview.pdf> and <https://marquettemi.gov/wp-content/uploads/2017/05/9-2-14-Final-Draft-Plan-Cross-Section.pdf>

7. **Community Master Plan:** https://marquettemi.gov/wp-content/uploads/2017/07/master_plan.pdf
8. **Zoning Ordinance:** https://marquettemi.gov/wp-content/uploads/2017/10/7-20-17-80_zoning_ordinance-1.pdf
9. **Target Market Analysis:** <http://www.cuppad.org/wp-content/uploads/2015/07/1b-UP-TMA-MARQUETTE-05-09-16.pdf>
10. **Marquette Brownfield Redevelopment Authority:** <http://www.mqtcitybrownfield.org/>

Exhibit A

Community Overview:

The City of Marquette is located in the central region of Michigan's Upper Peninsula on the shoreline of Lake Superior. With a population of 21,355, it is the U.P.'s largest community.

The City of Marquette is Michigan's premier walkable, livable, winter city. In addition to being a population center, it serves as the regional center for education, health care, recreation, and retail. This regional draw is associated with Northern Michigan University and U.P. Health System Marquette, both of which are located in the City of Marquette.

Marquette has a total land area of 7,385 acres and is home to a variety of valuable natural resources. Historically, the area's mineral resources attracted settlers to the region and supported a primarily resource-based economy. Other critical resources include the area's hydrology, particularly due to its location along the shoreline of Lake Superior. It also has heavily wooded areas and a hilly topography that add to its scenic charm.

The City of Marquette has a historic, traditional downtown which serves as the focal point of the community with not only lively retail activity, but also as a link to arts and culture. In the City's quest to become pedestrian-friendly, a non-motorized trail system was developed to connect most areas of the City (including the redevelopment parcel) to the downtown.

Today, Marquette's economy is primarily focused on service industries with a mix of natural resource industries such as mining and timber. This is, in large part, due to the University, the Hospital and other State facilities. Marquette continues to broaden its economic base, creating a greater diversity of sustainable employment opportunities for residents. Marquette has also received a substantial increase in Bond Rating by Standard & Poor's.

Cliffs Dow



Exhibit C

Site Name: Cliffs Dow Property

Address: 2001 N. Lakeshore Boulevard, Marquette, MI 49855/Marquette County

Land/Site: 32 +/- acres on the shoreline of Lake Superior

Description: Former Cliffs Dow Industrial Site owned by the City of Marquette. The City of Marquette has undertaken significant environmental responsibility for the property and has submitted a Mixing Zone Determination to the Michigan Department of Environmental Quality seeking a letter of No Further Action. Property is located on the shore of Lake Superior and has direct access to a transportation network, utilities, port, air, and rail. Property is adjacent the Northern Michigan University Superior Dome and within walking distance of Campus.

Incentives: Property is subject to an existing Act 381 Brownfield Plan and potential development will likely involve the use of Brownfield program to support outstanding private and public development through a partnership.

Marquette has been designated as a Federal Opportunity Zone.

Other incentives may be available depending on type of development, number of jobs, etc.

Infrastructure: Water, Sewer, Natural Gas, and Municipal Electricity available at site

Nearest Airport: Sawyer International – 19.1 miles

Nearest Interstate: I-75 – 156 Miles

Nearest Highway: US-41/M-28 – 3.0 Miles



Exhibit D



City of Marquette Recent Awards

Date	Award	Presented by	For
February 2018	Project of the Year award in Structures \$5 Million to \$25 Million	American Public Works Association	Municipal Service Center
November 2017	eCities 2017 Five-Star Top Performing Entrepreneurial Community	University of Michigan-Dearborn College of Business	Best practices to attract and retain entrepreneurial development and create business growth.
October 2017	Excellence in Financial Reporting	Government Finance Officers Association	City's comprehensive annual financial report; highest form of recognition in the area of governmental accounting and financial reporting.
November 2016	eCities 2016 Five-Star Top Performing Entrepreneurial Community	University of Michigan-Dearborn College of Business	Best practices to attract and retain entrepreneurial development and create business growth.
October 2016	Excellence in Financial Reporting	Government Finance Officers Association	City's comprehensive annual financial report; highest form of recognition in the area of governmental accounting and financial reporting.
November 2015	eCities 2015 Five-Star Top Performing Entrepreneurial Community	University of Michigan-Dearborn College of Business	Best practices to attract and retain entrepreneurial development and create business growth.
July 2015	Best Beach (McCarty's Cove) and Best Weekend Destination	The readers of <i>Lake Superior Magazine</i>	
June 2015	Placemaking Award - Third Street Corridor Project	Michigan Congress for the New urbanism	Making communities more livable and more walkable.
June 2015	The Best Small Cities in America	Nerdwallet	Best small cities in America – Marquette voted #8 out of 1,300
June 2015	Excellence in Financial Reporting	Government Finance Officers Association	City's comprehensive annual financial report; highest form of recognition in the area of governmental accounting and financial reporting.

April 2015	Tree City USA	Michigan Department of Natural Resources and the Arbor Day Foundation	For the promotion of community forestry in 2014.
November 2014	eCities 2014 Four-Star Top Performing Entrepreneurial Community	University of Michigan-Dearborn College of Business	Best practices to attract and retain entrepreneurial development and create business growth.
September 2014	2014 Michigan Excellence in Technology Award	State of Michigan	Best IT community engagement
July 2014	Best Shopping Experience for 2014	The readers of <i>Lake Superior Magazine</i>	Based on favorite views, restaurants, lodgings, hikes and a host of other activities.
November 2012	Safe and Sustainable Snow Fighting Award	The Salt Institute	For excellence in environmental consciousness and effective management in the storage of winter road salt.
July 2012	Excellence in Financial Reporting	Government Finance Officers Association	City's comprehensive annual financial report; highest form of recognition in the area of governmental accounting and financial reporting.
May 2012	Bicycle Friendly Community (Bronze level)	<i>Governing Magazine</i>	Promotion of bicycling, investments in bicycling infrastructure and bicycling education programs.
February 2012	"The 10 Best Places to Retire"	Cbsnews.com (Moneywatch)	"One of the most beautifully austere places in the U.S., if you like winter sports."
October 2011	eCities 2010 Four-Star Top Performing Entrepreneurial Community	University of Michigan-Dearborn College of Business	"Best practices to attract and retain entrepreneurial development and create business growth."
September 2011	Top five "Best Places to Retire"	CNN's <i>Money Magazine</i>	Marquette's picturesque location, accessibility to recreational activities, economic sustainability and affordability, opportunities for continuing education and premier health care facilities as reason for the high ranking.
April 2011	#19 in "Top 200 Towns for Sportsmen"	<i>Outdoor Life Magazine</i>	Exceptional hunting and fishing, as well as low cost of living, good paying jobs, and overall quality of life.

March 2011	#20 in 2010 Top Micropolitan	<i>Site Selection Magazine</i>	Tied for #20 in the nation (out of a total of 576 micropolitan areas) for total corporate real estate deals for 2010. The U.S. Census Bureau defines a micropolitan area as a rural county whose largest city does not exceed a population of 50,000.
January 2011	One of the nation's "Ten Winter Wonderlands for Retirement"	<i>U.S. News & World Report</i>	"A wintry and affordable place ideal for snow-loving retirees."
November 2010	Medal Winner, National Medal for Museum & Library Service (One of five in the nation out of 123,000 libraries)	<i>Institute of Museum & Library Services</i>	"Nation's highest honor for exemplary museum and library community service. The National Medal honors museums and libraries that make extraordinary civic, educational, economic, environmental, and social contributions."
October 2010	#3 in nation, "Best Small Cities to Raise a Family"	<i>Forbes.com</i>	Quality of life, jobs and education.
October 2010	eCities 2010 Five-Star Top Performing Entrepreneurial Community	<i>University of Michigan-Dearborn College of Business</i>	"Best practices to attract and retain entrepreneurial development and create business growth."
April 2010	One of 2010 Dozen Distinctive Destinations	National Trust for Historic Preservation	Every year the National Trust for Historic Preservation honors 12 places that not only preserve historic and cultural heritage but also provide a positive visitor experience.